

GLOBAL P T M



PRESS KIT





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Company Snapshot

Our Mission and Delivery Focus:

Global PTM is committed to helping our clients improve their asset management operations and gain a sustainable competitive edge by applying new technologies and business strategies through innovative, high-quality professional services. We leverage only the most knowledgeable, capable, and effective consultants in order to meet the highest standards and foster long-term client-partner relationships.

Our focus is to deliver Maintenance Operational Improvement (MOI) expertise to achieve significant cost reductions by maximizing maintenance performance and asset productivity. We chose our company name because, from the beginning, we envisioned providing our services to clients around the world. Our headquarters is located in **Houston, TX** and we have offices in **Canada, Thailand, China, Singapore** and **Australia**.

We believe People are the critical component to success, Technology tools are essential improvement enablers, and Methods or processes are essential for sustainable results leading to continuous improvement. Recognizing that People are the cornerstone to happy clients, we embrace a management philosophy called "servant leadership" where the organization's sole purpose is to equip each member of our team with the tools and support to succeed.

Our Distinction:

- Our clients, alliance partners and even our competitors recognize that our people are second to none. We have more real-world, hands-on experience in both maintenance and the technologies we support than many of the vendors' own consultants.
- Value is the second distinction due to our personnel quality. We hire experienced veterans committed to your success that don't require time-consuming management guidance. Competitive rates and the lean management overhead savings passed on to our clients result in exceptional value.
- Our client references are 100% positive. Our clients are the key to our consistent growth through word of mouth references and repeat business.



Clients and Markets

Chemicals

- ExxonMobil Chemicals
- Shell Chemical

Education

- Clemson University
- Rice University
- Texas State Technical College

Energy

- Constellation Energy
- GE Wind
- Key Energy
- Power Seraya

Foods

- Club Coffee
- Dixie Foodservice
- Mars Petcare
- Select Milk Producers
- Stonyfield Farm
- Unilever
- Wayne Farms
- Wegmans Food Markets

Life Sciences

- Abbott Laboratories
- Accellent
- Boston Scientific
- Genzyme Corporation
- Guidant Corporation

Manufacturing

- CertainTeed Gypsum
- Cooper Standard Automotive
- Saint Gobain Containers

Metals, Minerals, Mining

- Alcoa
- Aleris (Commonwealth Aluminum)
- Chaparral Steel
- Charter Manufacturing
- Charter Steel
- Harrison Steel Casting
- National Lime and Stone
- Nucor Steel
- Pro-Tec Coating
- TXI Concrete
- Wah Chang

Municipalities

- Central Arizona Project
- Charles County
- City of Austin
- City of Burbank
- City of Chicago Department of Water
- City of Houston
- City of Roanoke
- Miami Dade
- Tampa Bay Water

Oil & Gas

- ExxonMobil Refinery
- Florida Gas
- Frontier Drilling
- Hercules Offshore
- Holly Corporation
- Kinder Morgan
- Panhandle Energy
- Pengrowth Corporation
- Petrofac Training
- Power Generation Services Co.
- PTT Exploration and Production
- Singapore Refining
- Topaz Energy
- Universal Compression

Pulp & Paper

- Georgia-Pacific
- Koch Cellulose
- Smurfit Stone Container Corporation
- Solvay Paperboard
- Tribune Company

Transportation

- Continental Airlines
- Dallas/Fort Worth Airport
- Dana Corporation
- Lear Corporation
- McLane Trucking
- Raleigh-Durham Airport

Water and Wastewater

- American Water
- United Water
- Vivendi (US Water)





Leadership Team

Paul R. Neerhof - CEO / President

Paul Neerhof is a co-owner and President/CEO of the firm. His primary concentration is to lead organizational growth and maintain 100% client satisfaction. Prior to joining Global PTM, Paul held positions of Worldwide Vice President of Sales/Marketing and Vice President of Strategic Alliances with Datastream Systems, Inc. He also spent three years as Vice President of Sales and co-owner of TLC Corp, a manufacturing organization in South Carolina, and 14 years at Brady Corp in various sales and management roles.

Paul earned B.B.A degrees in Marketing and Management from the University of Wisconsin, Madison and attended Marquette University for post graduate work. Paul is focused on delivering tangible business results for every Global PTM client by introducing them to highly trained and results-oriented Global PTM associates committed to client relationships.

