



# Trends in Enterprise Asset Management and The Power of Teamwork



| IFS Ultimo

# Agenda

## Briefing

- 01 Introduction  
IFS Ultimo
- 02 EAM Trend Report  
2022
- 03 Key Findings  
Trend Report
- 04 Proof Points  
IFS Ultimo EAM

# It all started in a tent

Our founders pitched  
a tent on the site of  
our first customer

**... we have stayed close  
to our customers ever since.**

# This is IFS today

Today we are a **global company**, working with some of the **world's largest businesses**

Employees  
**+5,500**



Countries  
**50+**

Revenue 2022  
**€820**  
million

Revenue growth  
**3x**  
vs average market  
growth rate

Cloud revenue  
**+80%**

vs 2021

**+57%**  
Annual Recurring  
Revenue

# How did we get here?

Growing **organically** as well as through acquisitions, we have experienced **double-digit growth**



# IFS Ultimo

Facts and figures

CUSTOMERS WORLDWIDE

> 2.500

EXPERIENCE

> 30 YEARS

DAILY USERS

> 250.000



IFS listed as #1 in Gartner® Global EAM Market Share 2021 By Revenue



# Facts about

## IFS Customers of Enterprise Asset Management

### A&D

**AIRFRANCE KLM**  
GROUP

 中華航空  
CHINA AIRLINES

**Southwest**  **QANTAS**

 **LATAM**  
AIRLINES

 GE Aviation

**babcock**<sup>™</sup>

 **Eurofighter**  
**Typhoon**

 **LATAM**  
AIRLINES

### E&U

**Brookfield**  
Renewable Energy Partners

**nationalgrid**  
smart

 **NHPC**

 **EDF**

**Statnett**  
The future is electric



 **Alliant**  
Energy

 **compesa**

 **stockholm**  
exergi

 **FORTIS BC**  
Energy at work

 **Portsmouth**  
Water

 **Colorado Springs Utilities**  
It's how we're all connected

 **AEP** **AMERICAN**  
**ELECTRIC**  
**POWER**

### Resources

**METRIX**

 **Borr**  
Drilling



**MAERSK**  
DRILLING



**Archer**  
The well company



**moreld**  
apply

**MARGYLE**  
DIAMONDS



 **COVIA**

### Transport

 **南京地铁**  
Nanjing Metro



 **ATSG**  
AIR TRANSPORT SERVICES GROUP

 **APM TERMINALS**  
Lifting Global Trade



 **上海地铁**  
Shanghai Metro

**DAMEN**

 **swedavia**  
SWEDISH AIRPORTS

 **AVINOR**  
AIR NAVIGATION SERVICES

 **vtti**

**DACHSER**  
Intelligent Logistics

YOUR LONDON AIRPORT  
**Gatwick**

 **VESTA**

**EUROPORTS**

**Stolt-Nielsen** 



 **THE BRISTOL PORT COMPANY**

**FORTH PORTS**

 **HUTCHISON PORTS**

### Manufacturing

**ACC**

 **BOSCH**



 **BASF**  
We create chemistry

 **RECTICEL**  
The passion for comfort

 **Dr. Oetker**

 **TOYOTA**

 **KISUMA**

**HARIBO** **Agristo**  
we love potatoes

**FUJIFILM**

 **Rockfon**

 **Freiberger**

**INDORAMA**

 **Orkla**

 **arbaflame**

# The Power of Teamwork

Every business has moments when they get judged, when they either delight or disappoint.

Bringing together all the decisions, the processes... the blood, sweat and tears... to deliver at those moments, is what it's all about.

We call it the  
**MOMENT OF SERVICE**



# Enterprise Asset Management EAM Trend Report 2022

## THE POWER OF TEAMWORK

In cooperation with



WILLEM-JAN SCHOLTEN,  
CEO, IFS ULTIMO



ERWIN POWELS, DIRECTOR  
STRATEGIC ALLIANCES, ICT  
GROUP



JORDI REY, MANAGING  
DIRECTOR, LOGITEK



NILS VAN DER ZIJL, GENERAL  
MANAGER, IFS EAM CENTRE OF  
EXCELLENCE, IFS



ANNE SYNNATSCHKE,  
BUSINESS PRODUCT MANAGER,  
HEALTHCARE TRANSFORMATION  
SERVICES, ROYAL PHILIPS



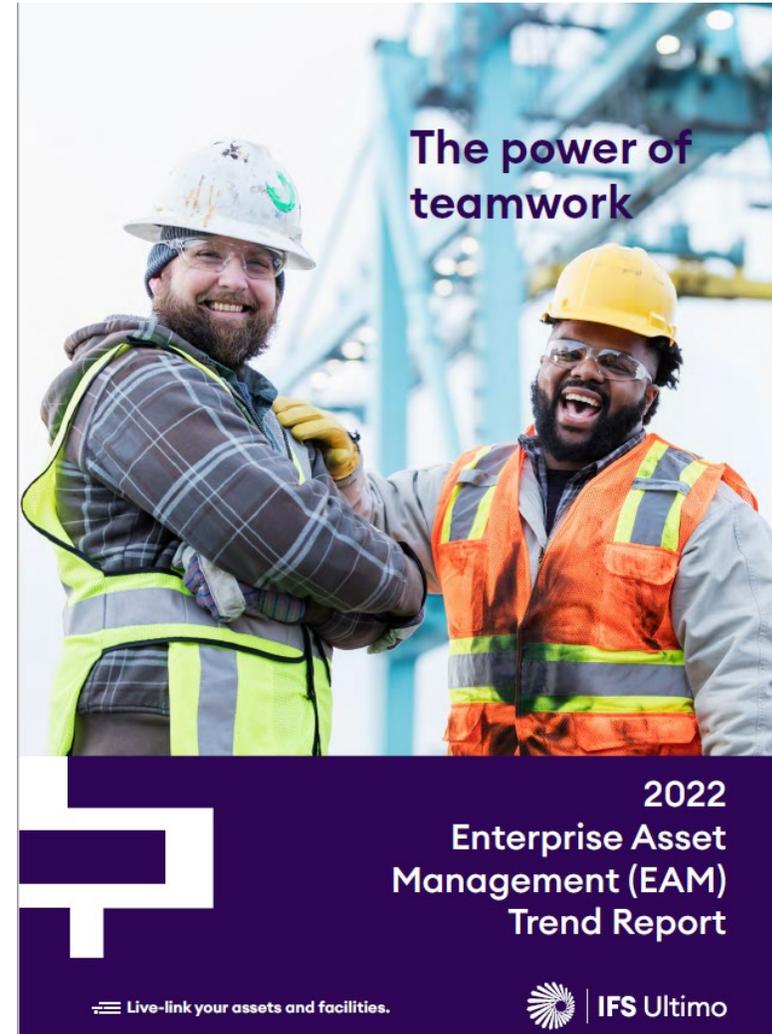
MANOJ CHANDRASEKHARAN,  
GLOBAL DIRECTOR ASSET  
MANAGEMENT PORTFOLIO,  
SCHNEIDER ELECTRIC



MALAVIKA TOHANANI,  
RESEARCH DIRECTOR,  
OPERATIONAL EXCELLENCE,  
VERDANTIX



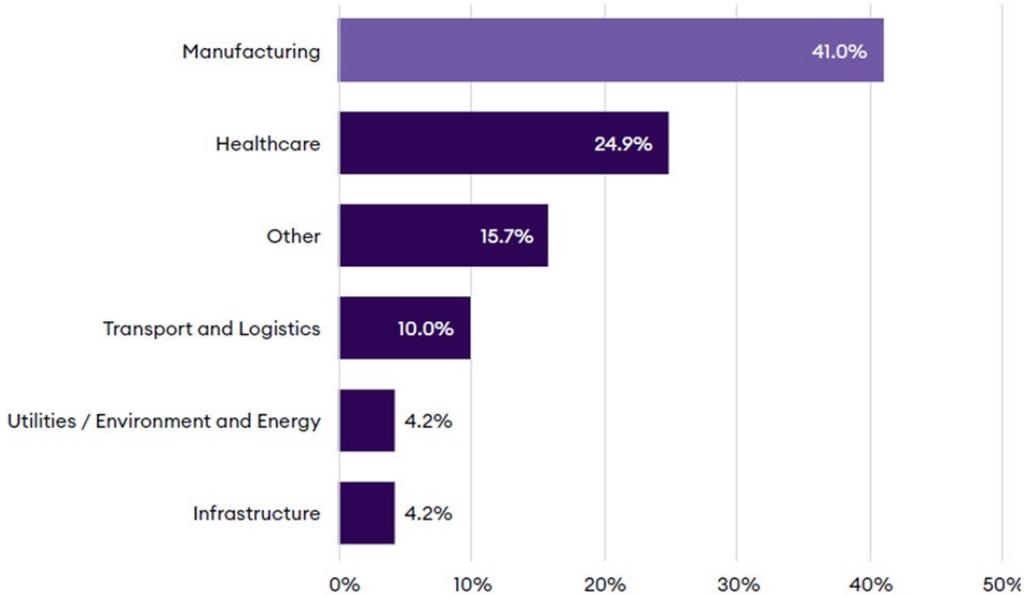
MARNE MARTIN, PRESIDENT OF  
SERVICE MANAGEMENT, IFS



