



# Consulting and Automation Performance Management

## Performance Services Contracts



Getting the most from your assets requires an in-depth knowledge of both process strategy and the equipment used to enact that strategy. In many cases, the in-depth expertise required to make value-generating business decisions regarding automation is widely distributed, or lacking altogether.



ABB Performance Services offer a wide range of value-enhancing services dedicated to accelerating return on investment by reducing cost and increasing asset effectiveness. From short-term consulting engagements to long-term, value-based outsourcing, we're dedicated to improving your asset performance.

### Services Offered

- **Consulting** – ABB Consulting Services identify key opportunities for improvement in production processes

and operations infrastructure. Our experts have in-depth knowledge of global best practices in a wide range of business and engineering operations. Key consulting services include:

- **Plant Performance Benchmarking** — a standardized methodology to assess plant processes and performance. We evaluate the effectiveness, dependability, capability and quality of your production assets.
- **Performance improvement delivery** — performance gaps are identified and analyzed, and solutions are implemented to improve plant performance.
- **Cultural change management** — transform a technology-driven manufacturing organization into a business-driven organization.
- **Sustainable maintenance excellence** — we'll improve your maintenance effectiveness and efficiency by standardizing your maintenance management practices, resulting in lower manufacturing costs and capital expenditures.
- **Safety, health and environmental excellence** — we can help you avoid accidents, ensure that you meet legal requirements, help you implement an improved safety culture, and help you safeguard your license to operate.



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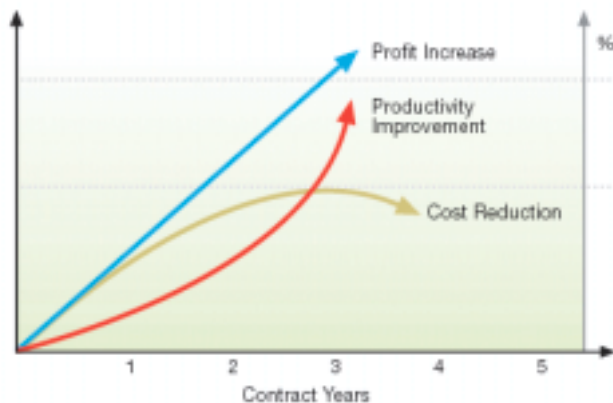
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- **Equipment Performance Management** – Equipment Performance Management optimizes the total lifecycle of specific asset classes, such as robots and also motors, drives, automation systems, breakers and transformers. Typically delivered on a performance basis, our solution ensures your equipment operates at peak performance.
- **ABB Full Service** – As a global leader in maintenance outsourcing with more than 150 partnership agreements around the world, we turn customer maintenance functions into a profit-based business. By combining business history and domain expertise with our maintenance experience, innovation and technology, the ABB Full Service partnership delivers increased asset effectiveness and decreased maintenance costs.

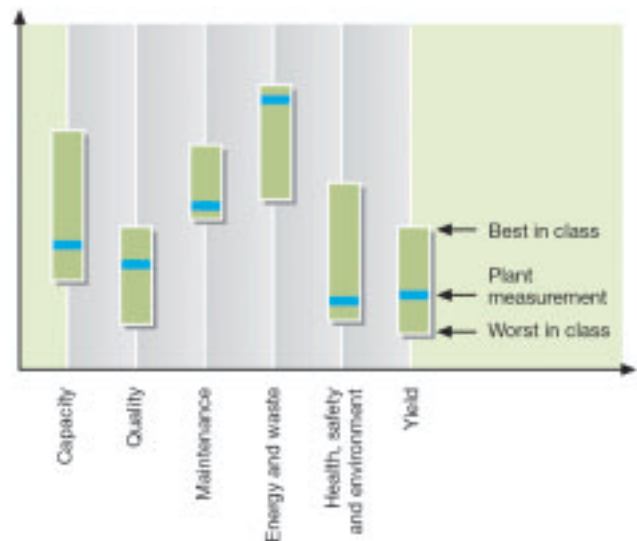
- **Automation Performance Management** – Automation Performance Management is an evolution of ABB Performance Services. Through established best practices regarding plant floor assets and performance criteria, we have evolved our automation approach by converting traditional capital investment into a usage and performance-based service agreement.

In fact, under the ABB Performance Partnership model—a true shared-risk scenario approach—our compensation is tied directly to your success with improvement guarantees that provide you with the confidence of assured improvement, combined with the comfort of global support.

Full Service typically reduces maintenance costs by 15% to 20%, while improving Overall Equipment Effectiveness.



Example of a benchmarking report that will help assess financial opportunities (based on 232 plants in the same industrial field).



### Why ABB?

- Highly qualified analysis of assets and their effectiveness.
- Expert advice on methods of improving asset effectiveness.
- Knowledgeable consulting to ensure environmental and safety compliance.