

IPAF ASIA CONFERENCE 2020  
SEOUL, SOUTH KOREA  
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# 卓越维护

## Maintenance Excellence

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**Genie**<sup>®</sup>  
A TEREX BRAND

**IPAF**  
IPAF ASIA CONFERENCE & SHOWCASE 2019



TAKING YOU **HIGHER**<sup>↑</sup>

# 吉尼中国二十年 Terex AWP in China





01

**为什么要做好机队服务管理**  
Driving the Value of Maintenance

02

**如何做好维修服务管理**  
Maintenance Formula For Success

03

**新技术应用**  
New Technology for Fleet Management

# 为什么要做好机队服务管理？ Driving the Value of Maintenance

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目前租赁公司的服务通病  
Current Market Situation



提高投资回报率  
High rROIC



影响维修成本和残值  
Maintenance Cost & Residual  
Value Impact

# 目前租赁公司所面临的服务通病

## Current Market Situation



找不到机器  
服务响应慢

维护标准不到位



没有正常数量的  
维护备件

现场培训不到位  
需要持续培训

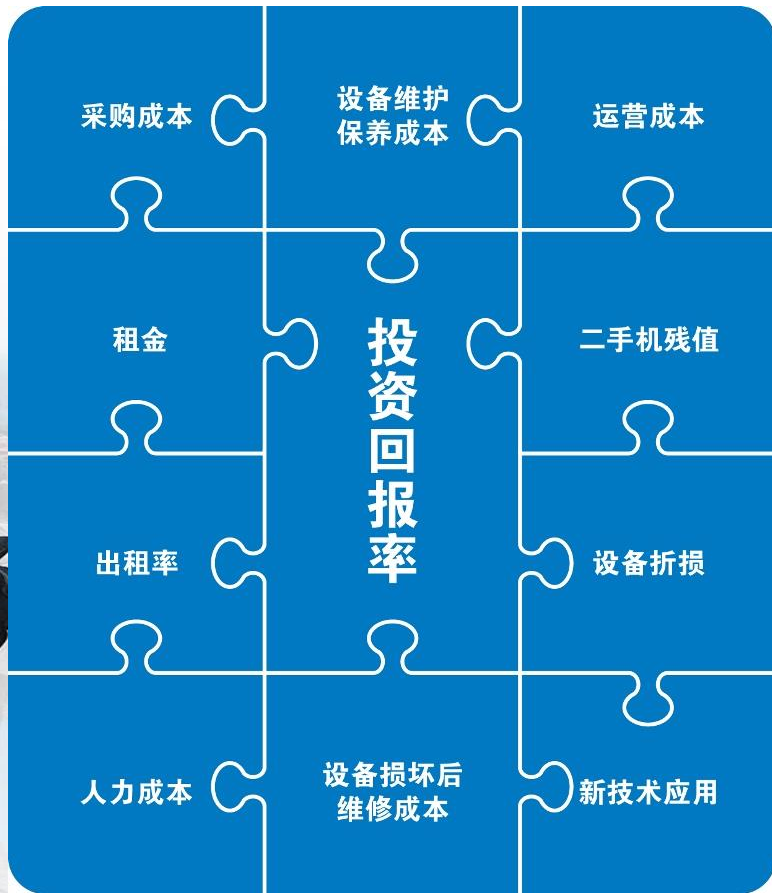
没有机器维修  
记录和档案



# 提高投资回报率

## High rROIC

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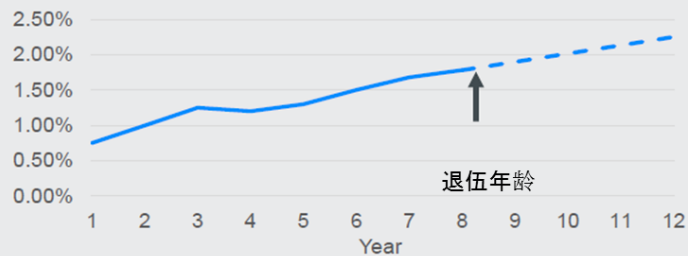


# 影响维修成本和残值

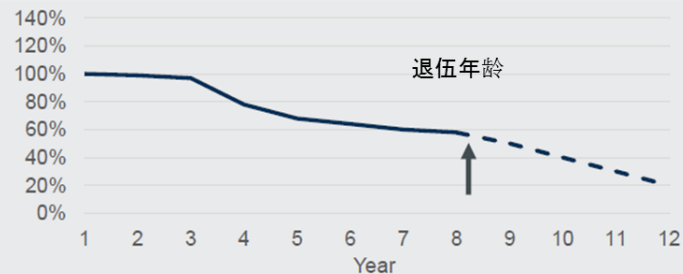
## Maintenance Cost & Second-Residual Value Impact



### 维护成本



### 二手残值



# 如何做好维修服务管理

## Maintenance Formula For Success

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保证安全  
Safety



预防性维护是关键  
Preventative  
Maintenance



实施精益管理  
Lean Basics to  
Maintenance



制造商支持力度  
Manufacturers  
Support



# 安全为先 Safety is the First

## 设备安全 Equipment Safety



产品设计标准  
Products Design



安全辅具  
Accessories

## 人员安全 Operators Safety



安全培训  
Safety Training



定期巡检、预防性维护  
Scheduled Inspections & Preventative Maintenance

# 预防性维护是关键 Preventative Maintenance is the Key

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预防性维护贯穿设备  
整个生命周期  
Influence Equipment Lifespan