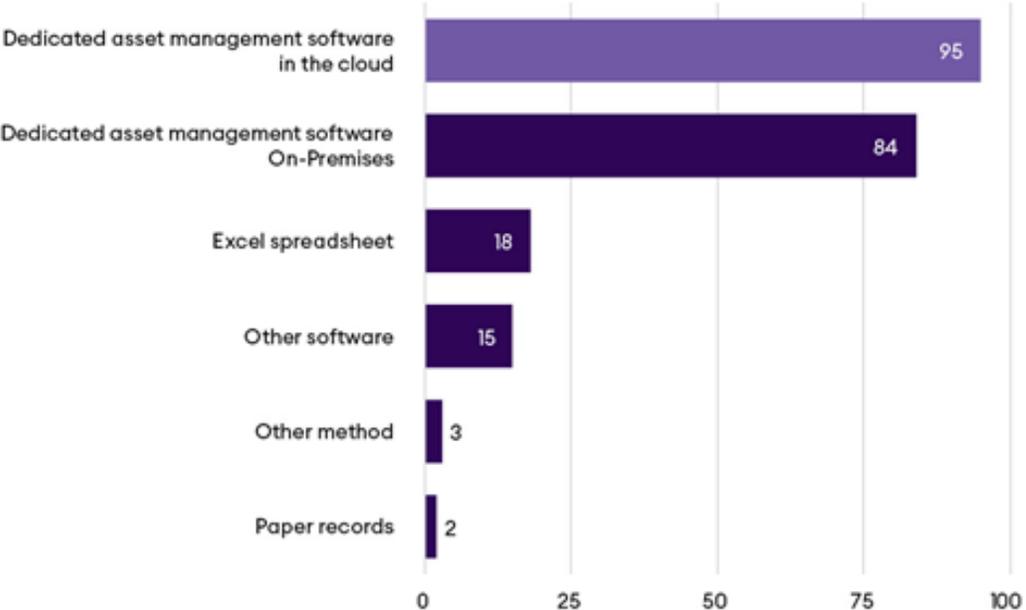
# System Platform

## 80% using professional software

Primary Industry ?

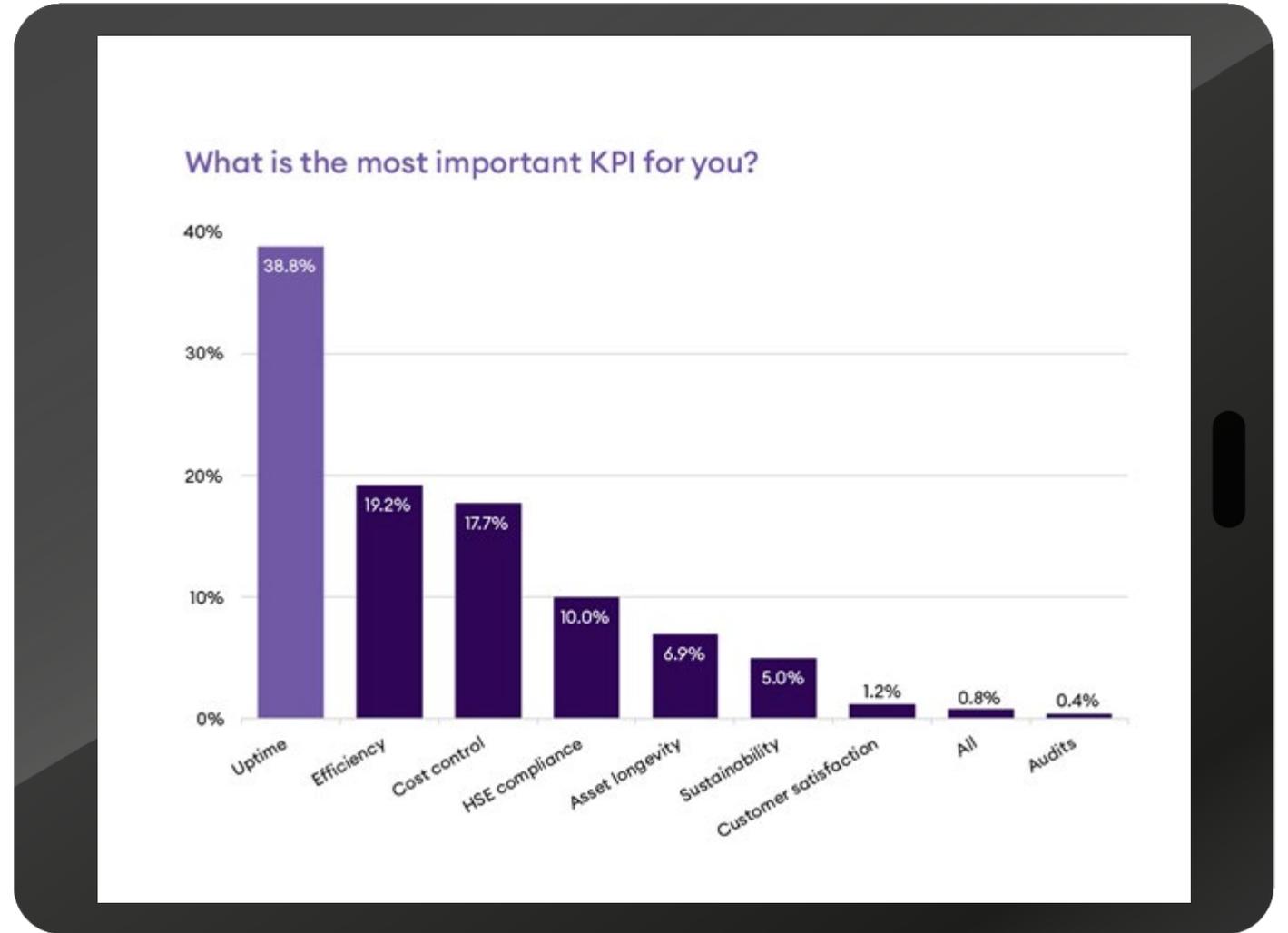


How do you maintain and store Asset data ?



