PRODUCTION MANAGER'S GUIDE

6 things you need to know about your production

- How to achieve your KPI's and make decisions based on real-time data

trendlog.io

6 tips for your production that will sharpen you and your company

Thank you for downloading our latest e-book.

On the following pages, I will provide your with insights into how to gain an overview that can help reduce downtime, stay ahead with maintenance, and achieve a much more efficient production.

There is no doubt that an efficient production line, running flawlessly during all active hours, requires effective and experienced personnel.

Nevertheless, I'm taking a chance as I want to share our experience with you and tell you how your team, and thus your production, can become even more efficient.

All of this without running faster or dealing with expensive standard solutions.

In this guide, I will go through the 6 things you need to know if you want a complete overview of the machines in production while increasing the figure on your bottom line.

I promise you, your time is well spent by reading through the following pages.

We have helped major companies like Midsona and Carletti streamline their production by up to 20% - and at the same time, saved them significant amounts on maintenance.

The secret is the digitization of their production - with data that is reliable.

We hope you will enjoy this e-book!

Sebastian Märcher Sandig

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CEO & Marketing, Trendlog.io

Reach your KPI's with data as a management tool

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Are you struggling to reach your KPI's in your production? The right data can be helpful.

By collecting various data from your machines and actively implementing it into your workflows, you can stay ahead of challenges such as downtime, long process times, and bottlenecks.

This provides greater predictability in relation to your strategic planning. When you know what can arise, you can better ensure that you meet your strategic objectives.

Data from your production lines can help achieve KPI's such as:

- Reduced costs
- Overall Equipment Efficiency (OEE)
- Increased output
- Lower error rates
- Higher revenue

The production industry has grown significantly in the past decade, and the need to optimize production to maintain revenue and competitiveness has become more significant.

Therefore, it is crucial that your machine operate at their maximum capacity during the planned time and deliver the right quality.

Are your machines truly as effective as they can be?

Is your machine capable of **running 100% of the planned time?** Or are you dealing with operational stops or untimely maintenance?

Are you utilizing the machine's capacity to 100%? Is production occuring at the designed capacity, or are you missing opportunities?

What percentages of production can you **actually** use?
Are there many errors and rejects?

Reach your KPI's with data as a management tool

Your machines generate a wealth of data daily, directly extractablefrom the machine. This data can provide insights into the efficiency and operation of your production.

With real-time data directly from the machine, you eliminate the need for manual calculations on paper or in Excel sheets. This provides increased precision and a more accurate picture to plan processes and workflows.

The increased digitization of production can minimize sources of errors. You stay ahead by actively using data and simultaneously prevent future errors with data.

Why does production become more efficient with digitization?

Time and resource-saving.

Data facilitates proactive planning and informing the right individuals in advance.

More precise.

Data comes directly from the machine, saving time on analysis and making you much better informed.

Increased security.

You have an overview of all machines in one place and receive notifications when something is amiss. This allows you to focus on other matters in the meantime.

2

Visualize your data

Visualize your data

To create a comprehensive overview and ensure streamlined use of data, it is advantageous to visualize your data.

This can be done, among other things, by using a dashboard.

The adavantage of a well-designed dashboard is that you can quickly and easily gain an overview of the current status and receive automatic updates about production.

Operator's dashboard

- Identify errors.
- Maintenance status
- Overview of energy consumption, allowing it
- to be compared with the production status.

Production Manager's dashboard

- Insight into how each department is performing.
- Identify areas where production can become more environmentally friendly.
- Data pointing to which levers to pull, enabling you to make the right de

Depending on your role in the company, the dashboard can display different data. As an operator, it can provide reassurance in daily operations to see that the machinery is running correctly.

For the production manager, this means having more information to make the right decisions in the future.

For example, when following up on the company's strategy.

Furthermore, you can secure your data by ensuring that all data is stored, and you always have the option to view the history of all your production lines. This allows you to make more precise forecasts based on which decisions can be made.

3

Streamline the data foundation

Streamline the data foundation

A shared data foundations becomes your greatest strength when streamlining production, as everyone has access to the same data and actively use it, from those on the production floor to the leadership.

You thus have a common language to work from, naturally fostering efficiency in workflows.

Instead of feeling constantly behind, you can now better plan to stay ahead.

