

Making the (Business) Case for PHM



PHM Conference 2013

Joel Luna Frontier Technology Inc.

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FTI Maximizes Value to our Customers



Empowering Clients Through Data Driven Decisions

by combining community-accepted decision aids and data with FTI technologies to provide effective, expert life cycle management and operational analyses and services for the DoD and Industry clients

BUSINESS UNITS

- Life Cycle
 Management
 Solutions &
 Applications
- Phenomenology Solutions
- Information
 Technology
 (Government & Commercial)

SOLUTIONS

- Real Time and Post Processing System Health Monitoring
- Sustainment Support
- Decision Support & Prioritization, Business Case Analyses
- Data Analysis,
 Calibration, & Trending

PRODUCTS

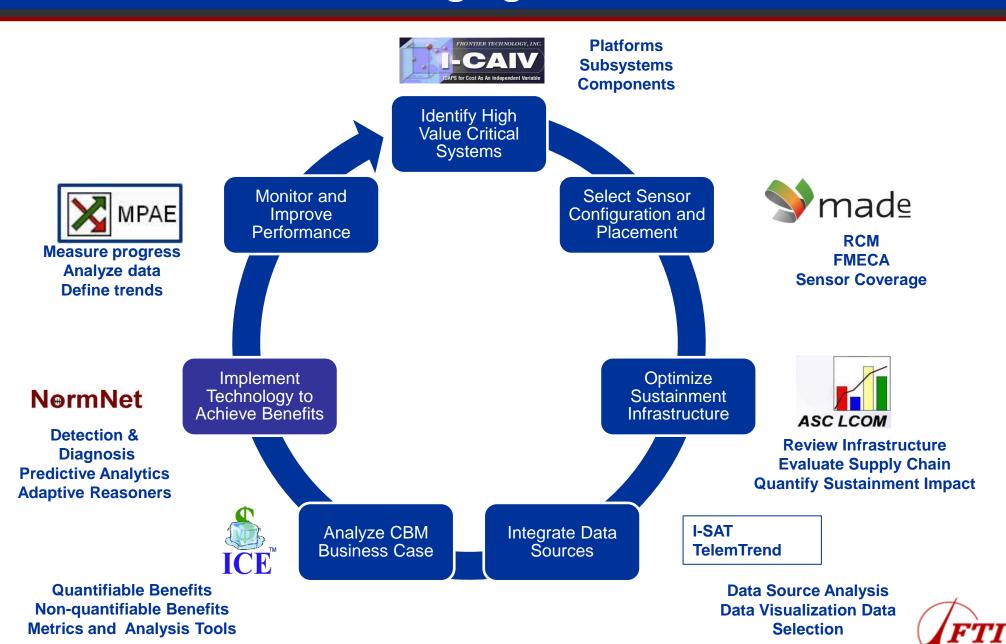
- Prioritization/Trade (I-CAIV)
- LCOM Logistics Modeling
- Integrated Cost (ICE)
- System Health Monitoring (NormNet) for CBM/PHM
- Product Assurance (PARL)
- Metrics Monitoring (PMES, MPAE)
- Integrated Sensor Analysis (I-SAT)
- Trending (TelemTrend)
- 3D spatial awareness (O-SAT)

TECHNOLOGY

- Information Technology
- Statistics
- Pattern Recognition
- **Decision Theory**



Managing CBM+



PHM Benefits Expected

Increased availability



- » Early notification of degrading conditions and future failure
- » Fewer unplanned failures
- » Faster repair time associated with fixing minor problems
- » Reduced potential for loss of service or equipment

Reduced cost of operations



- » Reduced costs of problem identification and repair
- » Reduced probability of catastrophic failure
- » Reduced spares inventory and redundant equipment
- » Accurate identification of problem
- » Reduced maintenance actions with no fault found
- » Identification of remaining useful life and recommended remedial action
- » Provides "condition" for support of condition-based maintenance



Challenge to Implementing PHM



The economic challenge: Describe PHM costs/benefits in terms of standard economic measures, e.g. ROI

The logistics challenge: Determine impact of PHM on higher level system logistics support measures

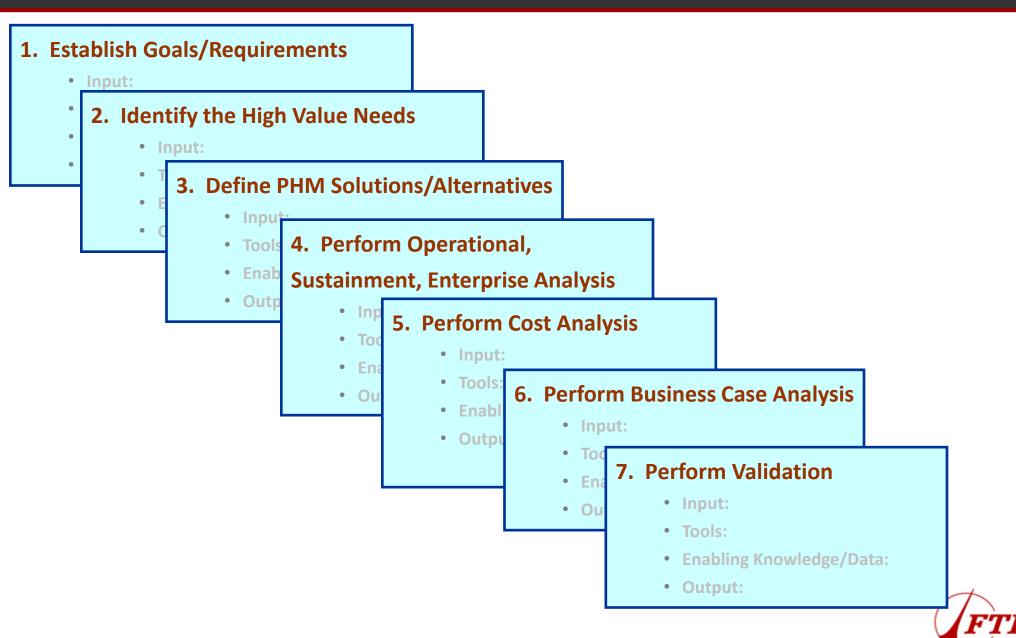




The technical challenge: Match technology to needs, including data sources, sensors and weight, space, and bandwidth constraints



PHM Requirements Part of the Benefit Validation Process



DoD Guidance and Related Policy

CBM+

- DoDI 4151.22, 2 Sep 2007
- CBM+ DoD Guidebook, May 2008

• BCA

- DOA Memorandum, "Performance-Based Logistics (PBL) Business
 Case Analysis (BCA)", 18 August 2005
- DON Memorandum, "Department of the Navy Guide for Developing Performance Based Logistics Business Case Analyses", 6 November 2007
- DON "Guidebook for Developing Performance Based Logistics Business Case Analyses", 1 November 2005
- CBM+ in the Acquisition Life Cycle
 - USAF "Systems Lifecycle Integrity Management (SLIM) Guide", 22
 February 2010

Other

 Air Force Instruction 90-1301, "Implementing Military Flight Operations Quality Assurance", 1 April 2008



Literature on CBM+ and PHM Cost Benefit

Batteries for Ground Combat Vehicles

- "Cost Benefit Analysis for the Implementation of Battery Prognostics for Ground Combat Vehicles"
- 2004 Machine Failure Prevention Technology Conference
- Jeff Banks, et al., Penn State Applied Research Laboratory

Joint Strike Fighter

- "Writing a Convincing Cost Benefit Analysis to Substantiate Autonomic Logistics"
- 2001 IEEE Aerospace Conference
- Byer, Hess, and Fila, JPO/NAVAIR

Electronics

- "The Analysis of Return on Investment for PHM Applied to Electronic Systems"
- 2008 IEEE PHM Conference
- Feldman, Sandborn, and Jazouli, CALCE



Literature on CBM+ and PHM Cost Benefit

IVHMS

- "Assessing the Impact of Health Management Approaches on System Total Cost of Ownership"
- 2005 IEEE Aerospace Conference
- Tim Wilmering and A. Ramesh, Boeing

Commercial Airline

- "Cost-benefit Analysis Methodology for PHM Applied to Legacy Commercial Aircraft"
- 2008 IEEE Aerospace Conference
- Leao, et al., Embraer



Introduction Talking Money – Financial Metrics



Economic Analysis Basics

Discount Rate

- Interest rate applied to series of future cash flow to adjust for risk and the uncertainty of time
- Essentially, the time value of money
- Use for multi-year projects (such as life cycle of system)
- Present Value (PV)
 - Value of future return once discount rate has been applied
 - $PV = FV_N/(1+R)^N$, where...

