

Oniqua Analytics Solution (OAS) for Utilities — Frequently Asked Questions

<p><i>I need a partner that understands the Utilities industry. Why should I trust Oniqua with my assets?</i></p>	<p>Oniqua – a world leader in asset performance management – has been providing analytics solutions and support services to asset-intensive industries like Utilities for 20 years. Oniqua has served electric utility clients for over a decade across several continents – proving our ability to provide analytics solutions that meet the unique needs of utilities organizations.</p>
<p><i>Where does Oniqua fit in the ‘Big Picture’? What exactly does OAS do?</i></p>	<p>Finding a delicate balance between the need to minimize inventory holdings while avoiding costly stock outs is a challenge. In capital intensive industries like Utilities, the task is made more difficult due to the need of having to balance the existence of slow moving, critical maintenance spares with the importance of maintaining high levels of asset reliability.</p> <p>The Oniqua Analytics Solution (OAS) helps you standardize, analyze and optimize your inventory, maintenance and supply chain initiatives across all of your assets to improve reliability, reduce costs and improve service levels. OAS interfaces with ERP systems (e.g. Indus/Ventyx, MIMS, Ellipse, SAP, Oracle, and others) offering inventory managers the ability to access and analyze transactional data, resulting in more effective inventory management by reducing inventory levels, minimizing replenishment costs and helping to eliminate stock out risk.</p>
<p><i>What are some key benefits of the Oniqua Analytics Solution for Utilities?</i></p>	<p>OAS helps Utilities to:</p> <ul style="list-style-type: none"> • Minimize production risks and stock outs • Restock more efficiently the replacement parts critical to power system reliability (avoiding service outages, and reducing inventory value by up to 33%) • Prevent surplus and obsolete inventory • Reduce time spent managing the spares inventory (typically reduces management time by 33 to 66%) • Identify and address poorly-performing suppliers to improve delivery service levels • Consolidate purchases across service territories and optimize use of vendor-held stock and consignment arrangements • Conduct 'what if' analysis before implementing decisions • Quickly identify problems and opportunities, allowing management by exception and priority
<p><i>What questions should I ask myself to determine if OAS is right for me?</i></p>	<ol style="list-style-type: none"> 1. How much inventory do I hold? (If your storeroom inventory value is greater than \$4 million, you need OAS) 2. Am I challenged by lumpy demand history and outliers or spikes in demand? 3. Are stock outs an issue? What impact do stock outs have on my asset performance and maintenance team? 4. How often do I review my inventory? How do I do this? Is it labor intensive?
<p><i>What other Utilities and asset-intensive organizations are using OAS?</i></p>	<p><u>Utilities</u></p> <ul style="list-style-type: none"> • Hawaiian Electric, ActewAGL, Energex, Ergon, Integral Energy, and more... <p><u>Energy</u></p> <ul style="list-style-type: none"> • ConocoPhillips, BP, Alcoa, Newmont Mining, BHP Billiton, Rio Tinto, Vale, and more...
<p><i>What are typical OAS implementation time and costs?</i></p>	<p>Implementation time: Approximately 3-6 months, depending on ERP system, level of customer involvement and components being implemented.</p> <p>Costs: Software license fee OR Subscription, Consulting Services, Maintenance</p> <p>Software cost drivers: Number of storerooms and users; inventory value; number of SKUs</p> <p>Return on Investment: typically 100% ROI in less than 6 months</p>
<p><i>How do I get started?</i></p>	<p>Contact Steve Sotwick:, VP Business Development T: 303.256.8009; M: 303.810.5745; E: steve.sotwick@oniqua.com</p>