

# Plant Services

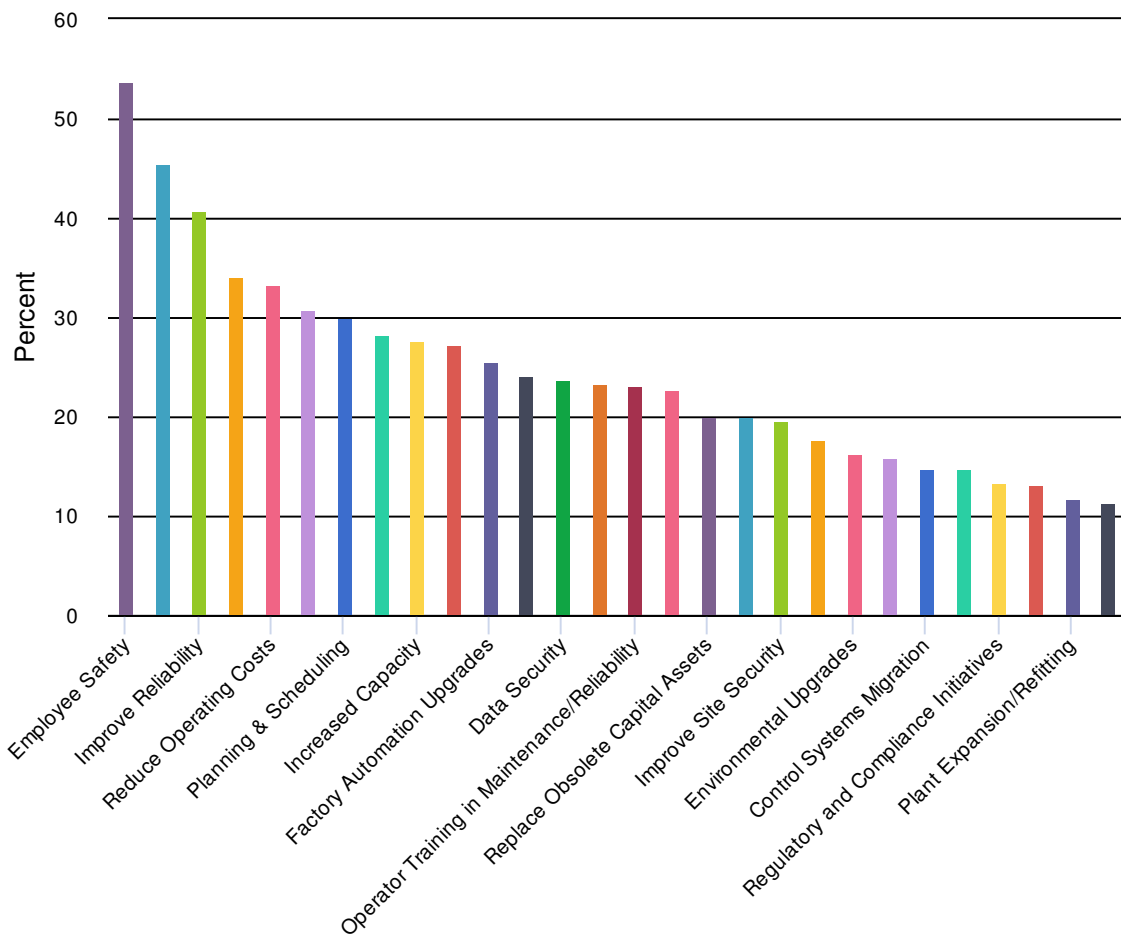


## Key Initiatives & Spending Survey 2020



# 2020 Audience Key Initiatives & Spending Survey























1. What are the major initiatives taking place at your plant/organization now or planned for during the next 12 months? (please check all that apply)



