



**LCS**  
Aggregates

**Life Cycle  
Services**

## **“Together” is a word we’ve come to know well.**

After all, it’s woven throughout Metso’s history. Trace our origins back to their humblest beginnings—back before anyone thought up the word “Metso”—and you’ll uncover 100 years of brands and companies from all corners of the world coming together over time to form the trusted name you see before you.

It’s because of these successful collaborations that Metso has grown to become the global leader in aggregates and mining. Every step of our journey has taught us something new, allowing us to amass a wealth of knowledge and expertise that we continue to turn into solutions for customers worldwide.

## **Working together has made us who we are. Now we want to continue to work together with you towards a successful future.**

In the aggregates industry, numbers matter—operational costs, the amount of quality product, the lifespan of your operations and equipment. Our skilled workers are equipped with the solutions you seek and the trust that can only be earned through decades of successful partnerships. They want to work together with your teams to achieve the best results by helping you get the most out of your operation.

Certainly, we’re proud of our accomplishments—but even more so, we pride ourselves on having worked together with a wide variety of people and businesses, big and small, to help them get results.

**Because your goals are our goals.**



## Metso by the numbers

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### Core attributes:

#### Our knowledge

Leveraging the expertise we've collected from decades worth of aggregates projects around the world, and adapting it to our customers' needs and interests.

#### Our people

Highly trained and experienced workers, using their collective knowledge and hands-on abilities to achieve the desired results.

#### Our solutions

Combining our knowledge, people, quality equipment and genuine Metso wear and spare parts to create solutions that positively impact your operations.

# 39

Metso service centres supporting LCS offerings

# 120

Countries Metso operates in worldwide

# 150

Partners and distributors across our extensive network

# 1,500

Field service specialists

# 12,000+

Industry experts on six continents

But in the end,  
it all comes down to

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Together with you, we bring out  
the best in the field.

**LCS**  
Aggregates

**Life Cycle  
Services**

Our Life Cycle Services (LCS) take the entire range of services we provide, along with our network partners, and conveniently bundle them into customizable, easily manageable programs, ranging from the basics to more complete solutions, depending on the scale of your needs. Our programs are designed to cover a series of scheduled inspections or complex process optimization efforts spanning multiple years, measured against strict performance indicators.

Whether acting as a supplement to your team, or managing all aspects of your maintenance plan, LCS programs are designed to help you meet your goals.

### **We're in the business of solutions**

Not every customer faces the same problem the exact same way. That's why Metso and our partners recruit, train and manage skilled teams to find different solutions that will satisfy the demands of our customers.

### **The possibilities are endless**

No matter how basic or how complex your needs, our services run the entire spectrum—everything from scheduled inspection and refinement (Level 1: Equipment Support Service) to optimizing every step of your operational process (Level 3: Maintenance and Optimization). Each increasing level builds on the one preceding it, adding more advanced features to the mix.

### **Your project, your call**

Every aspect of an LCS program can be personalized or altered based on a customer's needs. **We want to work with you, so don't hesitate to tell us what works for you.**

### **Everything you need in one place**

Choosing a Metso Aggregates LCS contract means working together directly with us and our partners on every aspect of meeting your goals. Your needs become streamlined to one source, ensuring consistency in knowing that you are building solutions together with a single team of experts.

## Six goals of LCS aggregates

- No compromise to safety
- Ensure lowest sustainable cost
- Produce quality output
- Improve reliability
- Ensure highest resource efficiency
- Lower financial risk



# LCS Aggregates Programs



Each program level allows the flexibility to include elements from the ones following it, making them customizable to your specific needs. For more detailed info, consult each specific program's insert.

## **Level 1: Equipment Support Service**

**It's all about protecting your assets.**

An Equipment Support Service program ensures that your crushing, screening, conveyor and bulk handling equipment can survive the harshest conditions through scheduled inspections and refinement of your maintenance and parts plans. Production becomes more efficient as costs become more predictable and downtime is minimized.

## **Level 2: Maintenance Service**

**It's all about cost-efficient reliability.**

A Maintenance Service program aims to keep you producing reliably by way of developing a complete maintenance strategy for your crushing and screening equipment based on your site's conditions. All the necessary requirements, such as safety, scheduling and inventory, allow your aggregates operation to grow on profitable terms.

## **Level 3: Maintenance and Optimization**

**It's all about sustainable high performance.**

Maintenance and Optimization is the complete program, focused on countering wear and tear sustained over time by your wear components, due to the continuous rigours of daily production. Our tools and expertise allow your crushing process to produce optimal amounts of high-quality aggregate.

# Commercial and financial considerations





Our LCS programs offer solutions to help us align our charging structure with your production, making it easier for you to get access to capital, predict project costs and, thus, reduce your financial risks. Our solutions are available to help your operation, regardless of size, make the necessary considerations, both commercially and financially.

