

**Solution Providing Methodology**

**By**

**Ganesh. S**

**REDUCTION IN COST/  
CYCLE TIME**

**COMPLEMENTED BY  
QUALITY/SERVICE LEVEL  
IMPROVEMENTS**

Translating the same in terms of  
Your Benefits...

- **ENERGY SAVINGS REALISED**
- **PLANT PRODUCTION / CAPACITY ENHANCEMENT**
- **REDUCED MAINTENANCE COST**
- **BETTER UTILIZATION OF PLANT & MACHINERY**
- **AND MUCH MORE...**

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**OUR  
METHODOLOGY  
&  
APPROACH**

# **PRE INCEPTION**

- ❖ **VISIT BY OUR SPECIALIST**
- ❖ **CONCEPTUAL UNDERSTANDING**
- ❖ **UNDERSTAND CRITICAL VARIABLES  
CONSTRAINTS/LIMITATIONS.**
- ❖ **SCOPE DETERMINATION**
- ❖ **DISCUSSION ON TECHNICAL DETAILING  
& VOLUME OF WORK.**
- ❖ **STRATEGISE THE METHODOLOGY**

# **INCEPTION**

- ❖ PROBLEM IDENTIFICATION**
- ❖ SOLUTIONS SUGGESTED**
- ❖ PROPOSAL BRIEFED**
- ❖ SCOPE BOUNDARIES, LIMITATIONS DEFINED.**
- ❖ VARIABLES, CONSTRAINTS ELABORATED.**
- ❖ ASSUMPTIONS AGREED**
- ❖ TECHNICAL & COMMERCIAL PROPOSAL OF WORK QUOTED.**

# **PRE ELABORATION**

- ❖ **TECHNICAL DISCUSSIONS ON INCEPTION MATTERS**
- ❖ **SOLUTIONS PROPOSED & SUGGESTED**
- ❖ **PROPOSAL OUTPUT BRIEFED**
- ❖ **SCOPE & BOUNDARIES ARE DEFINED AND AGREED**
- ❖ **CONSTRAINTS / LIMITATIONS MUTUALLY AGREED**

**AWARD OF CONTRACT  
&  
INITIATION OF WORK**

# **ELABORATION**

- ❖ **DETAILED STUDY AT WORKS / SITE, BY CONCERNED EXPERTS**
- ❖ **IDENTIFYING THE KEY SUCCESS FACTORS.**
- ❖ **PROTO-TYPING / MODELING DONE TO ENSURE SUCCESS LEVEL & BUILD CONFIDENCE**
- ❖ **SPECIALIST / EXPERT STUDY**
- ❖ **VARIABLES,CONSTRAINTS/LIMITATIONS ACCOUNTED**
- ❖ **CONSTRUCTION OF IMPLEMENTATION STRATEGY**
- ❖ **DRAFT REPORT MADE AT SITE / WORKS & ELABORATED**
- ❖ **PRESENTATION OF STUDY**

## **ELABORATION STUDY LOOKS INTO THE FACTORS LIKE.....**

- **ADEQUACY OF EQUIPMENTS  
W.R.T TO ITS FUNTION /  
SIZE / EFFICIENCY**

**May REQUIRE  
TECHNOLOGICAL  
IMPROVEMENT -**

- **INSUFFICIENT SIZING  
W.R.T TO MEET ITS  
FUNTIONAL REQUIREMENT**

**REQUIRE  
IMPROVEMENT**

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**ELABORATION STUDY LOOKS INTO  
THE FACTORS LIKE.....**

**❖ HARMFUL / UNDESIRE  
ITEMS / COMPONENTS /  
FUNCTIONS**

**❖ ABSENCE OF APPROPRIATE  
EQUIPMENT**

**❖ UNKNOWN/UNDESIRE  
FUNCTIONS**

**REQUIRED  
ELEMENATIONS  
(DE-BOTTLENECKING)**

**DESIRED  
INTRODUCTION**

**REQUIRED  
REVEALING CAUSE**

**ANALYSING FUNCTIONAL EFFECTIVENESS AND ARRIVING  
COST EFFECTIVENESS W.R.T. YOUR PLANT &  
ELEVATING ITS PRESENT LEVEL TO  
FUTURE ENHANCED STATUS**

# **STUDY SHALL COVER**

- ❖ OBJECTIVES OF THE CUSTOMER**
- ❖ FOCAL POINTS FIXED**
- ❖ DATA SHALL BE COLLECTED**
- ❖ CRITICAL OBSERVATION AND FINDINGS ARE HIGHLIGHTED**
- ❖ PROPOSALS DETAILING**
  - \* DESCRIPTION**
  - \* APPROX. COST**
  - \* TIME FOR IMPLEMENTATION**
- ❖ IMPLEMENTATION STRATEGY & SEQUENCE WITH JUSTIFICATIONS & REASONS**
- ❖ PAY BACK - ENERGY SAVED, MONEY SAVED, RETURN ON INVESTMENT**

# **CONSTRUCTION**

**MUTUALLY AGREED FINAL PROPOSAL  
BASED ON INVESTMENT CRITERIA  
RELEASED WITH DETAIL DRAWINGS,**

- ❖ **ALTERNATIVE SOLUTION (IF ANY)**
- ❖ **FINANCIAL/TECH. IMPLICATIONS**
- ❖ **SIMPLE PAY BACK INDICATED**
- ❖ **IMPLEMENTATION TIME FRAME**
- ❖ **IMPLEMENTATION STRATEGY**
- ❖ **TECHNO-ECONOMICAL VIABILITY**

# **TRANSITION**

- ❖ **IMPLEMENTATION WORK STARTS**
- ❖ **SERVICES/TECH. SUPPORT EXTENDED**
- ❖ **QCP/QAP FOLLOWED**
- ❖ **MONITOR WORK PROGRESS AS PER AGREED PLAN**

# **PRE IMPLEMENTATION**

- ❖ IMPLEMENTATION  
PLAN/STRATEGY & TIME ARRIVED**
  
- ❖ TOOLS, MANPOWER FACILITIES  
ETC., PLANNED.**

# **MEETING STATED OBJECTIVES**

- ❖ **IMPLEMENTATION & COMMISSIONING**
- ❖ **POST FOLLOW UP AND SUPPORT**
- ❖ **CONTINUOUS MONITORING & SOLUTION BENEFIT REALISED.**

# **CONCLUSION**

- ❖ **VARIOUS ASPECTS SUCH AS PLANT AVAILABILITY, SPARES INVENTORY, MAINTENANCE COST, PRODUCTION LOSS ETC., LEAD TO DIFFERENT STRATEGIES ARE CONSIDERED IN DEPTH...**
- ❖ **IT IS RECOMMENDED THAT THE MACRO PICTURE IS LOOKED AT IN TOTALITY AND IMPLEMENTATION DONE AT A MICRO LEVEL IN PHASED MANNER...**