



# Spend Analysis and Specification Development Using Failure Interpretation

*Michael D. Holloway*

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Considering that the biggest machines that do the most work are made up of smaller machines and components, it becomes obvious that when a large machine breaks, it is normally due to small components acting antagonistically. Detailing a time-tested method for increasing productivity and lowering operational costs, **Spend Analysis and Specification Development Using Failure Interpretation** explains how to establish performance-based procurement specifications for the components, devices, and items that contribute the most to operational downtime and repair/replacement costs.

The book emphasizes the critical need to perform both spend and failure analysis in order to develop a procurement document, which will ultimately reduce overall costs. Accompanied by a CD with helpful material such as, specification checklists, case study worksheets, form letters, and return on investment (ROI) worksheets that you can customize to your needs, the text discusses how to:

- Identify the products that will cost the most if they fail
- Develop performance-based procurement specifications to reduce direct and indirect costs
- Examine cost analysis as it relates to operations, maintenance, and production
- Determine effective criteria based on properties, test results, and standards for each operation

Written by an industry expert with decades of experience giving seminars, training customers and associates, and authoring numerous papers and articles, the text provides the real-world understanding of the influential components and materials' physical properties needed to engage in effective failure and spend analysis. It addresses product submission and monitoring and includes helpful tools so you can immediately get started on conducting your own cost-saving analysis.

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