Don Hobbs - Vice President, Oracle Applications

Don is a Vice President and partner in our Oracle practice. He leads the delivery of Oracle Application Services with over 30 years of operations experience and the implementation of improved techniques, whether training in operations excellence or the skilled guidance in helping clients convert from legacy systems to state of the art solutions. With a BA from Dartmouth College and an MBA from the University of Rochester, as well as having managed over 50 consulting engagements with the likes of Arthur Young, KPMG, TSC and Amdahl, Don has had an exemplary career in business consulting. His ability to stay in touch with the details of current applications and to work with his teams deploying the eAM product globally is a testament to his dedication to the success of our clients in getting the most out of their Oracle applications.

Stuart MacDonald - Managing Director, Global PTM PTE Ltd

Stuart is the Global PTM executive and partner responsible for operations in the Asia Pacific region. With three offices and a rapidly expanding team, Stuart oversees the daily operations, sales, delivery, and customer satisfaction. Prior to joining Global PTM, Stuart held two executive roles within Datastream Systems as Vice President / Managing Director Asia Pacific and Vice President Service/Support North America.

Stuart has 10+ years of International EAM experience, starting with the system wide implementation for Kuala Lumpur International Airport, Dubai International Airport and 16 other airports worldwide, while he was the Global IT Director for FMC Technologies (NYSE:FTI).



Services and Solutions Delivery

Global PTM focuses on helping clients make the most of their People, Technology solutions and Methods to help achieve project objectives and enhance a client's return on investment. We empower clients to streamline their operations, lower operational expenses, improve asset performance, and make intelligent continuous improvement decisions now and in the future. Our business value is highly focused on our specialized area of expertise. We deliver Maintenance Operational Improvement (MOI) services which are broken down into four concentrations:

1. Best Practices Benchmarking and Goal Setting
2. Process Design Improvement
3. Software Implementation, Configuration and Training
4. Maintenance Reporting to Improve Management Decision Making and Guide Continuous Improvement

Our clients recognize that the maintenance budget represents the largest "controllable" operational expense item and our goal is to ensure that they get the most value for every maintenance decision being made.

Our Methods:

- Our fully-developed best practices methodology, the Solution Delivery Process (SDP), guides us through the essential project steps and sequence to achieve sustainable results.
- The Global PTM approach begins with the end goals in mind. We start by defining a reporting structure that meets a client's financial and operational needs, and then develop the processes and configure the software to fulfill the process improvements and reporting requirements.

Strategic Results:

- Maintenance Operational Improvement
- Cost Reductions
- Labor Efficiencies
- MRO Inventory Optimization
- Business Intelligence and Continuous Improvement

Oracle eAM Services

As a member of the Oracle PartnerNetwork, a regular presenter at Oracle OpenWorld, and a sponsor of the annual Oracle ALM Maintenance Summit, Global PTM has been instrumental in improving the implementation experience and business results of Oracle eAM users.

Our expert guidance and insights into Oracle eAM, JD Edwards and PeopleSoft maintenance tools ensure customers achieve the greatest operational benefit, and our personalized and cost-effective service delivery improves their bottom line.

Oracle eAM Implementation Services

Migrating to Oracle eAM, JD Edwards and PeopleSoft maintenance tools offers significant benefit potential once the initial implementation challenges are overcome. Our structured Solution Delivery Process methodology and professional expertise streamline and accelerate the implementation and help clients achieve their project objectives. We make sure a client's people, processes, data, system, and integrations are fully ready for a timely and successful go-live.

Oracle eAM Operational Improvement

To ensure Oracle eAM, JD Edwards and PeopleSoft maintenance tools users get the most from their investment, Global PTM's consultants evaluate people, processes and technology to identify risks, deficiencies, and opportunities for improvement. As an independent consultant with widespread practical experience, we are able to overcome resistance to change by demonstrating credibility and objectivity, and deliver substantial maintenance operational improvements.



Services and Solutions Delivery – continued

Global PTM's strategy, skills and discipline are leveraged to deliver these specific maintenance improvement services:

EAM Software Implementations

Global PTM's professionals have a wealth of experience in the leading EAM solutions, and can do a better job of bringing a client's operation live on the software without extraneous costs or undue delays. We routinely implement these maintenance systems:

- Oracle eAM
- JD Edwards
- PeopleSoft
- IBM Maximo (MRO Maximo)
- Ventyx (Indus)

Maintenance Operational Improvement

Global PTM promotes preventive, predictive, reliability-centered, and continuous improvement practices to help clients avoid costly reactive and emergency situations.

