



## ASSET MANAGEMENT PROPOSAL

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Asset management planning is more than reacting to asset failures or ensuring compliance with regulations. Rather, an effective Asset Management Plan (AMP) identifies issues that affect physical assets before they cause downtime, client inconvenience, and disrepute. When done correctly, asset management planning produces significant savings for your organization, as well as an increase in its profitability, reputation, and client satisfaction.

## KEY ELEMENTS OF A SUCCESSFULLY IMPLEMENTED AMP

### STRATEGY

Policy and Objectives

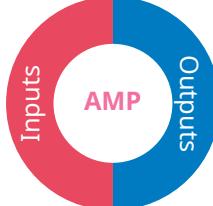
Asset Management Plan (AMP)

### ACTIVITY

Asset Register

Asset Condition Assessment

Asset Criticality Assessment



Asset Lifecycle Plan

Annual Works Plan

Capital Work Plan

### SUPPORT

Asset Platform

Training

Finance

Despite the undisputed benefits of effective asset management, many organisations overlook this important element because they want to focus on their core business. Consequently, asset management takes a back seat. Others keep asset management reforms in limbo as they lack the necessary skills for effective implementation. This challenge is compounded by constraints in allocating resources to upgrade their existing system.

Such prioritisation is understandable, as organisations should focus on their core business and invest resources in revenue-generating activities. Fortunately,

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Turning Pledges  
into Performance

they do not need to divert their attention or resources to reap the benefits of effective asset management. Instead, they can do so by partnering with a professional asset management company. These companies dedicate time to understanding the needs and processes of their clients, enabling them to manage their assets efficiently without a large capital or human resource investment.



At Terr Solution Ltd (Terr), we bring decades of asset management experience to the table. Our approach involves a tactical plan that manages your organisation's assets and infrastructure to maintain the desired standard of service. Our AMP collects, updates, and reports on your organisation's physical assets throughout their life cycle, from acquisition through usage to disposal.

Our goal is to preserve the value of your assets while minimizing costs and risks. To achieve this, our staff are equipped with specialised skills, enabling them to identify, prioritise, and report on complex assets with precision. We embrace the latest technology solutions, replacing manual spreadsheets with a smarter way to track

and manage assets.offers the following benefits to your organisation.

In the complex landscape of today's organisations, decision-making extends beyond financial gains. It involves balancing factors, like safety, reliability, levels of service, and environmental responsibility. At Terr, we combine extensive experience with industry standards and best practices, ensuring the best results for you.

We integrate ISO 9001 and Safety Data Sheet requirements into our processes, bringing a comprehensive range of benefits to your organization's asset management strategy.

The accompanying graphic below illustrates the unique advantages our approach offers to your organisation



## A STRATEGIC PARTNERSHIP WITH SDS WOULD YIELD THE FOLLOWING BENEFITS:

### **01 STRATEGIC ALIGNMENT**

Assets perform best when your asset management practices are in harmony with your organization's strategic goals.

Such strategic alignment helps you select the most beneficial investments—projects that not only deliver the highest value, but also align closely with your company's strategy. Our approach enables you to define, communicate, and refine your value framework, ensuring all stakeholders understand the rationale behind each decision. The outcome is a trusted decision-making framework that fosters stronger buy-in for your plans.

## 02 RISK MANAGEMENT

At Terr, we anchor our asset management strategy in a risk-based approach. By proactively identifying and mitigating risks associated with assets, we ensure the consistent operability of critical assets. This commitment guarantees that your clients always receive dependable service. Our method enables you to create, manage, and visualise strategies that maximise

business value while effectively managing risk.

Through our comprehensive and quantitative risk assessments you gain acute insights, enabling strategic resource allocation and risk mitigation. This approach simplifies understanding of your assets' long-term risk exposure and how various strategies can affect this risk over time.