 FV_N = future income of period N R = interest or discount rate

N = number of years or periods

- Provides common basis for comparing multi-year projects
- Net Present Value (NPV) = Present Value of cash outflows and inflows
- Return on Investment (ROI) = Net Present Value/Investment
- Payback period
 - Amount of time required to recover the initial investment of the project
- Internal Rate of Return (IRR)
 - Discount rate that makes NPV = 0



Discount Rate and Present Value

Discount Rate Policy (OMB Circular A-94)

- In order to compute net present value, it is necessary to discount future benefits and costs.
- This discounting reflects the time value of money.
- Benefits and costs are worth more if they are experienced sooner.
- The higher the discount rate, the lower is the present value of future cash flows.
- For typical investments, with costs concentrated in early periods and benefits following in later periods, raising the discount rate tends to reduce the net present value.

Present Values	t	Years							Future Values
\		1	2	3	4	5	6	7	
\		0.00%	0.00%	0.00%	0.20%	0.40%	0.60%	0.80%	
	\$1.00	\$1.00	\$1.00	\$1.00	\$1.01	\$1.02	\$1.04	\$1.06	K
1	\$0.99				\$1.00				
	\$0.98					\$1.00			
	\$0.96						\$1.00		
	\$0.95							\$1.00	



Net Present Value

- In finance, the net present value (NPV)...of a time series of cash flows, both incoming and outgoing, is defined as the sum of the present values (PVs) of the individual cash flows.
- In the case when all future cash flows are incoming and the only outflow of cash is the purchase price, the NPV is simply the PV of future cash flows minus the purchase price (which is its own PV).

Source: Wikipedia



Net Present Value Example

- Initial investment of \$100K and recurring annual costs
 - \$10K cost to implement
 - \$30K avoided cost
 - Net of \$20K avoided cost

Initial		1	2	3	4	5	6	7
Investment _	\$100.00	0.00%	0.00%	0.00%	0.20%	0.40%	0.60%	0.80%
	\$20.00	\$20.00						
	\$20.00		\$20.00					
Present	\$20.00			\$20.00				
Values	\$19.84				\$20.00			
2 311 31 3	\$19.60					\$20.00		
Total of	\$19.29						\$20.00	
Present	\$18.91							\$20.00
Values	\$137.66							
Not	\$37.66							
Net	7			-	•	-	•	

Present Value

Return on Investment (ROI)

- Return on Investment (ROI)
 - the ratio of money gained or lost (whether realized or unrealized) on an investment relative to the amount of money invested

Source: Wikipedia

- ROI = (Return Investment)/Investment
 - = Avoided Cost/Investment 1

Source: The Analysis of Return on Investment for PHM Applied to Electronic Systems", K. Feldman, P. Sandborn, T. Jazouli, 2008 International Conference on Prognostics and Health Management

- ROI = NPV/Initial Investment
 - ROI < 0: NPV < 0, or, Avoided Costs < Investment
 - ROI = 0: NPV = 0 , or, Avoided Costs = Investment
 - ROI = 1: NPV = Initial Investment, or, Avoided Costs = 2*Investment
- From Example:

Return = NPV of Avoided and Recurring Implementation Costs

= \$137.66K

Investment = Initial Investment

= \$100K

ROI = NPV/Initial Investment

= \$37.66 K/\$100 K = 0.38



Investment Costs

- Also known as technology cost, implementation cost
- Costs necessary to "develop, install, and support PHM"
 - Non-recurring costs
 - Algorithm development
 - Hardware, software development (requirements, design, etc.)
 - Training, documentation, data
 - Integration into system, IT system
 - Test, qualification
 - Recurring costs (per unit)
 - Added hardware (sensors, connectors, etc.), assembly, test, installation
 - Annual costs (per unit time)
 - Data management (collection, analysis, reporting, archiving), PHM maintenance, decision support, retraining
- Investment costs are important
 - Larger impact for same value change than avoided costs because they are in denominator of ROI

¹"The Analysis of Return on Investment for PHM Applied to Electronic Systems", K. Feldman, P. Sandborn, T. Jazouli, 2008 International Conference on Prognostics and Health Management



Cost Savings and Avoided Costs

Cost Savings

 When a proposed action will clearly reduce costs, for example, planning to lower the electric bill by switching to energy saving fluorescent bulbs

Avoided Costs

 When an action prevents a future cost, if it is reasonably certain that the cost would have appeared without the action. For example, preventative maintenance for machinery

Lost Opportunity Costs

 Foregoing a gain that would appear by choosing a different course of action

http://www.business-case-analysis.com/avoided-cost.html









Cost Benefit

- For PHM, cost benefit is mainly from avoided costs
 - Measurable and Tangible
 - Maintenance costs (cost of repair)
 - Lower average cost of repair for convenient fix
 - Fewer manhours, lower skill levels, lower manpower levels
 - Consumable costs (fuel, material)
 - Supply costs (sparing, potentially transportation costs)
 - Loss of service
 - Measurable but Intangible (or can be difficult to quantify by cost)
 - Availability, Mission Effectiveness
 - Not measurable and Intangible (or difficult to measure and quantify by cost)
 - Image, Leverage use of data, etc.
- How to relate PHM operational and support impacts to avoided costs?



Reverse Engineering Avoided Cost Example

- Assume Avoided Cost is same each year (average annual avoided cost, or ACavg/yr)
- Define values for:
 - ROI goal
 - Horizon
 - Initial and Recurring Costs
- PV of avoided costs (PVAC) is average annual avoided cost minus the recurring cost times the sum of discount rate factors over horizon
- Use ROI goal to compute PVAC
 - ROI = NPV/Initial Investment = (PVAC Initial)/Initial
 - PVAC = ROI*Initial + Initial = Initial * (ROI + 1)
- Use PVAC to compute ACavg/yr
 - PVAC = (ACavg/yr recurring cost) * Discount factors sum
 - ACavg/yr = PVAC/(Discount factors sum) + recurring cost
 - ACavg/yr = (Initial * (ROI + 1)) /(Discount factors sum) + recurring cost

Reverse Engineering Avoided Cost Requirement - Example

- Define values for:
 - ROI goal = 1, Horizon = 7 years
 - Initial and Recurring Costs = \$100K initial, \$10K recurring
- Use ROI goal to compute PVAC
 - PVAC = Initial * (ROI + 1) = \$100K * (1 + 1) = \$200K
- Use PVAC to compute ACavg/yr
 - ACavg/yr = PVAC/(Discount factors sum) + recurring cost

		1	2	3	4	5	6	7
		0.00%	0.00%	0.00%	0.20%	0.40%	0.60%	0.80%
	1.00	1						
	1.00		1					
	1.00			1				
	0.99				1			
Discount	0.98					1		
Factors	0.96						1	
	0.95							1
Sum →	6.88							

