



# WITH FOCUS ON SYSTEM EFFICIENCY

Consultancy services and analysis tools for  
optimal availability, safety and overall economy



# SYSTECON – AN OPTIMAL BALANCE BETWEEN COST AND AVAILABILITY.

In 1968, the future founders of Systecon returned to Sweden after a couple of years of studying and working in the USA. They brought back brand new theories about systems engineering from NASA and other institutions. These theories were soon transformed into a new way of looking at reliability in and maintenance of technically complex systems. This view still constitutes the foundation of Systecon's mission; helping our customers to find an optimal balance between cost and availability.



#### **Mathematical models to meet a demanding reality**

The first opportunity to take practical advantage of the new ideas came with the launch of the fighter jet Saab 37 Viggen – the Swedish defence's largest technical challenge to date.

It was here, where highly advanced mathematical models met tough demands for availability and cost efficiency, that the first version of OPUS was born.

Systecon's involvement in the project was the start of a long cooperation with FMV (Swedish Defence Material Administration) which continued with the next generation of fighter airplanes, the Saab 39 Gripen, and a long row of other, even larger development projects. Today, OPUS10 is a world-leading tool for cost effective resource optimization. It has been continuously developed and expanded and has grown into a complete software suite.

#### **Expertise and efficient analysis tools**

In the early 1990's, Systecon strengthened its role as an inspiring and visionary supplier within the area of ILS (Integrated Logistics Support). Systecon's engagements expanded beyond defence-related projects to include industries such as energy production, distribution, transportation and information systems. In addition, the company's service offerings were expanded to include project management, quality assurance and system safety. During this decade, the internal cooperation between Systecon's consultants and software developers became more developed, resulting in a combination of expert knowledge, efficient analysis tools and an extensive business understanding. This combination places Systecon in a unique position in the market. •

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WE COMBINE  
A HIGH-LEVEL PERSPECTIVE  
WITH AN EYE FOR  
IMPORTANT DETAILS.

In an increasingly competitive landscape, all types of systems must both maximize availability and be cost efficient. This can be hard to achieve, even in a fairly uncomplicated business. For companies with large and complex technical systems, it's an even bigger challenge. Consequences of a minor mistake quickly become much larger than calculated and small extra costs easily grow to unpredictably big proportions. Systecon provides consultancy services and software to increase system reliability, take full control of maintenance costs and simultaneously increase a system's efficiency.

#### A genuine understanding of our customers' businesses...

Cost efficient logistics support is as much about optimizing the supply chain as it is about decreasing the requirement for different resources, for instance by minimizing the number of faults. At Systecon, we take measures to ensure that the omission of a critical detail will not compromise the overall solution. We support our customers in identifying system-critical requirements and communicating these requirements to suppliers.

Handling such tasks requires both a high-level perspective and a capability to analyze interactions on a very detailed level. Understanding of our customers' businesses provides us with the ability to pinpoint risk areas for bottlenecks and the weakest links in the supply chain.

Systecon's competence covers the complete chain, from the creation of the service organization to knowledge of how the reliability of a single component affects the whole system. We have divided our services into five key areas, which cover different aspects of the technical system. These areas are Acquisition, Supply, System engineering, Operation & Maintenance and Process follow-up.



**...and efficient mathematical models**

While our consultancy services represent Systecon's depth and experience, our tools stand for an analytical capacity which is hard to match. When OPUS10 was born in the late 1960's the program was delivered on punch cards. Since then, a great deal has happened. Today OPUS10 is a market leader within the defence sector and is rapidly expanding its market share within the civil industries. Over 125 customers in more than 20 countries use OPUS10 to analyze and optimize their logistics support. OPUS10 is used as a support and analysis tool for systems through all stages of a product life cycle. The popularity of the program may be attributed to the fine tuned mathematical models that control its usage. Among other things, this means logistical problems are treated from a system perspective, resulting in much higher cost efficiency. In our experience, OPUS10 lowers the average company's spare parts investment by at least 30% in comparison with conventional tools.

