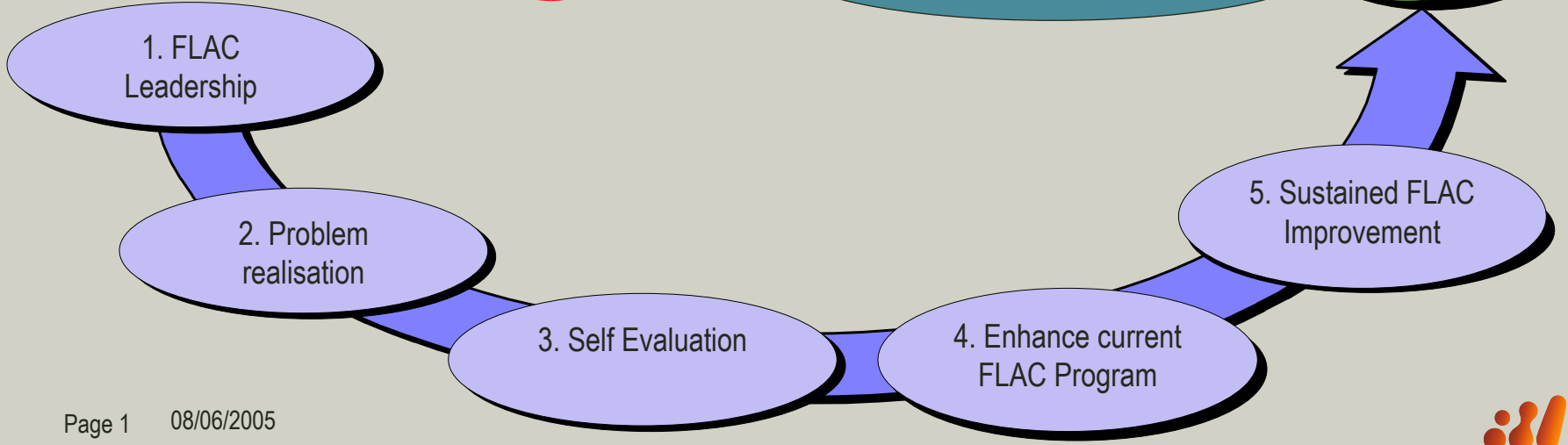