This also means that you can better identify a potential need to plan a course correction or adjust the strategy to ensure that overarcing goals are achieved.

Respond **- rather than** ***react.***

You cannot make a sound decision without being throroughly informed.

When things are done hastily, overview is often lost, and reactions ensue.

However, if you are well-informed and have the right and updated data, you can stop reacting and instead *respond*.

With more data, you can also be proactive - constantly staying one step ahead.

This also has the advantage of making you stronger as colleagues across the entire company because it facilitates knowledge sharing among you.

The mutual platform eliminates the outdated culture where the loudest voice prevails.

Thus, you ensure that your production is optimized based on rational decisions, whether those decisions need to be made urgently or proactively.

CASE: Axel Månsson A/S

How Axel Månsson A/S uses data to stay ahead in maintenance

Axel Månsson is an agricultural company that has been producing organic vegetables and eggs for over 40 years.

In one of their machines, they sued to replace the knife approximately once a month.

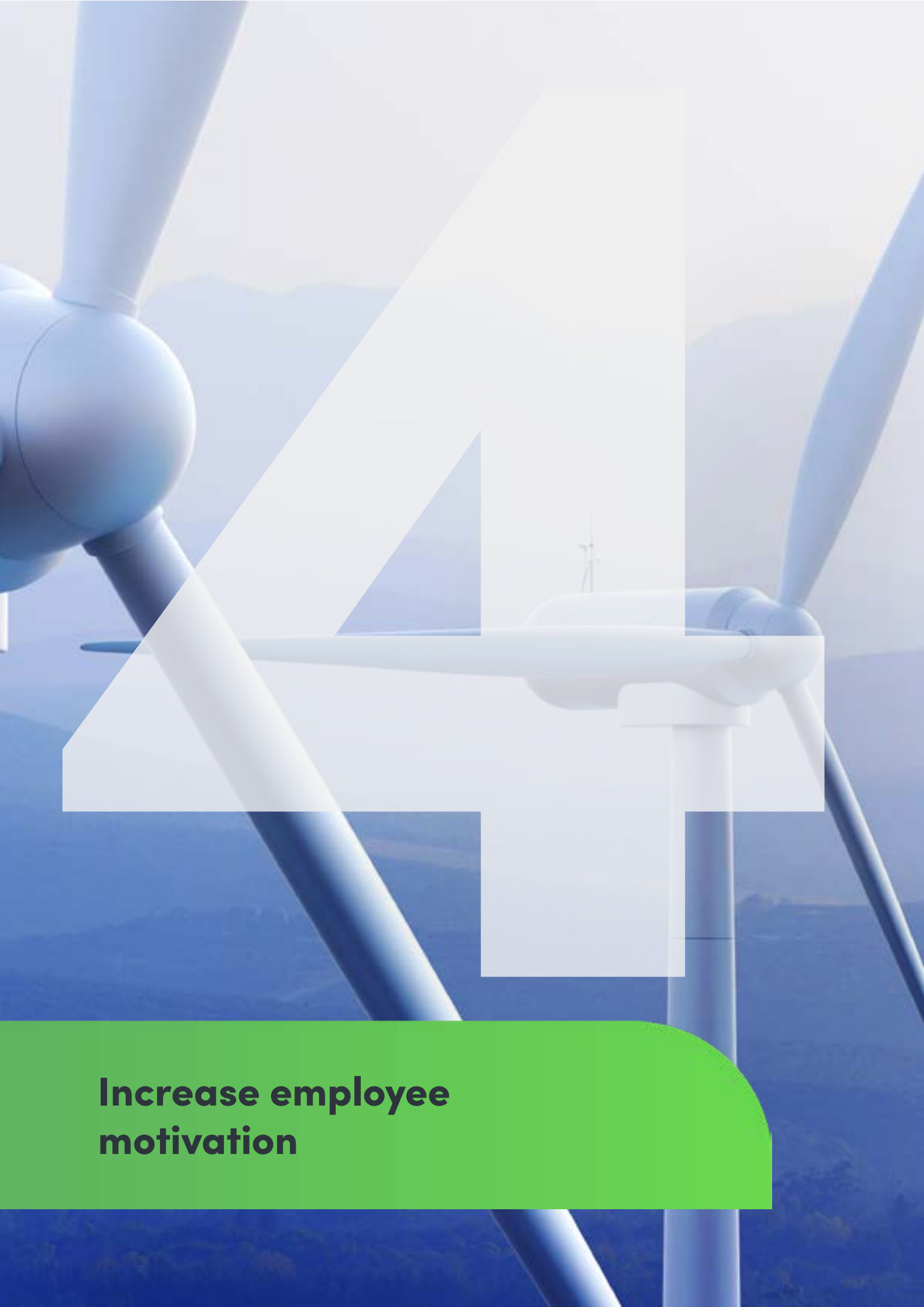
The costs where high, and the frequent replacements were an expensive activity.

