TN CONSULTING · FOR MACHINE BUILDERS AND OPERATORS

Your service costs too much. And delivers too little.

- Experienced technicians leave, and their knowledge leaves with them.
- Spare parts, field jobs and downtime cost more than they should.
- Machines and systems don't work together.

More service revenue. Lower costs. And an implementation that works.

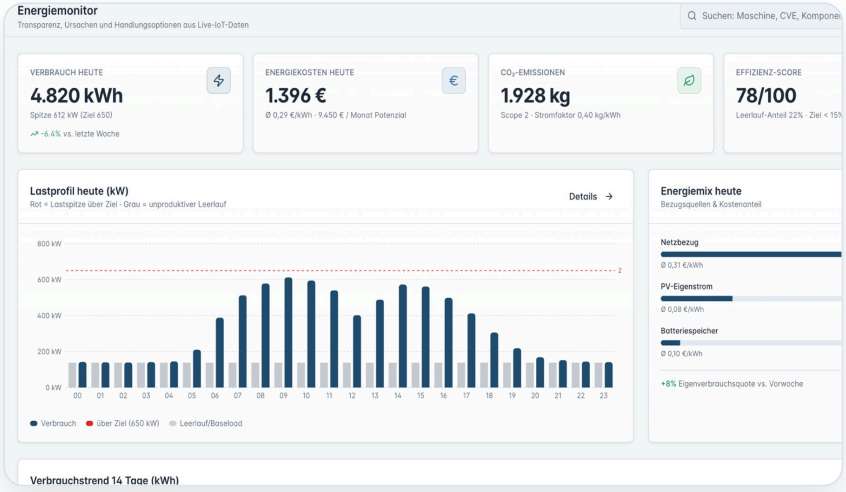


Gerd Bart
CEO and management consultant

WHY US

We help machine builders and operators make their service more profitable. And we don't just know how to plan it, we know how to implement it.

We work every day with manufacturers such as UNITED GRINDING, Schubert, Singulus and Zollern, with operators such as JERMI and Paoluzzo, and with many more.



Make machine data visible: spot energy use and idle time, cut costs where it counts. Example view on Transaction-Network.

HOW WE WORK

01
Assessment
We understand your machines, processes and numbers.

02
Strategy and business case
What pays off, in money and time.

03
Implementation plan
Systems, data, organization, dates.

04
Implementation and change
We implement with you and bring your people along.

WHAT YOU HAVE IN HAND

✓ **Strategy paper with roadmap** ✓ **Business case** ✓ **IT architecture** ✓ **Implementation plan**

FOUR CONSULTING FIELDS

Where we start.

01

Secure service knowledge. Relieve technicians.

The knowledge of experienced technicians sits in their heads. We capture it for your Service Brain: with incident interviews, failure-pattern workshops and voice notes.

> **A method that secures your knowledge per machine series in the Service Brain. The first run takes about six weeks.**

02

More revenue and margin in service.

Service runs on the side. We work out the target picture, use cases and business model with your numbers.

> **A strategy paper with roadmap and a business case to decide on.**

03

Connect existing systems sensibly.

The systems run side by side. We plan the interfaces between ERP, CRM, ticketing and maintenance systems and check the data.

> **A technical target picture with an implementation plan.**

04

Connect machines. Make data usable.

Every machine speaks a different language. We work out the path to the data, via the control, a gateway, the IoT Hub or sensors, and define with you the analytics for your metrics.

> **An architecture and a plan for connecting your machines. If you wish, we implement it with you.**

CASE STUDY · JERMI KÄSEWERK

A cheese plant with machines from about twelve manufacturers, each with its own portal. Together with the plant we defined which numbers run the line and built custom analytics: OEE, scrap, waiting times and material usage.

“Previously, we saw problems when it was already too late. Today we detect deviations early and can intervene in a targeted way. That changes our entire service approach.”



Leon Jerg, Managing Director, Jermi Käsewerk GmbH

HOW TO START

One conversation is all it takes.

Tell us where your service gets stuck.
We tell you where we would start.

Book a conversation
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