



## **The Key to Increased Efficiency and Profitability A Systems Approach to Maintenance**

### **Forward Looking Businesses Invited to Participate**

A new company, with well established roots in the Defence sector, wants to help manufacturing companies become more productive and profitable. They look at the whole business as a System, and apply a unique and innovative analysis, optimisation and delivery approach to identify constraints affecting the business and identify practical optimisation opportunities that deliver Returns on Investment of at least 10 to 1.

Planned and corrective maintenance downtime always concerns operations departments. In tough times, it can be tempting to save time and money by reducing maintenance and hope that production will be unaffected.

But by considering equipment as an integral element of the business system, maintenance can enhance overall performance and make a substantial contribution to maximising operational output at minimum cost leading to enhanced productivity and increased profitability.

The company, Terotek, is owned by Aspire Consulting Limited, which has been optimising complex operational systems in the defence sector since 1996.

Terotek have developed a methodology known as Systems Terology. Systems Terology is the management of complex systems, physical assets, products or services through the application of systems engineering techniques. Terotek looks at the big picture to analyse the whole business system, and apply the most appropriate method from a wide range of management, financial and engineering techniques to deliver demonstrable benefit efficiently and coherently.

The real beauty of Terotek's Systems Terology approach is their ability to cherry pick the best and most relevant approach for each individual business as Peter Stuttard, Managing Director of Terotek, explained:

"Systems Terology has the advantage of looking at a much bigger picture than individual methods such as 'lean manufacturing'. The aim is to fine tune the whole business system so that production happens at the optimal rate and at the minimum cost. Systems Terology helps to understand the way every element in the business System behaves and, most importantly, how all the elements interact in order to see the big picture. The System can then be optimised through a series of practical actions. We Analyse, Optimise, and Deliver"

Peter added that planned maintenance should be an integral facet of production. The right planned maintenance will reduce downtime, increase efficiency, lower costs, increase safety and improve profitability.

What's more, Terotek are so confident that their application of Systems Terology will deliver ROI of at least 10:1 that, if they cannot demonstrate after an initial Scoping Study that this level of return is achievable, the Study will be free.

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#### NOTES TO EDITORS

Terotek is a new company owned by Aspire consulting. Aspire was founded in 1996 and has been using its Systems Terology approach in the military/defence sector since that date. Terotek has been set up and launched to bring the same unique and innovative service to the civilian market.

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