



USING **DATA** AND **FACTS**
TO MAKE YOUR
EQUIPMENT
MANAGEMENT
DECISIONS



DATA

**The use of Accurate,
Relevant data is Essential
to Effectively Manage any
Fleet of Equipment.**

GOOGLE RESULTS

I googled “Data Driven
Decision Making”



GOOGLE RESULTS

- **Books**
- **Blogs**
- **Magazine Articles**
- **College & University Courses**



GOOGLE RESULTS

- **Case Studies**
- **Consulting Practices**
- **Pod Casts**



WHOSE BRIGHT IDEA WAS THIS?

The idea of making data driven decisions is not a new one and certainly not one that I can lay claim to.



HISTORY LESSON

If you are old enough, you may remember the Quality Movement, often referred to as T.Q.M. / Total Quality Management.



DATA

**Data is simply bits of information,
but to be any use at all, it must be:**

- **Accurate**
- **Timely**
- **Relevant**



DATA

- **Sufficient**
- **Material**
- **Meaningful**
- **Complete**
- **Easily Collected**

OBJECTIVE VS SUBJECTIVE

Data can be:

- Objective (empirical)

or

- Subjective (anecdotal)



OBJECTIVE VS SUBJECTIVE

- From the subjective:
“Feels cold outside”
- To the objective:
“It’s minus 10° outside”



OBJECTIVE VS SUBJECTIVE

- From the subjective:
“Wow, we sure are going fast”
- To the objective:
“We are going 75 mph”



WHAT DO NEED DATA FOR?

- To make fact based, data driven, decisions.
- When you make decisions in this way they are bullet proof.



DATA DOESN'T ALWAYS EXIST

- There are areas within our jobs where empirical data simply does not exist or is very difficult to obtain.



DATA DOESN'T ALWAYS EXIST

- In such situations that's when experience or networking comes into play.



TRANSFORMING DATA

- **Data in and of itself doesn't tell you much until you transform that data into useable information.**



EXAMPLES OF DATA DRIVEN ACTIVITIES

- **Communicating to a vendor the specifics of a problem you are experiencing with a piece of equipment**

EXAMPLES OF DATA DRIVEN ACTIVITIES

- Recording repair history, including warranty repairs.
- P. M. Scheduling.
- Preventative Maintenance Tasks.



EXAMPLES OF DATA DRIVEN ACTIVITIES

- **Making Day to Day Maintenance Decisions**
- **Determining if a process change that you may have made, delivered the desired outcome.**



EXAMPLES OF DATA DRIVEN ACTIVITIES

- **To Aid in Budget Development (both operating and capital)**
- **Parts Inventory Management**
- **Vendor Performance**



EXAMPLES OF DATA DRIVEN ACTIVITIES

- **Creation of Equipment Specifications**
- **Cutting unit set up**
- **Performance Metrics**
- **Matching Trailering Equipment to Pulling Equipment**



DATA SOURCES

- **Hourmeters**
- **Thermometers**
- **Used Oil Analysis**
- **Used Filter Analysis**



DATA SOURCES

- **Tools**
- **Fleet Management Software**
- **Trusted Industry Experts**
- **Financial Statements**



DATA SOURCES

- **Telematics**
- **Reliability Logs**
- **Unit Costing**
- **Manuals**



DATA SOURCES

- **Log Books**
- **Cost**
- **Equipment Demos**
- **Training**



THE END

- **Thanks for your attendance**
- **Questions?**

