



The core and context model applied to maintenance strategy for reliability, quality and cost management

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altran

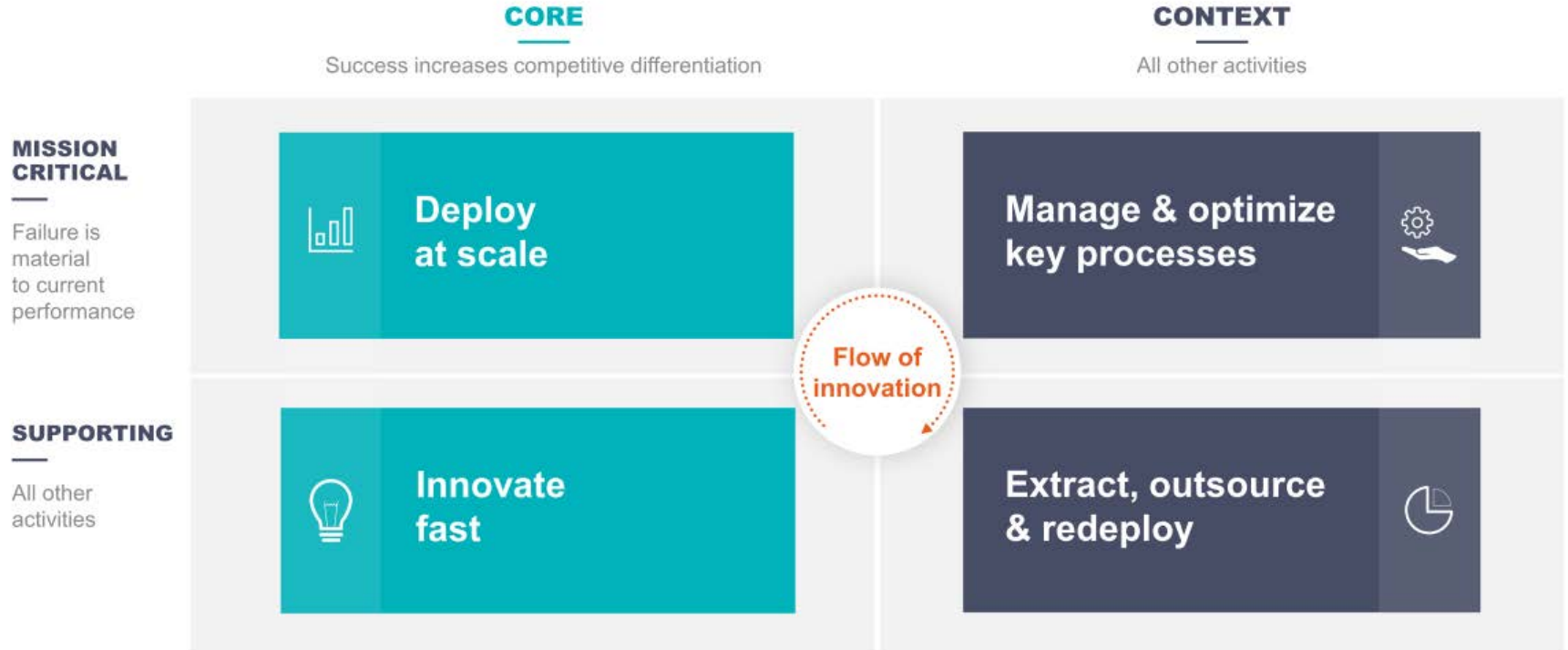
Agenda

- 1 Core / context model
- 2 Business cases
- 3 Reasons for success or failure
- 4 Conclusion