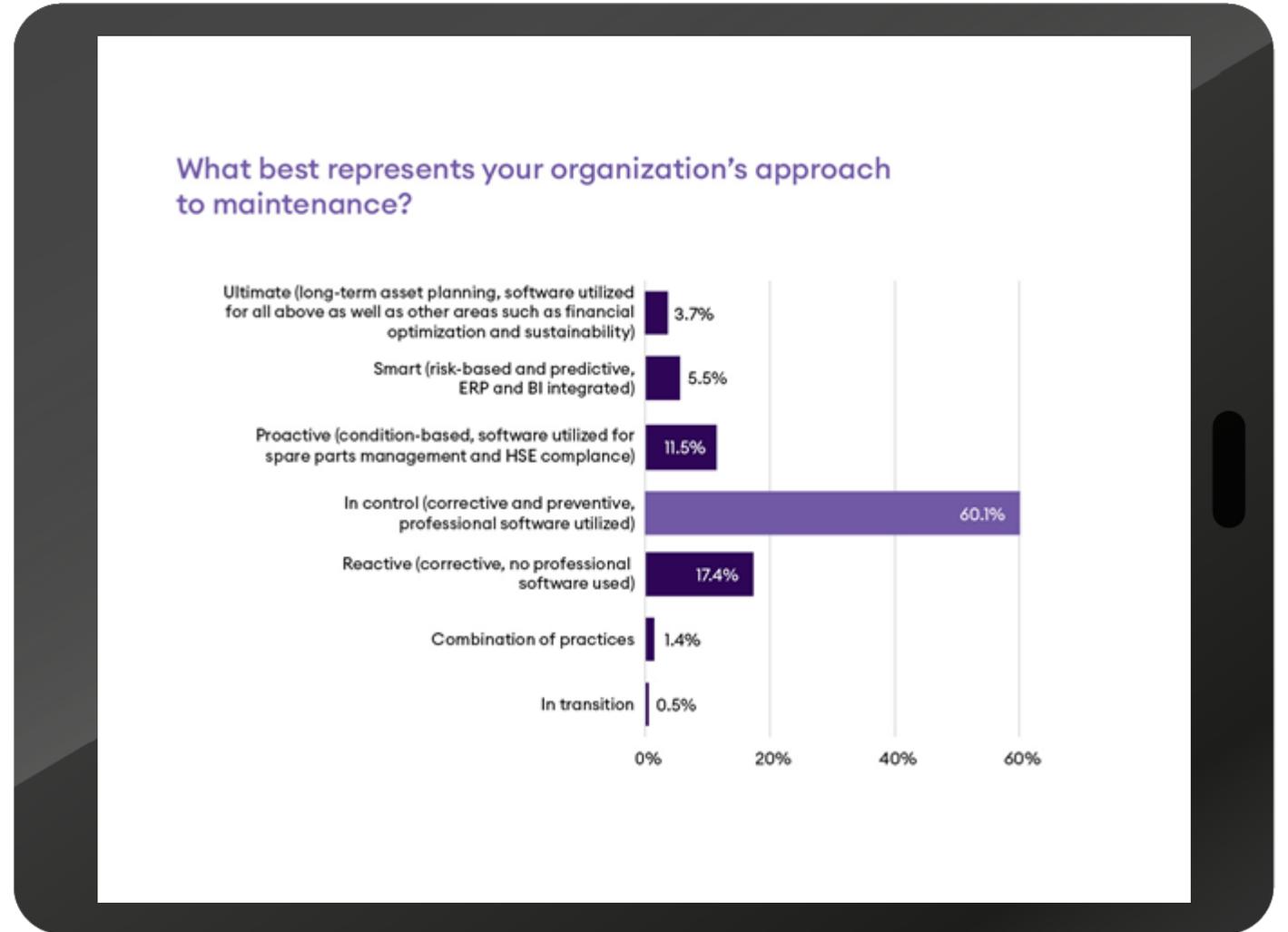
# Key Priorities

- 1) Uptime
- 2) Efficiency
- 3) Cost Control



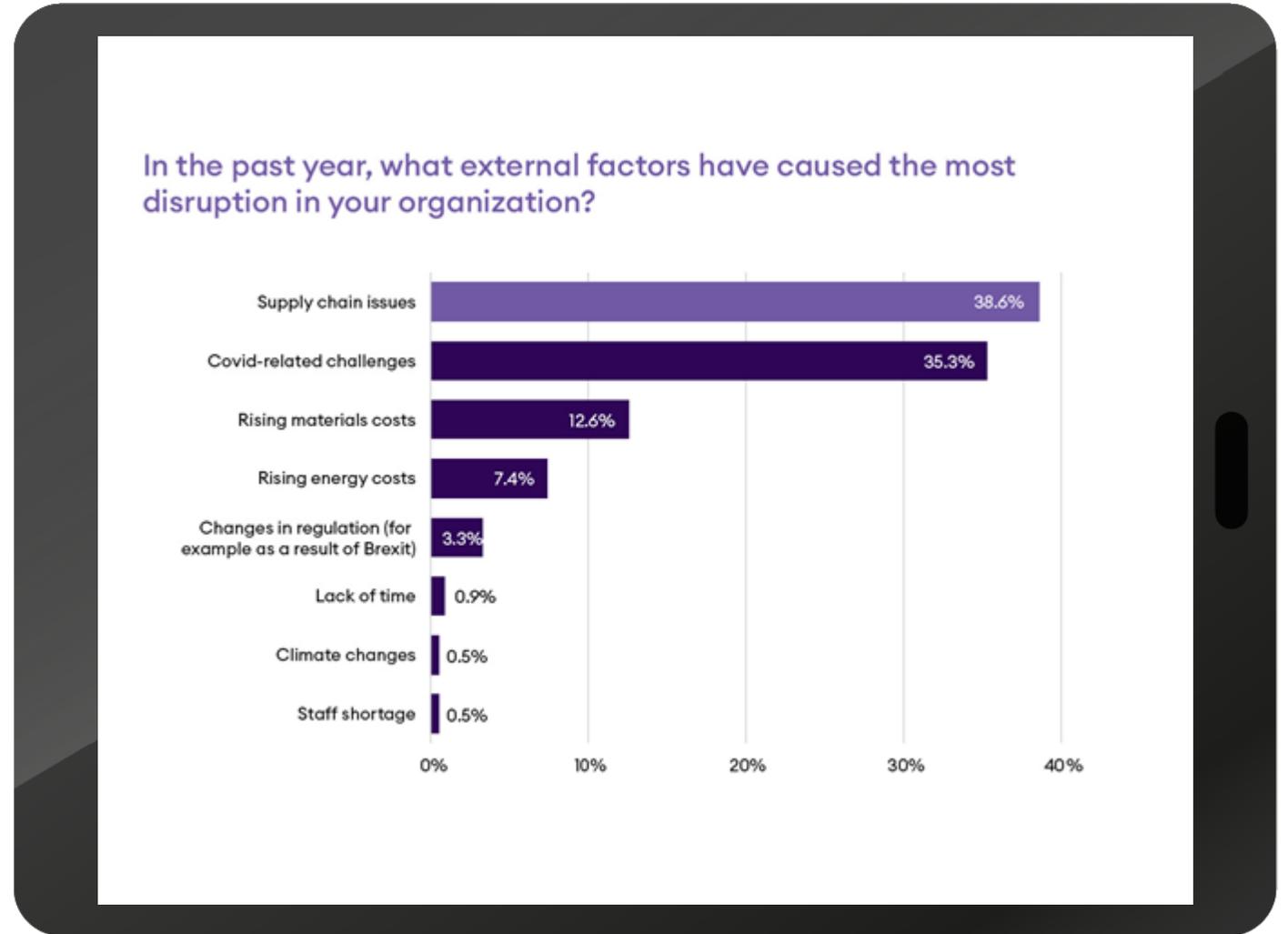
# Maturity

- 1) 20% very mature
- 2) 60% In control
- 3) 20% immature



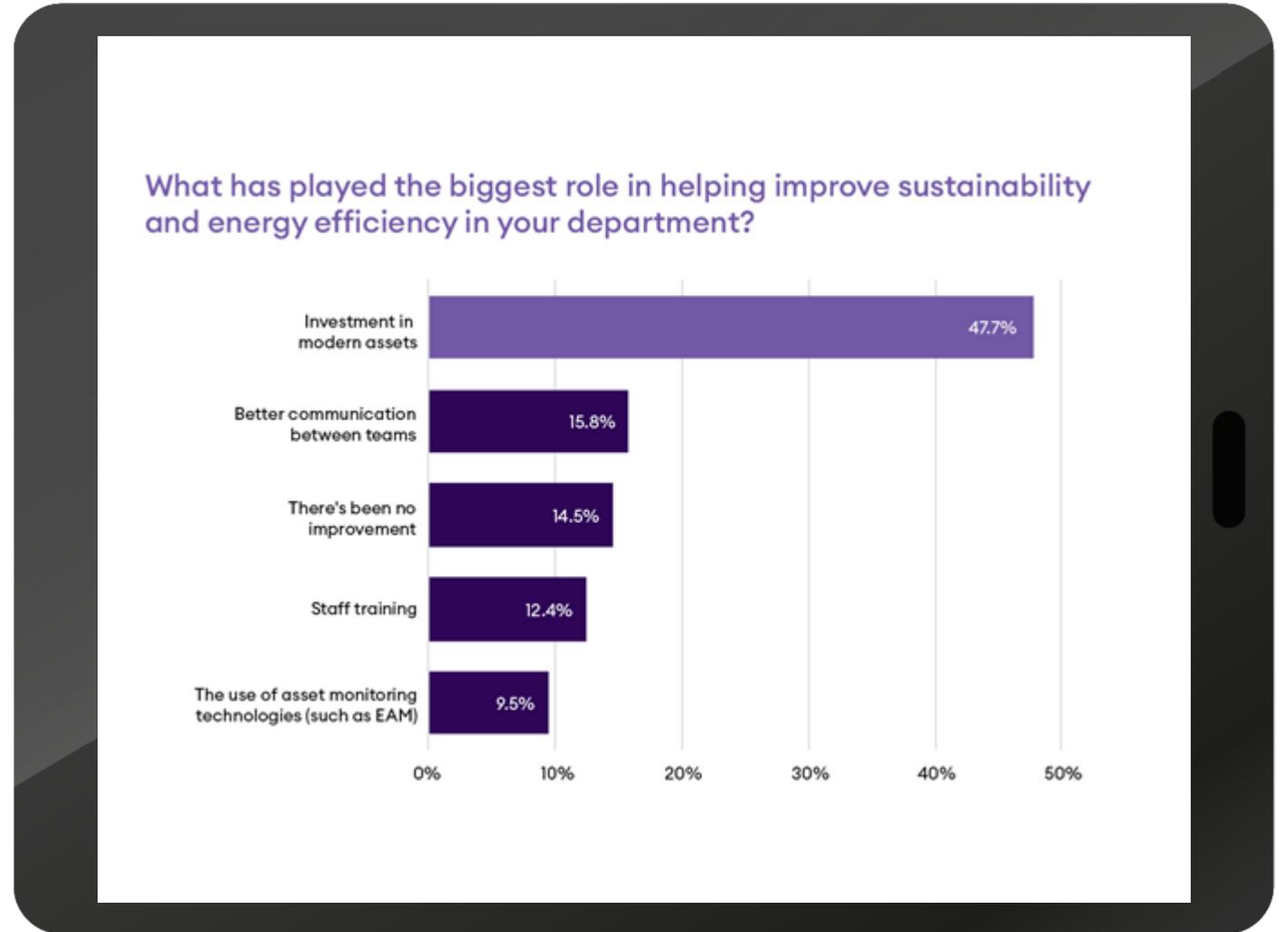
# External challenges

- 1) Supply chain issues
- 2) Covid related Challenges
- 3) Rising Material costs



# Sustainability

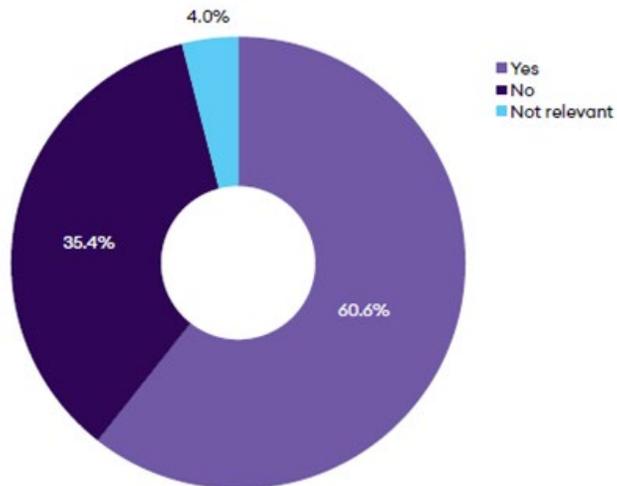
- 1) Modern Assets
- 2) Better Communication
- 3) No Improvement