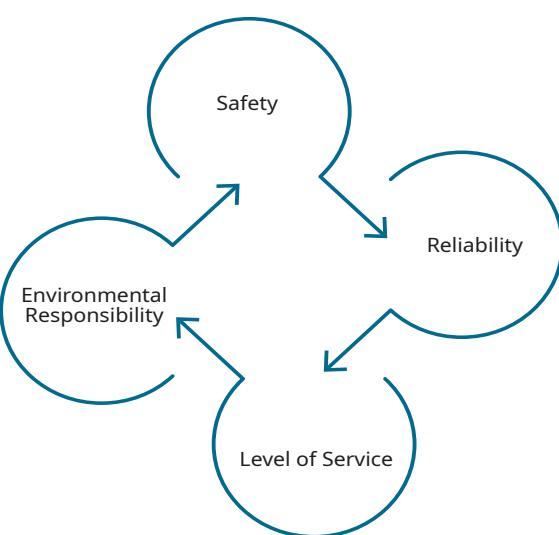
## 03 LIFECYCLE PERSPECTIVE

Terr adopts a holistic framework that considers the entire lifecycle of your organisation's assets, from acquisition to operations and disposal. This approach ensures your assets maximize their value over time, empowering quick and confident decision-making by integrating data aggregation with automatic asset modelling, we significantly improve planning efficiency. This reduction in cycle time and effort not only boosts organizational agility but also builds resilience, enabling your organization to respond swiftly and effectively to evolving situations, challenges, or changes.

### STRATEGIC ASSET MANAGEMENT

- 01 Asset Inventory
- 02 Asset Prioritisation
- 03 Maintenance Plans
- 04 Life Cycle Management
- 05 Performance Monitoring
- 06 Budgeting
- 07 Risk Management

### BALANCING DISPARATE FACTORS OF ASSET MANAGEMENT



## 04 PERFORMANCE MONITORING & IMPROVEMENT

To make progress on your strategic goals, you need a way to measure progress and compare approaches. Our asset management approach is designed to meticulously assess the value of every investment, ensuring alignment with your organisation's strategic priorities. This approach allows your portfolio to quantify how each investment contributes to achieving strategic goals. By evaluating the total value of each investment, including its strategic impact, we enable you to compare investments and confidently navigate complex trade-offs.

Furthermore, our "what-if" scenarios offer an insightful tool to quantify, compare, and understand the risk and business outcomes associated with different asset investment strategies. This process facilitate consensus building on the best path forward. By enabling informed decisions between capital and maintenance costs, our approach helps you create a balanced plan that optimizes total expenditure and minimizes overall cost.trade-offs between capital and maintenance costs to create a plan that balances total expenditure and minimizes overall cost.

### OPTIMISING RESOURCE ALLOCATION



## 05 COMPLIANCE & LEGAL REQUIREMENTS

Informed and defendable asset management decisions are crucial for regulated businesses. Regulators may require insights into your decision-making process and the rational behind project selection. By integrating ISO 55000 and Safety Data Sheet requirements, we ensure my our organization not only complies with legal and regulatory standards, but is also equipped to address any inquiries from regulators.

## 06 OPTIMISE RESOURCE ALLOCATION

At Terr, we focus on efficient resource allocation, ensuring the optimal distribution of resources across the right assets at the right time. This attentive process saves costs and improves operational efficiency.

A key strategy in achieving this is through bundling work into projects, a proven method to save costs. Typically, this bundling has been a manual process, relying on planners to identify potential bundling opportunities across an organisation's planned asset sustainment work. However, manual bundling methods can lead to suboptimal outcomes, such as unnecessary service interruptions and increased risk of asset failure. To address this, our safety data sheet AMPs automatically bundle asset interventions. This process ensures that service outages are planned in the most efficient and cost effective manner.

## 07 DATA-DRIVEN DECISION MAKING

We promote the collection and analysis of relevant asset performance data. This data-driven approach is crucial for decision-making, enabling you to prioritize maintenance activities and capital investments. It also includes creating a plan—a road map for success that outlines key actions, like what will be done, when, by whom, and how it will be evaluated.

Our strategic asset management planning recognizes that the life span of certain assets, like a brand's reputation or a hotel's physical infrastructure, often extends

beyond a five-year plan. This requires a longer-term perspective in our approach, allowing for a deeper understanding and tailored management of these enduring assets.

Organizations may not always recognize the full range of their valuable assets or their potential to create value. Effectively identifying assets, understanding their potential, and planning for optimal use requires comprehensive knowledge of each asset. Our expertise in this area will play a pivotal role in guiding you towards informed operational decisions.

## 08 ENHANCED COMMUNICATION & STAKEHOLDER ENGAGEMENT

We prioritize effective communication and engagement with stakeholders, including employees, suppliers, and customers. This approach ensures everyone is involved in the asset management process. Transparent and data-driven decision-making helps you clearly identify the trade-offs between multiple options. Additionally, our use of insightful reports and out-of-the-box business intelligence (BI) dashboards simplifies the process of justifying asset expenditures within your organization and to other stakeholders.