Focus on the core competences – The DNA of your company



Core / Context Model



Sources: Geoffrey Moore, Altran

Core competences in selective catalytic reduction for cement plants



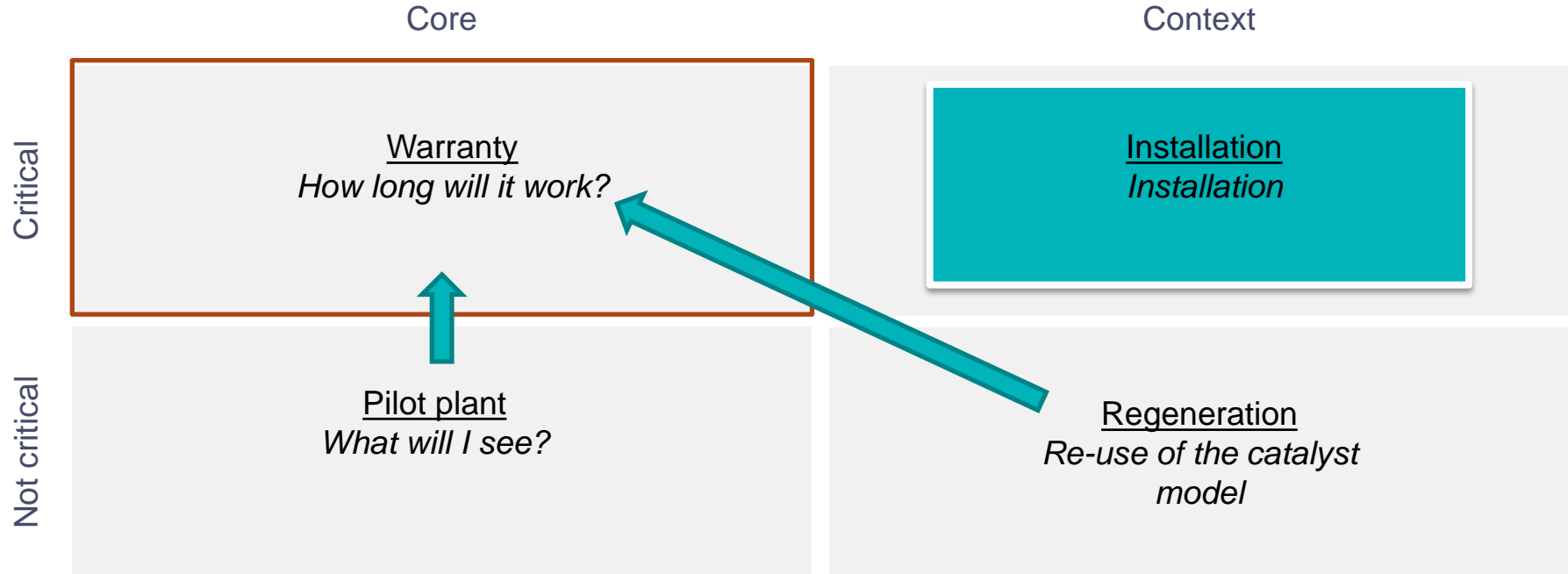
