

JOHNSTONE

BUSINESS INTELLIGENCE



CAPABILITY STATEMENT

*Better business decisions begin with understanding
people, processes, systems and data.*



Admin@JohnstoneBI.com

www.johnstonebi.com



Johnstone Business Intelligence (Johnstone BI) helps organisations improve performance, make better decisions, and achieve meaningful business outcomes through practical business improvement, data, and technology solutions.

Founded by Ricky Johnstone, Johnstone BI brings more than a decade of experience across mining, maintenance, manufacturing, agriculture, and education. We work alongside businesses to improve processes, build capability, and implement practical solutions that create lasting value. We believe successful outcomes come from understanding the business, supporting its people, and delivering solutions that are simple, effective, and fit for purpose.

Our approach is built around:

- Building long-term relationships
- Understanding the business at every level
- Providing practical, hands-on support
- Being available when it matters most
- Delivering solutions that create lasting value
- Providing cost-effective outcomes with a strong return on investment

As a husband, father, and motorsport enthusiast, Ricky understands the importance of trust, communication, and strong relationships. At Johnstone BI, we're passionate about helping businesses improve, empowering people to confidently use their systems, and creating lasting outcomes that make a real difference.

FOUNDER

**Johnstone Business
Intelligence**

CO-HOST

**Maintenance Untangled
Podcast**

SPONSOR

**Australian Innovation
Race Cars**

Proud supporter of MS Australia | 10+ industries | People, process, systems and data

OUR APPROACH

- 1 UNDERSTAND**
We learn your business — not just your data. People, process, systems.
- 2 CONNECT**
We align what's disconnected — teams, tools, information flows.
- 3 DELIVER**
Practical solutions that create lasting value and real improvement.

SOUND FAMILIAR?

- ✗ Multiple versions of the truth
- ✗ Siloed departments
- ✗ Untrusted reporting
- ✗ Tribal knowledge
- ✗ No visibility across operations
- ✗ Maintenance planning chaos



WHAT CHANGES?

- ✓ One source of truth
- ✓ Departments aligned and connected
- ✓ Trusted, decision-ready reporting
- ✓ Knowledge retained in systems
- ✓ Connected operations, full visibility
- ✓ Planning and scheduling that works

We work with you — not just for you. Every engagement is a partnership built on trust and transparency.

"The best technology in the world won't help if the process is broken and the people aren't aligned."

FROM **Silos, spreadsheets and guesswork** → THROUGH **People, process and systems thinking** → TO **Connected teams making better decisions**

Every engagement starts with understanding. Every solution starts with the source.

6 CAPABILITY AREAS. ONE CONNECTED APPROACH.

People. Process. Systems. Data.

Business Intelligence and Reporting

- Improve operational visibility
- Create trust in business reporting
- Align teams with key business metrics
- Support faster decision-making
- Turn data into actionable insights

Data Engineering, Fabric and AI Readiness

- Connect and centralise business data
- Improve data quality and consistency
- Reduce manual data handling
- Build AI-ready data foundations
- Create a single source of truth

Power Platform and Business Applications

- Automate repetitive processes
- Reduce administrative effort
- Improve field data collection
- Increase workforce productivity
- Empower teams with mobile solutions

Continuous Improvement and Process Design

- Streamline business processes
- Eliminate operational inefficiencies
- Standardise ways of working
- Improve productivity and consistency
- Support sustainable business growth

Maintenance, Reliability, Safety and Operational Excellence

- Increase plant reliability and uptime
- Improve planning, scheduling and workflow control
- Align maintenance with operations
- Improve confidence in CMMS

Business Planning and Financial Performance

- Improve budgeting and forecasting
- Strengthen cost visibility
- Enhance financial reporting
- Support strategic planning
- Enable better business decisions

UNDERSTAND
Your business
as a whole



CONNECT
People, process,
systems and data



DELIVER
Decisions that drive
real improvement

"Every capability connects back to one goal: helping your business understand itself as a whole — so the right people make the right decisions at the right time."

MINING

- Improve operational visibility
- Align maintenance and production
- Improve planning and decisions
- Strengthen safety performance
- Connect operations and finance

MAINTENANCE

- Improve planning and scheduling
- Reduce reactive work
- Strengthen work management
- Improve CMMS confidence
- Increase reliability visibility

MANUFACTURING

- Reduce downtime
- Improve production visibility
- Strengthen quality processes
- Improve inventory confidence
- Support continuous improvement

TRANSPORT

- Improve fleet visibility
- Strengthen compliance
- Improve delivery performance
- Improve asset utilisation
- Reduce manual administration

WAREHOUSING

- Improve inventory accuracy
- Increase throughput visibility
- Improve warehouse efficiency
- Reduce manual reporting
- Improve dispatch performance

SAFETY

- Improve incident management
- Strengthen investigations
- Improve corrective actions
- Streamline compliance reporting
- Focus more time on safety

AGRICULTURE

- Connect yield, sowing and weather data
- Improve seasonal planning decisions
- Improve asset and equipment visibility
- Strengthen inventory and input tracking
- Link operational performance to financial outcomes

FINANCE

- Improve budgeting and planning
- Strengthen cost visibility
- Improve forecasting confidence
- Improve management reporting
- Support better decisions

10+

YEARS IN
INDUSTRIAL OPERATIONS

8

CORE INDUSTRY
SPECIALTIES

AUS

NATIONAL COVERAGE
ACROSS AUSTRALIA

UNDERSTAND

Your operations, your people,
your real challenges



CONNECT

Systems, teams, and data
into one clear picture



DELIVER

Practical tools that drive
better decisions every day

"Real operational experience means we speak your language — not just your data language."

Our passion extends beyond consulting — we invest in community, sport, and knowledge sharing.

MOTORSPORT SPONSORSHIP

Johnstone Business Intelligence proudly supports the Australian Innovation Race Cars and grassroots motorsport.

Motorsport reflects many of the same principles we bring to business:

- Teamwork
- Planning
- Reliability
- Data-driven decision making
- Continuous improvement
- Performance under pressure

Whether on the race track or within a business, success comes from understanding how every component contributes to the bigger picture.

MAINTENANCE UNTANGLED PODCAST

Johnstone Business Intelligence proudly co-hosts the Maintenance Untangled Podcast alongside Derick Martins from Asset Optimisation.

The podcast explores real-world challenges and opportunities across:

- Maintenance & Reliability
- Safety
- Leadership
- Operations
- Work Management

Help organisations understand how maintenance, operations, safety, people and data work together to achieve better business outcomes.

**PASSION. PURPOSE. COMMUNITY.
THAT'S THE JOHNSTONE BI WAY.**

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BUSINESS INTELLIGENCE

READY TO UNDERSTAND YOUR BUSINESS AS A WHOLE?

If your business is dealing with disconnected systems, untrusted reporting, manual processes, safety administration burden, maintenance planning issues, finance visibility gaps, AI readiness problems or teams working in silos, Johnstone BI can help.

RICKY JOHNSTONE

Johnstone Business Intelligence

Phone: 0448 161 331

Email: Admin@JohnstoneBI.com

Website: www.johnstonebi.com

LinkedIn:

- [Johnstone Business Intelligence](#)
- [Maintenance Untangled Podcast](#)