### OUT OF THE BOX BUSINESS DASHBOARD

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## 09 IMPROVED DOCUMENTATION & RECORD-KEEPING

Our commitment to international industry standards ensures we maintain accurate and up-to-date records in asset management. This practice helps with compliance, auditing, and reporting, streamlining operational activities.

## 10 SUSTAINABILITY & ENVIRONMENT

AMPs are crucial for sustainability and environmental stewardship, particularly for organizations that manage infrastructure, facilities, and other assets. By integrating sustainability and environmental considerations into AMPs, we ensure responsible use of resources and minimize environmental impact.

As awareness of sustainability and environmental considerations grows among all stakeholders, our approach encourages your asset management strategy aligns with eco-friendly and sustainable business practices. This alignment not only benefits the environment but can also lead to cost savings and an enhanced public image.

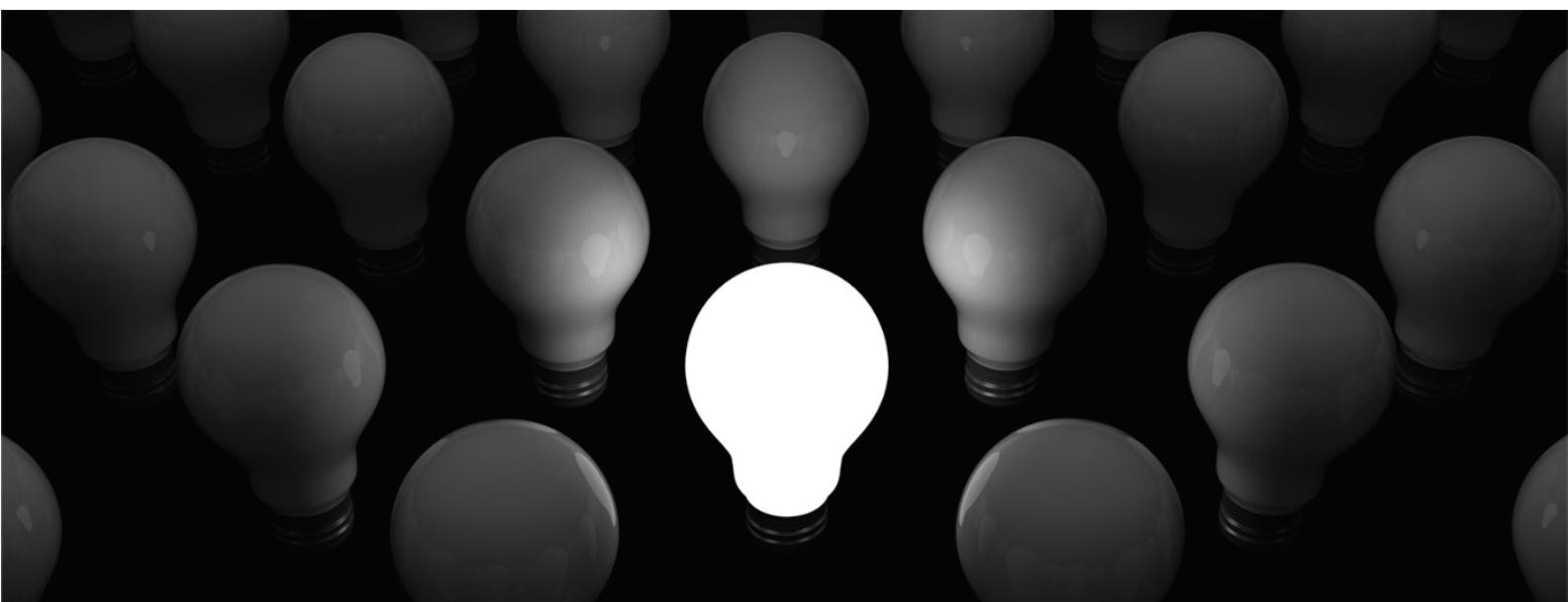


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Effective asset management not only helps create value but also protects and enhances an organisation's financial health and sustainability.

Effective asset management is essential for any organisation, but it is particularly crucial for a large and dynamic organisation, which relies heavily on its assets to serve clients and generate revenue. Our centralised database, robust tagging mechanisms, and regular onsite audits are designed to empower your finance and management teams, revolutionising how you oversee and optimise your physical assets, manage your contractors, and submit tenders.

We would be delighted to provide any additional information that you may need to make an informed decision.





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