

The Business Case

Current estimates suggest that US industry alone wastes as much as \$180B annually through unnecessary maintenance. When coupled with the additional \$550B in productivity losses this creates, the need for enhanced reliability and maintenance practices is clear. GE Energy's reliability consulting and implementation services are structured to address this need by helping customers assess their current reliability performance relative to others in their industry and implement appropriate improvements.

Comparison of actual operating results show that "Best in Class" reliability performers typically spend about 60% less on maintenance than industry averages while simultaneously achieving better results in every meaningful category — process uptime, labor efficiency, equipment availability, safety, environmental compliance, and of course, profitability.

Not surprisingly, many companies are now realizing that reliability is the "next frontier" for enhancing business results. Investment in enhanced reliability programs often yield multi-year ROIs of 10:1 and can run as high as 50:1 in some instances.

A Global Need

The global need for reliability improvement has consistently outpaced available resources. This is particularly true for implementation assistance. While there are numerous companies providing reliability consulting services, very few take the additional step to assist customers in implementing the improvement opportunities uncovered during program assessment.

Another need facing industry is the ability to deploy reliability practices uniformly and consistently across multiple facilities. Many companies today operate in numerous countries on several continents. While they are sometimes able to achieve "best practice" reliability results at isolated plants, rarely are they able to extend the success of their best plants to every plant in their enterprise.



GE and MRG – Working Together

Out of a mutual desire to address this need, GE Energy and Management Resources Group, Inc. (MRG) have entered into a strategic business relationship. Over the last two decades, MRG has established a stellar track record helping customers in more than a dozen vertical industries assess and improve their reliability programs with a remarkably effective methodology and set of engineering tools. MRG counts fully 50% of the Fortune 500 among its customer base and has emerged as a leader in this field.

GE Energy also brings a critical component to the relationship: an abundance of global, highly skilled field engineering resources. By equipping these professionals with the proven methodologies and technologies developed by MRG, GE now has a worldwide team able to both assess reliability programs and implement improvements. Because these resources are available globally, distributed enterprises can address all of their plants in parallel, rather than in an isolated “one at a time” fashion.

Helping Customers Help Themselves

The first steps for many companies are:

1. Create a heightened awareness of reliability within your own organization. If your people can't “feel” reliability, they're unlikely to embrace it.
2. Develop a business case for reliability improvement that shows exactly what investment is required to move from where you are today to where you want to be, along with the corresponding ROI you can expect.

GE is fully equipped to help in both areas, with a series of workshops that equip your people with the tools to better appreciate reliability, and to tangibly assess its benefits in your specific business environment.

We hope that you'll explore with GE the opportunities that improved reliability can make in your organization. Your account executive stands ready to assist you.

GE Energy
Optimization and Control
1631 Bently Parkway South
Minden, NV 89423 USA

Learn more about our Reliability Consulting and Implementation Services by contacting your account executive, by calling +1 775 215-1534, or by visiting www.ge-energy.com/RCIS

©2006 General Electric Company. All rights reserved.

Any reference to the “GE and MRG reliability services alliance” refers to the business arrangement established between Bently Nevada LLC, a GE subsidiary, and Management Resources Group, Inc. pursuant to the terms of the Strategic Business Relationship Agreement entered into between the parties. This alliance does not signify a joint venture, partnership, or any separate legal entity.

GEA-14718 (07/06)

