

An essential complement of technical and cultural elements designed to help small and medium-sized companies establish the operations needed to successfully compete globally









THE GLOBAL MARKET

Your growth market can be next door or half way across the globe. To compete and succeed in this marketplace companies must provide quality products, on time every time, at a reasonable price, adapting to market changes and ever increasing demands, while managing and even reducing costs.

Customers also want a provider that respects human rights, provides a safe work environment and complies with environmental standards.

THE SMALL-MEDIUM ENTERPRISE ADVANTAGE

Small and medium-sized enterprises (SMEs) are well positioned to meet these high demands as their owners and managers are directly involved with all aspects of the business, know what their clients want and know if their clients and employees are happy and satisfied.

They constantly innovate, have the flexibility to meet different customer tastes and preferences, maintain a simple structure, allowing them to take fast and timely decisions, and have greater commitment and worker productivity.

This is not the case for larger enterprises, which must turn to various programs to achieve the same level of intimacy.

Until 1.5 years ago I used to be called at home every night with some problem. I have not received a single phone call in 1.5 years. That's what Reliability means to me. Guy Boisé QCM Mobile Fleet Superintendent

SUCCEEDING IN A GLOBAL MARKET

Globalization is the result of the confluence of several processes: trade and financial liberalization, the expansion of the market economy, the economy interdependence, emerging technologies and the Internet.

Successful global suppliers consistently meet their clients' expectations and have a sustainable business model and practices. They are able to positively and unfailingly impact their clients' business in terms of delivery and quality assurance, while supporting them as they grow. They maintain financial stability by maximizing productivity and cost effectiveness

SUMMIT RELIABILITY GLOBAL INC.

Our President, J R Paul Lanthier P Eng. is a recognized world expert in the fields of Physical Asset Management, Operational Excellence and Reliability.

He has pioneered the new science of Organizational Engineering and has helped many organizations achieve and exceed their business objectives through the application of technical and cultural best practices.

Summit Reliability has assembled a team of dynamic professionals to bring Mr. Lanthier's more than 30 years of international experience to SMEs.

GLOBALREADY_M

GlobalReady[™] combines technical and cultural best practices to help companies develop the sustainable programs and processes needed to grow and succeed in the global marketplace. These practices are based on programs originally developed for fortune 500 companies and are structured so that results are realized quickly at the minimum cost.

Sustainability is achieved by incorporating your people in the development and deployment phases and by focusing much of our combined efforts on cultural change. Value is maximized by introducing only what is needed to be successful and sustainable.



Why our focus on SMEs?

It can be summarized in one word: "Passion".

SMEs are passionate about the business they are in, their products and their relationship with their customers.

Trust and patience are keys to their success in this high growth and development economic sector.

Unfortunately, SMEs are usually dependent on their staff and have very few documented practices and processes. The loss of a key individual or a major change can be disastrous.

Mining Industry

Reduced major safety incidents by 75%



Reduced Mobile Fleet Maintenance Costs by 8.3%



Increased Maintenance wrench time by 10%

Waste Water Treatment

Increased equipment availability to 97%



Key GlobalReady_™ Elements

ENGLISH CAPABLE

We translate a selection of essential documents and train one of your key resources in how to communicate and work in English, the international language of commerce.

Our approach is focused on the areas of the language that are the most useful to you, creating rapid proficiency and independence.

LEADERSHIP EMPOWERED

Through training and coaching, we help establish a leadership culture at all levels of the organization to engender effective team dynamics.

This in turn reduces your dependence on individuals and future proofs your organization.

UNLOCKING THE HIDDEN PLANT

Beyond the benefits achieved through the development of Easy-Use Asset Care Programs, Summit Reliability applies organizational excellence principles such as debottlenecking (define and solve key performance constraints) and process optimization to further increase equipment performance.

EASY-USE ASSET CARE PROGRAMS

Equipment performance is impacted by how you manage, operate and maintain your physical assets. We introduce RCM (Reliability Centered Maintenance) principles to develop technically sound Asset Care Programs that ensure consistent Operating and Maintenance practices.

Photos are used to convey the maximum amount of information with minimal words. This accelerates existing employees' adherence and reduces on boarding time for new employees.

Key GlobalReady_™ Elements



Metal Refinery

Reduced Operating Costs on a Production line by \$13M/year



Pulp & Paper

Reduced Maintenance Costs by 25%



Increased paper machine OEE (Overall Equipment Efficiency) by 6.7%

Power Industry

Reduced maintenance overtime by 20%



Food Industry

Achieved world-class efficiencies on a packaging line



Manufacturing

Reduced final packaging operating cost by \$1M/year



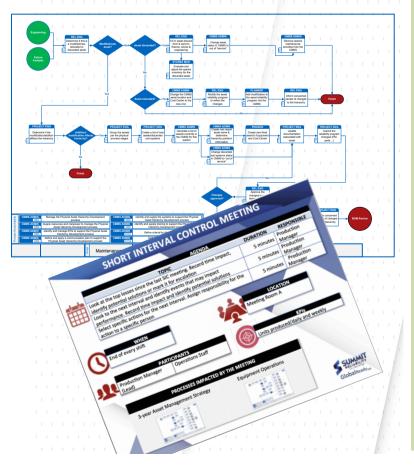
Key GlobalReady_™ Elements

PERFORMANCE-BASED ORGANIZATION AND CULTURE

SMEs usually grow through the efforts of a small group of hands-on people. Business processes are informal, and adapted as needed. This is a high-risk approach as each member of the team becomes indispensable.

Organizational Engineering principles are used to shift your organization from people to system dependency. Predefined process maps for key asset management elements, visually enhanced meeting templates and KPIs (Key Performance Indicators) are used to quickly establish best practices and transfer these to your team.

The visual aspect of the approach simplifies the message and greatly enhances acceptance and ownership at all levels.



Key GlobalReady_m Elements

SUSTAINABILITY ASSURANCE

Knowledge transfer is a key part of the deliverables from all GlobalReady_™ engagements.

To this end the development team incorporates one or two of your own people so that knowledge on how to develop and deploy the new programs is passed on to them and will continue to evolve long after we are gone.

We document roles and responsibilities for key positions through the Organizational Engineering process.

PERFORMANCE-CENTRIC DEPLOYMENT

All initiatives include a project plan, as well as communication, control, transition and post-project plans to ensure that the technical and cultural improvements are managed and results are assured.

Visual aids are an important aspect of each project and are used to convey and manage results.

AFTER SERVICE SUPPORT

Despite our best efforts, things can change. Summit Reliability provides a number of post-project services such as training of new champions, auditing and re-engagement to help the organization adapt to major changes in business requirements.

I gave you a group of young Engineers and you gave me back a team Mark Bernadet, Teck Coal

Pharmaceutical

Established measure and control metrics across 50 sites



Rail

Reduced risks on an aging passenger train fleet



Petro Chemical

Helped the plant become its company's World-Class Reliability reference