By utilizing the automatic data collection, they could better assess the actual need for replacement.

The result of using automatic data collection was gaining insights into how to improve the knife maintenance, now requiring replacement only about every 1.5 years.

Decisions based on gut feeling put Axel Månsson A/S at a disadvantage when it came to choices about their expenses. Therefore, reaching their KPI's on time became a challenge.

Making the right decisions based on data has also freed up time for Axel Månsson A/S employees, allowing them to focus on things that can truly propel the company forward.



Increase employee motivation

Increase employee motivation

The use of data for optimizing both production and workflows holds very high value, not only for the management but also among the employees.

I have often observed that an operator may not necessarily have answers as to why production has been halted for a period. Nonetheless, employees are held accountable which can create both frustration and stress.

By ensuring automatic data collection from the machines and providing everyone with access to the data on a dashboard, employees receive a tool to document what has occured. This could, for example, include insights into the cause of an error, alowwing the registration of stoppage reasons.

It provides them with evidence for their challenges to the management and can provide better conditions for finding the correct solutions.

Automatic data collection in your production should NEVER be seen as monitoring your personnel.

Its primary purpose is to collaborate with your workforce and make it easier to report the production status.

It should boost their confidence to act proactively and serve as an aid in communication with leaders or other responsible parties.

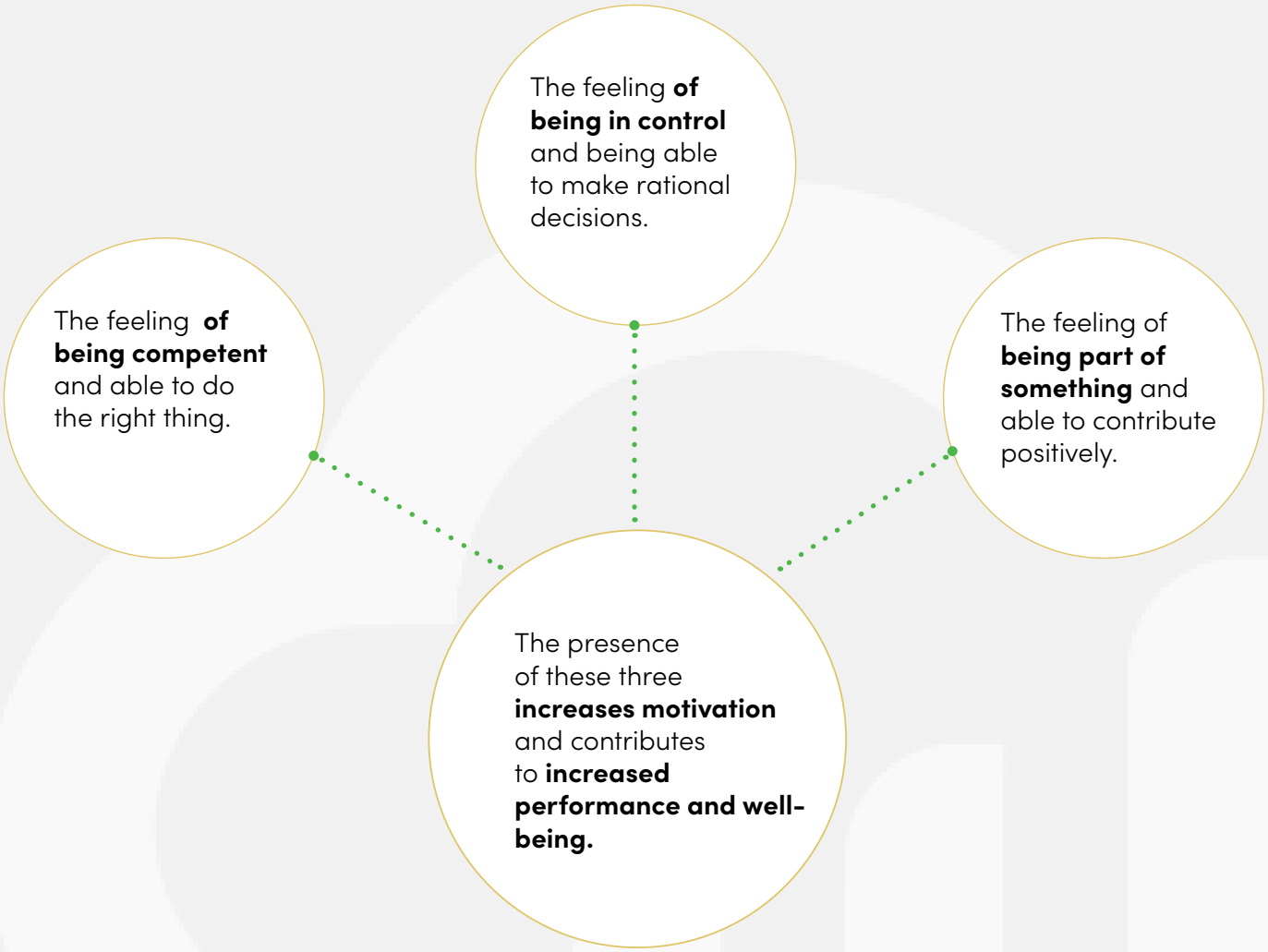
A dashboard tailored to each production line not only provides a good overview but also helps employees better understand the problem.

