

CASE STUDY: LIFTING SOLUTIONS

ADVANCING RELIABILITY THROUGH A UNIFIED APPROACH

Transforming a traditional vendor relationship into a strategic partnership to drive innovation, efficiency, and safety.



Technical expertise
“Challenge The Norm”
Specialist services
Trusted relationships

The Challenge

An established North Sea Operator was facing several operational and strategic challenges with a previous crane maintenance provider. This customer sought a transformation, moving from a customer/vendor dynamic to a collaborative partnership that would deliver shared goals and mutual benefit.

Crane maintenance costs were high, and the customer believed they were over-maintaining equipment, performing unnecessary tasks that didn't add value. This inefficiency was directly impacting crane availability and operational uptime.

This operator needed a specialist partner who could take ownership of the maintenance strategy, challenge the status quo, and deliver measurable improvements in safety, reliability, and cost-effectiveness.

The Solution

We responded with a proactive approach rooted in its “Challenge the Norm” philosophy. From day one, we embedded a Cranes Technical Authority (TA2) within the customer's organisation, providing expert guidance and leadership. The team immediately began removing non-value-added activities from the maintenance strategy, freeing up resources to focus on high-impact areas without compromising safety. EnerMech introduced several innovations, including:

- **Bespoke solutions:** A digital platform for contract management, document control, and virtual site tours.
- **Campaign maintenance model:** Combined with staggered mobilisations, this reduced downtime and increased team productivity.
- **Predictive maintenance:** Leveraging advanced condition monitoring and inspection techniques to shift from reactive to predictive strategies.

The Outcome

Within just a few months, EnerMech had fully embedded its team within the customer's operations, taking over the management of crane maintenance and operations. This allowed the North Sea Operator personnel to focus on other strategic areas of the business. Key achievements include:

- **28% OPEX savings** in the first year (3-year target achieved in year 1)
- **98.5% equipment reliability**
- **8,500 hours** of crane operations delivered
- **150 work procedures** developed
- **100% core crew retention** during and after contract transition .

After 2.5 years, the relationship between the customer and EnerMech has evolved into a trusted, strategic partnership. EnerMech continues to deliver results that align with our customer's long-term goals for a safe, reliable, and sustainable operating model.

We Delivered...

- Safe crane operations and preventive/corrective maintenance
- Emergency response competencies (e.g. Coxswain roles)
- Technical assurance for third-party charter vessels
- Engineering modifications and upgrades
- Specialist hoisting, lifting, and rigging services
- Ad-hoc personnel provision and condition monitoring

Safety First Approach

EnerMech also aligned KPIs with our customer's strategic priorities and implemented the “Think Safe, Lift Safe” deck operations safety program to reinforce a culture of safety and accountability.

One Team Culture

EnerMech embedded experts within customer's team from day one, fostering a collaborative working environment and taking ownership to drive initiatives and innovations that delivered on customer goals.