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Catalyst in cement is a service business

How to become leader in service from a plant engineering point of view.



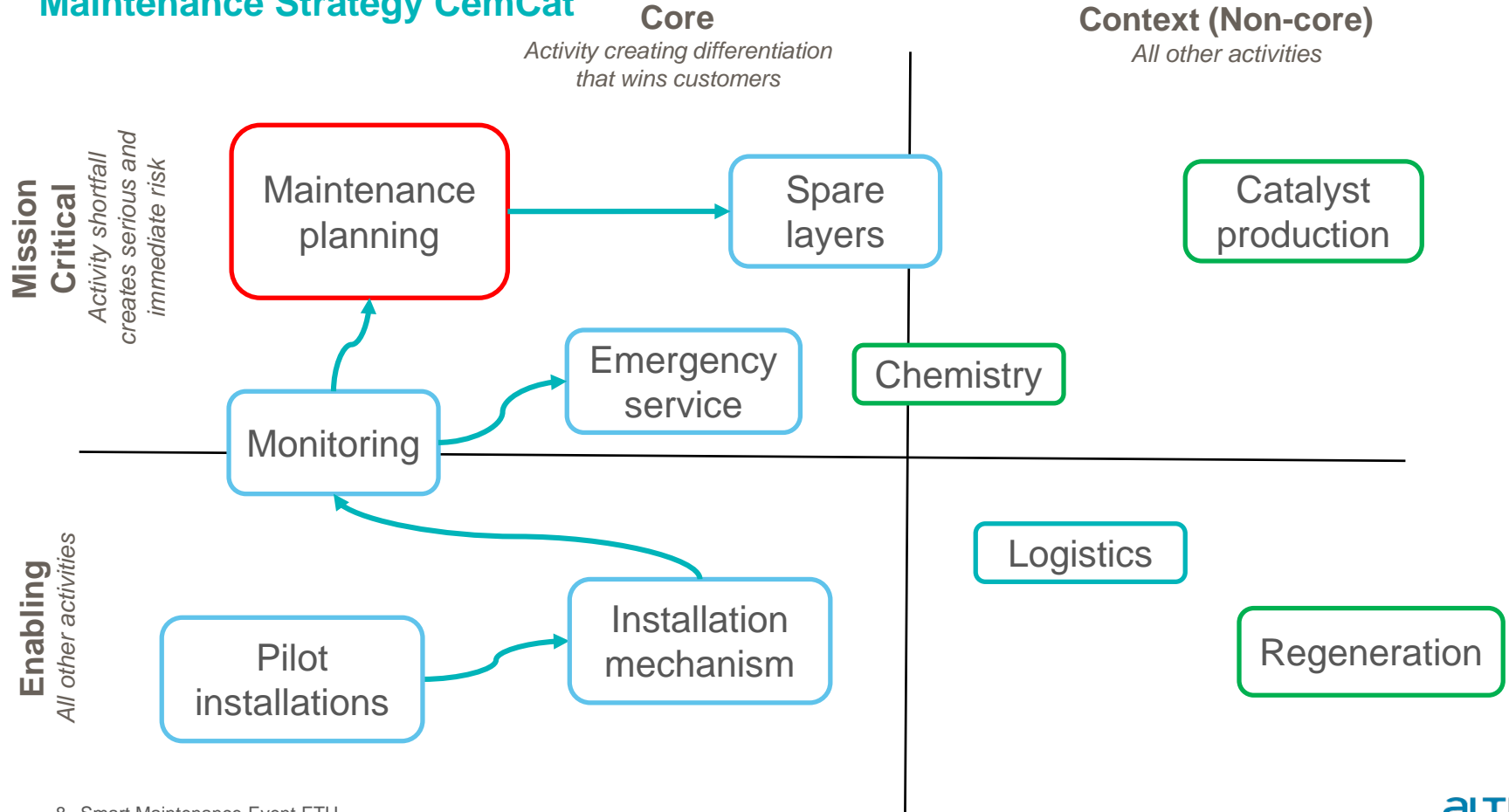
Installation and packaging as core competence to go in to service



