

# Delivered additional revenue of US\$ 0.78 million per annum by increasing the Reliability Factor (RF) of raw mills

## BUSINESS CASE

### Organization Trends

- Reliability Factor is the measure of the continuous operation of equipment without shutdowns
- Due to low Reliability factor (RF) of Raw mills, the equivalent cement production is limited to 7.74 million tons
- This low performance results in loss of capacity utilization in clinker production.

### Market Trends

- Demand for products is high in the market due to major infrastructure projects

## CHALLENGE

### What is the challenge

- Low RF leading to under utilization of Clinker production capacity
- Raw mills are the bottleneck in increasing production to 8.04 million tonnes
- Inability to meet customer demand of clinker / bagged cement

### Where is the challenge

- At Cement plant raw mills (4 Raw mills)

### When was the challenge identified

- During 2015

## IMPACT

### What is the impact

- Loss of revenue due to low clinker production
- Loss of market share in a high demand market with multiple competitors
- Adverse affect on relationships with customers due to inability to supply product on time

### How much is the impact

- Loss of revenue of US\$ 3.7 million per annum

## TARGET

### What is the Target

- To increase the Reliability factor of Raw mills
- Increase revenue from clinker and bagged cement production

### How much is the Target

- Increase RF from 92% to 96%
- Generate additional revenue of US\$ 0.9 million from Clinker and bagged cement

## OUTCOMES

### Increased Revenues

- Additional revenue of US\$ 0.78 million per annum

### Operational Outcomes

- RF improved to 96%
- Down time report unification and standardization
- Maintenance discipline, PM activity list, planning and scheduling
- Data Analysis to track performance against KPIs
- Improvement in spare parts quality and availability

### Leaders of Tomorrow

- Belief system within employee towards sustaining the increased production levels and continued business impact

### Customer Centricity

- Timely supply of products to customers

## Delivered using:

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