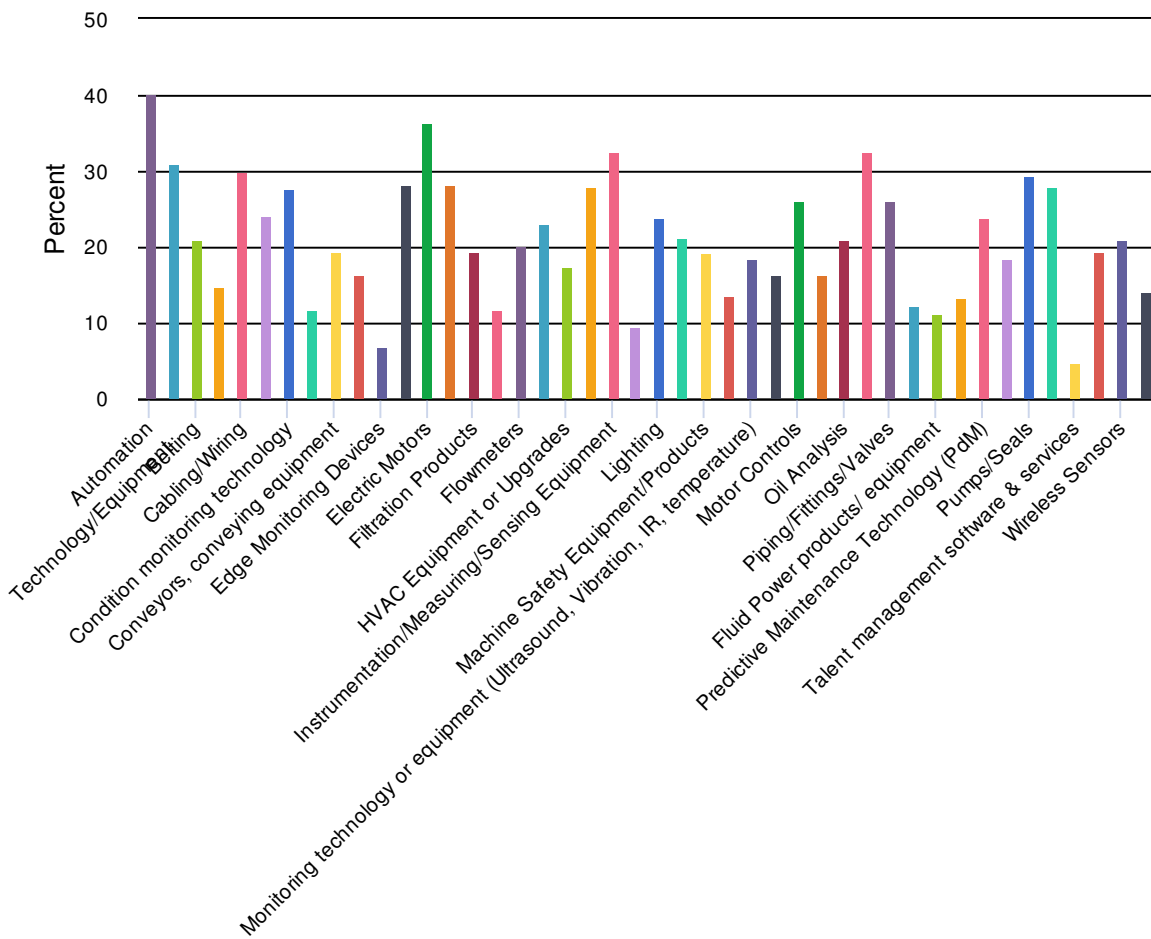
## Value

## Percent

|  |   |       |
|--|---|-------|
| Employee Safety                              |  | 53.8% |
| Employee Training/Skills/Knowledge Retention |  | 45.5% |
| Improve Reliability                          |  | 40.7% |
| Reduce Maintenance Costs                     |  | 34.1% |
| Reduce Operating Costs                       |  | 33.4% |
| Predictive Maintenance (PdM) Improvements    |  | 30.7% |