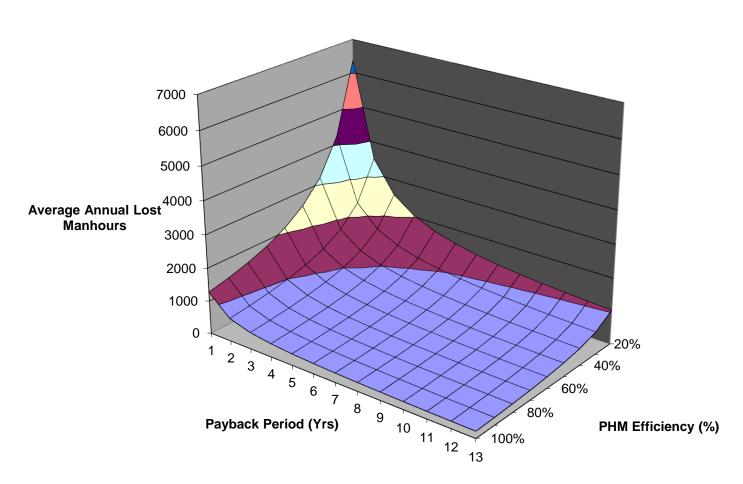
- ACavg/yr = \$200K/6.88 + \$10K = \$29.07K + \$10K = \$39.07K



Reverse Engineering Other Requirements

 Use plots to examine contribution of cost benefit and PHM factors on measures of interest

Average Annual Lost Manhours Due to Crane Failure





Types of Benefits Looking at where the benefit will come from



Prognostic Benefit Classes

Reduce Lead Times

 Advanced warning of failure allows for logistics planning and actions before failure occurs, reducing lead times for implementing repair/replacement

Avoid Consequences of Failure

- Advanced warning of failure allows for...
 - Repair/replacement before failure occurs, thus avoiding its potential consequences
 - Fix at convenient time, location, etc.

Extend Life/Reduce Maintenance Frequency

 Advanced warning of failure allows for transition from time-based to condition-based maintenance

Optimize Resource Use

 Advanced warning of failure allows for potential failures to be grouped to optimize use of scarce/costly resources



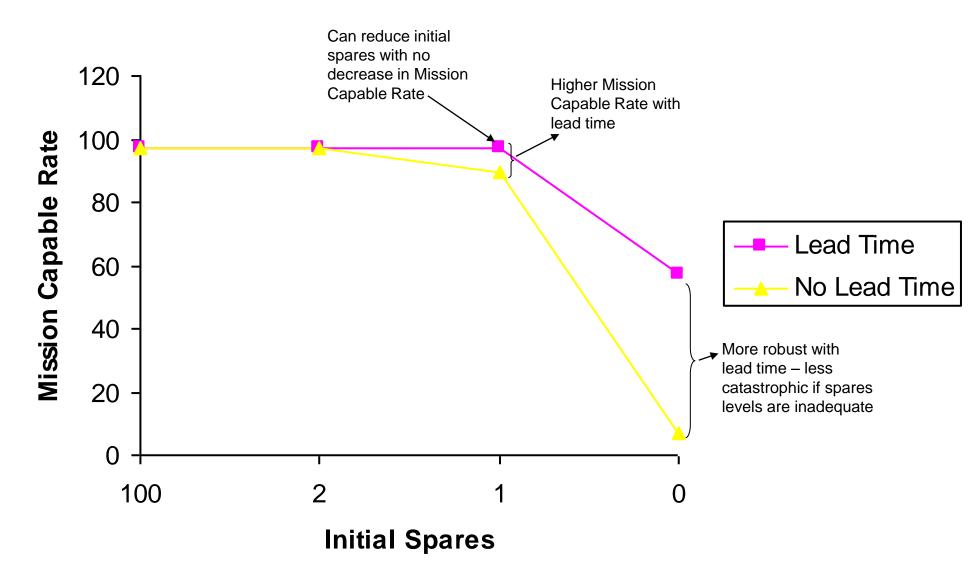
Reduce Lead Times

Description

- Warning of failure results in...
 - Ability to order parts in advance
 - Ability to order off-site resource in advance
 - Prepare for repair prior to failure
- Allows for run to failure
- Logistics Factors and Effects
 - Reduced resupply time reduced pipeline spares
 - Reduced wait time for resources reduced downtime
- Cost Factors
 - Lower initial spares cost
 - Avoided cost of replacement capacity for downtime



Example of Lead Time on Spares Reduction





Avoid Consequences of Failures – Fix Before Failure

Description

- Warning of failure results in repair/replacement before failure occurs, thus avoiding its potential consequences
 - Avoid loss of system or life
 - Avoid loss of mission
 - Avoid loss of system function
 - Avoid more severe damage and collateral damage
- Item is repaired or replaced before it fails

Logistics Factors and Effects

- Reduced downtime, potentially increased availability
- Reduced maintenance and supply burden of severe or collateral damage
- Increased number of maintenance/replacement actions

- Avoided costs associated with loss of system or human life
- Avoided costs of replacement capacity for loss of mission, system function, or lower availability
- Avoided costs of severe or collateral damage in terms of personnel, parts, equipment, material, etc.
- Increased cost of more frequent repair/replace actions and replacement capacity for lower availability



Avoid Consequences of Failures – Convenient Fix

Description

- Warning of failure results in fix at convenient time, location, etc.
 - Ability to schedule repair for convenient time, i.e., not during operation
 - Ability to avoid use of recovery or transport of repair resources to field/site of failed system
 - Increased safety of repair resources, especially in combat
- Item is repaired or replaced before it fails at a more desirable time or location

Logistics Factors and Effects

- Reduced downtime, potentially increased availability
- Reduced transportation, use of special resources to transport resources to the system or the system to the resources
- Increased number of maintenance/replacement actions

- Reduced repair cost (if scheduled rate < unscheduled rate)
- Reduced transportation cost, cost of recovery or site visit resources
- Avoided costs of replacement capacity for lower availability
- Increased cost of more frequent repair/replace actions and replacement capacity for lower availability



Extend Life/Reduce Maintenance Frequency

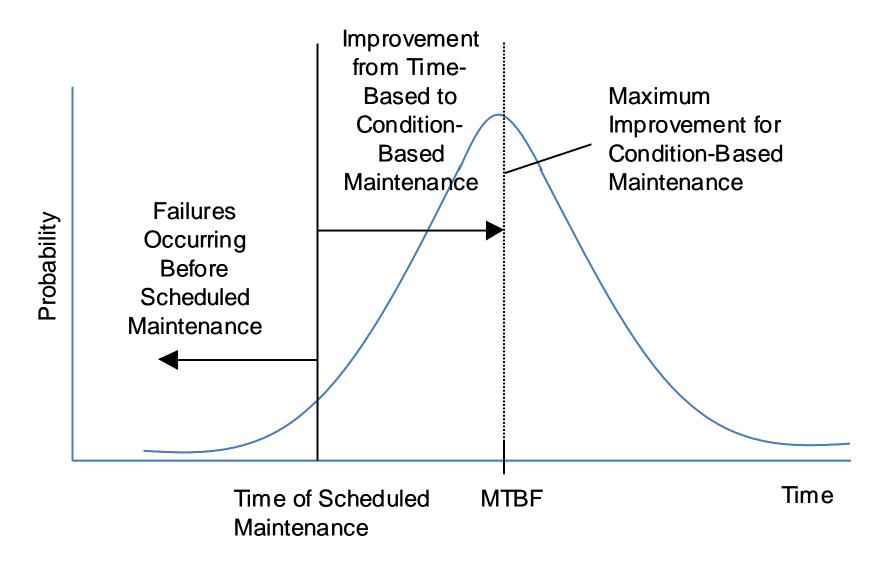
Description

- Advanced warning of failure allows for transition from time-based to condition-based maintenance
 - Extended inspection or overhaul periods
- Item is repaired or replaced before it fails at a time closer to the individual failure time rather than a population statistic
- Logistics Factors and Effects
 - Fewer maintenance actions
 - Lower demand for personnel, parts, equipment, material, etc.
 - Reduced downtime
 - Increased maintenance actions (if consolidation of maintenance actions at scheduled times is replaced by a greater number of maintenance actions)
 - Higher demand for personnel, parts, equipment, material, etc.
 - Increased downtime