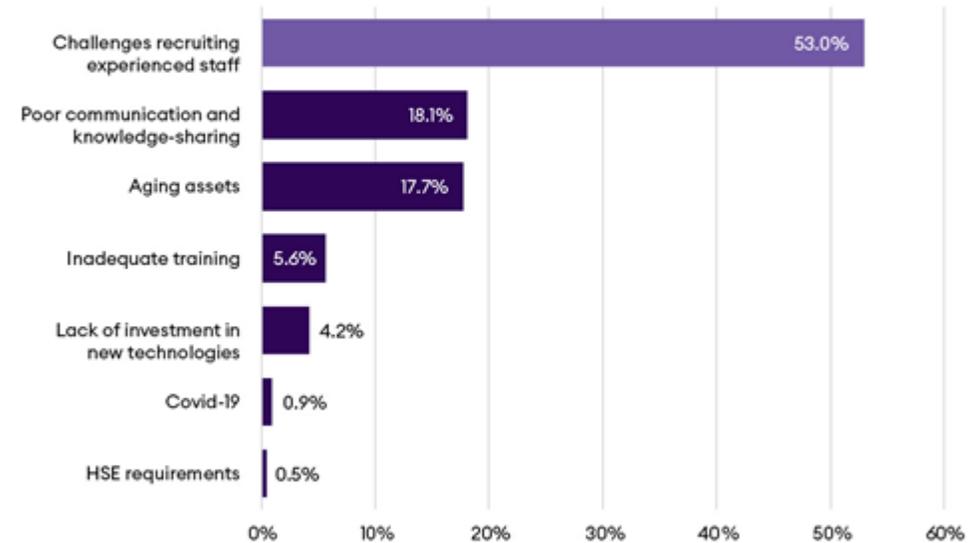
# Internal challenges

- 1) Recruiting Experienced staff
- 2) Poor Communication
- 3) Aging Assets

Does the maintenance team leverage mobile working technologies?



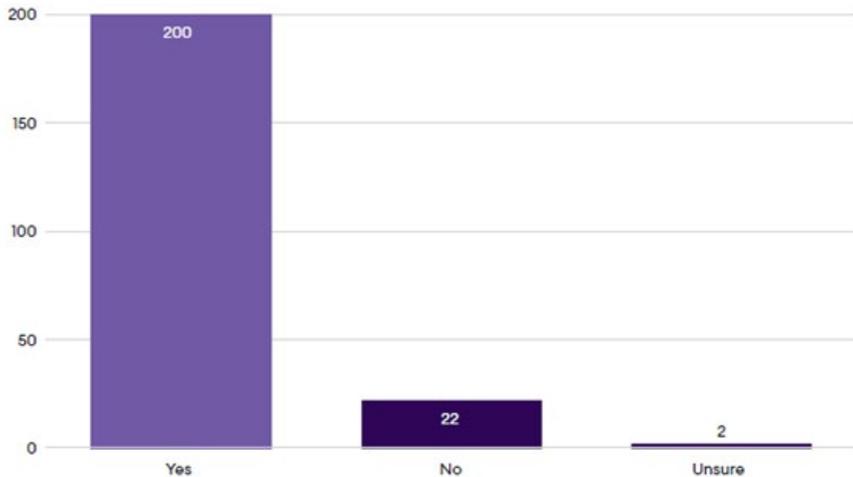
In the past year, what internal factors have caused the most disruption in your organization?



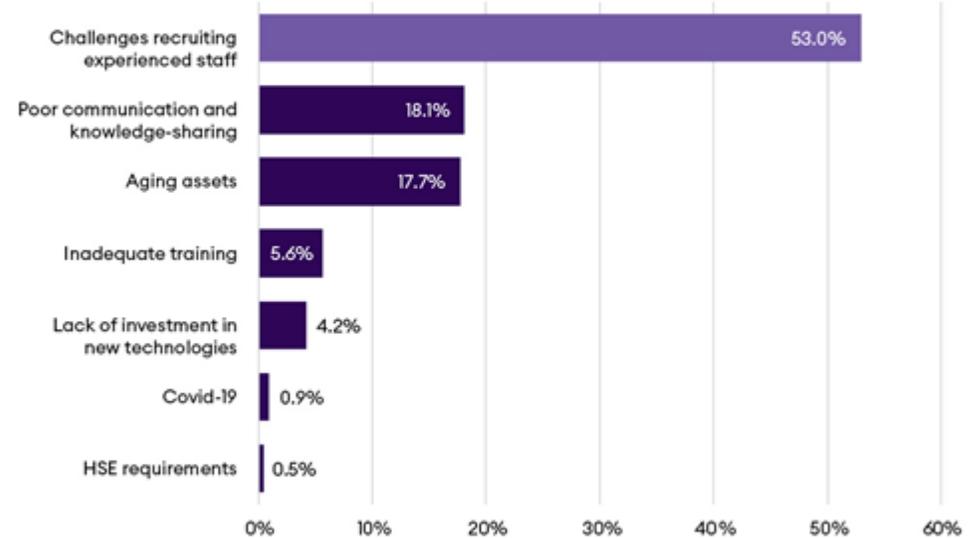
# Internal challenges

- 1) Recruiting Experienced staff
- 2) Poor Communication
- 3) Aging Assets

Five years from now, do you see mobile technologies playing a key role in your maintenance strategy?

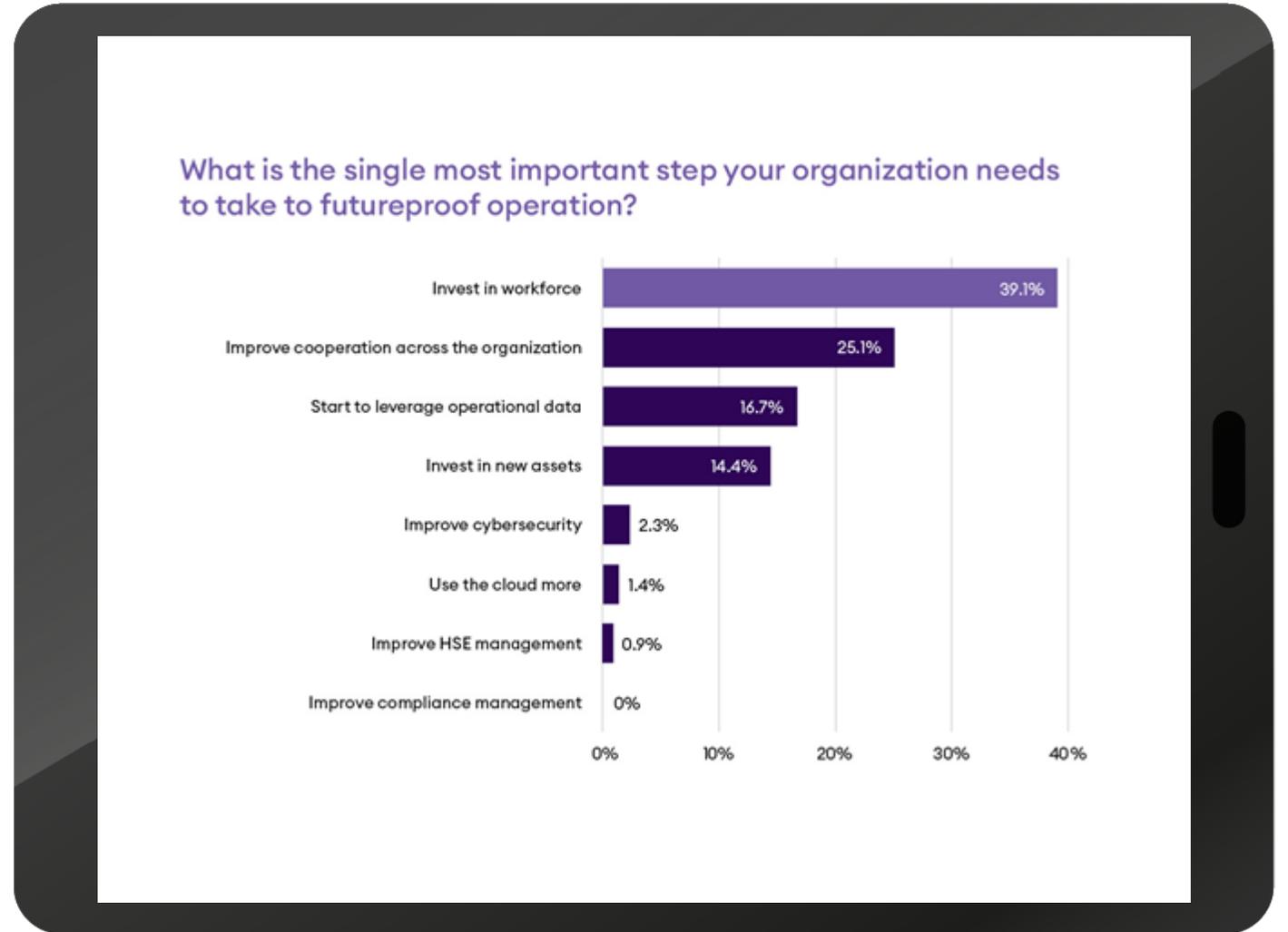


In the past year, what internal factors have caused the most disruption in your organization?