Process Performance Optimization

Global PTM can help fine-tune and standardize a client's maintenance and inventory processes, squeezing out excess time, costs, and resources.

Maintenance Best Practice Benchmarking

Global PTM leverages industry best practices to help clients measure their current performance and work to new goals.

Management Reporting

Global PTM's expertise in best-in-class reporting tools helps turn raw EAM data into useful, accessible business intelligence for timely, informed decision making. We leverage these market leading tools:

- Business Objects
- Cognos
- Crystal
- Actuate
- Oracle

Technical Consulting

Global PTM provides information technology optimization services and offers professional guidance on prospective solutions.

Systems Integration

Global PTM opens up seamless lines of communication between a client's EAM, mobile, GIS, and back office systems.

Data Cleansing & Conversion

Global PTM can help clean, build, and convert EAM-related data files, giving clients access to meaningful, valid knowledge and actionable information.



Client Successes

The true testimony of a job well done comes from those who have achieved their desired project results. Here's what Global PTM customers have to say about their experiences:

"The Oracle eAM implementation and roll out was the smoothest deployment of all our Oracle functionality. Global PTM delivered results on time and under budget. Your project management skills and exceptional eAM knowledge made Oracle eAM a success."

IT Project Manager,
Concrete Products Manufacturer

"Your consultant is a true expert in the Oracle eAM suite. His knowledge, professionalism and great work ethic made our project successful."

Director of Application Development,
Building Materials Supplier

"I am just beginning to look at this document. It is unbelievable. Before I even read further into the details, I feel the need to stop and thank you very, very much! In a very good way, it is going to take me a bit to go through this. You should hear from me soon – within a day or two. Until then, thank you!!!"

IT Project Director,
Crushed Stone Company

"Yours is a very focused and customer-oriented consultant, and these are two critical skills for winning a client's confidence and trust."

EAM Partner

"Just wanted to let you know how pleased I am with your consultant's work ethic and productivity. In just one week, she has been able to grasp the scope of the project, offer technical leadership, and develop a very good relationship with the team."

Project Manager,
Computer Manufacturer

"Everyone that your consultant worked with these last few days was just totally impressed with his scope of knowledge and his ability to communicate. His work effort and assistance these past couple of days far exceeded my expectations."

Assistant VP and Registrar,
Public University

"Your consultant's knowledge of the software and the business behind using the software is excellent. He communicates extremely well and his composure and ability to dig into issues is appreciated. He is exactly what this project needed."

Corporate Manager Systems and Programming,
Agriculture Processing Cooperative



Strategic Partners

Global PTM's solution delivery is strengthened through relationships with strategic partners that have complementary best practices to those we leverage on our projects. These partners include:

Oracle

Oracle Enterprise Asset Management (Oracle eAM) supports sophisticated, condition-based maintenance strategies for property, plants, and public infrastructure.

IBM - Maximo

IBM Maximo Asset Management provides comprehensive asset lifecycle and maintenance management for all asset types on a single unified platform.

Blue Dot Solutions

Blue Dot Solutions is a growing and successful enterprise mobile software, tools, and services company serving a wide range of industries and vertical markets.

Business Objects

Business Objects, the world's leading business intelligence software company, transforms the way the world works through intelligent information.

Camcode

CAMCODE is a recognized worldwide leader in the design and manufacture of bar code labels and asset identification labels.

IMG

IMG, an international management consulting company, specializes in the application of innovative business models to processes and systems.

Microsoft

The worldwide leader in software, services and solutions that help people and businesses realize their full potential.

Performance Consulting Associates

Performance Consulting Associates is one of the leading providers of Maintenance Management and Asset Management solutions in North America.

Sinclair Group

The Sinclair Group provides operational excellence consulting, strategic planning, and due diligence services for the process and chemical industries.

Ventureforth

Ventureforth is dedicated to providing world-class products, together with related consulting, education and support services for industry leading solutions.

Viziya

VIZIYA, the maintenance specialists, offer add-on products with consulting services that enhance and extend Oracle eAM's capabilities.

Ventyx

Power generation, energy delivery, and other asset-intensive organizations rely on Ventyx solutions to improve work and asset performance and financial results.





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