- Lower cost for personnel, parts, equipment, material, etc.
- Avoided costs of replacement capacity for lower availability
- Increased cost of more frequent repair/replace actions and replacement capacity for lower availability



Extending Life by Transitioning to Condition-Based Mx



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Optimize Resource Use

Description

- Advanced warning of failure allows for potential failures to be grouped to optimize use of scarce/costly resources or decrease downtime
 - When resource is acquired for one failure, fix other pending failures
- Item is repaired or replaced before it fails in order to minimize use of costly resource
- Logistics Factors and Effects
 - Reduced cost of resource use
 - Reduced downtime
 - Increased number of maintenance/replacement actions

- Lower cost for transportation, use of scarce/costly resource
- Avoided costs of replacement capacity for lower availability
- Increased cost of more frequent repair/replace actions



Wind Farm Example

- Crane Is Key Resource
 - Expensive to obtain
 - Delays in getting to site
- Turbine Component Failure
 - Used published GE data
 - Consolidated into 5 components
- How Can Crane Use Be Optimized?
 - At what point should a crane be ordered?
 - How many failures should a crane fix?
 - Do impacts vary with number of turbines?



Cost and PHM Factors Looking at their relative impact



- Cost per Unscheduled Maintenance Action
 - Cost to repair or replace item for unscheduled failure/maintenance event
 - Labor and parts (including collateral damage)
 - Transportation to and from repair location
 - Recovery
 - Special resources
- Cost per Scheduled Maintenance Action
 - Cost to repair or replace item for scheduled maintenance event
 - Labor and parts (can be less in facility of choice)
 - Special resources (can be less with higher utilization)
- Cost for Time Out of Service
 - Service outage, or opportunity cost, for repair time, delays



Prognostic Attributes

Factor	Symbol	Description
Coverage	f	The fraction of failures in item failure rate (λ) which are designed to be or can be detected by
		prognostics
Missed failure	α	Probability or fraction of failures that occur
		before predicted failure
Wasted life	γ	ratio of average rate of wasted life (or inverse
		of mean wasted life per failure) to item failure
		rate (λ)
False alarm	δ_{fa}	Ratio of false alarms to 'covered' failures - i.e.,
		of the failures that are designed to be or could
		have been detected by PHM (whether actually
		detected or not).
PHM failure	$\delta_{ m pf}$	Ratio of PHM failures to 'covered' item failures
		- i.e., of the failures that are designed to be or
		could have been detected by PHM (whether
		actually detected or not).



Expected Effects of Prognostic Factors

- Coverage Shift maintenance from unscheduled to scheduled
- Missed failure shift scheduled maintenance to unscheduled
- Wasted life increase number of maintenance events/replacements
- False alarm and PHM failure increase number of maintenance events



Baseline Default Inputs

Cost Benefit Calculator Input	Value
Item Mean Time to Fail	900 operating hours
Optempo	10 operating hours per day
Horizon	360 days
Number of items in fleet	50
Coverage	0.10
Missed failure	0.05
Wasted life	0.025
False alarm	0.05
PHM failure	0.01
Time out of Service cost	\$100 per operational hour
Mean unscheduled fix time	24 hours
Mean scheduled fix time	12 hours
Unscheduled maintenance	\$5000 per event
Scheduled maintenance	\$5000 per event



Effect of Varying Prognostic Factors

- In all cases
 - Varied factors from 1 to 10%
 - Total cost = unscheduled maintenance, new scheduled maintenance, and opportunity (time out of service avoided)
- Coverage Total cost reduces by 2.1%
 - Time out of service reduces cost by 8.5%
 - Scheduled increases cost by 900%
- Missed failure effect is to reduce effect of coverage
- Wasted life Total cost increases by 0.7%
 - Scheduled increases cost by 9.5%
- False alarm Total cost increases by 0.6%
 - Scheduled increases cost by 8.9%
- PHM failure Total cost increases by 0.9%
 - Time out of service and unscheduled mx increases cost by 1%



Main Effects of 2^k Factorial Design

 Main effect = change in total cost due to moving factor from '-' to '+' averaged over all other factor levels

Prognostic Factor	"-" Value	"+" Value
Coverage	0.01	0.25
Missed failure	0.01	0.25
Wasted life	0.01	0.3
False alarm	0.01	0.25
PHM failure	0.01	0.25

Prognostic Factor	Main Effect Value
Coverage	-171.636
Missed failure	41.964
Wasted life	32.799
False alarm	31.2
PHM failure	78



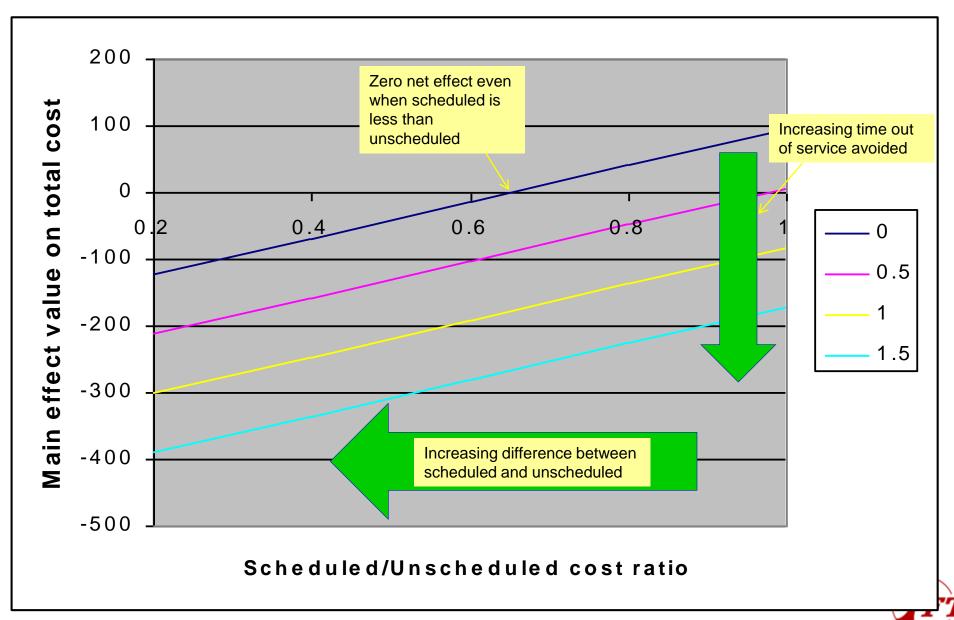
Two-factor Interaction Effects

 Increasing coverage increases factors that are a function of 'covered' failures

Prognostic Factor Pairs	Interactive Effect Value
Coverage and Missed failure	38.736
Coverage and Wasted life	30.276
Coverage and False alarm	28.8
Coverage and PHM failure	72
Missed failure and Wasted life	-4.524
Missed failure and False alarm	0
Missed failure and PHM failure	0
False Alarm and PHM failure	0
False Alarm and Wasted life	0
PHM failure and Wasted life	0