# Future proofing

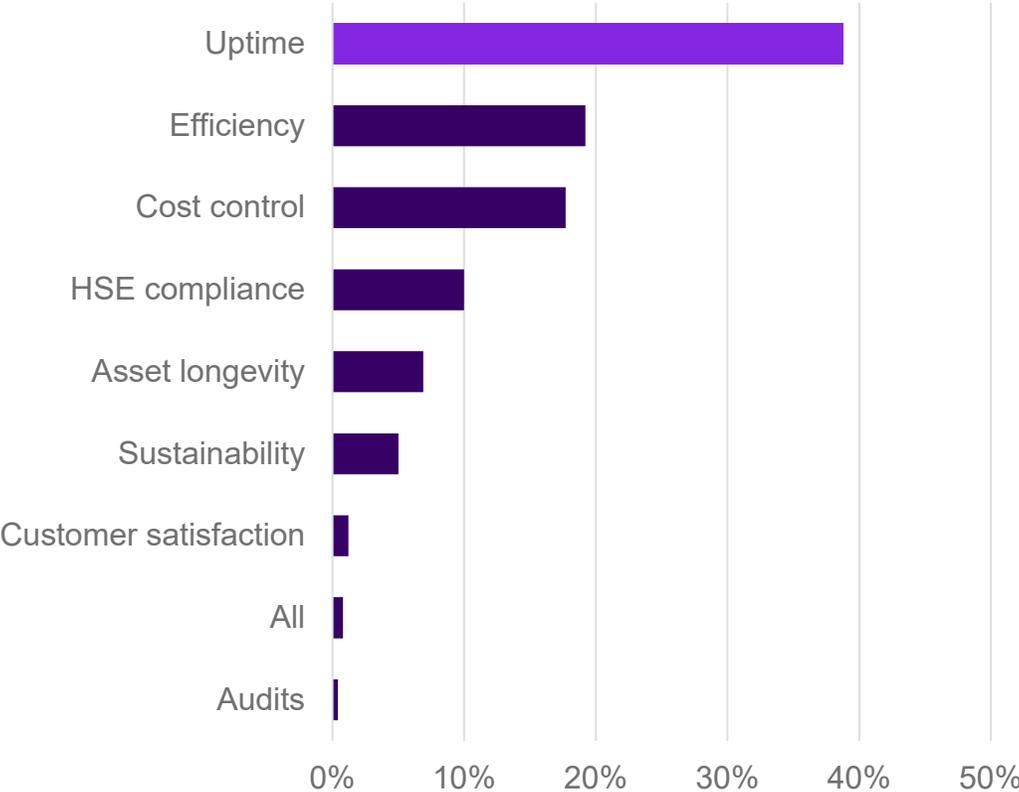
- 1) Invest in Workforce
- 2) Improve cooperation
- 3) Start using operational Data



