

Project title

Agrifac EAM / CMMS | Servitization

Customer

Agrifac Machinery B.V. | www.agrifac.com

Sector

Agriculture Industry

Empowered Solution

- Servitization Blueprint (PaaS)
- Business consultancy
- Asset management
- Maintenance management
- Maturity service analysis (ISO55000)
- Benchmark analysis
- Efficiency and Effectiveness analysis (3P's)
- Service-Level-Agreement (SLA)
- Software architecture
- EAM software
- Design for Maintenance (DfM)
- Management of Change (MoC)

Period of Execution

- Start: Sept 2016
- Finish: April 2017

Methods, Techniques, Tools

- Reliability Centred Maintenance (RCM II)
- Value-Driven Maintenance (VDMxl)
- Deming (PDCA)
- Maturity scan ISO 55000 (developed)
- EAM software
- KPI / OEE dashboard
- Servitization + Analytics

Value added elements

- Software suppliers
- Commercial Product Integration "AYE" (Amplify Your Effectiveness) 1st launch 2018 My Agrifac

Company overview

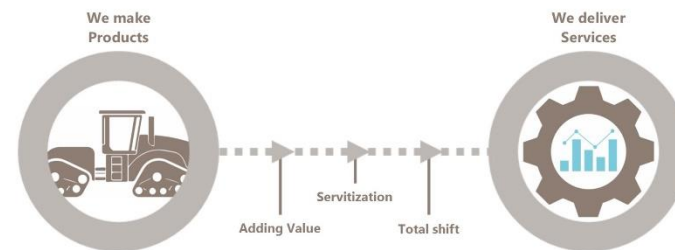
Agrifac increases yields on less productive farmlands, where Agrifac sees huge yield gaps between current production levels and those possible, with improved production practices, mechanization and precision farming. For instance, combined with innovative sprayers they are able to achieve higher yields and provide each plant what it needs with less crop protection. This business contributes to a brilliant simple solution in helping farmers to feed the world in a sustainable manner.

Business challenge

Can you share knowledge and develop insights regarding suitable maintenance and service methods, to achieve the highest possible uptime? We would like to develop a plan, where we can generate value in our service department (cost centre = past). We also need to understand the possibilities regarding service and maintenance systems, within our current software stack. We also need to understand our capabilities (people, process, product/data). How can we organize this to pursue Servitization or value-added services? How can we succeed in the obligations of our Service Level Agreements (SLA's)?

Customer quote

Brilliant simple – 4e for growers" Scheper helped Agrifac well on our way for Servitization. We now have a roadmap for the various topics Customer Journey, Predictive Maintenance and Machine Learning. Through his contribution, we have better visibility about the consistency and it gives us a clear view of the opportunities and choices that we have to make (Mr. W. Kamps – CFO Agrifac).



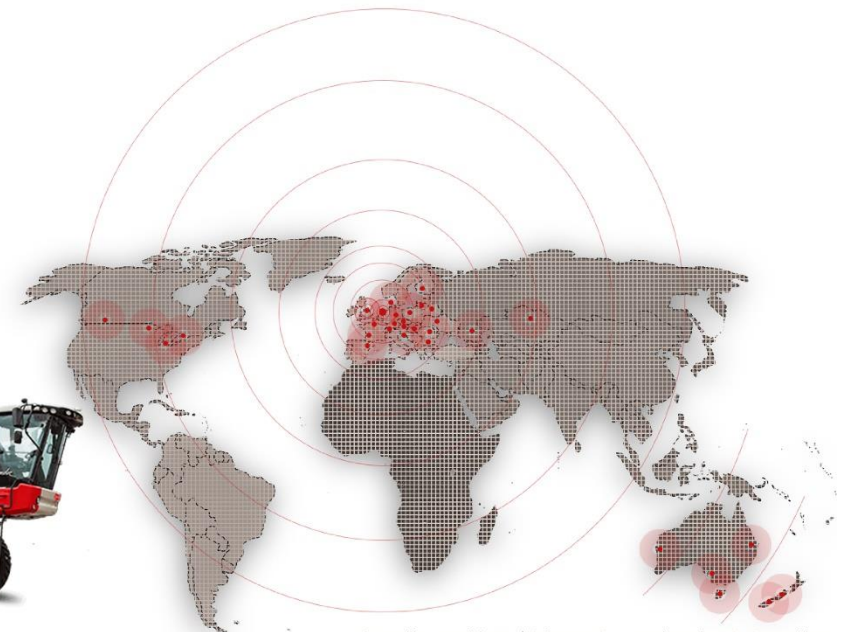
Why Scheper.Co?

Empower Your Future. Scheper has a background in the agriculture world, combined with a deep understanding of customers. Together with the knowledge about maintenance and asset management from the energy sector, this forms a unique combination for the next challenges within this sector. Agrifac needs a conceptual thinking approach in which new ideas arise for farming.

Where "pay per hectare" forms a decent opportunity.

How Scheper.Co helped?

We provided based on our Strategic Management Services a process to guide maintenance services from Agrifac sprayers worldwide in an increasing valuable and coordinated way. "Pay per Hectare" has become a tangible concept for each individual machine. The people-to-machine process can be supported by a smart EAM system. For changing the process from product manufacturer to service provider, we've made a picture from the current maturity and we support Agrifac with the new goals for PaaS. This has formed a building block for the Servitization journey.



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