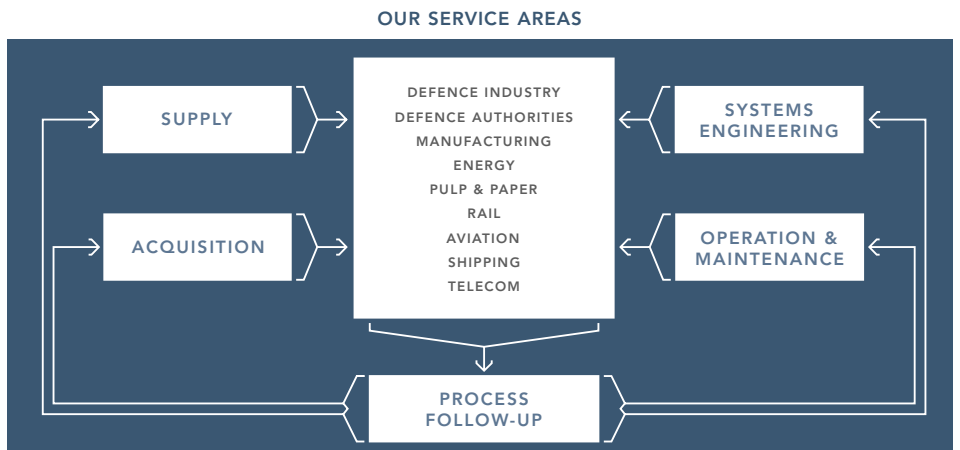
One of Systecon's goals is to provide our customers with an as complete toolbox as possible for ILS analysis. Therefore, OPUS10 is now part of a tool suite that includes SIMLOX, CATLOC and MaDCAT. Our development

department continuously strives to improve functionality and accuracy. To help in this effort, we get feedback from an informal focus group, which consists of customers and Systecon consultants who regularly use our programs in customer projects.

**Challenges in high profile arenas**

Systecon's customers represent a wide range of businesses in a wide range of industries. Our project roster includes names such as the Swedish high speed train X2000, Volvo XC90, fighter jet Saab 39 Gripen, Nordic Standard Helicopter, Skycab, the stealth corvette Visby

and the European Space Station Columbus. The common thread in these projects is the type of challenges that arise when dealing with particularly large and complex systems. Systecon has had the privilege of contributing to some of the most high profile projects within both the military and civil sectors, which has given us a breadth of expertise that is unique in our market. We are most proud of our high customer retention rate. Repeat customers include Boeing, Bombardier, British Aerospace, Ericsson, FMV, Lockheed-Martin, Saab, SAS, SL, SPP, Statoil, Tetrapak, Vattenfall and Volvo Cars.



# INDEPENDENT CONSULTANTS WITH WORLD-LEADING COMPETENCE.

While many consulting firms have been negatively impacted by weaker economic trends, Systecon has maintained consistent growth. We attribute this success to our strict adherence to Systecon's business mission as well as our company culture, in which expertise is our top concern. What Systecon represents is as far from inexperienced consultants and standardized services as you can get, which has resulted in interesting assignments as well as competitive advantage.



**On a constant hunt for complex challenges** Many of the people who work on developing our methods and products are among the world's leading experts within the area of ILS. One of the reasons that the best within this industry choose to work at Systecon is our constant effort to find complex and challenging projects. This also helps us to expand our boundaries and inspires us to create new solutions. A close cooperation with academic institutions is yet another way to find individuals who are, just like us, passionate about ILS. We often give lectures at universities and also invite students to do their thesis work within our areas of competency.

