



add energy



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How Low Can You Go?

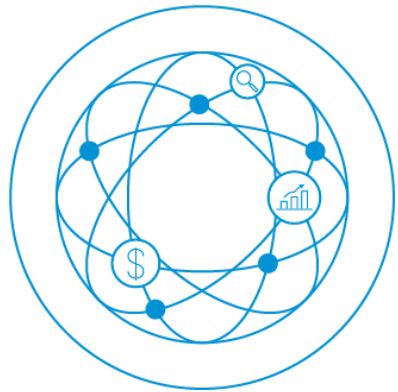
Stuart Murray

Technical Manager

How Low Can You Go?

When does a drive to be efficient become a road to disaster?

- Making cuts and a focus on driving the profitability is nearly always a requirement of businesses with high running costs
- But how to know when the knife cuts too deep?
- What are the early warning signs?
- If there are; what are they?
- And are you listening?
- Reacting or acting?



CONSIDER THIS ANALOGY

- You are traveling along a road, which seat are you in? The drivers or the passengers?
- If you are driving, can you clearly see the way ahead? Can you see all the dangers and planning for likely scenarios?
- If you are a passenger just how far from the driver's seat are you?

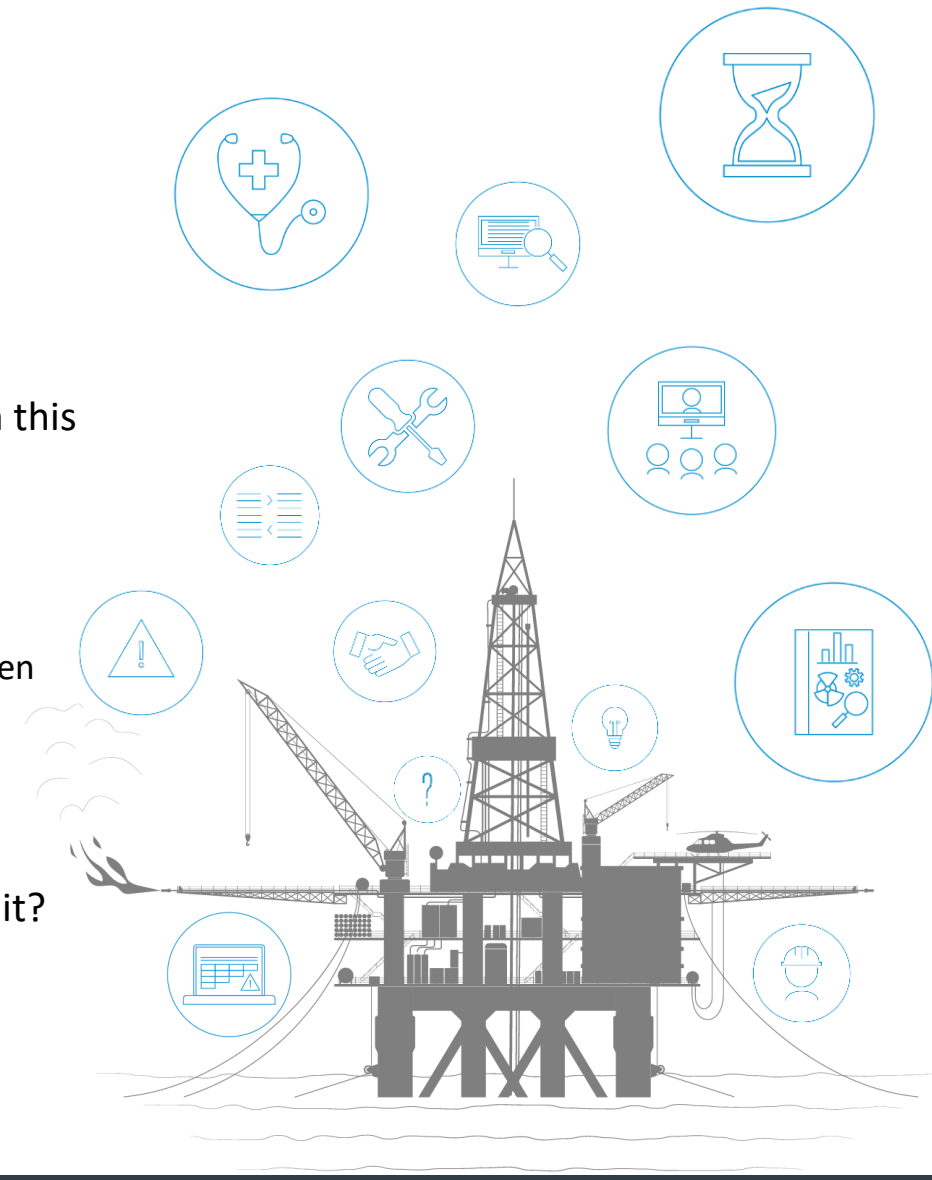


Picture Credit: Volvo Cars

Old Sites v New Assets

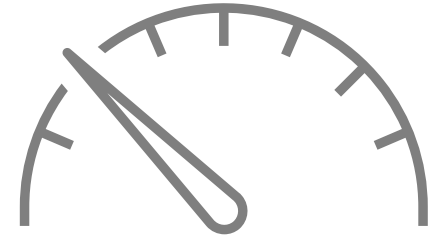
Does this effect new builds and mature Assets in the same way?

- Different challenges for mature assets and new assets?
 - **Mature Sites** can struggle with long lead time on parts; as an asset ages how can this limit be defined and if it can be defined then how can it be measured?
 - Baseline the limit by scenario planning and connecting with other user of similar equipment
 - **Engage** with site maintainers and operators
 - Strive to understand the limits of each system and put in place indicators to know when those limit are being approached
 - **Talk** to other operators of the same or similar vintage kit