预防性维护包括的内容  
Preventative Maintenance  
Practice



预防性维护的好处  
Preventative Maintenance  
Values

# 实施精益管理

## Lean Basics to Maintenance

制定培训计划  
Training Plan

标准化维护  
项目  
Standardized  
Maintenance

7S 场地管理  
7S Management

### TRAINING HOURS



WORKER

Stage 1

Stage 2

Stage 3

	Q1		Q2		Q3		Q4	
	PLAN	ACT	PLAN	ACT	PLAN	ACT	PLAN	ACT
Stage 1	10	●						
Stage 2			5	●	5	●		
Stage 3							10	●



# 制造商支持 Manufacturers Support

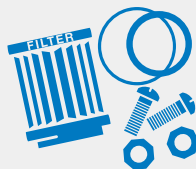
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**系统化培训  
Training**



**技术支持  
Technical Support**



**通用的零部件  
Commonality in Parts**



**现场服务  
Onsite Support**

# 新技术应用

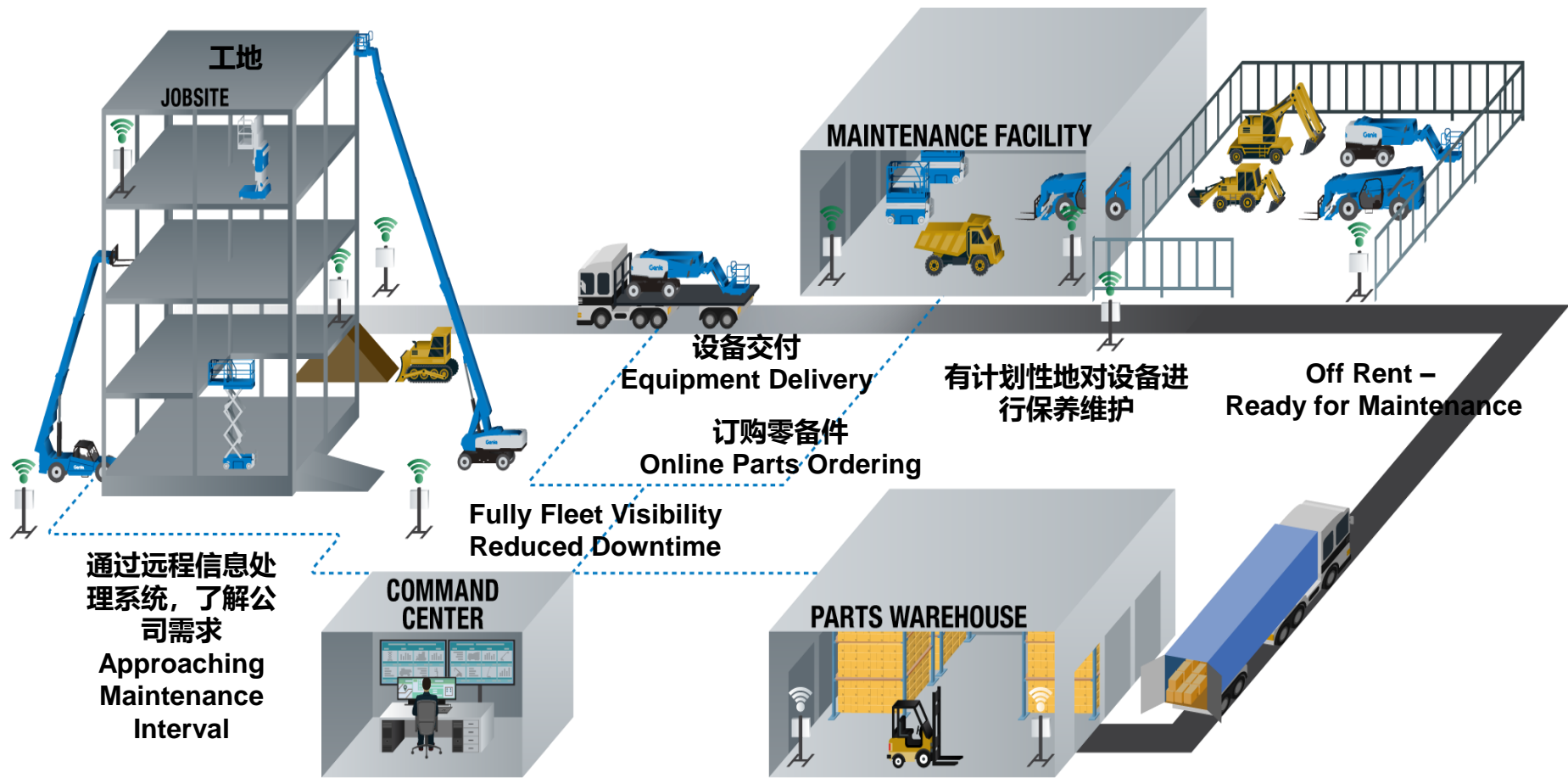
## New Technology for Fleet Management

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# 远程信息处理系统

## Future – Cooperating Machines





**卓越服务 + 安全使用 = 提高投资回报率**

**Maintenance Excellence + Safe Use = High rROIC**