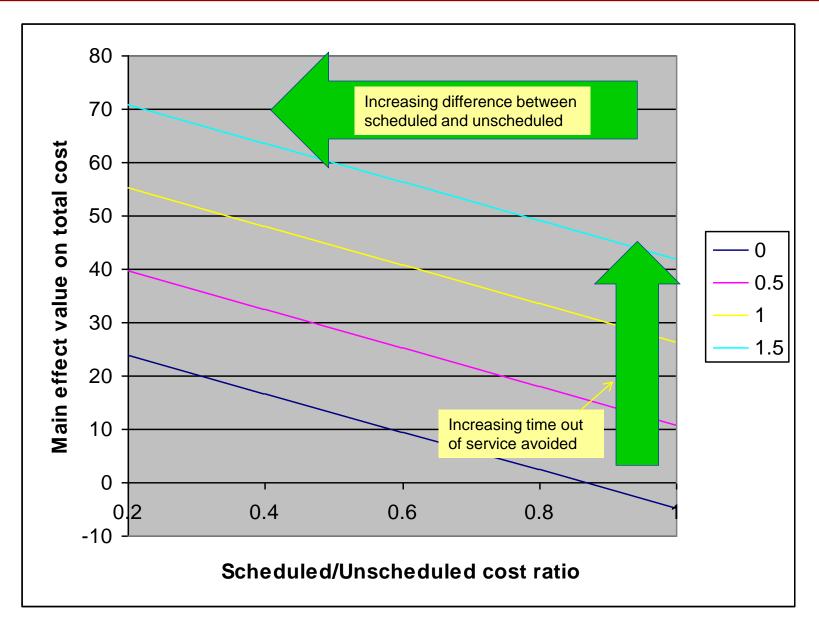
Coverage Main Effects – Varying Cost Factors



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Missed Failure Main Effects – Varying Cost Factors





Computing Critical Unscheduled Maintenance

 Computing failures that occur during the maintenance free operating period

Missed failures

$$\lambda_{ucrit_missed} = \lambda_{ucrit} * f * \alpha$$

PHM failures (assuming not self detected)

$$\lambda_{ucrit_phm_fail} = \lambda_{ucrit} * f * \delta_{pf}$$

False alarms

$$\lambda_{ucrit_false_alarm} = \lambda_{ucrit} * f * \delta_{fa}$$

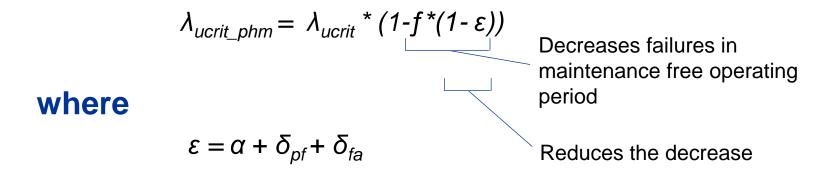
Failures not 'covered'

$$\lambda_{ucrit_not_covered} = \lambda_{ucrit} * (1-f)$$



Computing Critical Unscheduled Maintenance

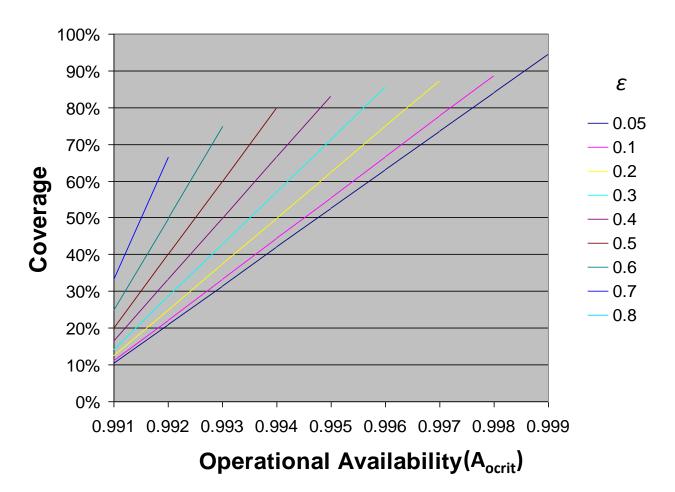
Sum of failures that occur during the maintenance free operating period





Deriving System Coverage Requirements

- From system level, increases in inefficiency (ε):
 - Increase coverage requirement
 - Reduce achievable A_{ocrit}

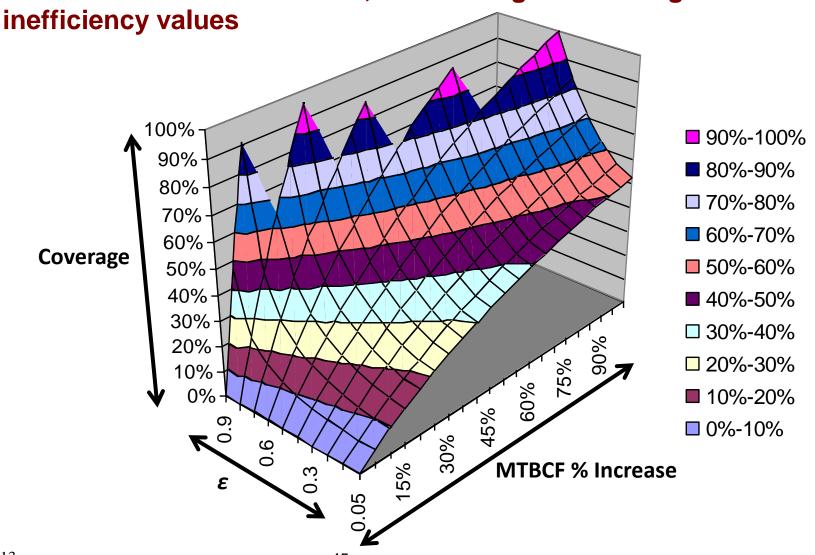




Relating Performance and PHM Requirements

Links coverage and inefficiency to MTBCF increases

For desired MTBCF increase, shows range of coverage and



PHM Cost Calculator Bringing it all together



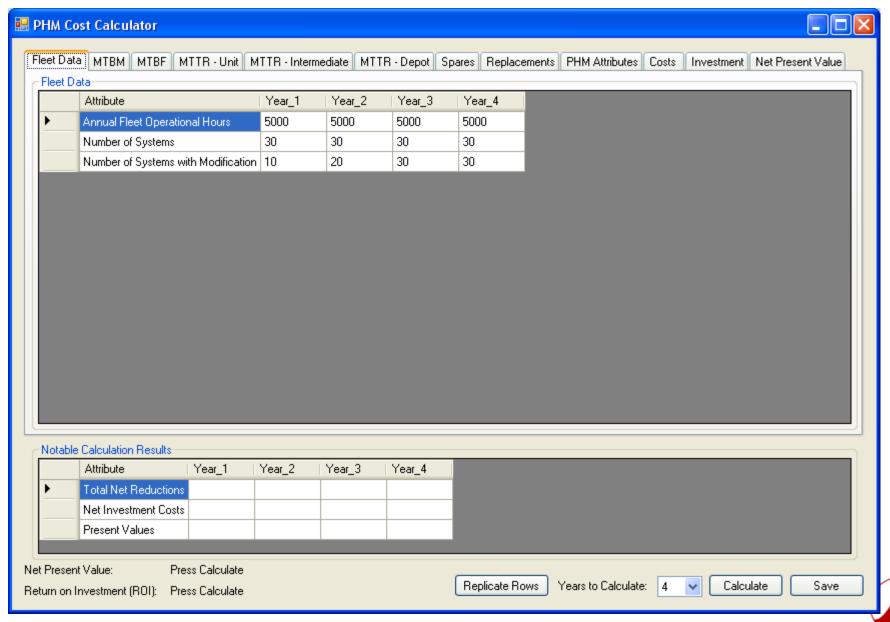
Cost Calculator Overview

- Looks at net reduction in costs
 - Time out of service
 - Maintenance
 - Component replacement
 - Other
 - Collateral damage
 - Recovery
 - Special resources
- Computes Present Value of costs based on drivers
- Investment costs due to technology and associated with implementation of technology
- Combines delta and investment costs in Net Present Value and ROI