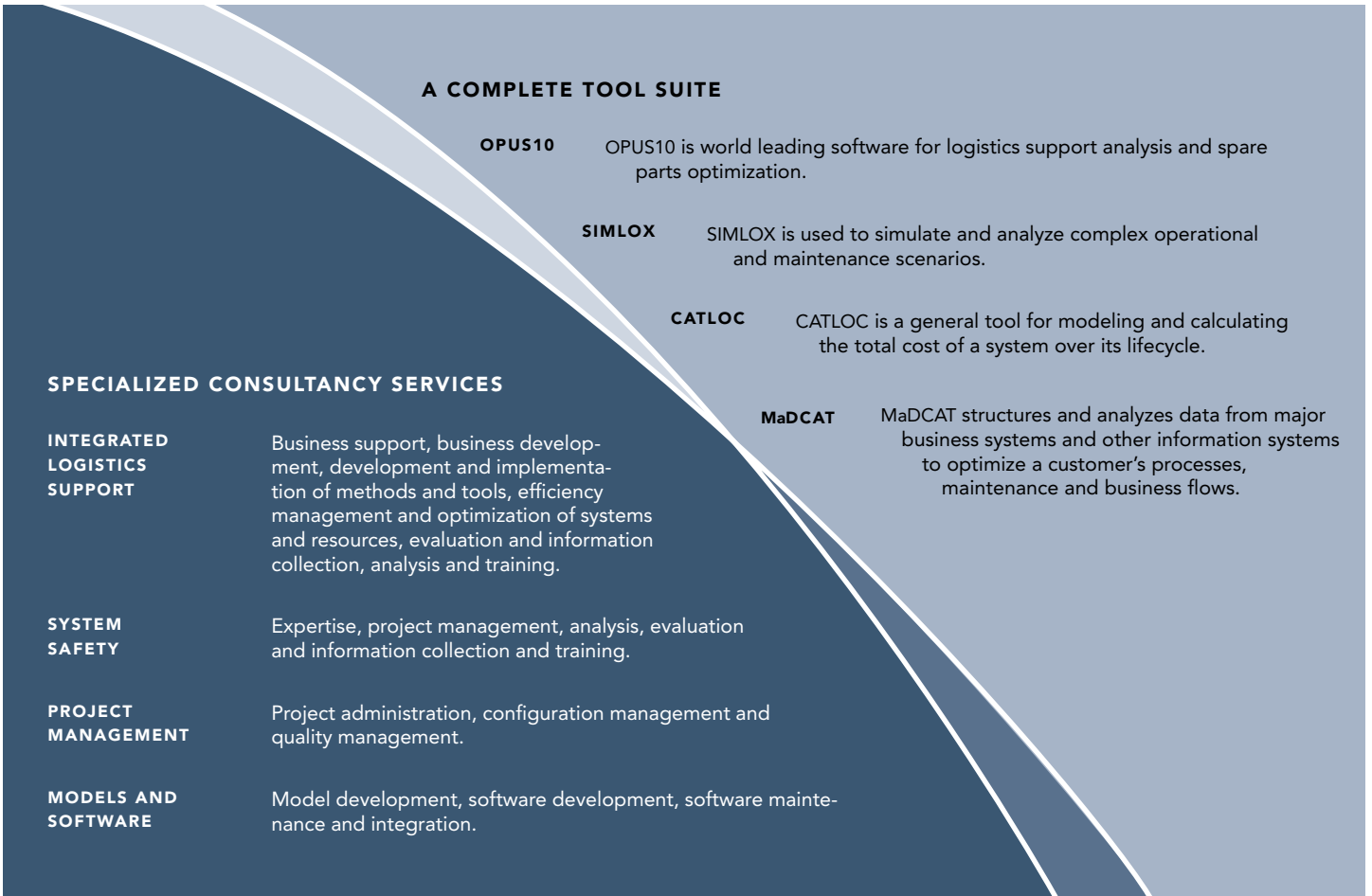
**Creativity within our walls**

When you have built a company culture over more than three decades, some values are cemented into the organization. At Systecon, those values can be described as creativity, humility and responsibility. These values are also reflected in our assignments. A Systecon consultant is someone who can ask the right questions, draw the right conclusions and, last but not least, provide wise and well-founded suggestions tailored for the customers' businesses and needs. A great deal of our daily work involves the utilization of advanced methods and theories. Our developers are educated mathematicians with a great interest in logistics and problem-solving. We constantly strive to improve and refine our approach to logistics support and increase the depth and breadth of our understanding of our customers' businesses and terminologies. But we never forget that a consultant needs to have strong social skills and the integrity to suggest the solution in which he or she believes.

**Employee-owned and supplier-independent**

Over the years, Systecon has been a part of different associations, such as IndustriMatematik

and Enator. Since 1997 we are employee-owned and supplier-independent. Both employees and customers value this position, especially in cases of acquisition support when an objective and independent judgement of the situation is necessary. We have three offices in Sweden (Stockholm, Gothenburg and Malmö) and are represented in the UK market through our partial ownership of Systecon UK. Our international network is constantly growing and includes partners in Norway, Germany, Italy, Greece, Turkey, USA, Australia, Singapore, China, Korea, Taiwan and South Africa. An expansion within the North American market is also a part of our plan for the coming years. It will be more than fair to return the ideas we borrowed in 1968 – with interest.



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