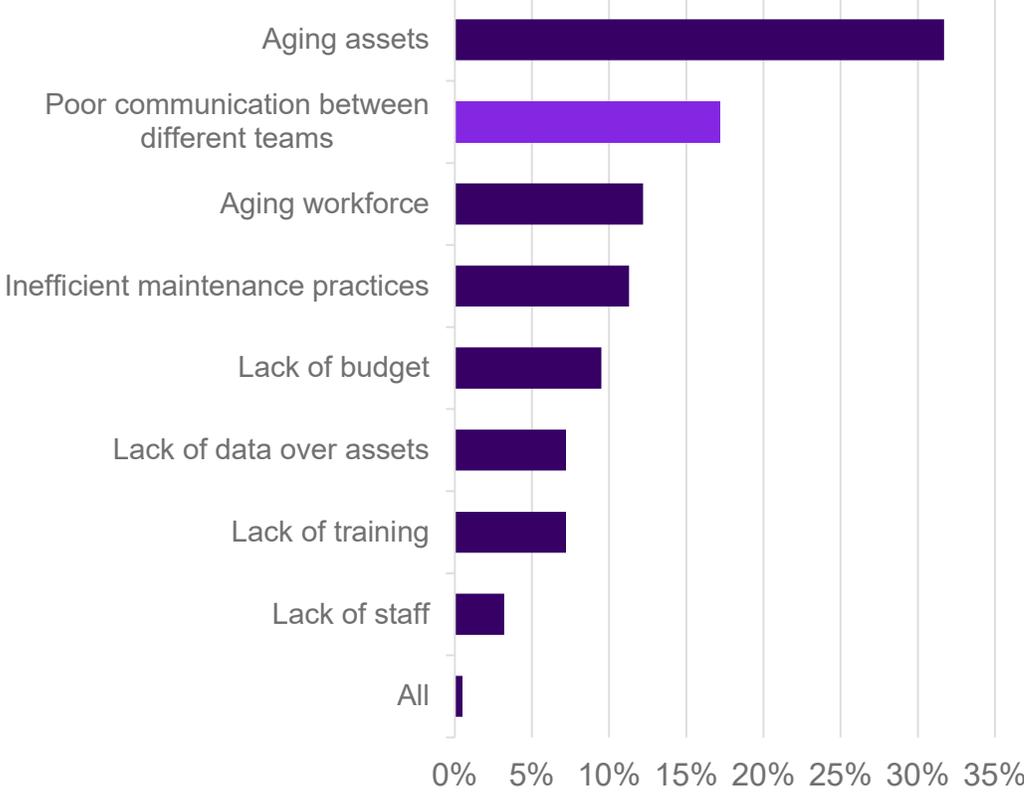
# EAM Trend Report 2022

## Re-cap key priorities

Most important KPI



Biggest risk to uptime



# Key findings

## Many challenges

Workforce, communication, and knowledge sharing are dominant themes

Accessible technology & data are enablers

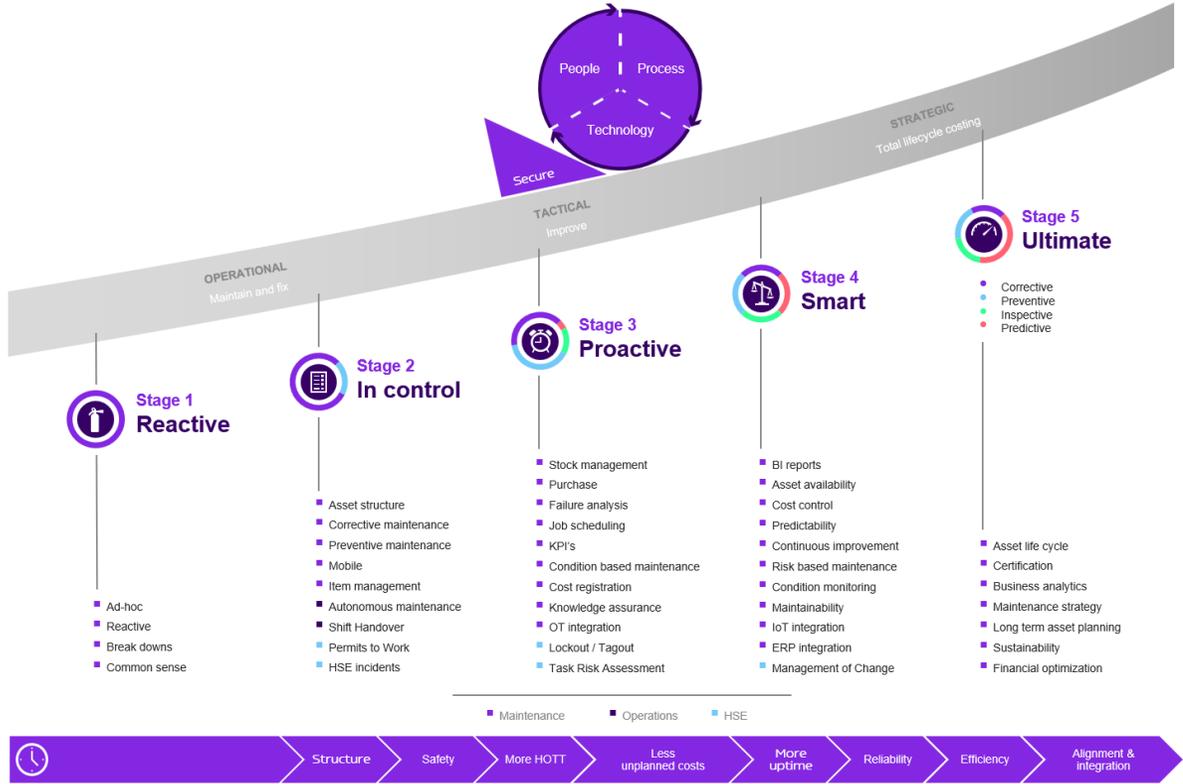
It's all about usefulness and usability

# It's all about TEAMWORK

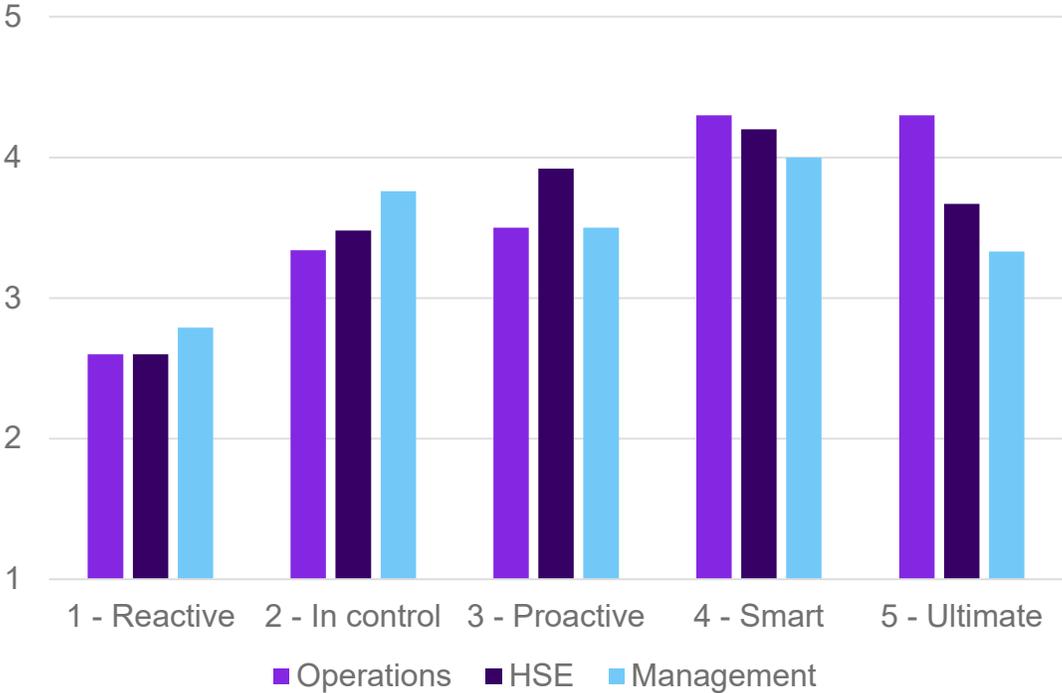


# EAM Maturity Model

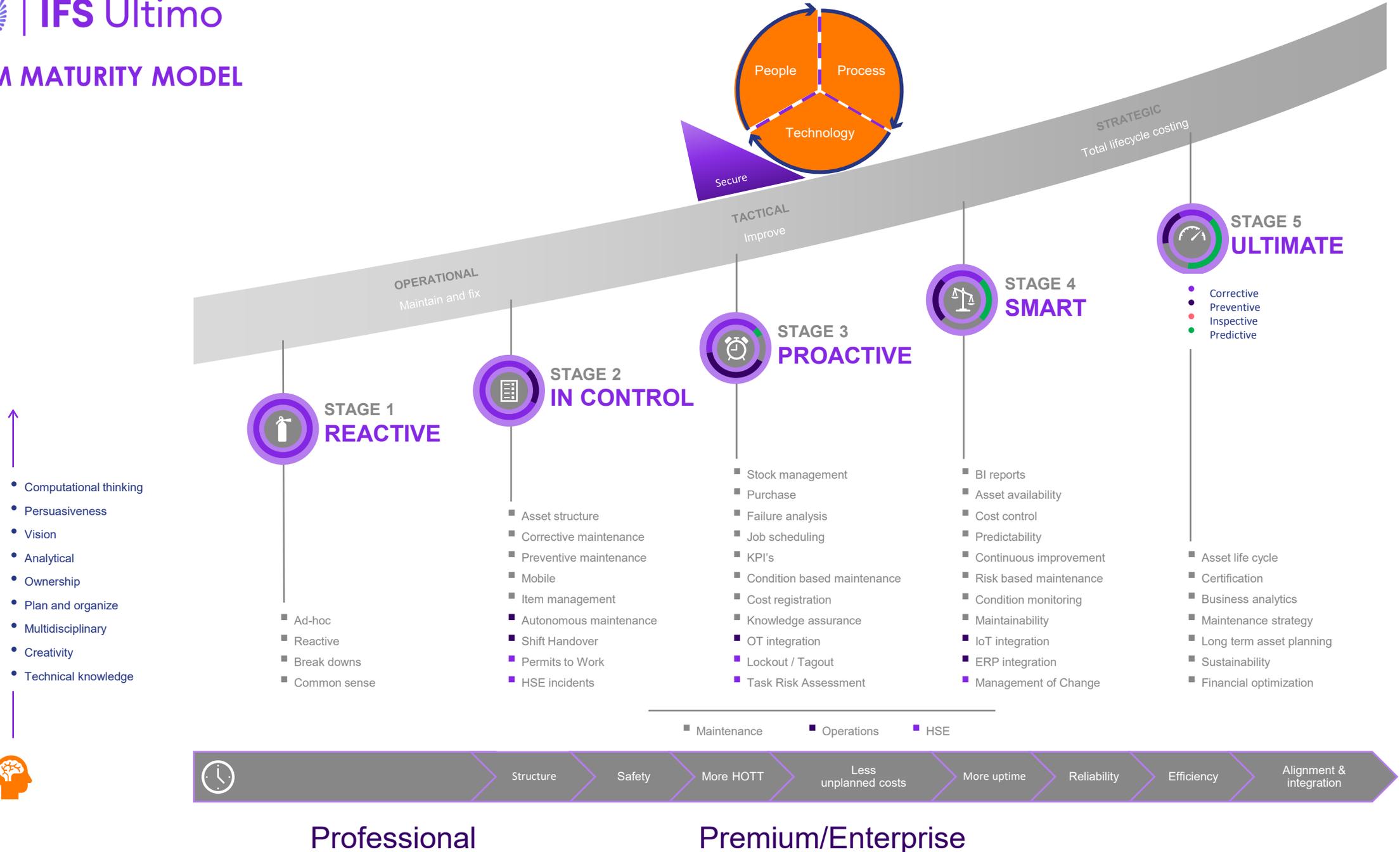
## Maturity and cooperation goes hand in hand



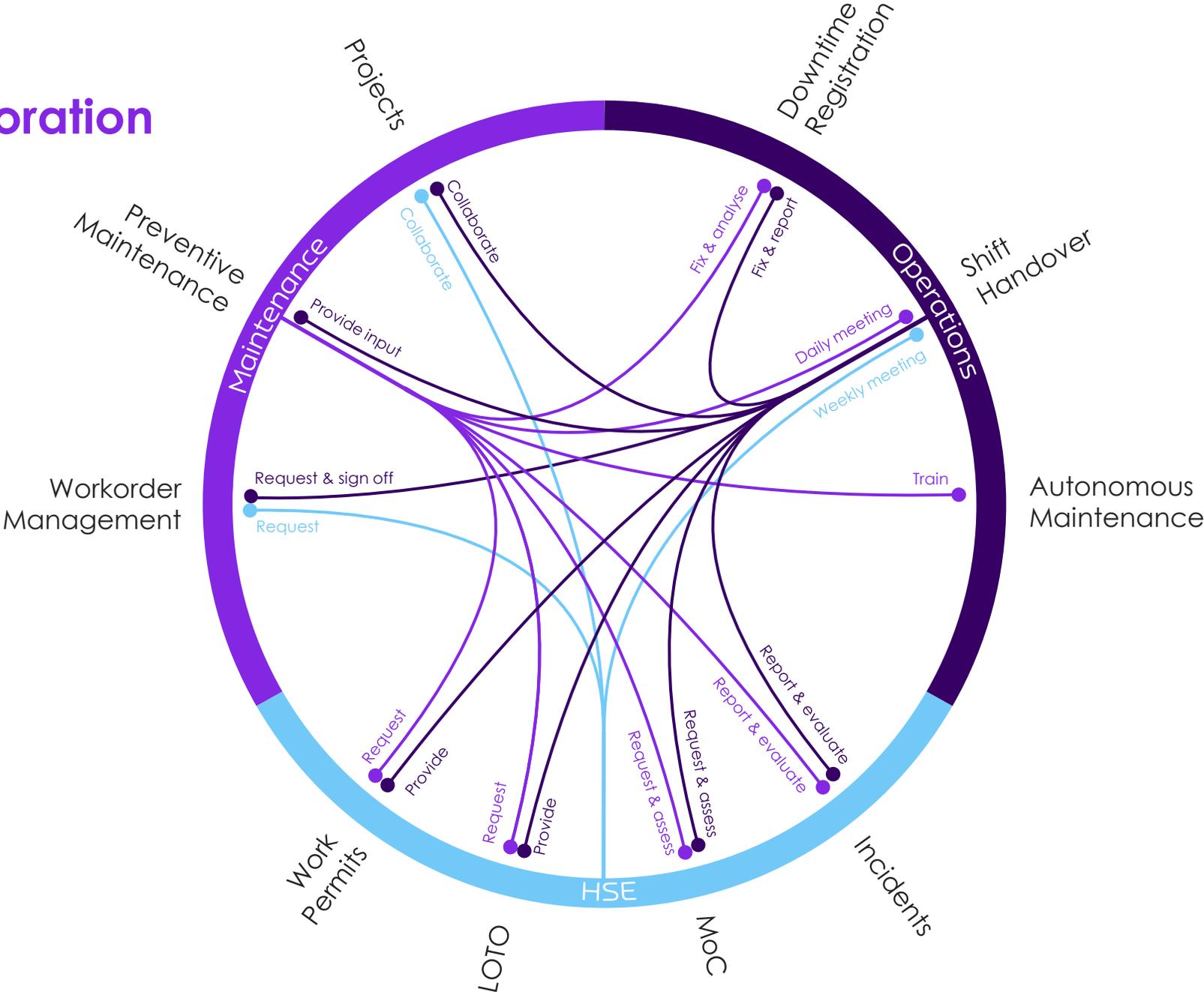
Cooperation rating (1-5) Maintenance with Operations / HSE / Management



