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COURSE BROCHURE

Maintenance Technology Business Case and Pilot Deployment Training Course

7 – 11 March 2027
Istanbul

Maintenance Technology Business Case and Pilot Deployment Training Course

Ref: 1446_53812 **Date:** 7 – 11 March 2027 **Location:** Istanbul **Fees:** 5500 GBP

Maintenance Technology Business Case and Pilot Deployment is a 1-week training course for maintenance managers, reliability engineers and engineering technicians, built around a technology investment and pilot charter that states which tool to trial, on which assets, against which baseline and with what go or no-go rule. Vendors offer more maintenance tools each year, yet many trials stall without a decision. Jupiter Prime Training delivers this maintenance technology business case and pilot deployment course.

Why Maintenance Technology Business Case and Pilot Deployment Matters Now

Three groups shape these decisions today. Finance directors want payback evidence before releasing capital for sensors, platforms or software licences. Vendors promise quick results but leave sites to integrate devices with existing work order systems. Technicians, whose daily routines change, decide in practice whether a new tool survives. Organisations that choose technologies against clear failure costs and run disciplined trials scale the winners and stop the rest early; those that buy on enthusiasm collect unused devices and sceptical crews. The course draws on ISO 55001 for asset management and EN 13306 for maintenance terminology.

Who Gains Most from Maintenance Technology Business Case and Pilot Deployment

- Managers who request capital and justify maintenance spending
- Reliability engineers who link technologies to specific failure costs
- Technicians who test devices and apps during trials on the plant floor
- Procurement staff who compare vendor proposals and contract terms
- Information technology staff who approve network and data connections

A utility, manufacturer or oil and gas operator gains most when its maintenance managers and finance partners attend together.

Maintenance Technology Business Case and Pilot Deployment Capabilities

Participants move from comparing brochures to presenting a funded, measurable trial with a clear exit rule.

- Assess which failure modes and costs a technology can realistically address — shortlist decisions
- Calculate payback, net present value and sensitivity for a technology proposal — finance approval
- Weigh vendor offers on integration, support and total cost of ownership — procurement choices
- Design a trial with baseline, comparison assets and success measures — go or no-go decisions

- Communicate changes to routines and roles — technician acceptance
- Build a scale-up roadmap from trial evidence — multi-site rollout

Key Maintenance Technology Business Case and Pilot Deployment Terms

- Business case — a structured argument showing costs, benefits, risks and options for a proposed investment.
- Net present value — the current worth of future savings minus costs, discounted for the time value of money.
- Total cost of ownership — all costs of a technology across its life, including licences, support, training and replacement.
- Pilot charter — a short document fixing a trial's scope, assets, measures, timeline and decision rule.
- Baseline — the measured performance before a change, used to judge whether the trial made a difference.
- Pilot purgatory — the state where trials continue without ever reaching a scale or stop decision.

Maintenance Technology Business Case and Pilot Deployment Day by Day

Day 1: Technology Options and Failure Costs

- Wireless Sensors, IIoT Platforms and Mobile CMMS — Capability Overview
- Drones and Augmented Reality for Field Work — Use Case Fit
- Failure Cost Mapping by Asset — Where Technology Can Pay
- Technology Readiness and Site Readiness Checks — Shortlist Filtering
- Stakeholder Map for Technology Decisions — Finance, IT and Crafts

Day 2: Building the Business Case

- Benefit Quantification Methods — Downtime, Labour and Spares Savings
- Payback and Net Present Value Calculation — Investment Ranking
- Sensitivity and Scenario Testing — Confidence in the Numbers
- Total Cost of Ownership Model — Licences, Support and Replacement
- Business Case Narrative for Executives — Approval Meetings

Day 3: Vendor Evaluation and Integration

- Vendor Scoring Matrix — Function, Support and Viability
- Integration with Existing Work Order Systems — Data Flow Checks
- Cybersecurity and Network Requirements — IT Sign-Off Conditions
- Contract Terms for Trials — Exit Clauses and Data Ownership
- Reference Site Visits and Calls — Evidence from Other Users

Day 4: Pilot Design and People

- Pilot Charter Structure — Scope, Assets and Decision Rules
- Baseline and Comparison Asset Selection — Fair Measurement
- Trial Measures and Data Collection — Evidence for Go or No-Go
- Technician Involvement and Routine Changes — Acceptance on Shift
- Avoiding Pilot Purgatory — Time Limits and Escalation

Day 5: Practising the Technology Investment and Pilot Charter

- Failure Cost Case for a Sample Asset Group — Applied Shortlisting
- Payback Calculation Exercise — Applied Financial Ranking
- Vendor Comparison Role-Play — Applied Scoring Matrix
- Scale-Up Roadmap Under ISO 55001 Principles — Multi-Site Rollout Priorities
- Technology Investment and Pilot Charter — Scope, Measures and Decision Rule

Applying Maintenance Technology Business Case and Pilot Deployment After the Course

- Map failure costs for one asset group and test whether any shortlisted technology can recover them within its payback period.
- Review an ongoing technology trial and add a baseline, comparison assets and a dated go or no-go rule.

Maintenance Technology Business Case and Pilot Deployment Questions FAQ

What is maintenance technology business case and pilot deployment and why does it matter now?

It is the discipline of choosing, justifying and trialling new maintenance tools before scaling them. Growing vendor offers and tight capital make evidence-led trials essential.

Which roles gain most from maintenance technology business case and pilot deployment?

Maintenance managers, reliability engineers and technicians gain most, together with procurement and IT staff who help approve and connect new tools.

How does maintenance technology business case and pilot deployment differ from a connected maintenance technology course?

It focuses on investment and trial decisions rather than how devices connect. A connected technology course explains sensors and data paths, while this one builds payback cases, vendor scoring and pilot rules.

What do you bring back from maintenance technology business case and pilot deployment?

You bring back a charter for your next technology trial, with a financial case, chosen assets, measures and a clear decision date.

Maintenance Technology Business Case and Pilot Deployment: The Way Forward

The technology investment and pilot charter first informs whether a proposed tool receives trial funding and on which assets. Managers present it to finance, engineers run the trial and technicians record results. After the trial, revisit the benefit assumptions against measured savings, since real data usually resets which technologies deserve wider rollout.