Source: Google

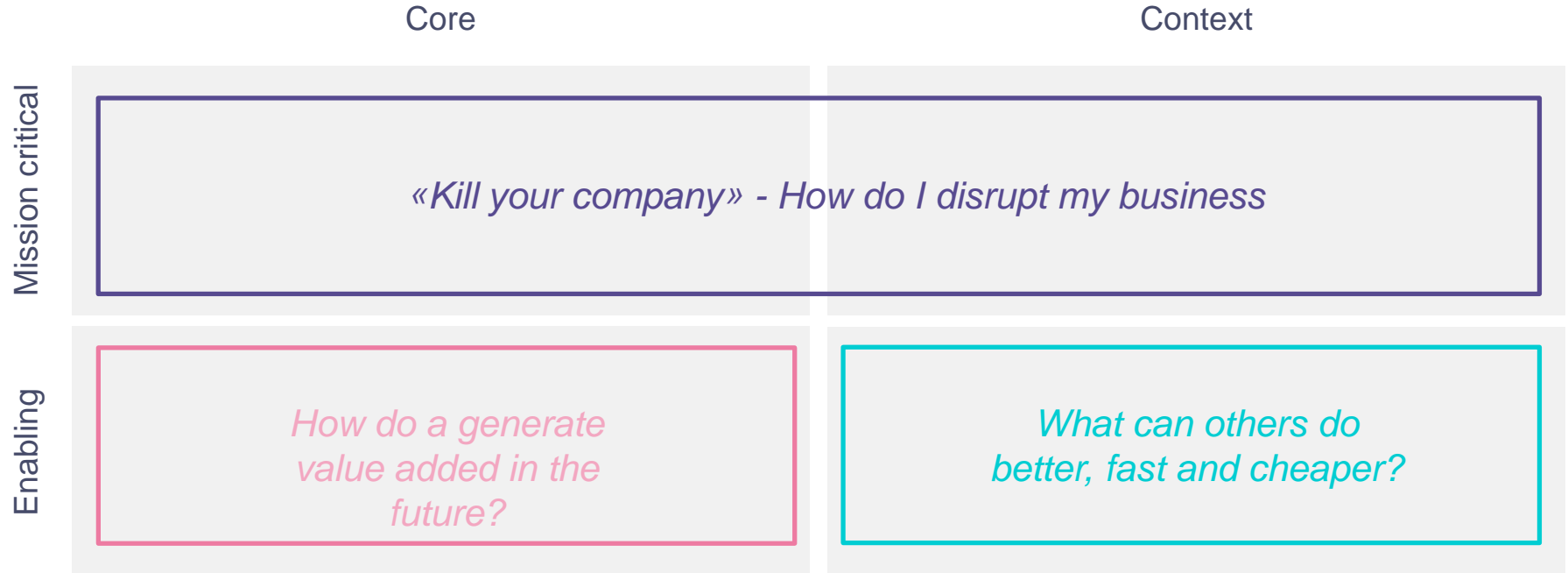


Maintenance Strategy CemCat



Core competences come from the corporate strategy

Client focus gives the answer



Logistics becoming core

Core

Context

Critical

Enabling

Geberit - Unternehmen im Überblick 

Bedeutung der Logistik im Gesamtunternehmen Geberit

- Geberit versteht Logistik als integraler Bestandteil der Unternehmensleistung
- Geberit definiert Logistik als eine ihrer Kernkompetenzen
- Geberit optimiert laufend ihre Geschäftsprozesse, auch die Logistik

**Kernkompetenz
Logistik**



Logistik muss individuellen Bedürfnissen gerecht werden – sie muss die vielfältigen Ansprüche der Kunden befriedigen und gleichzeitig für das Unternehmen effizient sein. Deshalb hat Geberit die bestehende Logistik komplett neu durchdacht und zentralisiert.

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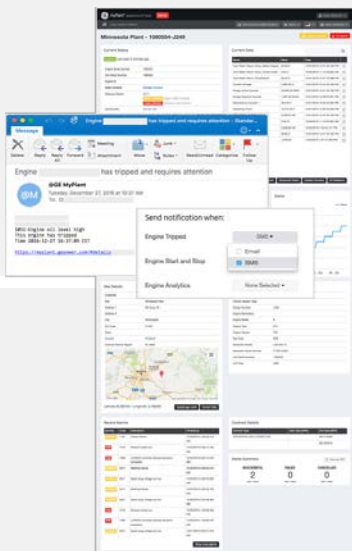
Ressource allocation in gas engine service

