

BFA

Basic Failure Analysis[®] Quick Facts

What is Basic Failure Analysis?

BFA is the “no frills”, get down to business, problem solving tool for those closest to the real work. While Root Cause Analysis (RCA) may be defined 100 different ways in the marketplace, most would agree that it is an in-depth approach to solving higher visibility failures. However, what about the failures-of-the-day that do not injure people, cause regulatory concern and cost a fortune? They are just a continuous nuisance we are conditioned to live with. We learn how to produce our numbers in spite of these chronic failures.

This does not have to be the case. BFA was designed specifically by the field, for the field. It is meant to adapt to these on-the-fly conditions and not to get stalled in paralysis-by-analysis! We see it, we solve it, we move on.

Client Testimonial

“...I have a difficult time understanding why every company in the U.S. does not make use of BFA (Basic Failure Analysis) as a regular part of the way they conduct their business. The problems that cost you money on a daily basis are identified, defined, analyzed and verified, root causes determined, recommendations made and those recommendations implemented. By tracking the results of your implementation you can determine how successful this process is.”

*Vernon Kingsbury
Maintenance Coordinator/Analyst
Lafarge Corporation, U.S. Region*

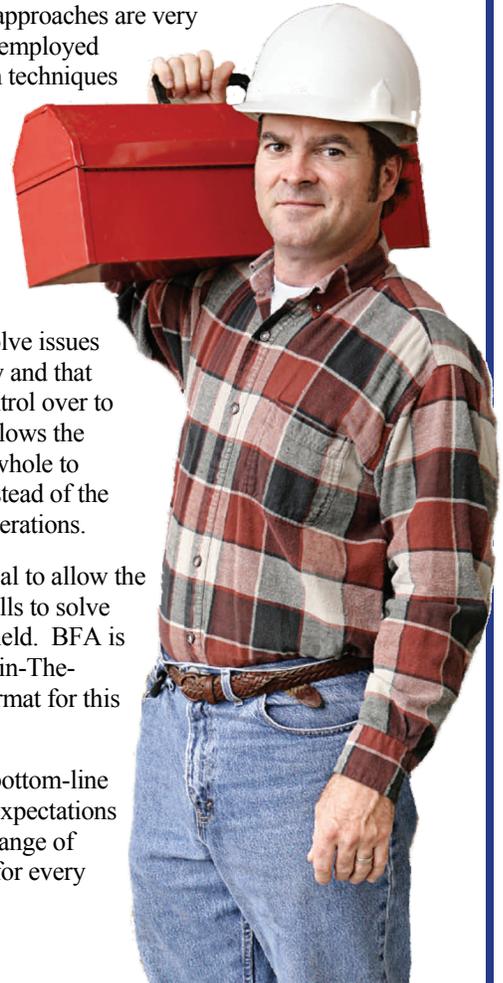


Reliability Center, Inc.
804-458-0645
804-452-2119 fax
info@reliability.com

www.proactforindustry.com

How Can BFA Help You?

1. In tight times we have less resources due to attrition and lay offs. Just because people leave does not mean the problems in the field go with them. Just the opposite occurs; we have less people to solve the same amount of problems. Therefore, we are likely to have an increase in the number of problems because we cannot keep up with solving them. BFA is a disciplined way to address tackling these issues and knocking them out one-by-one.
2. BFA does not require the rigor of RCA because the types of failures being addressed have not yet caused the consequences where we would apply RCA. While the approaches are very similar, the rigor employed on data collection techniques in BFA is not as stringent. BFA gets down to business quickly.
3. BFA allows you to unleash the creativity of your workforce to resolve issues they see everyday and that they have the control over to eliminate. This allows the corporation as a whole to control the fix instead of the fix controlling operations.
4. BFA is economical to allow the transfer of the skills to solve problems to the field. BFA is available in a Train-The-Trainer (TTT) format for this purpose.
5. BFA affects the bottom-line right now. ROI expectations should be in the range of 600% to 1000% for every dollar invested.



Certification for a PROACT® BFA Trainer:

Certification workshop duration: 3–5 days (depending on number of students)

Maximum number of students per workshop: 5

Required number of students for RCI to train on-site: 5 (<5 students will be trained at RCI complex)

Test and certification: 75% Passing Grade Required

BFA materials include: BFA Leader's Guide, BFA Student Guide

Student Material Set Options:

Option #1: Student material sets purchased on a per-student basis

a. 0–24 copies = \$150 USD each

b. Sets of 25 = \$3,000 USD per set (or \$120 each)

c. Sets of 50 = \$5,000 USD per set (or \$100 each)

Option #2: Student material sets purchase via corporate CD with unlimited copying privileges

a. Global Unlimited Rights CD: \$100,000USD

BFA TTT Fee:

Option #1: \$3,500 USD/Trainer

Option #2: \$2,500 USD/Trainer if 5 Trainers from a single site or corporation are committed

Annual recertification fee: \$1000USD/Certified Instructor

Update policy: Every 3 years Certified instructors will be provided a refresher workshop and updated materials

Budgetary Quote Request Form

Just answer the questions below and fax or e-mail it to 804.452.2119 (fax) or dgordon@reliability.com. You will be contacted within 48 hours with a quote.

1. Number of Trainers to be Certified: _____
2. If 5 or more trainers, where would training be held: _____
3. Student Material Set Option:
 - a. Purchase on a per student basis: _____
 - b. Number of student material sets to purchase: _____
 - c. Purchase a global CD with unlimited copying rights: Yes _____ No _____

Who is the contact person to follow up with?

Name: _____

Title: _____ E-Mail: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____



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