

UTILITIES WATER

BATTLECARD



WHY RS?

Our end-to-end maintenance services, underpinned by proven water industry expertise, allow us to improve the effectiveness, safety and efficiency of maintenance work at every stage. By partnering with RS, businesses will find themselves increasingly equipped to prevent breakdowns, protect their people and add power your ESG objectives, alleviating their multi-faceted pressures.

Unplanned maintenance can cost up to 4x more than planned maintenance. Our end-to-end maintenance solutions help the Water sector to reduce unplanned downtime, energy consumption, emissions and waste – all while delivering the overall cost efficiencies they need. Overall, our expertise empowers businesses to...

- Optimise critical assets and infrastructure by developing long-term maintenance strategies.
- Shrink the time and expense that is otherwise poured into breakdown maintenance.
- Cut the cycle of preventable repairs which create unnecessary work and risk.
- Quickly access required stock, so maintenance requirements can be tended to quickly and easily.
- Source products that confidently meet industry-specific standards.
- Reduce waste and enhance ESG objectives.

RELEVANT PERSONAS



STEFAN
THE SENIOR
ENGINEERING MANAGER

I have overall responsibility for the engineering team including project management, hiring, budgets and plans.



GUY
THE STORES MANAGER

I am responsible for overall management of the on-site stores. I can be part of the organisation or an external stores management specialist.



RALPH
THE HEALTH AND
SAFETY MANAGER

I am responsible for workplace health and safety and welfare.



ISABELLA
THE BUYER

I am responsible for buying and order management of services and equipment.

HOW CAN WE HELP?



OPENING QUESTIONS

- Are aging assets and infrastructure causing maintenance headaches?
- Are individual workers accountable for routine maintenance work?
- Do you struggle with the logistics of maintenance work at remote pumping stations?
- How many MRO suppliers do you currently work with? What do they each bring to your business?
- How are your framework agreements categorised? When will you next be going to market for these tenders?
- How does your business attempt to reduce reactive/adhoc maintenance and how effective is it?
- What is the cost to this site/productivity for unexpected downtime?
- How have onsite H&S incidents or near misses been addressed?
- Is your procurement process labour-intensive, requiring multiple stages of sign-off and oversight?

THE SERVICES

■ RS MAINTENANCE SOLUTIONS - PREVENTIVE AND CONDITION-BASED MAINTENANCE

- CONDITION MONITORING
- LUBRICATION
- CALIBRATION
- ENERGY MANAGEMENT

■ RS INVENTORY SOLUTIONS

- RS SCANSTOCK®
- RS VENDSTOCK®

■ RS SAFETY SOLUTIONS

- PPE
- WORKWEAR
- SAFETY EQUIPMENT AND CONSULTANCY

■ RS PROCUREMENT AND DELIVERY SOLUTIONS

- RS PURCHASINGMANAGER™
- RS EPROCUREMENT
- CUSTOM ORDER AND DELIVERY SOLUTIONS

■ PRODUCT AND EQUIPMENT TO SUIT EVERY NEED

- ENGINEERING CONSUMABLES
- SAFETY EQUIPMENT
- MECHANICAL PRODUCTS
- TOOLS
- RS PRO