Core

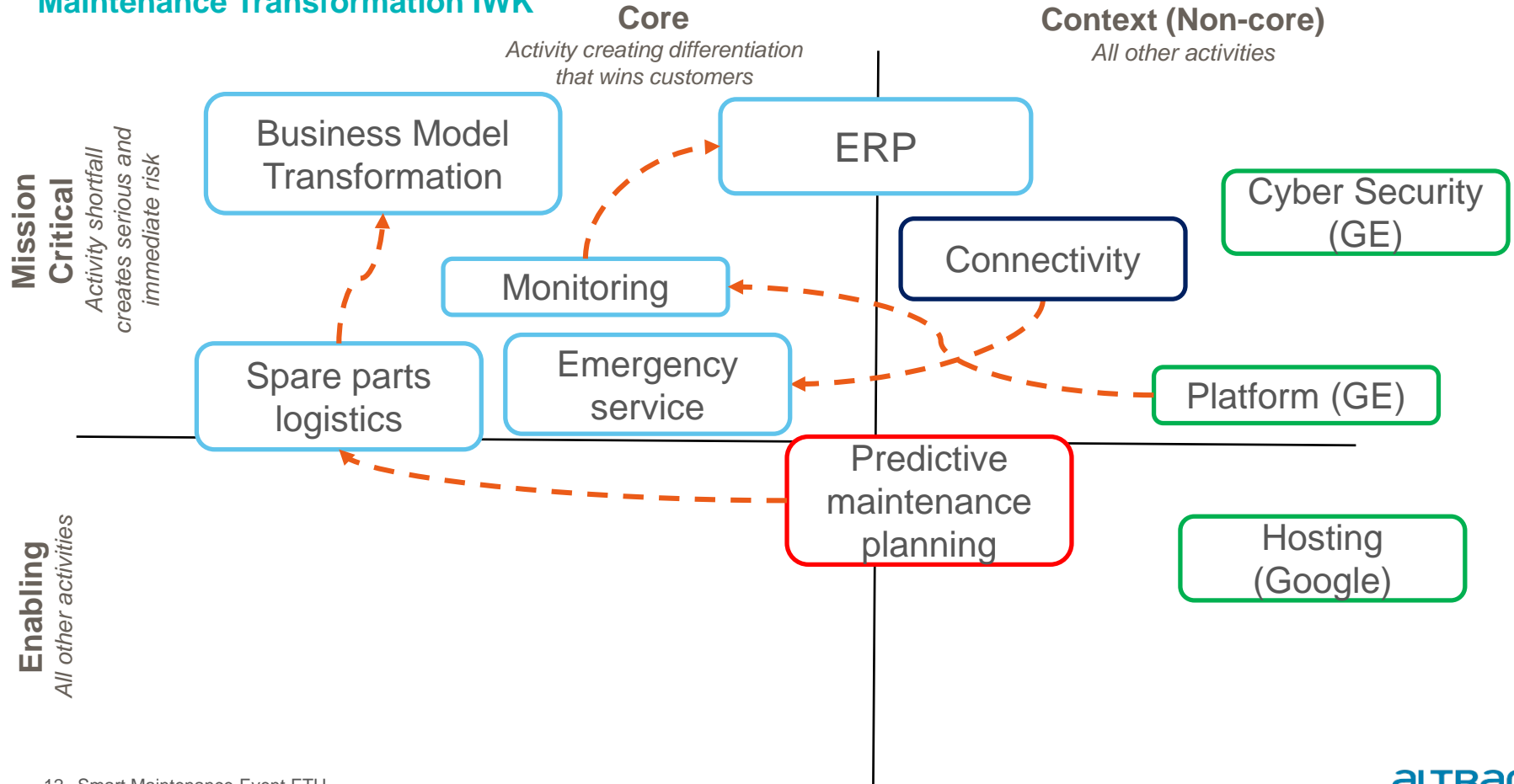
Context

Critical

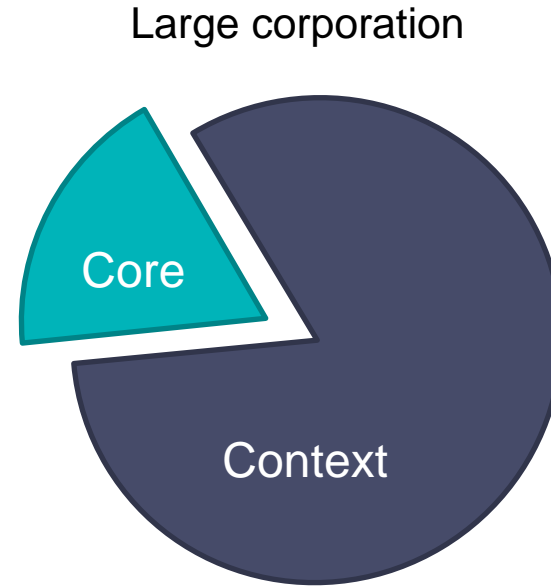
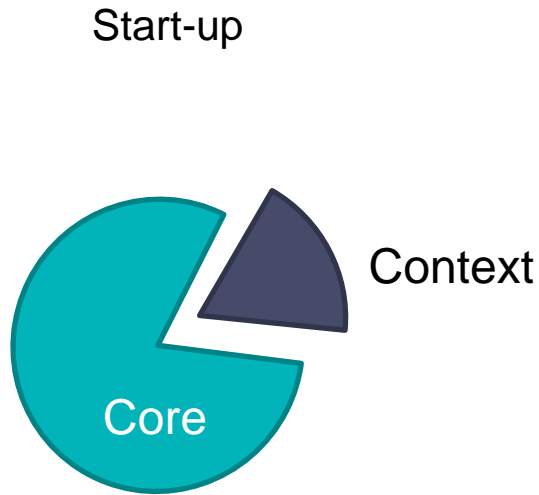
Non critical