Employee motivation can increase when they feel involved, and the management gains more information to base decisions on.

Increased insight for individuals will also result in less discomfort in reporting errors, as the system provides an explanation for the mistake.

Increase employee motivation

Digitizing production can provide your employees with an overview that helps them make the right decisions. It contributes to increased performance and well-being.



I have seen, time and time again, how the digitization of production can contribute to more motivation and well-being among employees.

This is because they are freed from manual processes and the fear of forgetting something, thereby making fewer mistakes.

Store data in the cloud

Store data in the cloud

Now, I've talked quite a bit about data collection and dashboards, but what should you actually set up, and what is redundant?

The most important thing about your dashboard is that it is designed to provide you with exactly the overview you need while minimizing errors and saving you time.

That being said, I cannot emphasize enough how much I recommend that your data is in the cloud.

It gives you much more flexibility, which means that regardless of which device or location you are on, you can access data.

The use of QR codes is also something you should consider. If each line or machine has its own code that can be scanned, you can receive information about the line directly on your tablet or phone.

"The cloud," or in other words, Cloud, is storage and analysis services that run on servers on the internet.

The significant advantage is that you can significantly **reduce your costs** since you save substantial amounts on updating and maintaining systems.

You also get **automatic backup**, it is **adaptable**, and can often be set up faster than if you were to have servers in-house.

A good dashboard with data in the cloud should be able to:

Be flexible:

Employees should be able to access it, regardless of the department or factory they are in.

Make it easy to scan QR codes so people can quickly find the right line or machine.

Accessible from any device:

Whether your employees have a smartphone, tablet, or computer, they should be able to log in.

It saves time, and employees don't unnecessarily move around between locations.

Allow for instant reporting:

Because data can be accessed from any device, it becomes easy for employees to document and report immediately, no matter where they are.

CASE: L&P Springs

How L&P Spring's massive production stays flexible with the help of dahsboards

L&P Springs is a global company that manufactures springs for mattresses.

They have thousands of item numbers that can be produced, and between 40-45 lines, running 24 hours a day, seven days a week.

Several of the lines produce for inventory, so they have many of their products stored if a large order were to come suddenly.

In other words, with different order types and sizes, L&P Springs needs to see exactly how they can increase their production with very short notice.

For example, when a line experienced a breakdown that caused L&P Springs to fall behind in production.

With the help of Trendlog, they could use their data to gain insights into how they could reconfigure production.

Instead of throwing in the towel, they succeded in producing the customer's order anyway - And even manged to get it on the truck for shipment by 5 PM the same day.

