

**The Business**

# **IMPACT**

**of Enterprise Asset Management**

**A straightforward look at today's challenges**

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# Foreword

We all have assets, at home and in our businesses. We have always had assets, but never quite so seemingly complex. Technology has become an integral part of our lives, enabling us to get products and services better, faster, cheaper. That's the good news. But if you've been on this planet for more than a few years, you know that there are no free rides – something has to give.

I think you'll find this book helps you sort out what the biggest trade-offs and challenges are in the world of asset management. As well, each chapter provides some practical solutions to consider, using Enterprise Asset Management software as an enabling tool. But most importantly, the book provides you with some answers to the “What's in it for me?” question you will no doubt hear from key stakeholders across your company, as you try to get them excited about what Enterprise Asset Management can do for them, and vice versa.

Like many of you, I enjoy a challenge. This book covers all the key ones that may have a significant effect on Enterprise Asset Management. For example, we are witnessing the growing complexity and risk associated with increased automation, as our need for better integration of technology increases. In terms of human assets, we have to figure out how to more effectively transfer knowledge from the heads of an ageing workforce into the hands of the next generation. One of the most difficult opportunities presented in this book, but potentially the most lucrative, is the challenge to grow

the bottom line through lower energy costs, reduced emissions, and so on, as regulatory pressures rise and the cries to save our planet intensify.

Roughly half of my career I've worked in industry, and half in consulting. One of the most satisfying accomplishments for me as an executive and a leader of people in industry, or as a consultant working with clients, is when the folks I work with experience an "Aha!", that is to say, when they get it and their whole attitude and behaviour shifts dramatically. It's when their face lights up and they are on a mission to make things better.

So as you read through this book ask yourself two questions. First of all, what can you do differently to better manage your assets, today and over the long-term. Secondly, what can you do to motivate, influence and convince others to behave differently. That's what leadership is all about. And that's what this book is about. Enjoy.

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*“This book helps you sort out what the biggest trade-offs and challenges are in the world of asset management.”*

David Berger, Director, Western Management Consultants

Whatever the economic climate, efficient and effective management of an organisation's assets is a vital part of good business planning. Inside this book, you'll find a straightforward, jargon-free look at the way Enterprise Asset Management is changing the world of business. These are some of the subjects you can't ignore:

- The revolution on the manufacturing plant floor – are you ready for it?
- Keeping it simple with a single software platform
- Age – one problem that won't go away
- The battle between ERP and EAM, and a peace proposal
- The green enterprise
- Managing risk, and making it work for you.

To learn more about how IBM can help you to maximise the performance and lifetime value of your physical assets and closely align them with the overall business strategy, contact your IBM representative or IBM Business Partner.

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