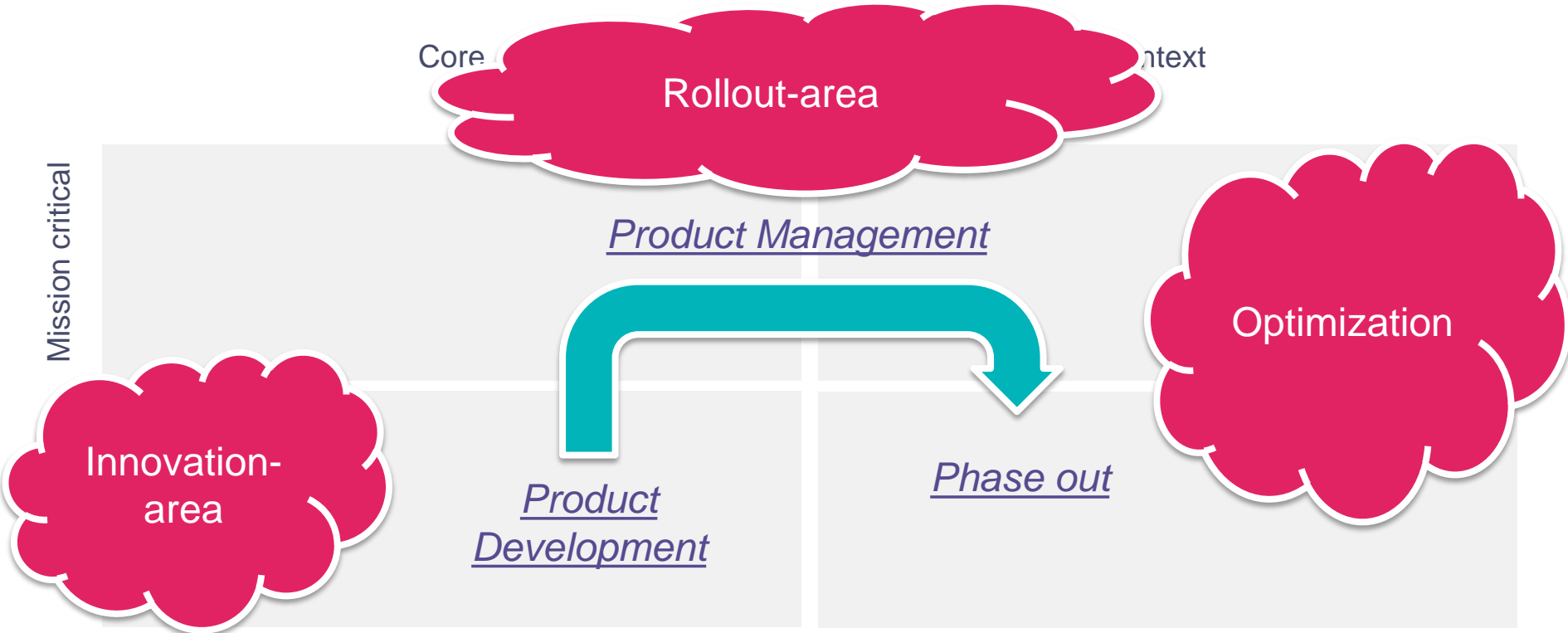
Maintenance Transformation IWK



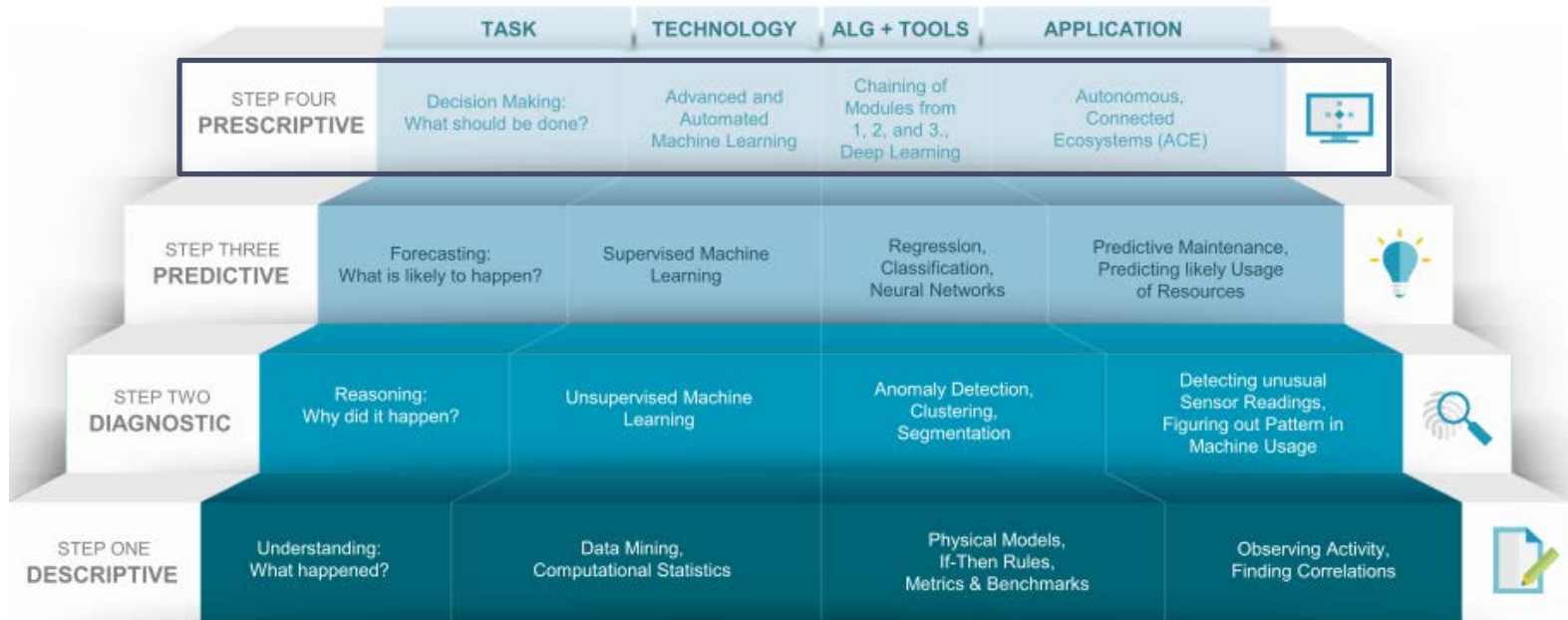
Core and context – Start up vs. big company