## Payment solutions

### Leasing and rental options

To help you better manage your capital costs, we offer leasing and rental options on select equipment in conjunction with our LCS programs. We work with you to chart a plan that meets your specific needs and offer payment plans that are aligned with your production revenues.

Our plans are structured to allow you to improve your net working capital over the life of your project. This gives you the greatest positive impact on your cash flow from the very moment a plan is put into place.

Leasing and rental options also help to ensure efficient asset management and optimal equipment productivity over the entire life of your LCS contract.

### Monthly payment

Paying a fixed monthly rate is the standard method available. We mutually predetermine your payment schedules to allow better predictability.

Once we've come up with the scope of your LCS program (how much in terms of services, parts, etc.), an amortization schedule is set up, laying out invoice amounts on a monthly basis.

### Payment deferral

Planning your costs can be tricky, especially when it involves scenarios like purchasing equipment and having to manage the varying rates of your growth.

Deferral plans let you make payments of items like capital equipment, capital tools, wear and spare parts and setup costs based on revenue flow, allowing you to better manage debt.

Together, we agree upon either a designated amount of time in which to pay back, or work on a system of smaller payments over that same period. This gives you the flexibility to extend your budget and acquire the right pieces needed for your project at the right time.

### Cost per Ton

Maintenance events and emergencies are unpredictable. Luckily, Cost Per Ton payment plans take cost spikes out of the picture and allow you to be charged based on what you produce in a given month.

This allows you to better predict costs and manage your cash flows. It also ensures that your interests and ours are perfectly aligned to maximize production, as it's in our mutual interest to ensure your equipment runs at optimal levels.

Instead of receiving multiple invoices for maintenance, you'll only receive one invoice per month based on a rate calculated by your actual production per ton. This rate takes into account all associated costs for maintaining equipment, including wear and spare parts, labour, supervision and any other Metso services needed.

# Performance Measurement



## Total cost of ownership improvement

True cost not only factors in the amount paid up front on a piece of equipment, but also on-site energy, maintenance, fuel and other costs associated with keeping it running.

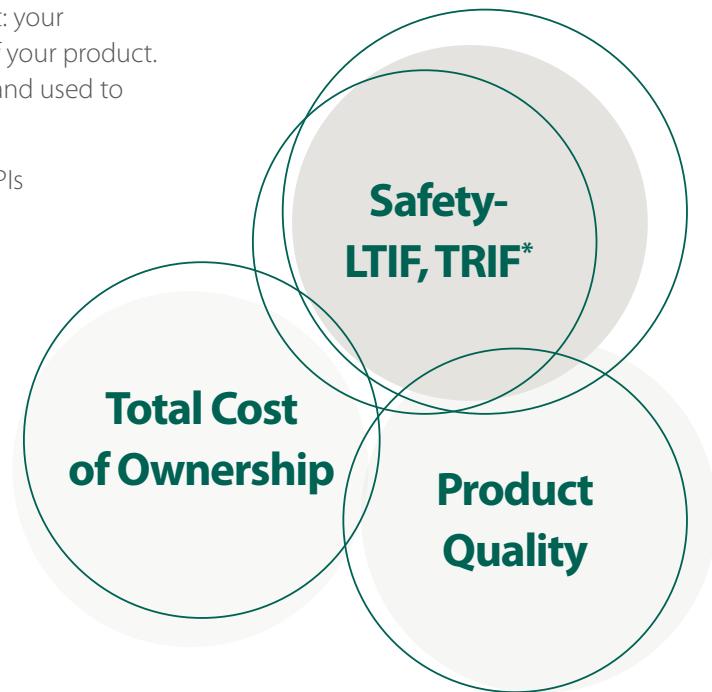
We analyze your equipment—either as individual pieces or your entire crushing circuit—to determine its “true cost,” rather than just the total purchase price, in order to find further areas to improve costs.

## Key performance indicator monitoring

Key performance indicators (KPI) allow us to collectively track the performance of your project to identify exactly where our LCS team can take action to make improvements and save on costs.

Together, we decide on the KPIs that effect on you most: your operating and maintenance practices and the quality of your product. Data on the success of each indicator is then collected and used to understand their respective impacts on your business.

Mostly importantly, our performance is linked against KPIs with Bonus & Penalty Clauses—on everything from maintenance cost reduction to unplanned downtime, and more—meaning both your goals and our goals are aimed at keeping production at optimal levels.



\* Lost Time Incident Frequency, Total Recorded Incident Frequency.



[www.metso.com](http://www.metso.com)

### **Life Cycle Services**

[www.metso.com/solutions/life-cycle-services](http://www.metso.com/solutions/life-cycle-services)

### **Metso Showroom**

[www.metso.com/showroom](http://www.metso.com/showroom)

### **Metso on Social Media**

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