

planned
engineering
service

Overview

ExxonMobil engineers have the technical experience and skills to help reduce your fleet’s maintenance costs and increase its operational efficiency. They will work with your engineering personnel to understand your fleet’s particular lubrication needs and recommend a program to meet specific goals and objectives.

Through the Planned Engineering Service (PES) process, our engineers will help you maximize the benefits that can result from a planned, proactive approach to ship lubrication and maintenance. Listed below are some of the skills and resources they offer.

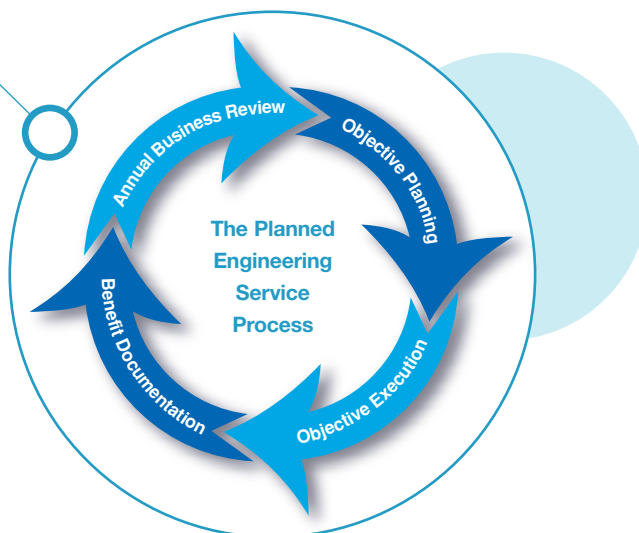
Description

- Work with your technical and engineering personnel to proactively determine focus areas that both parties can work to lower the customers lubrication costs
- Utilize a formal four-step proven process to deliver value to you by working on customer-agreed engineering objectives
- Document the recommendations and the net value generated thru the cooperative work
- Utilize a Total Cost of Ownership format to express the net value of the cooperative work
- Recognize the efforts and support of vessel and office personnel
- Identify key issues, new objectives and expected results

Application

We follow these four steps In the PES process:

- Mutually plan with you to determine objectives
- Work closely with you to execute objectives
- Report and document our progress
- Conduct an annual review to summarize the achievements so that you can quantify savings



With a planned, proactive approach to ship lubrication, you may see a wide range of benefits that include reducing unscheduled downtime.

Deliverables

- Commitment letter outlining the mutually agreed to objective that ExxonMobil engineers will work with your personnel to complete during the year
- Completion of the mutually agreed objectives
- Documented findings, recommendations, and value of the completed objectives
- Annual Business Review summarizing the cooperative activities over the reporting period, and documented benefits to the customer.

Potential Benefits

- Continuous improvement in your lubrication program
- Less unscheduled equipment downtime
- Less energy consumption
- Fewer replacement parts
- Reduced purchasing costs
- Less lubricant consumption and waste
- More effective maintenance control
- Safe and effective operation processes