Ressource-Allocation



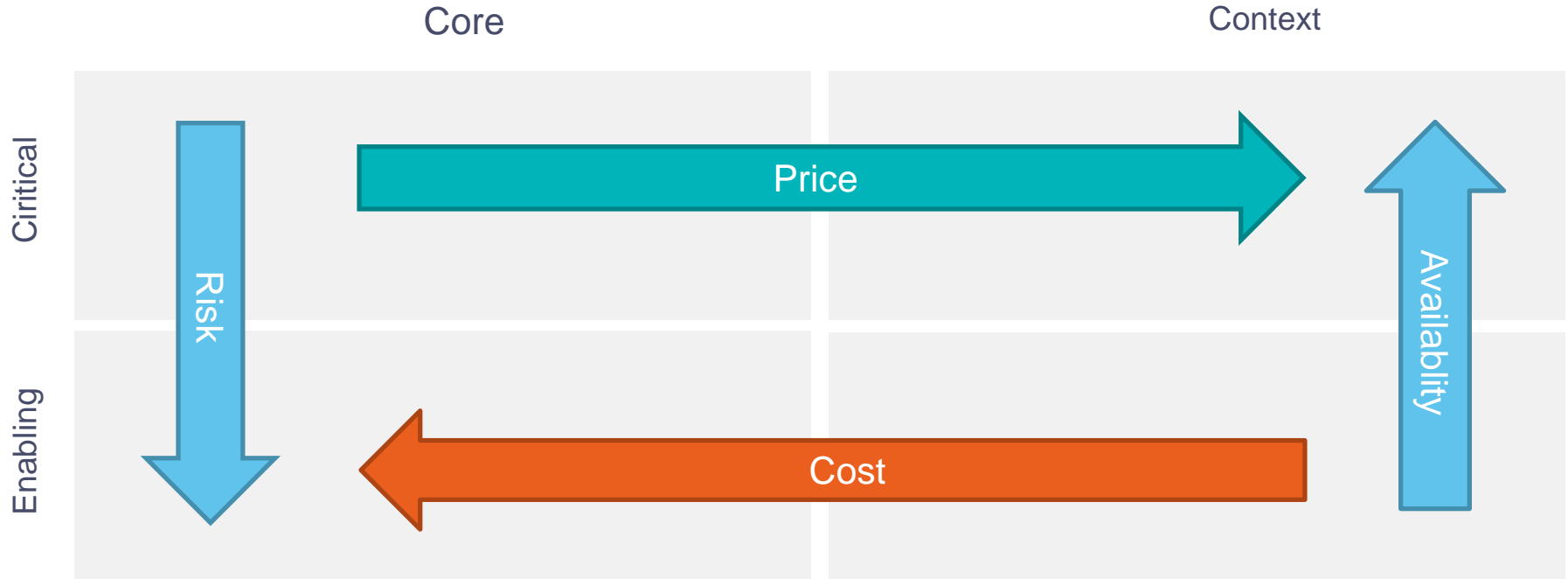
Tomorrow we do: «Prescriptive maintenance with artificial intelligence»



Source: Smart Maintenance Event ETH 2018



Cost, availability and quality





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