## EAM MATURITY MODEL



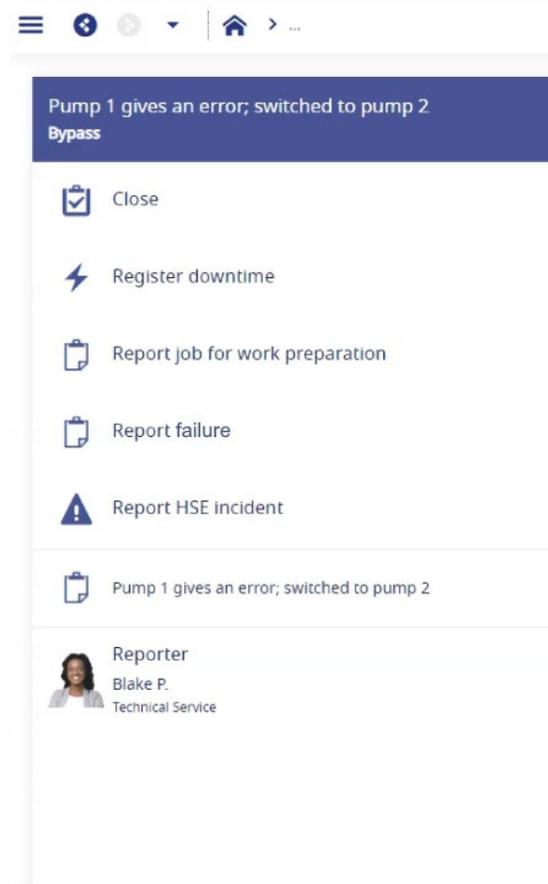
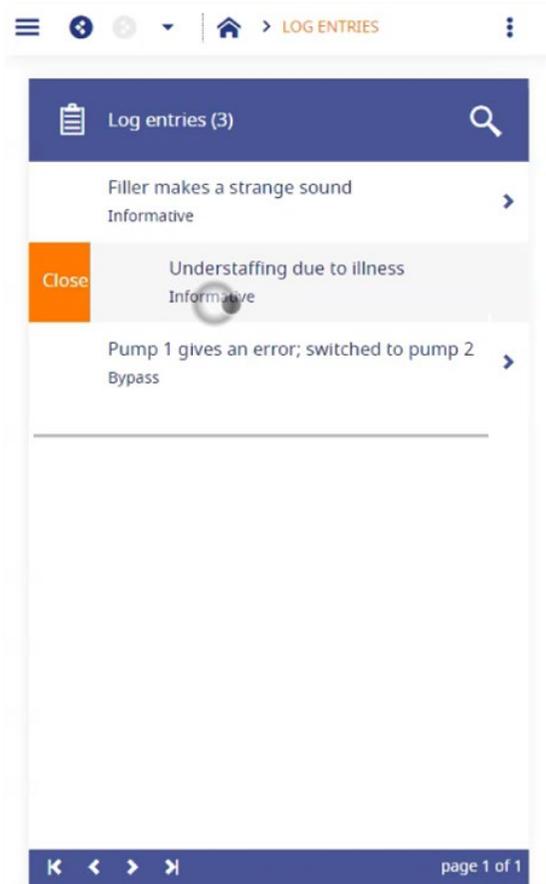
# IFS Ultimo's Circle of Collaboration



# Regular meetings, good communication

## Shift Handover

Structured communication, paperless meetings with up-to-date information



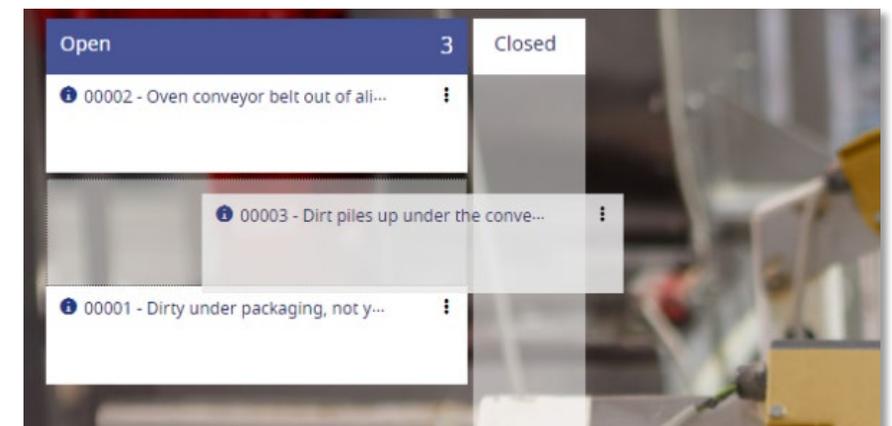
### Kanban boards



Daily kick-off Maintenance & Production

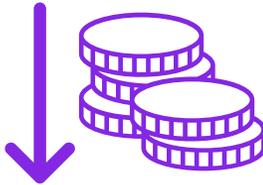
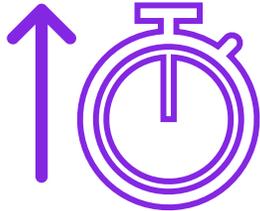
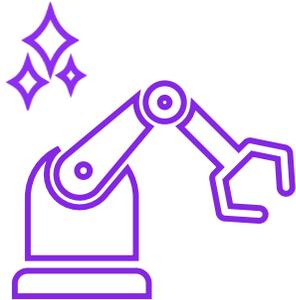
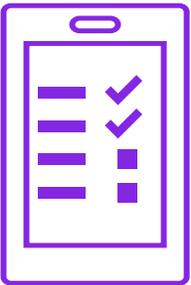
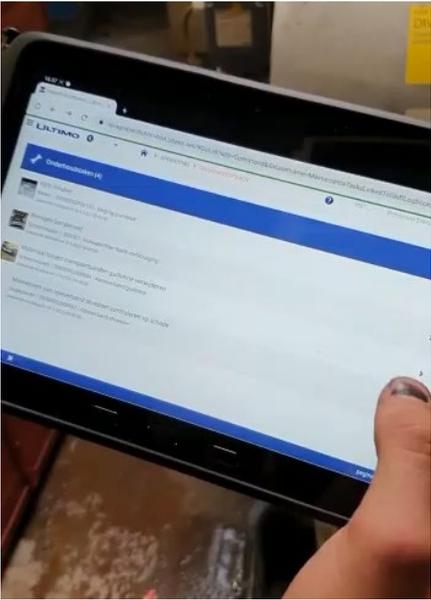