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PHM Cost Calculator – Overall View

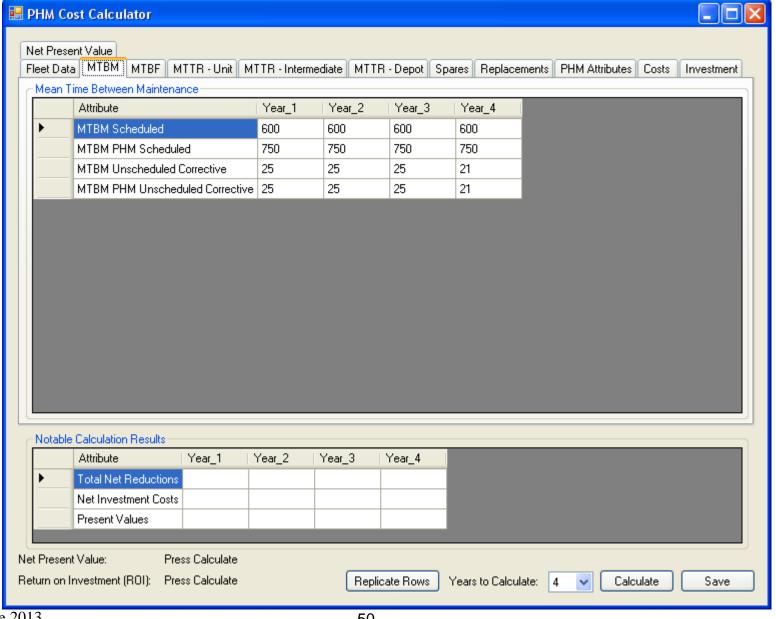


Cost Calculator Sections

- Fleet Data
- MTBM Unscheduled
- MTBF
- MTBM Scheduled
- MTTR, MDT, MMH by Support Level
 - Unit level
 - Intermediate level
 - Depot level
- Spares
- Replacements, Condemnations, Turn-Ins
- PHM Attributes
- Costs

