Finsight - a new condition based monitoring team
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Introduction

Finning (UK) Ltd is the UK division of Finning International Inc., one of the world’s largest distributors of Caterpillar plant, complementary equipment and power systems. Towards the end of 2009, a number of factors motivated Finning to consider how they could support customers in a different, more comprehensive way. The increasing commoditisation of products coupled with challenging market conditions provided substantial motivation, and there was also a desire to focus on customer experience and how long-term customer relationships could be improved.

Finning focused on the challenge of providing condition-based information about machinery and plant status. The question was not just whether or not information could be obtained from a piece of equipment, but rather whether the information available was actually being used at the right time and in the right way. Customers were facing an overload of data and, apart from the few with the resource and skill-set to deal with it, were becoming increasingly blinded by what they should and should not react to. In addition the information was being provided in separate ‘silos’ so customers were not always acting on information they may otherwise have done had a holistic picture been presented to them.

Motivation

Finning identified the need for a new bespoke service that would allow customers to optimize their asset management. Through the proactive, holistic use of all the condition-based monitoring data available, customers would have the ability to minimise their total owning and operating costs.

Development

The development of the solution centred around 3 key questions.

Data - how to ensure all the information was received in a consistent, logical way where the most critical machines could be prioritised?

An experienced, technical team has been put in place that is dedicated solely to analysing and interpreting this information. By doing a ‘deep dive’ into the data, the team is able to identify issues that are currently under the radar but which, through the use of recognised trends, could be identified as likely to cause serious problems in the future.

The team is also tasked with looking into all factors affecting a machine’s health and performance costs. As well as component health, other critical factors are assessed such as operator performance, site conditions and equipment history.

MyFinning Customer Portal

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The Monitoring team

their usual account managers or service desk. In this way, the existing relationships would not only be maintained, they would be improved with the addition of comprehensive recommendations and advice from the condition monitoring team. It was essential that the advisors were qualified, knowledgeable engineers, so that the customer could be provided with a virtual diagnosis for their equipment, based on the advisors’ previous experience and knowledge, rather than just consolidated data.

Focus - what information could and should be provided to the customer and how?

Exactly how the information should be provided back to the customer was vital to the success of the service. Customers needed to be made aware of issues identified as and when they occurred, but an additional part of the service was to provide useful, summarised reports for more consultative planning. The solution was to link the advisors’ dashboard to the customer relationship management (CRM) system allowing information to be sent quickly and effectively to the accountable sales and service representatives. In addition, a bespoke customer portal, MyFinning, was created where regular reports at asset, site and fleet level could be accessed.

Results

In March 2012, after 18 months of development and a pilot phase, the new Finsight condition monitoring team was officially launched at Finning’s headquarters in Cannock, Staffordshire.

With a team of five qualified, experienced engineers the service is now offered as an integral, value added part of all Equipment Management Solutions (EMSolutions).

Caterpillar EMSolutions comprises a number of bundled support packages of which condition monitoring is a critical element. The team now supports some 5,500 machines providing recommendations and advice to customers of all types and sizes across a range of industries. The index-driven monitoring system means that all machines are tracked based on their condition, regardless of customer size, providing a level playing field for all.

Next steps

The Finsight service is an area of continuous improvement and since the initial launch, both the dashboard and the MyFinning portal have been improved upon. Increasing demand from some customers for direct contact with the advisors has brought the ‘back office’ structure into question, and consideration is being given to adapt to this demand. The exponential growth in connected assets through telemetry, oil analysis, inspections or services also requires attention as does the opportunity to receive additional data as existing sources are refined and new ones developed.