Minimize operational stops and downtime

Minimize operational stops and downtime

It is undoubtedly expensive, and it is certainly one of the things that can give you a headache when a machine is down - but do you know what it costs you?

Costs of downtime - an example

Calculating the cost of downtime can be a complex matter as it depends on the specific product, industry, organization, etc.

It is not uncommon for downtime to cost you around 4-5.500€ per hour.

As a starting point, you can calculate the lost revenue as follows.

Lost revenue per hour = unit cost x number of united produced per hour.

Let's assume that your company injection-molds plastic items, costing around 2€ per item.

Additionally, you produce around 1500 items per hour.

2€/item x 1500 items/hour = 3,000€/hour

Only on lost revenue from items

3,000€

wasted.

Minimize operational stops and downtime

You can also look at the total downtime and your production rate to calculate how units you would have *actually* produced during the time there has been a shutdown.

Number of units not produced = average production rate x downtime

Additionally, there are costs that are not directly related to the produced items.

This should naturally be added to the lost revenue per hour, such as:

- Cost associated with repair; technicians and spare parts
- Wages for "unused" labor
- Lost customers - and the costs associated with incomplete order delivery
- Intagible costs, such as the consequences of stress
- ... and unfortunately, quite a bit more.

Of course, there are industries where individual items are much more expensive than plastic items at 1€/ piece. This is seen, among other places, in project-based productions where items are custom-made and thus in the very high price range.

It may also be that more items are produced than in the example provided, making the lost revenue per hour higher.

Data can be helpful in providing you with a more precise insight into what the lost revenue consits of and how you can reduce downtime in the future.

Minimize operational stops and downtime

When you know what causes downtime in individual machines and how it can be reduced - or entirely stopped, it becomes apparent what savings are involved in minimizing operational stops and downtime.

Here, your dashboard becomes a helpfull tool again.

Instead of wasting resources analyzing the problem, it is recorded on the dashboard.

This makes it easier for you to rectify the error immediately.

The advantage of actively using your dashboard is also that you can plan maintenance, allowing to use your resources more efficiently.

Maintenance planner is a tool that helps you simplify and plan maintenance.

Uses data to predict and plan maintenance

Frees the operator from paper and Excel sheets, thereby reducing errors

Saves time and money by eliminating untimely maintenance

Assists the operator with checklists for repairs and documentation

Data will tell you when there is a need for maintenance, and if it is scheduled, it can be done at a time that fits into your schedule.

This way, you get machines that last longer while minimizing unnecessary maintenance performed "just to be safe".

It means that the use of data eliminates unnecessary work based on gut feeling.

Timely servicing can prevent operational stops and breakdowns.

So what are the benefits of a digtized production?

So what are the benefits of a digitized production?

A more digitzed approach to production, where the use of data plays a central role, means that you do what is necessary and save the company from unnnecessary.

These advantages are achieved because automatic data collection and processing eliminate manual calculations and minimize errors.

You can thus accomplish more tasks because both time and resources are used more efficiently.

The data-driven streamlining means that you can now be more proactive in planning, rather than spending time on time-wasting tasks.

Should an unfortunate event occur, data helps you troubleshoot and be more adaptable.

This applies to maintenance planning, reducing the number of operational stops and downtime.

It is a significant step towards achieving your KPI's, and therfore, the digitization of your production also plays a major strategic role for your company.

Both you and your employees experience the streamlining of work in everyday tasks, making them easier. You all share the same overview, communicate from a common foundation, and reduce errors and uncertainty.

All of this makes your company more competitive, which ultimately reflect directly on your bottom line.

Book a consultation meeting

Would you like to see how the digitalization of your production can elevate your company to new heights?

I would be delighted to share my best experiences with you and demonstrate how you can digitize your production, make it accessible to your employees, and measure precisely what matters most to your company.

There are numerous possibilities to tailor the perfect solution for you.

I would like to offer a meeting where you go through your company so that I can assist you in sorting through the options and finding those that provide the most value.

It's free - and entirely non-binding

BOOK HERE

I am looking forward to an exciting conversation about your production!

Best regards,

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Are you an operator?
Then book a demo here, and I'll show you how the digitalization of your production can become your new favorite tool!