Weekly meeting Maintenance, Ops & HSE



# We maintain and operate together!

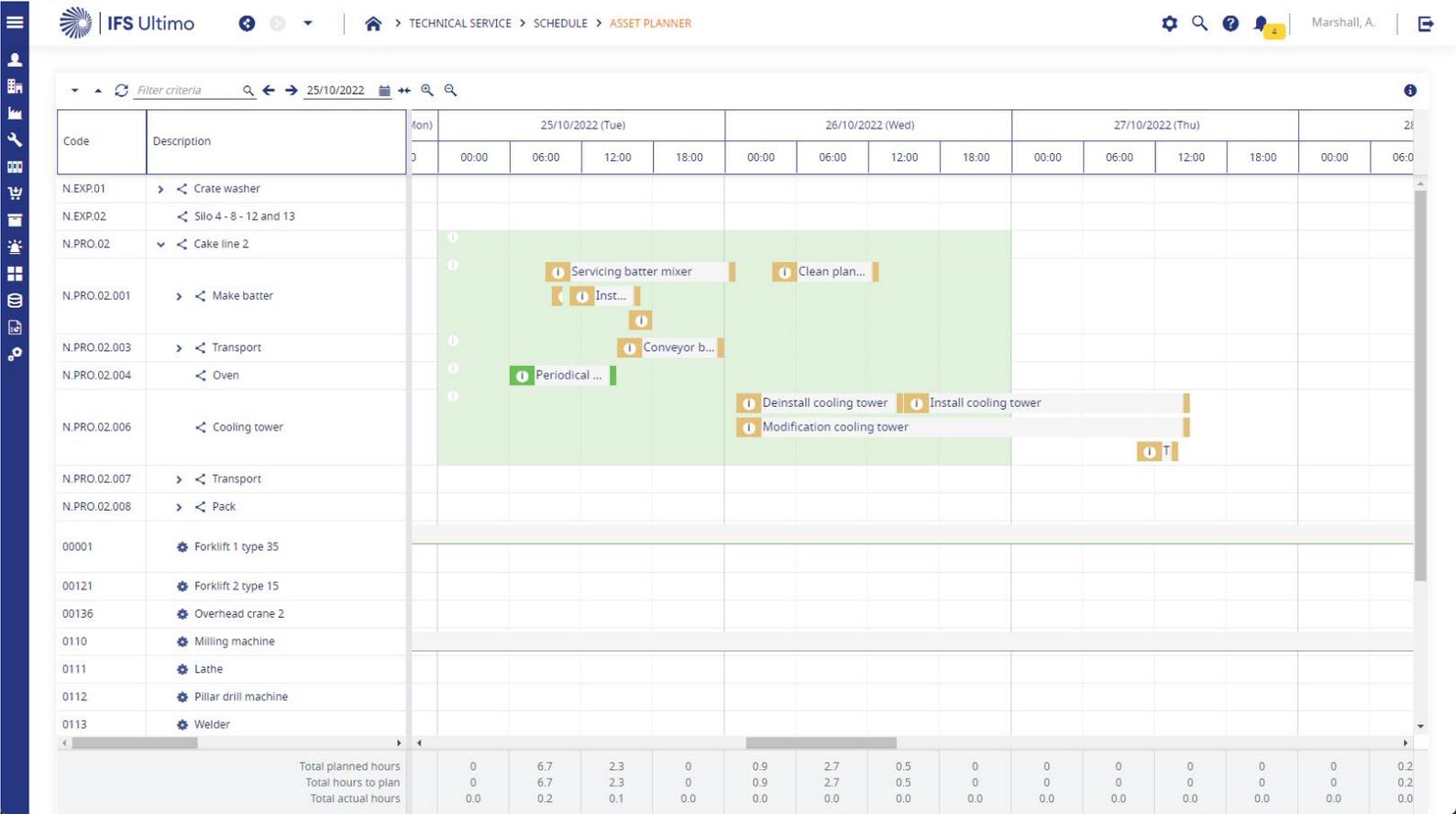
## Autonomous Maintenance



# Good coordination and planning

## Asset Planner

Communicate scheduled downtime, schedule maintenance together



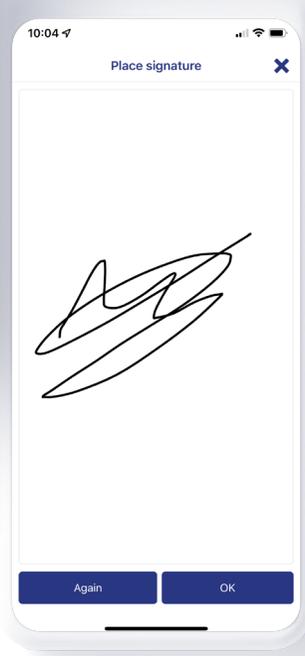
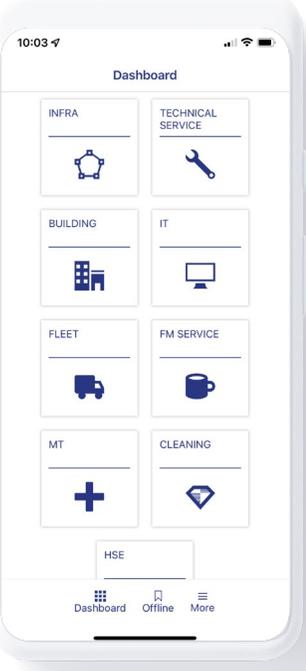
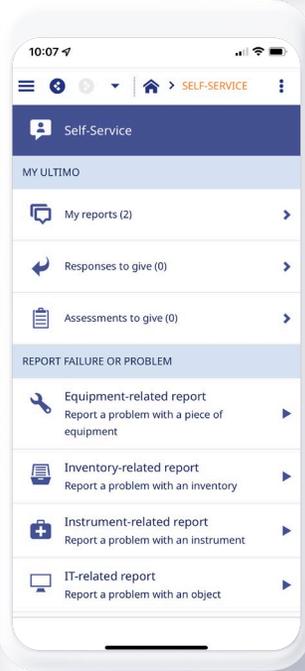
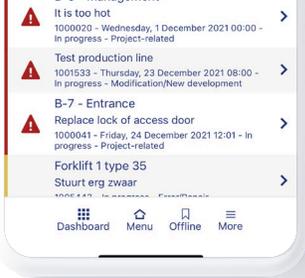
# Better failure reports

## Ultimo Go / Go+

Where is it?

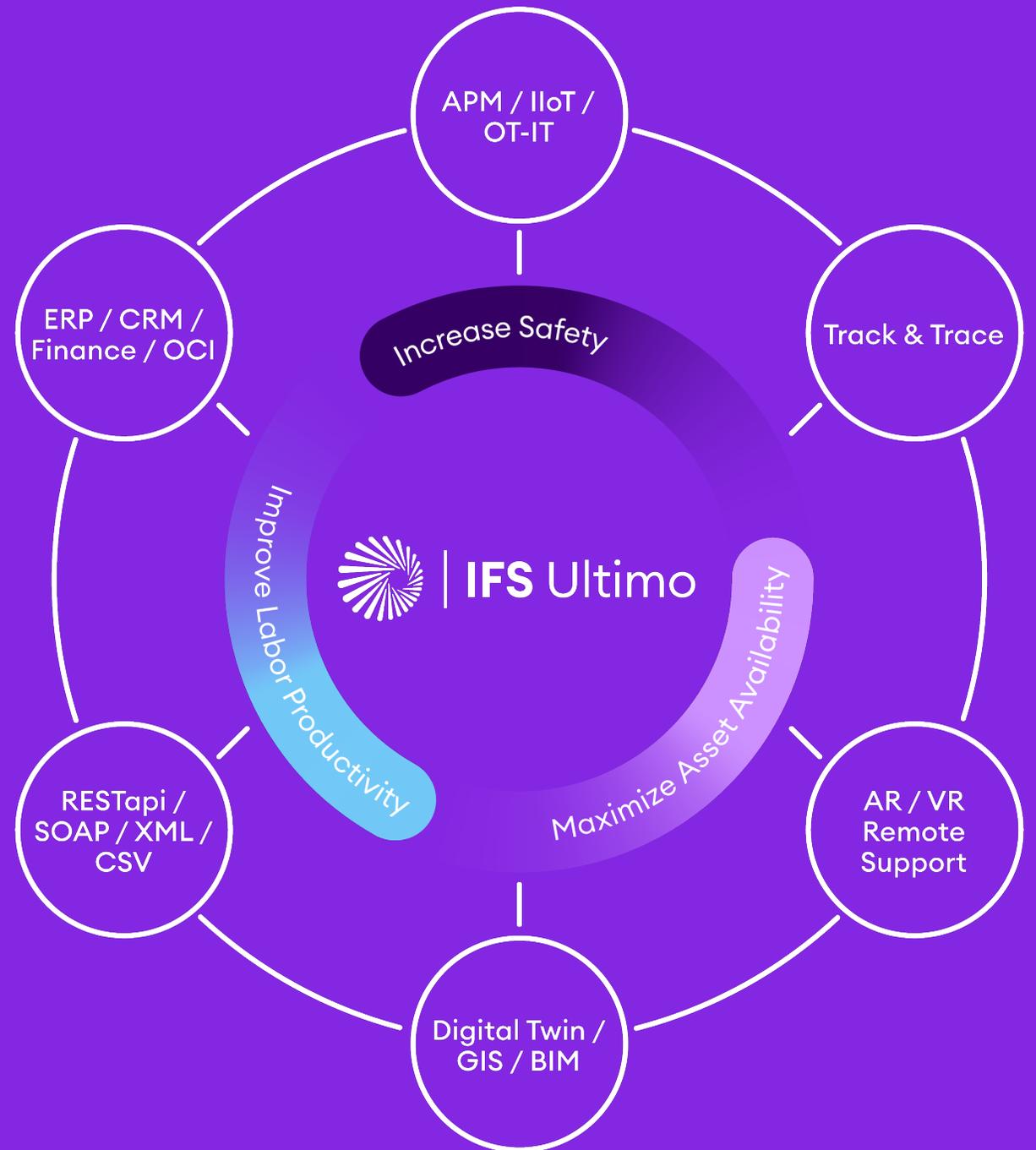
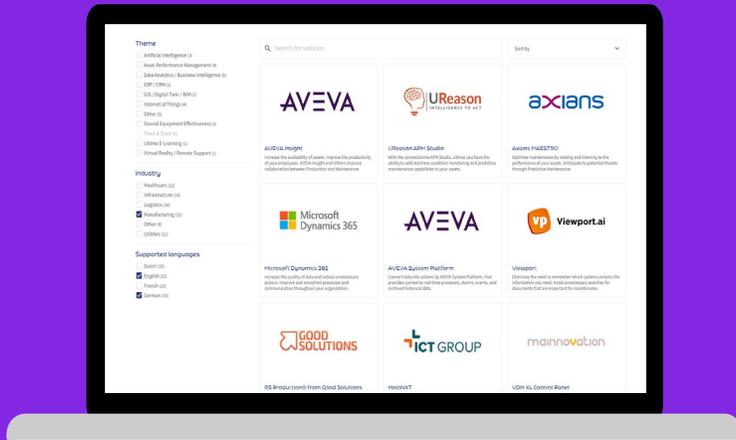


What is it?



# IFS Ultimo ecosystem

IFS Ultimo is well known for rapid deployment, ease of use and seamless integrations



# Thank you!

takk for oppmerksomheten

Come meet with us !

Prevas



| IFS Ultimo



IFS