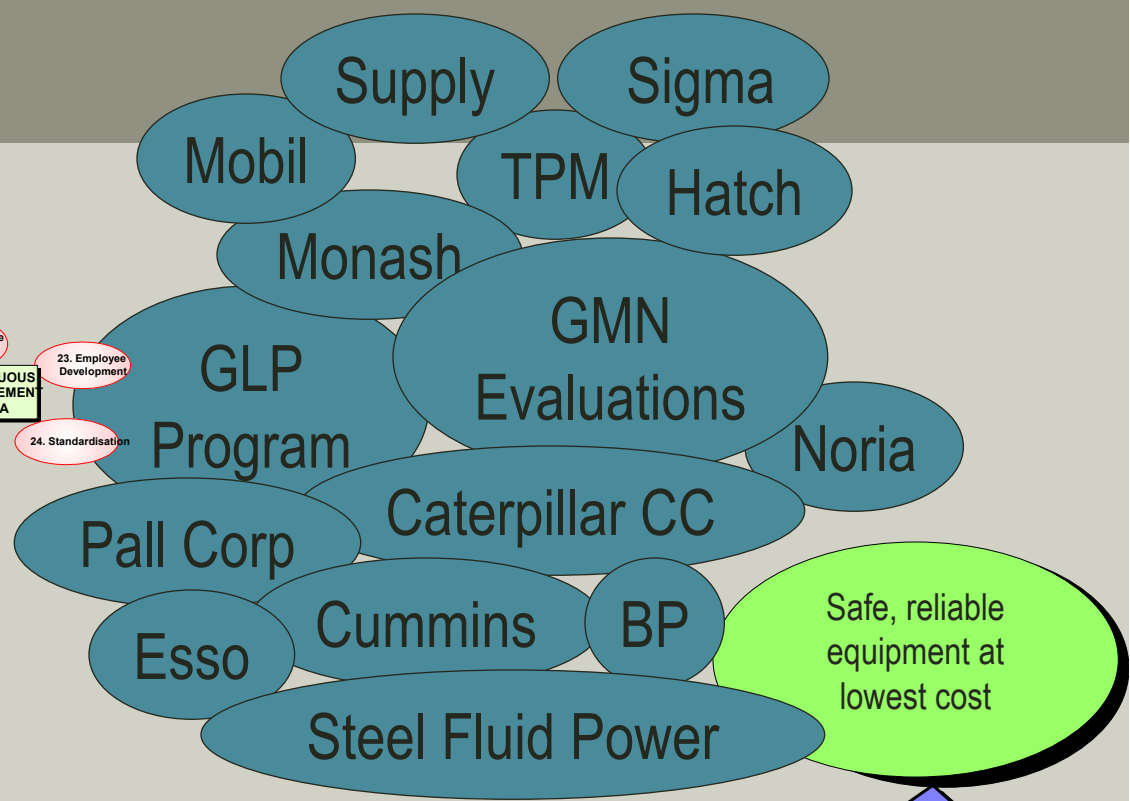
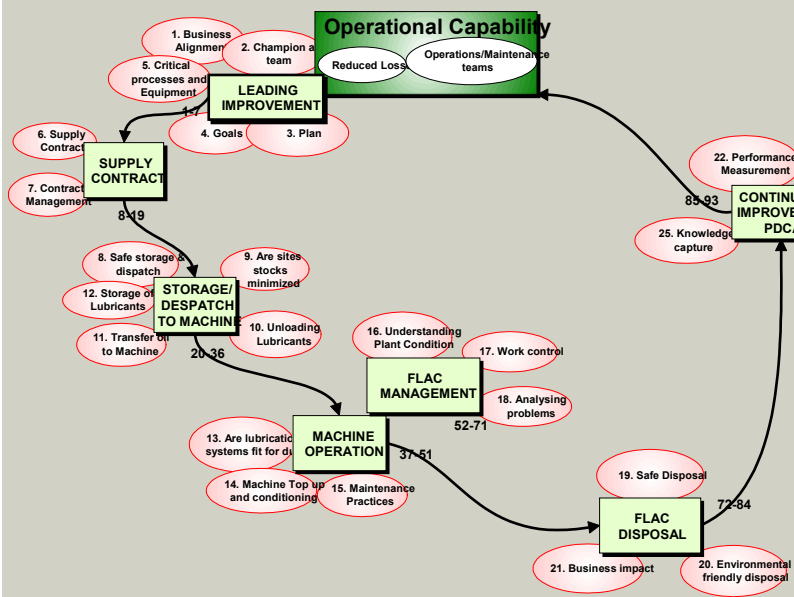