 - **New Assets** have unproven systems and kit with no history in the actual environment it is being operated in to fall back on, how can you measure the limit?
 - Use the Engineering models that will exist from the design phase
 - **Talk** to other operators of the same or similar kit
 - Record a much **quality** data as you can process for critical equipment and systems



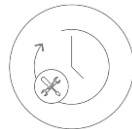
But I have no reliable history...

Do you give up and pack up? Is the game finally up? Has the OG NS run out of gas?



Of course not, there are positive steps to take

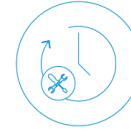
- Do the basics well (the list to the right)
- Determine what is critical for your operation today
- Be honest with your actual position
- Don't get analysis paralysis
- Know your starting point
- Plan simple steps
- Action those steps
- Review the results
- Ensure history is being recorded



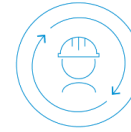
- Analyse



- Plan



- Do



- Review



- Improve



What can be done?

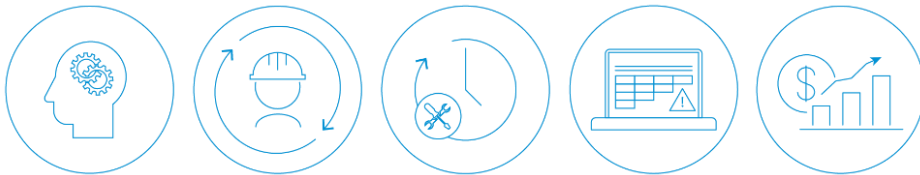
Various things can be done to move forward but KEEP IT CLEAN AND KEEP IT SIMPLE!

Call to Action:

- Understand your true situation
- Identify the key areas to improve
- Keep any messages and plans simple
- Keep people engaged by involvement
- Secure leadership support (both executive and site)
- Deliver awareness info in various formats and styles
- Let everyone know the progress (large or small, a gain is a gain)

Final Message:

- Take care of others and really listen to their answers when you ask someone “how are you?”





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