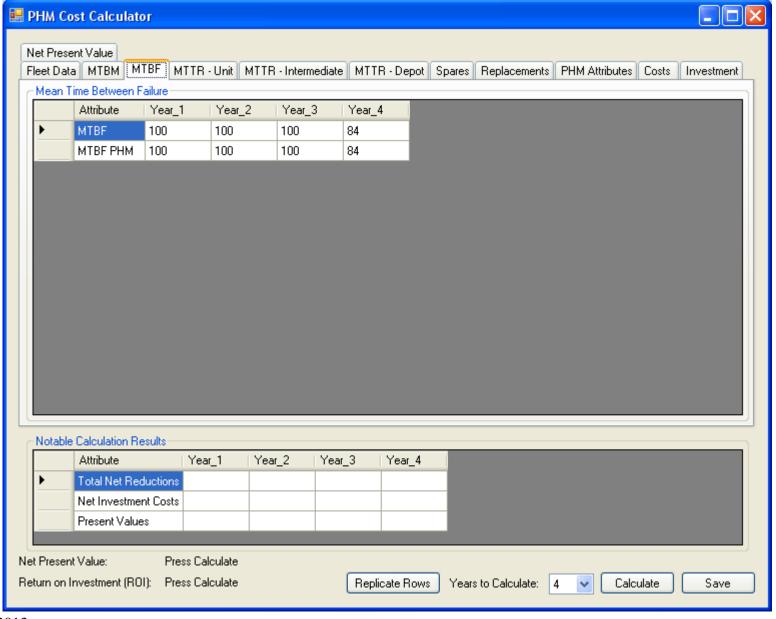


MTBM



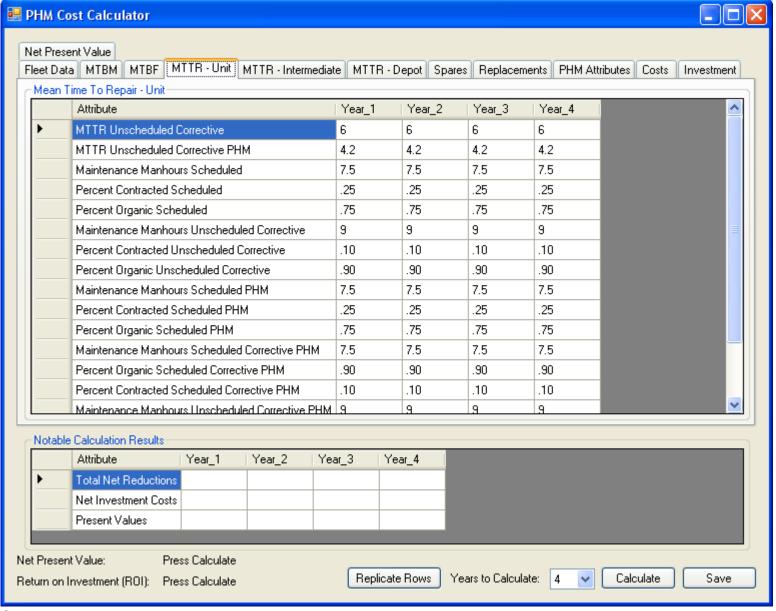


MTBF



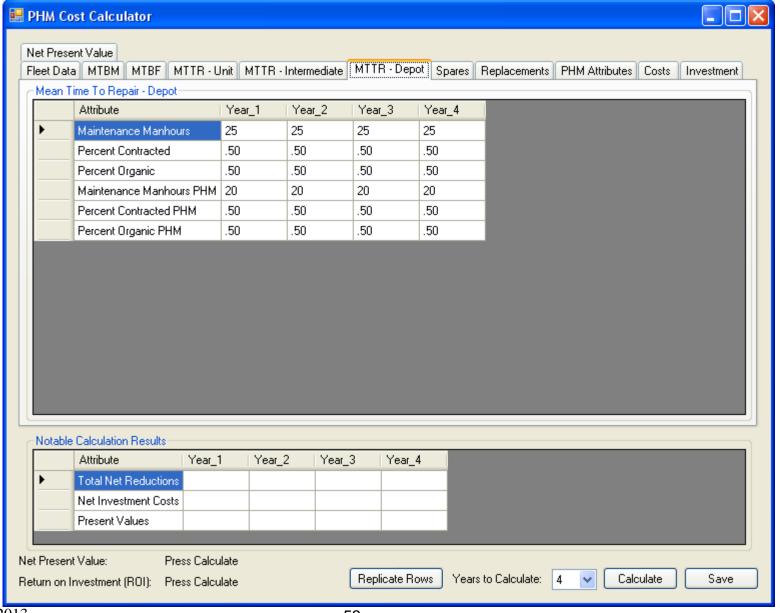


MTTR - Unit



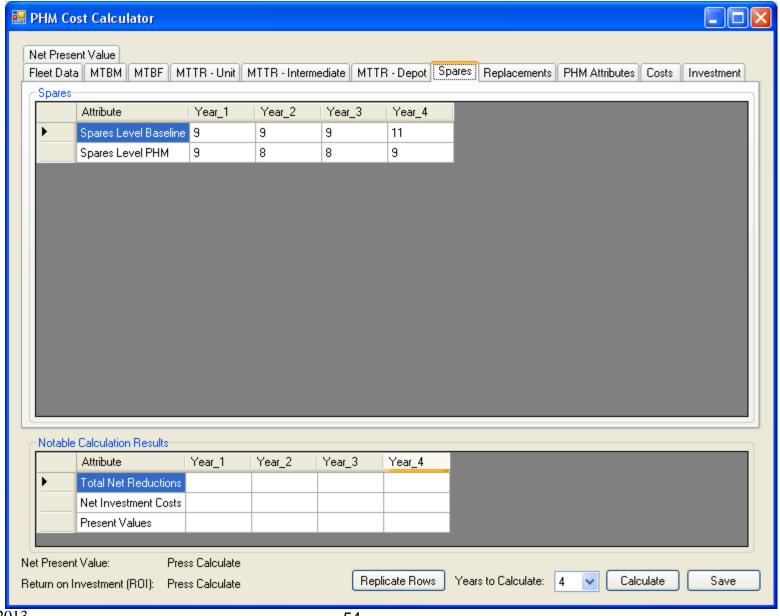


MTTR - Depot



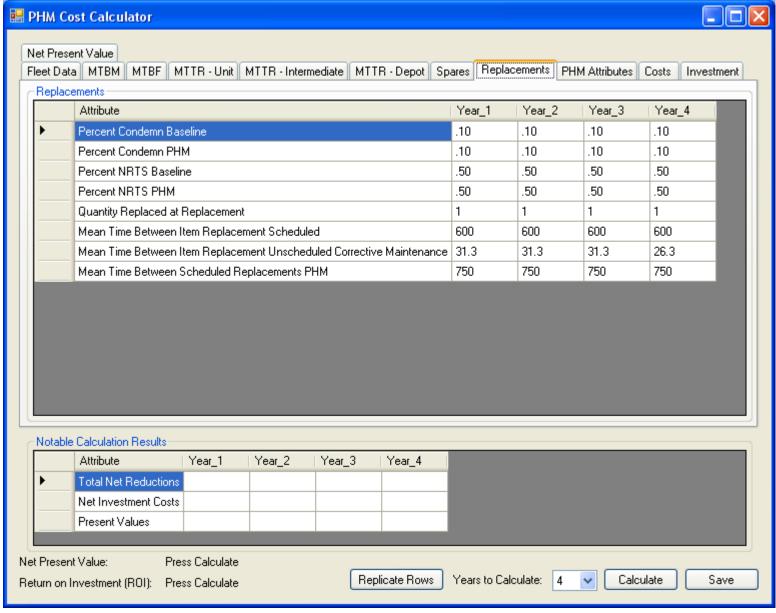


Spares



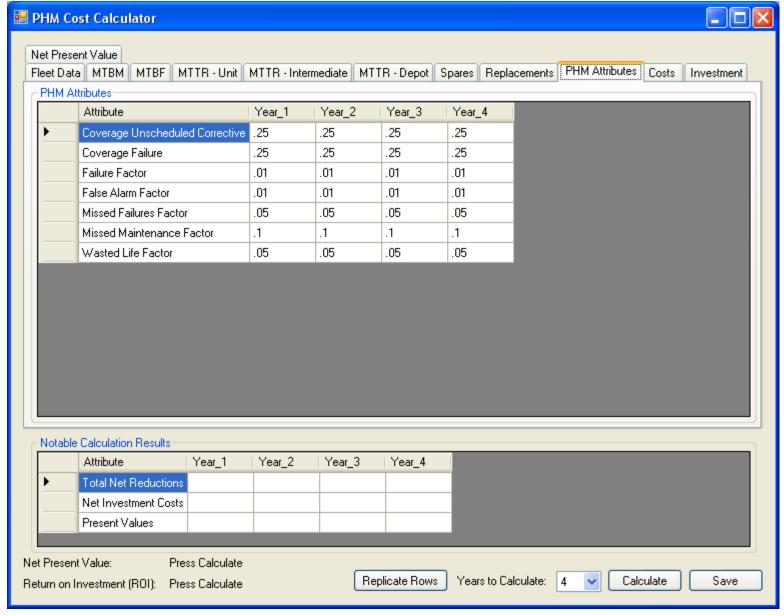


Replacements



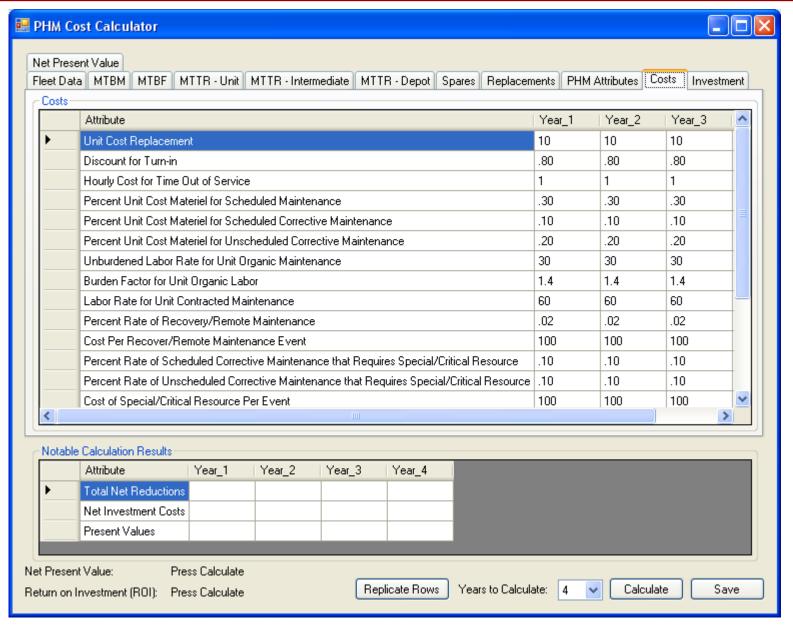


PHM Attributes



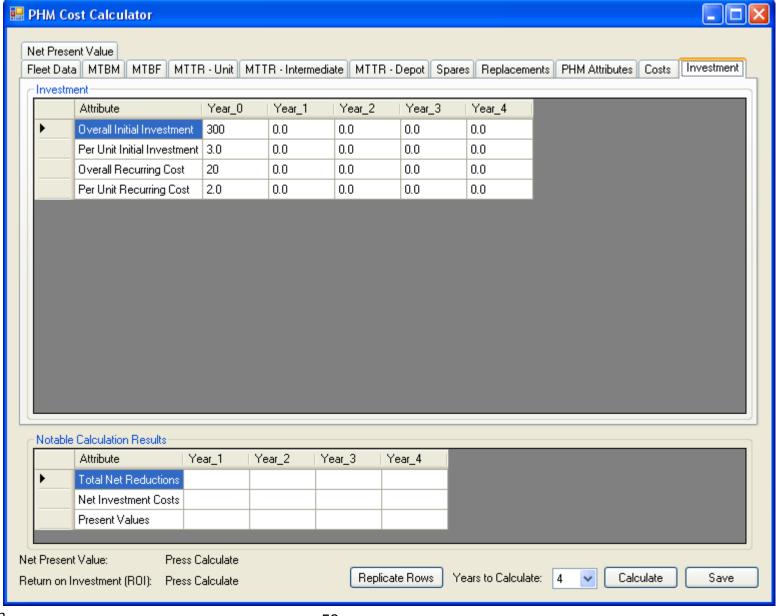


Costs



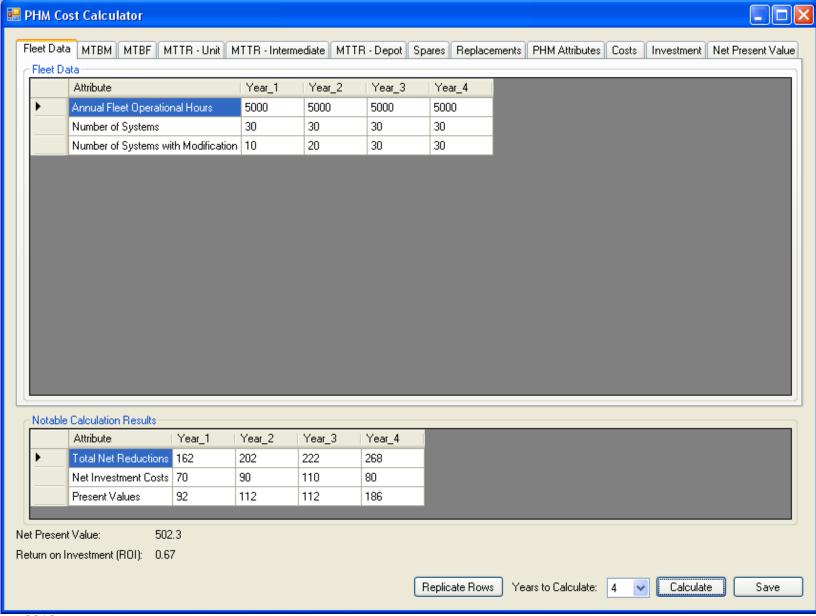


Investment





Results



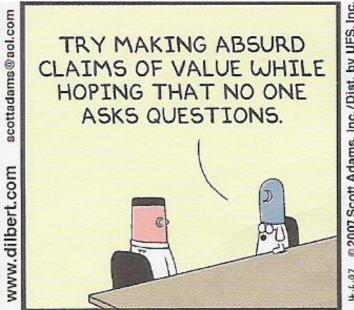


Final Thoughts



One Method for Quantifying Benefits

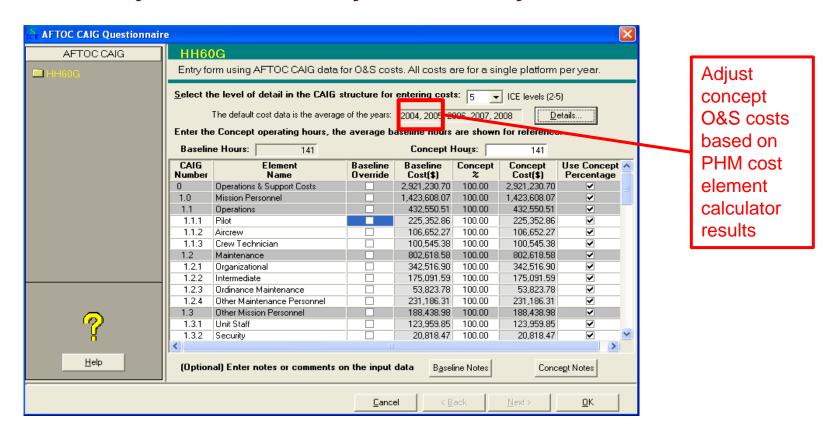








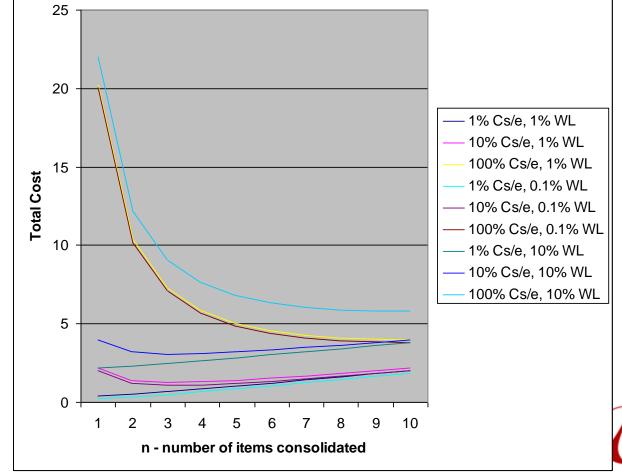
- CBM+ cost benefit does not always match well with reporting cost elements
 - Corollary: The cost data you need may not be collected



NOTE: Notional AFTOC shown. Will require AFTOC account to use real data.



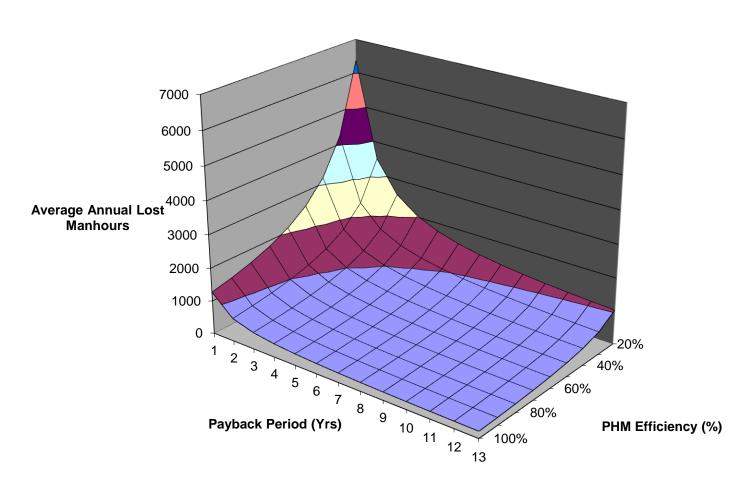
- Optimal maintenance manpower workload and optimal readiness are inversely related
 - Optimal workload = spread out over time
 - Optimal readiness = bunched together
- Optimal maintenance in advance of failure may not be "fix all that you can"





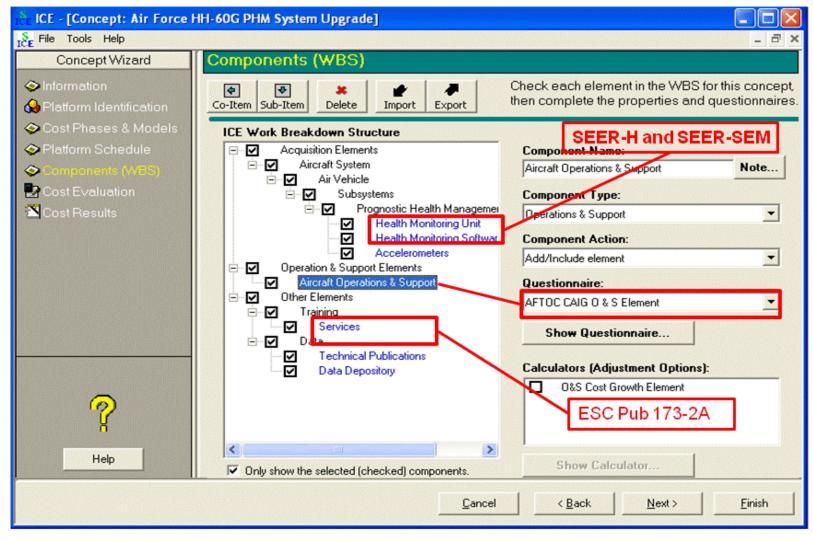
In the absence of data, try reverse engineering the missing data

Average Annual Lost Manhours Due to Crane Failure





Investment cost estimating is just as important as avoided cost estimating





- Cost benefit of readiness improvement
 - % improvement * system cost?
 - \$/ready flight hour?
 - What value has already been expressed?
- Policy and the status quo can be as big a barrier as the technology or lack of funding
 - e.g., Need carcass for spare or lower priority in advance
- Analysis may depend on the benefit area being targeted

Prognostic Benefit Scenarios

- Reduce Lead Times
 - Advanced warning of failure allows for logistics planning and actions before failure occurs, reducing lead times for implementing repair/replacement
- · Avoid Consequences of Failure

Advanced warning of failure allows for...

- Repair/replacement before failure occurs, thus avoiding its potential consequences
- · Fix at convenient time, location, etc.
- Extend Life/Reduce Maintenance Frequency
 - Advanced warning of failure allows for transition from time-based to condition-based maintenance
- Optimize Resource Use
 - Advanced warning of failure allows for potential failures to be grouped to optimize use of scarce/costly resources



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Final Thought

Q: What is harder than trying to get someone to pay for PHM?

A: Getting someone to pay for benefit analysis of PHM