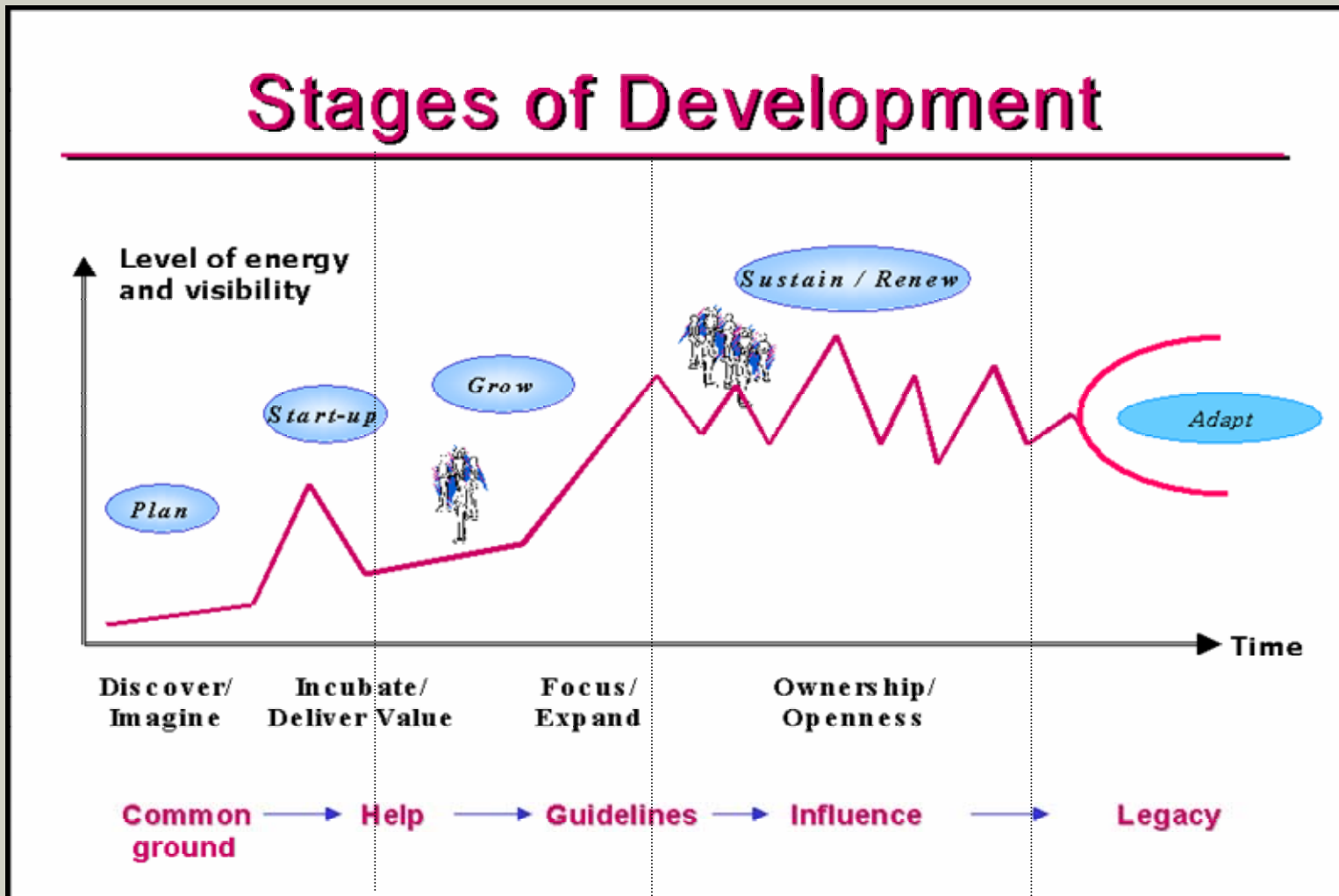


