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TOP ★ ★ ★ ★ ★
**Maintenance
Management**

CONSULTING/SERVICE COMPANIES - 2020

Awarded by
Enterprise Technology Review



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*The annual listing of 10 companies that are at the forefront of providing Maintenance
Management consulting services and transforming businesses*



WSC

Comprehensive Consulting Services for ER and AM



Bill Woyshner

Companies realize the benefits of maintenance management for their assets and machinery durability. However, many often fail to implement a proper maintenance strategy due to their substantial investments in keeping production on. Consequently, it becomes challenging for them to deliver reliability from their existing assets and drive costs down. Especially in the utility industry, with technological advancements such as sensors, data integration, and software tools, the thermal and hydro units struggle to deliver high reliability while reducing the



overall power costs. The industry is usually quick to jump on buzzwords like “equipment reliability (ER) program,” “asset performance management,” and “digital transformation of business,” without complete knowledge as they believe these enhance reliability and lower costs at their station. This is

where Woyshner Services Company (WSC) offers consultation services for implementing and enhancing ER and asset management (AM) programs and lowering the overall cost. The company connects the technical expertise of clients' equipment with their operations and activities and helps them digitally transform their business processes. WSC brings value to businesses by helping them understand the software capabilities of delivering advanced

From higher cost and lower reliability, we guide the clients throughout their journey to reach low cost and higher reliability



analytics of automatically-collected data versus manual data collection and analyses. By guiding them on the sensors that effectively detect failure

modes, the company enables companies to make informed decisions about maintenance requirements.

Leveraging decades of collective experience, WSC's experts assist clients in making prudent investments and deploy AM and ER programs and new technologies. The company follows a five-step approach to engage with the clients. By conducting ER, AM, and digital transformation workshops, the team first educates the businesses and guides them to self-assessment procedures to check against industry standards. This helps clients understand the specific business requirements. Then, WSC performs a further assessment to deep dive into the clients' current processes to understand their management and technology needs better. By collecting in-depth insights, the team assists organizations in developing detailed implementation and change management plans. Later, the company provides coaching and consulting during the deployment of plans. Finally, WSC guides businesses to follow specific improvement activities to keep the programs alive, revisit, and improve it.

Illustrating the power industry's clients' situation graphically, Bill Woyshner, President of WSC, asserts that leveraging their deep expertise, the team helps organizations balance the reliability versus cost curve on XY axis.

"From higher cost and lower reliability, we guide the clients throughout their journey to reach low cost and higher reliability," says Woyshner. Depending on the clients' needs, WSC's experts either point them in the right direction or drive them from the initial stage to the end goal of lower cost and higher reliability as per industry standards.

Apart from helping organizations deploy new equipment and reliability technology, the company assists in finding equipment failures before they become catastrophic. This significantly reduces unwanted, undesired, and unexpected maintenance costs by detecting potential failures at the early stages of degradation. As a result, operations run without interruption and saves a tremendous amount of money. Working with research institutes and power plants for years, WSC has learned through experience and gained expertise while deploying programs for the clients. Continuously following the industry's trends such as online monitoring and sensors technology, the company is currently focusing on delivering monitoring diagnostic services and teaching clients to set up their own M&D Center. "We will continue to help our clients adopt the right technology and tools for the digital transformation of business, building asset management, and equipment reliability programs," says Woyshner. 