

Value Assessment

How Ospra creates value in your business

This assessment helps you estimate, with your own numbers, what Ospra is worth to your organisation. Part 1 covers the values you can calculate directly. Part 2 covers the values that are real but harder to put a number on. Fill in the grey fields; all amounts are in your own currency.

Ospra at a glance

Value area	How Ospra creates the value	How to measure it
1. Maintenance system import	Collects, structures and quality-checks asset, spare part and maintenance data, ready to import into your maintenance or ERP system	Hours saved × hourly cost
2. Process safety management (PSM)	Acts as the data source for preparing and updating PSM documentation	Hours saved × areas × hourly cost
3. Less downtime	Gives technicians instant access to the right documentation and troubleshooting guidance for the exact machine	Incidents × hours saved × downtime cost
4. Less search time	One place to find drawings, manuals and part lists, linked to each machine by tag number	Hours saved × hourly cost
5. Wider value	Knowledge retention, onboarding, standardisation, safety, compliance and better investment decisions	Your own assessment

Part 1: Values you can calculate

1. Faster import to maintenance and ERP systems

Ospra saves time when preparing, structuring and quality-checking the import lists needed to load assets, spare parts and maintenance plans into a maintenance system (CMMS) or ERP system, such as SAP, Maximo or eMaint.

1. How many hours do you currently spend collecting and structuring data for your maintenance system, per site?
2. How many sites are involved?
3. What does one hour cost internally?

Input	Your figure	Unit
Hours saved per site		hours
Number of sites		sites
Internal cost per hour		per hour
Saving = hours × sites × cost		one-off

The bigger value comes afterwards. A maintenance system is only as good as the data in it. Consistent, quality-checked data gives a much better foundation for maintenance planning, reporting, and features such as asset hierarchies and interactive plant maps.



2. Preparing and updating PSM

Process safety management (PSM) requires reliable data on equipment, design and operating limits. Ospra acts as the data source when PSM documentation is prepared and updated. Based on our analysis of the PSM process, Ospra, together with a few supporting tools we have developed, can answer, or provide the information needed to answer, a significant share of the PSM questions.

1. How many hours do you currently spend collecting and structuring data for PSM, per process area or machine room?
2. How many process areas or machine rooms are covered?
3. What does one hour cost internally?

Input	Your figure	Unit
Hours saved per area		hours
Number of areas		areas
Internal cost per hour		per hour
Saving = hours × areas × cost		one-off

3. Less downtime

Ospra will not prevent every technical failure. But when a failure occurs, Ospra helps the technician quickly understand the problem, with instant access to documentation, technical data, troubleshooting guidance and drawings for the exact machine, explained at the right level and in the technician's own language.

1. In how many incidents per year could faster access to the right information shorten troubleshooting?
2. How many hours are spent searching per incident before the actual problem solving starts?
3. What does one hour of downtime cost?

Input	Your figure	Unit
Relevant incidents per year		incidents
Hours saved per incident		hours
Downtime cost per hour		per hour
Saving per year = incidents × hours × cost		per year

4. Less search time

How much time do your employees spend searching for documentation and technical information instead of doing the job?

1. How many hours per year are spent searching for answers or information?
2. What does one hour cost internally?
3. What could that time be used for instead?

Input	Your figure	Unit
Hours saved per year		hours
Internal cost per hour		per hour
Saving per year = hours × cost		per year



Your total

Value area	Saving	Type
1. Maintenance system import		one-off
2. Preparing and updating PSM		one-off
3. Less downtime		per year
4. Less search time		per year
Total first-year saving		
Ospra cost, first year (licences and onboarding)		
Payback time = Ospra cost ÷ total saving × 12		months

Ospra customers report full return on their investment in less than 12 months, on average.

Part 2: Wider value

Not every benefit can be turned into a precise number. Use the questions below to judge what each one is worth to you.

Value	Question to consider	Your assessment
Technical support on demand	What is it worth that your technicians always have a reliable technical "co-worker" to ask when solving a task?	
The exact equipment	What is it worth to find information about the exact pump, valve or transmitter installed, not just equipment of that type?	
Overview of installed equipment	How much time do you spend today creating an overview of what is installed, and where?	
Standardisation	What is it worth to know where the same make and model is installed across your sites, so you can standardise equipment and reduce spare parts stock?	
Onboarding new employees	How long does it take before a new technician knows your installations and can work independently?	
Retaining knowledge	What happens to the know-how of experienced employees when they retire, change jobs or are away? What is it worth to keep it in the company?	
Consistent, validated information	What is it worth that all sites work from the same validated technical information?	
Fewer errors from outdated documents	What does it cost when work is delayed or done wrong because documentation is incorrect, outdated or incomplete?	
Knowledge across levels and languages	What is it worth that every employee gets the same knowledge, explained at their level and in their own language?	
Compliance and audits	What is it worth to have documentation ready for authorities, audits and the EU Machinery Regulation, without a scramble?	
CAPEX, replacements and upgrades	What is it worth to know exactly what is installed when planning investments, replacements and upgrades?	
Faster innovation projects	What is it worth when new projects are no longer held back by time-consuming data collection, so their value can be assessed quickly?	

Next step: Book a value assessment meeting with Ospra, and we will go through the figures together for your sites.