The approach.....

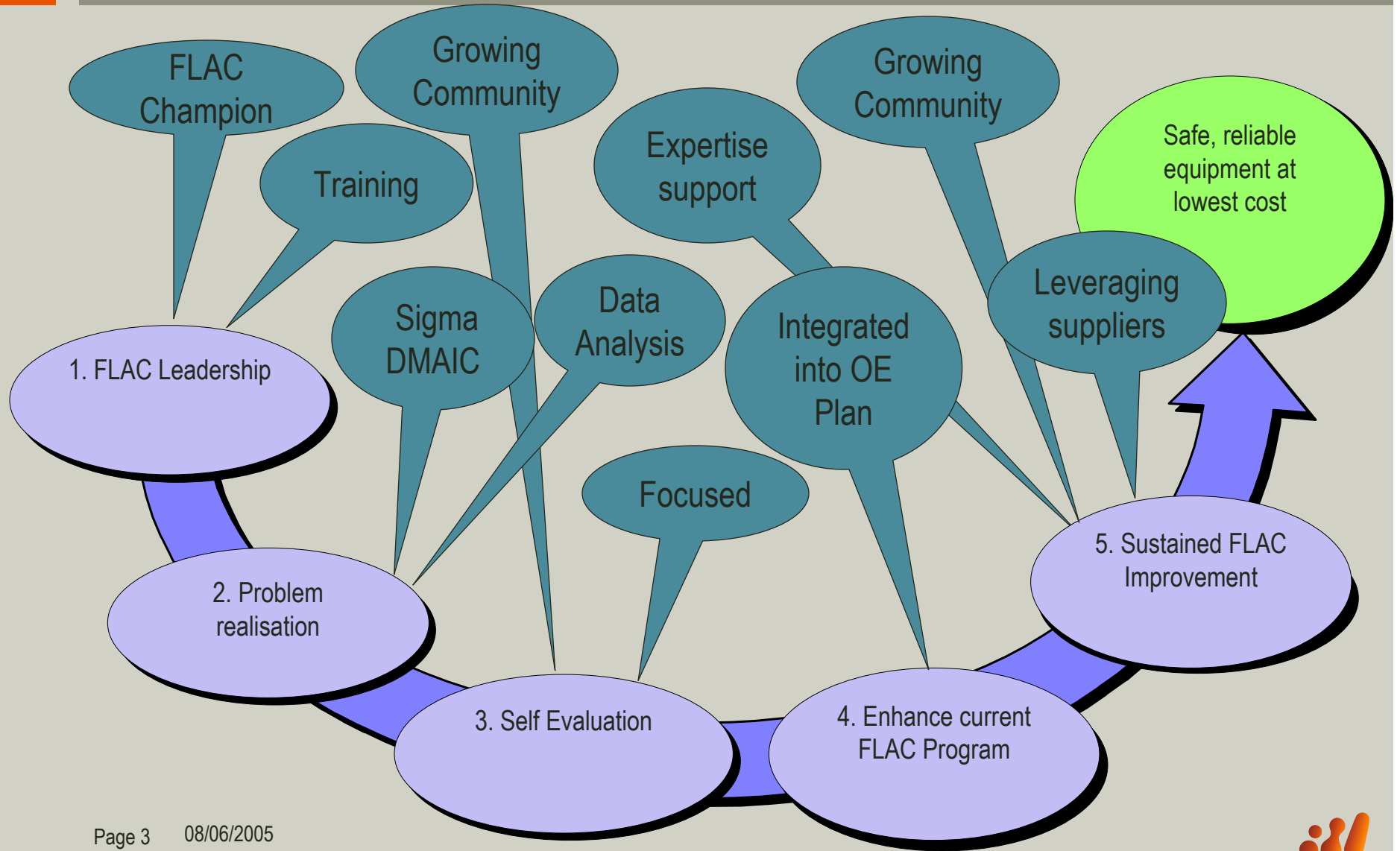


The community

Stages of Development



Developing the approach



The results...



Issues...

- Some still believe we don't have a problem
- Manufacturers don't understand clean
- Supply agreements focus on cost rather than Total Cost of Ownership.
- We outsource our knowledge which could and should be our competitive advantage
- We don't leverage supplier improvement opportunity
- We are leading the industry

Key learning's...

- Training needs to be coordinated, contextual and connected.
- Engage external expertise to challenge the paradigm – passionate
- A picture IS worth ten thousand words, or particles...
- Use like minded concepts – CMKD
- Data tells the truth
- A business case converts the engagement into a wedding
- Small enough to win on, big enough to make a difference
- Not just oil condition but business process as well
- Approach validated by Sigma methodology - DMAIC
- Expensive oil is no better when it's full of rubbish!!
- We can change the world, leveraging our suppliers.



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