

Equipment Selection

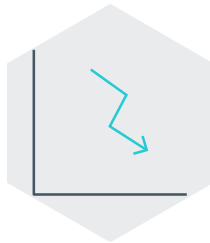
You would use this approach to help decide what equipment to select for your business.

Projected performance gains



Improved

- Buy-in and training opportunities for Operators and Engineers
- Intrinsic safety of your business



Reduced

- Risk of buying the wrong equipment
- Production costs through improved speeds, quality and yields

What investment is needed to understand the concept?

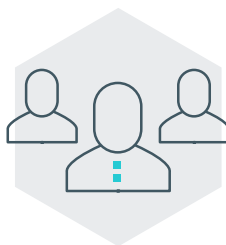
DIFFICULTY



Medium

Requires some reading around the subject and a structured approach

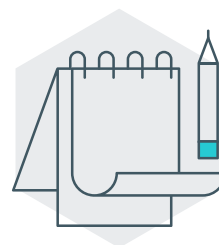
ACTIVITY



Team

Best results come from a team of Procurement, Engineers and Assembly Operators.

EQUIPMENT



None

No equipment needed

Explanation of the concept

Buying new (or used) equipment is a big decision for most businesses. The use of new or replacement equipment presents a huge opportunity to boost productivity and create capacity within production, but it is essential that the investment is made with the support of the operators that will be using the equipment on a day-to-day basis.

Taking a collaborative approach to equipment selection will not only ensure that the teams understand how to use and maintain the machine correctly, it will also give you useful insights into how the machine can perform the processes most effectively, thereby ensuring the best return on investment.

There are many reasons why a firm might want to introduce new equipment.

These include:

- To manufacture a new product
- Replacing outdated or ineffective existing equipment
- To automate a process
- To digitally connect several machines.

The decision to purchase new machinery could be business critical and need quick movement, or it could be strategic. Either way, it's worth taking time to consider the impact that this will have on the business, financially and operationally, and be as strategic as possible.

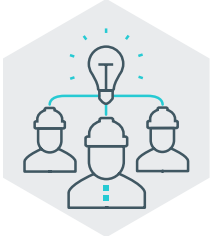
Before starting to research your options, it can be very helpful to establish a User Requirements Specification (URS) document. This document will capture everything that you need to consider before making a purchase, and will help you ensure the best possible return on investment.

Performance specifications should be part of the decision. A broader approach should be taken that includes:

- Performance specifications
- Ease of use
- Ease of maintenance
- Is there alternative technology that would do the same job better?
- Flexibility to make other products
- Time to change-over / set-up between different products
- Availability of manufacturer support – training, spares, response time etc
- Lifecycle position – i.e. how long will the equipment continue to be made / supported / have spares availability
- Inherent safety i.e. risk assessment, guarding
- Cost of installation / services required - installation and commissioning, training, spares, support etc.

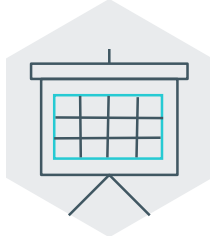
What action should I take?

1.



Gather together a group of Procurement, Engineers, and Assembly Operators.

2.



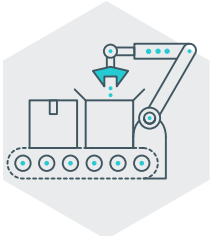
Jointly create a User Requirement Specification (URS) for the equipment.

3.



Research broad options online and ask to visit equipment installed at other companies to see how it performs.

4.



Shortlist and select the equipment with the team.

5.



When negotiating with the supplier around price, consider the support and training packages which are included.

6.



Provide training for the team with the supplier.

Before making this investment consider if there is any capital funding or grants available to contribute to the cost. The GC Business Growth Hub's Access to Finance team can advise you on this.

Recommended resources



[GC Business Growth Hub Factsheet 19: Total Productive Maintenance \(TPM\)](#)

Glossary

User Requirement Specification (URS): A document that defines what is required of the new equipment as specified by all key stakeholders.

For more advice, case studies and additional factsheets visit: www.businessgrowthhub.com/manufacturing