| Value   |   | Percent |
|---|---|---------|
| Planning & Scheduling                           |    | 30.0%   |
| Process Improvements                            |    | 28.3%   |
| Increased Capacity                              |    | 27.6%   |
| Energy Conservation/Optimization                |    | 27.2%   |
| Factory Automation Upgrades                     |    | 25.5%   |
| Labor/Workforce Optimization                    |    | 24.1%   |
| Data Security                                   |    | 23.8%   |
| Leadership Training                             |    | 23.4%   |
| Operator Training in Maintenance/Reliability    |    | 23.1%   |
| Machine/Asset Optimization                      |    | 22.8%   |
| Replace Obsolete Capital Assets                 |    | 20.0%   |
| PM Optimization                                 |  | 20.0%   |
| Improve Site Security                           |  | 19.7%   |
| IT Infrastructure Improvements                  |  | 17.6%   |
| Environmental Upgrades                          |  | 16.2%   |
| Optimize Production Capabilities & Efficiencies |  | 15.9%   |
| Control Systems Migration                       |  | 14.8%   |
| Supply Chain improvements                       |  | 14.8%   |
| Regulatory and Compliance Initiatives           |  | 13.4%   |
| Asset related IIOT initiatives                  |  | 13.1%   |
| Plant Expansion/Refitting                       |  | 11.7%   |
| Clean Power Initiatives                         |  | 11.4%   |

2. What equipment, technology, and/or services do you expect to fund, specify, recommend, and/or purchase during the next 12 months? (please check all that apply)



| Value   | Percent |
|---|---------|
| Automation Technology/Equipment                     | 40.2%   |
| Bearings  | 31.1%   |
| Belting   | 21.0%   |
| Boilers/Boiler Controls/Boiler Maintenance/Upgrades | 15.0%   |
| Cabling/Wiring                                      | 30.1%   |
| Compressors/Compressed Air Products                 | 24.1%   |
| Condition monitoring technology                     | 27.6%   |
| Condition monitoring services                       | 11.9%   |
| Conveyors, conveying equipment                      | 19.6%   |

| Value   |   | Percent |
|---|---|---------|
| Data Analytics Platform   |    | 16.4%   |
| Edge Monitoring Devices   |    | 7.0%    |
| Electrical Safety Products/Equipment  |    | 28.3%   |
| Electric Motors   |    | 36.4%   |
| Engineering/ consulting services  |    | 28.3%   |
| Filtration Products   |    | 19.6%   |
| Floor Maintenance Equipment/Products  |    | 11.9%   |
| Flowmeters  |    | 20.3%   |
| Handheld, mobile devices  |    | 23.1%   |
| HVAC Equipment or Upgrades  |    | 17.5%   |
| Industrial Controls   |  | 28.0%   |
| Instrumentation/Measuring/Sensing Equipment                                 |  | 32.5%   |
| Lift Trucks   |  | 9.4%    |
| Lighting  |  | 23.8%   |
| Lubrication Products/Equipment/Services/Analysis                            |  | 21.3%   |
| Machine Safety Equipment/Products   |  | 19.2%   |
| Maintenance/ asset management software (CMMS)                               |  | 13.6%   |
| Monitoring technology or equipment (Ultrasound, Vibration, IR, temperature) |  | 18.5%   |
| Material Handling Equipment   |  | 16.4%   |
| Motor Controls  |  | 26.2%   |
| Mechanical drives   |  | 16.4%   |
| Oil Analysis  |  | 21.0%   |
| Personal Safety/Protection Products   |  | 32.5%   |

| Value  |   | Percent |
|--|---|---------|
| Piping/Fittings/Valves                           |    | 26.2%   |
| Power Transmission products                      |    | 12.2%   |
| Fluid Power products/ equipment                  |    | 11.2%   |
| Predictive maintenance / PdM consulting services |    | 13.3%   |
| Predictive Maintenance Technology (PdM)          |    | 23.8%   |
| Process Safety Equipment                         |    | 18.5%   |
| Pumps/Seals                                      |    | 29.4%   |
| Staff Employee Training                          |    | 28.0%   |
| Talent management software & services            |    | 4.9%    |
| Tools/Assembly Products                          |    | 19.6%   |
| Wireless Sensors                                 |    | 21.0%   |
| Work order management tools & services           |  | 14.0%   |