



3DEXPERIENCE®

INDUSTRIAL EQUIPMENT **KEEP THEM RUNNING**

Minimized downtime and maximized performance



MINIMIZED DOWNTIME AND MAXIMIZED PERFORMANCE

Keep Them Running places service at the forefront of industrial equipment development. Equipment is designed to be maintenance-friendly, helping to reduce downtime that can jeopardize customers' operating capacity.

Based on the **3DEXPERIENCE®** platform, this industry solution experience provides manufacturers with end-to-end digital continuity. It allows them to ensure service operations are both taken into account and planned for, from the earliest design stages, and that maintenance instructions are clear, tailored to a customer's installation and always up to date.

KEEP THEM RUNNING

Reduce service costs

Many industrial equipment (IE) manufacturers adopt a linear sequential approach when developing new equipment. They start with customer requirements, proceed with design, manufacture and testing, and if issues arise, loop back to design and start all over again. This is an expensive and time-consuming process. And when the question of maintenance and generating the associated documentation on time comes up, budgets have usually run thin so service organizations are asked to do their best with what is left.

With **Keep Them Running** maintenance requirements are taken into account from the early design stages so that the final product is service-friendly. IE companies can engage in preventive maintenance by designing components that can be serviced together with a fewer number of interventions. This helps minimize production downtime and servicing costs for the manufacturer and customer alike. Based on the **3DEXPERIENCE** platform, IE companies have digital continuity from design to service enabling them to create maintenance documentation in parallel with equipment design using the same industry solution experience instead of multiple and sometimes incompatible software tools. This speeds time to market as service activities are taken into account earlier in the design process. Moreover, by working with the same data, using the latest version of the 3D geometry, companies ensure that manuals are always up to date. Finally, operators and service personnel can gain proficiency by simulating procedures in a digital environment before physical intervention, thereby optimizing service delivery and costs while improving safety.

Increase revenue

Industrial equipment is often expensive and inaccessible for small businesses that cannot afford to invest in buying a machine and prefer to pay for what they use. In this context, machine uptime and productivity are their primary concerns. IE manufacturers can, therefore, market integrated product and service offerings to respond to these customers' needs.

With **Keep Them Running**, IE manufacturers that normally sell their machines can increase revenue by developing new service offerings to cover a wider market. They can invent new business models in which revenue is based on machine output or machine uptime. Every minute the machine is running, translates into additional revenue for the IE manufacturer. Since **Keep Them Running** allows designers to incorporate servicing requirements in the design, machines will be faster and easier to maintain, limiting downtime to a minimum.

Improve customer satisfaction

Customers of industrial equipment often require customized machines that satisfy their specific business needs. Keeping track of each specific machine design and associated parts as well as the history of each maintenance intervention in their installed base can be a daunting task for IE manufacturers that lack the right tools. Errors can translate into missed opportunities, idle machines because of late turnaround times, and unhappy customers.

With **Keep Them Running**, IE manufacturers can keep a digital "as-running" view of a customer's installed base in operation, from a global high-level view down to the spare parts level. It helps them rationalize their maintenance interventions and keep track of every operation performed throughout the equipment's lifecycle. This digital view is associated to a Service Bill Of Materials (SBOM) that evolves over time whenever parts are changed or upgraded in the physical machine. A more precise view of a customer's installation helps establish a maintenance plan tailored to each customer and more in sync with actual equipment usage and business imperatives. IE manufacturers that provide this level of tailored service to their customers can deliver predictive maintenance to reduce equipment downtime and boost operating performance, resulting in satisfied customers.

KEY CAPABILITIES & BENEFITS:

- Design-for-service approach improves maintenance efficiency in the field
- New Product-as-a-Service business opportunities increase revenue
- Digital continuity from design to service accelerates documentation creation and reduces time-to-market
- Save time and money by creating virtual experiences to verify end-to-end product lifecycle
- Preliminary training in a virtual environment improves efficiency, safety and reduces service delivery costs
- Up-to-date digital instructions and animated maintenance sequences using the latest version of the 3D design
- Maintenance plan tailored to each customer

For more information, please visit www.3ds.com/industries/industrial-equipment/

Our 3DEXPERIENCE® platform powers our brand applications, serving 12 industries, and provides a rich portfolio of industry solution experiences.

Dassault Systèmes, the 3DEXPERIENCE® Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 190,000 customers of all sizes in all industries in more than 140 countries. For more information, visit www.3ds.com.

