Unlocking Capacity & Certainty: From Shop-Floor Blind Spots to Strategic Excellence

OVERVIEW

A leading manufacturer's pursuit of market share growth and margin expansion was undermined by a foundational weakness: the lack of or inconsistent operational data and shop-floor visibility. The reliance on fragmented legacy systems, manual tracking via paper and spreadsheets, and disparate data formats from various machine vendors created enterprise-level blind spots and operational risk. These gaps and inconsistencies made it impossible to standardize KPIs and production data across processes and plants to establish a cohesive operational and continuous improvement strategy across its network. Operating without these required making operational decisions from lagging financial metrics that were far removed from the shop floor, and also precluded longer-term transformation efforts, including predictive operational modeling and cost-to-serve analytics.
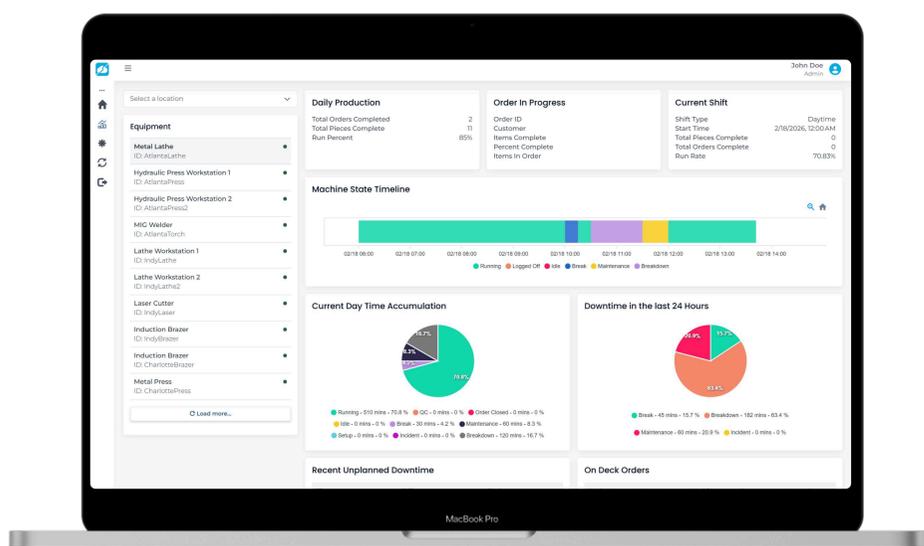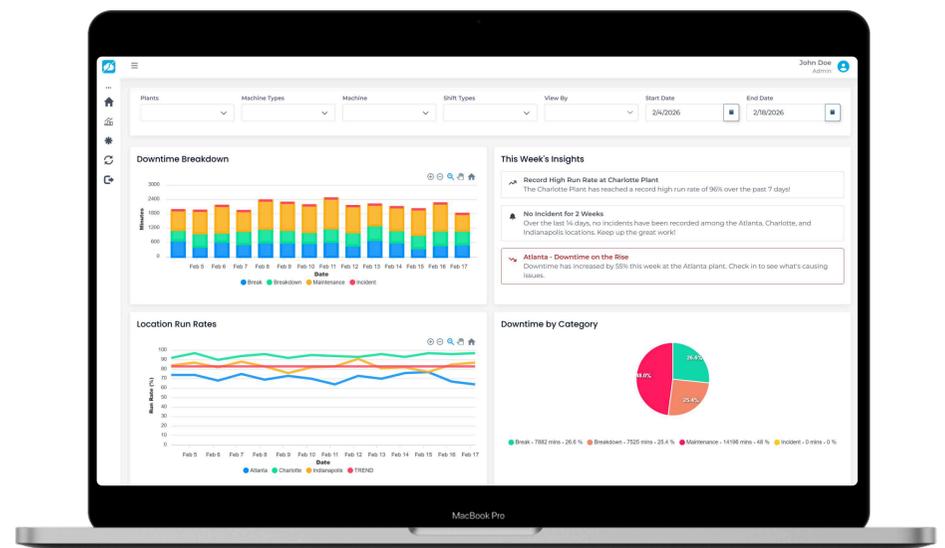
SOLUTION

Kinetech partnered with the manufacturer to deploy a custom-built, low-code application ecosystem targeted to existing workflows. The solution securely aggregates real-time telemetry from both legacy and modern machines, along with critical operator contextualization from the shop floor. This initiative was not merely a technology upgrade, but the establishment of process visibility and a strategic single source of truth that has become the bedrock for operational and financial decisions at all levels.

OUTCOMES

The new ecosystem delivered immediate results while positioning the company for analytics-powered transformation to achieve world-class execution:

- **Real-Time Visibility & Accountability:** Transitioned from lagging financial reports to live workcenter insights, enabling proactive supervision and objective, data-driven accountability.
- **Capacity Without CapEx:** Increased machine run rate by 20% and reduced job changeover time by 45%, therefore unlocking substantial capacity through better utilization.
- **Precision Capital Allocation:** Data-backed identification of true bottlenecks ensures CapEx is targeted where it will yield the highest return.

- **Reduced Operational Risk:** Standardized best practices across 100+ facilities, stabilizing On-Time Delivery (OTD) and eliminating firefighting through early delay detection.
- **Predictive Schedule Attainment:** Historical data and machine telemetry enable accurate predictive modeling for achievable daily schedules. Real-time monitoring flags delays hours early, allowing for proactive adjustments that eliminate firefighting.
- **Optimized Quoting & Margins:** Leveraged "Cost-to-Serve" analytics to identify high-profit customers and provide competitive, margin-protected quotes based on actual machine-level costs.