

# PREDICTIVE MAINTENANCE; HOW IT CAN IMPROVE YOUR BUILDING SURFACES

BUILDING MANAGERS ARE LOOKING AT THE VARIOUS TECHNOLOGIES INVOLVED IN THEIR BUILDING-SURFACE INVESTMENTS AND ASKING, “HOW CAN WE GET MORE LIFE OUT OF THESE COVERINGS?”



Building surfaces represent large investments, and to get the best return, it is necessary to better evaluate how they are treated.

In an article for the *International Journal of Production Economics*, Laura Swanson summarized:

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*“... IN ORDER TO ACHIEVE WORLD-CLASS PERFORMANCE, MORE AND MORE COMPANIES ARE REPLACING THEIR REACTIVE, ‘FIRE-FIGHTING’ STRATEGIES FOR MAINTENANCE WITH PROACTIVE STRATEGIES LIKE... PREDICTIVE MAINTENANCE... WHILE THESE NEWER MAINTENANCE*

*STRATEGIES REQUIRE INCREASED COMMITMENTS TO TRAINING, RESOURCES AND INTEGRATION, THEY ALSO PROMISE TO IMPROVE PERFORMANCE.”*

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Research is showing that these strategies are working to improve outcomes. According to Elsevier Science, a worldwide publisher of technical and analytic information:

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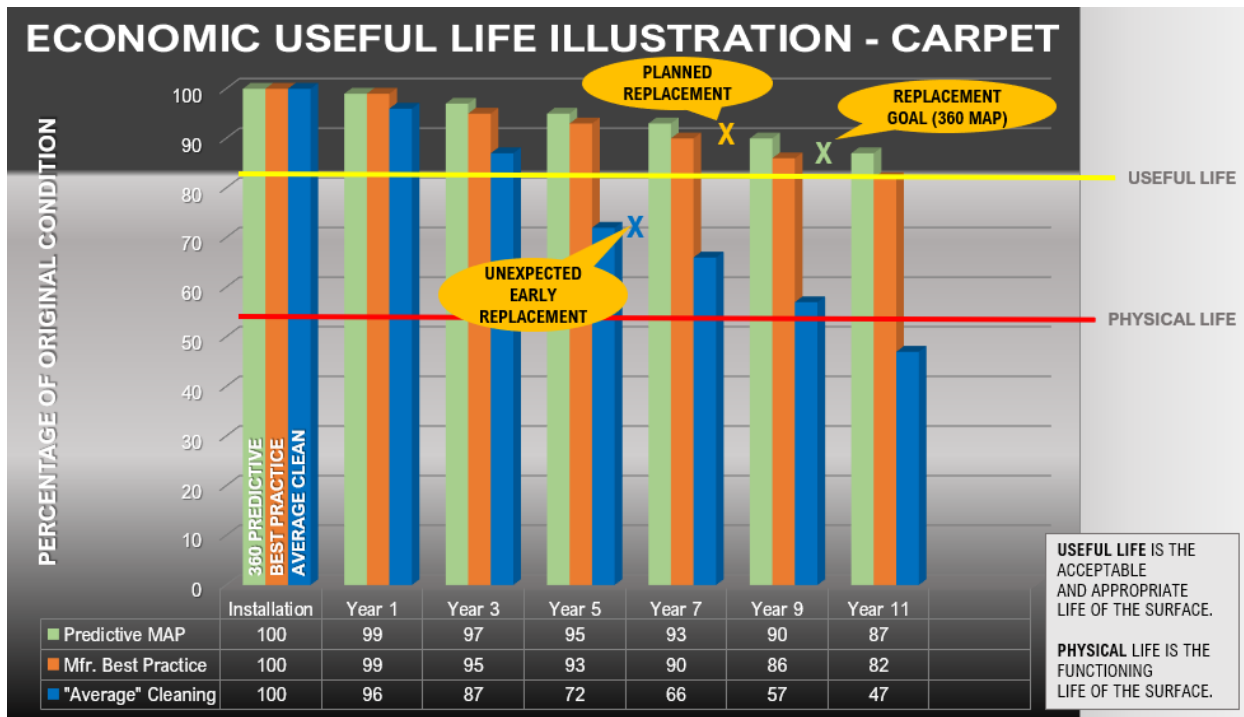
*“BASED ON THE RESPONSES FROM A SURVEY OF PLANT MANAGERS AND MAINTENANCE MANAGERS, THE ANALYSIS SHOWS STRONG POSITIVE RELATIONSHIPS BETWEEN PROACTIVE AND AGGRESSIVE MAINTENANCE STRATEGIES AND PERFORMANCE.”*

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## **THE REAL COSTS OF IGNORING ASSET PERSERVATION**

As an illustration, let's say a building owner specifies a carpet that the manufacturer warrants to perform at peak levels under the load his building projects. The costed-out estimation for that building is for eight years before floor covering replacement.

The building is built, the carpet and other surfaces installed, and the first team of cleaners begins. Ultimately in the *sixth* year, because the average program provided by the average cleaning company with an average turnover of contracts did not conform to the required manufacturer protocols, early replacement is necessary. In this illustration, the carpet is still physically usable. However, for the past three years tenants have argued that it has faded in spots, no longer responds well to cleaning traffic lanes and does not meet expected imagery. Occupancy rates have dipped.



That event – the need to replace the carpet two years earlier than scheduled - represents a loss on investment of 25 percent! On a quarter-million-dollar asset, the specific loss is \$62,500. Add to that your estimate of the intangible lost opportunity and goodwill with remaining tenants as their business operations are prematurely interrupted by the replacement process.

## GETTING THE SUBJECT-MATTER EXPERTISE YOU NEED

Are you frustrated that while you are paying for the care of your building assets, errors over time may have been made leading to the early deterioration of your building surfaces? Have you considered - or perhaps already executed - one or more changes of guard, hoping for better results than “average” cleaning protocols have provided?

To solve this problem, Advanced 360 Building Surfaces Management has implemented predictive maintenance principles to address the challenge of extending - or otherwise recovering - the useful life of building assets. This approach, developed over more than two decades, is now time-proven and in working operation at many of our client locations in the Kansas City metro area.

This process is based on recognition that every building is unique and usually does not benefit from a one-size-fits all approach to asset protection. Traditionally, maintenance companies have taken the same equipment, the same people, the same chemistry systems, and the same procedures and applied them from building to building in nearly the same manner. Results vary broadly, because the surface *requirements* vary more widely than general training can account for.

If you would like to review a program designed specifically for increasing Economic Useful Life (EUL) of your building surface investments – not someone else’s average building – we would like to talk to you. Please contact us by phone or at the link provided below for an eye-opening analysis.