

Manufacturing Metrics That Really Matter

Connecting the Dots Between the **RIGHT METRICS** and **STRATEGIES THAT DELIVER THE MOST VALUE** for Today's Manufacturers

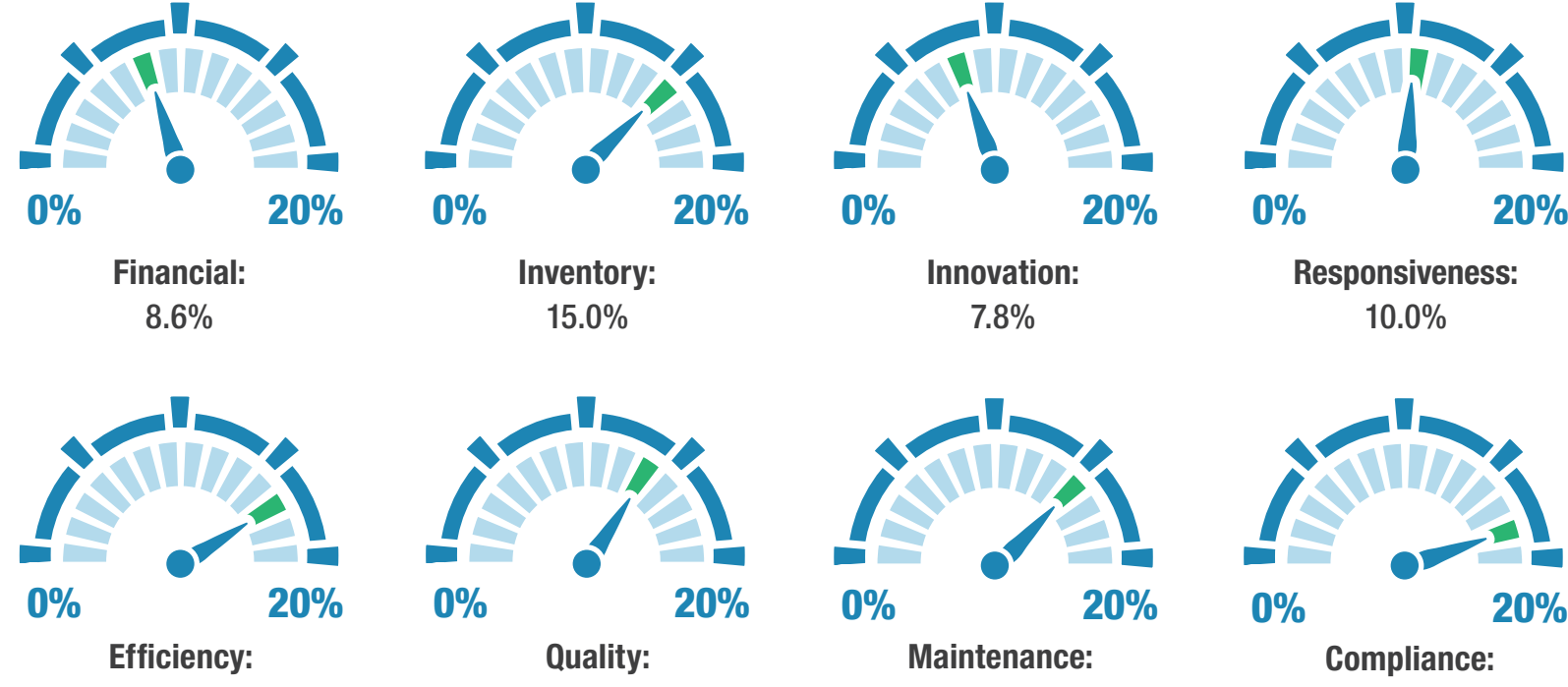
It's often said—but bears repeating: You can't improve what you don't measure. But with the breadth and diversity of financial and operational metrics available to manufacturers today, how do you ensure you're implementing the right metrics, processes, and supporting technologies?

LNS Research and MESA International teamed up to answer these and many other metrics-related questions, surveying over 200 manufacturing professionals across a wide range of industries.

Curious about how your continuous improvement initiatives stack up?

How do my company's performance improvements compare to others in industry - across these categories?

Average Manufacturing Performance Improvements from 2012 to 2013



The Research Also Shows:

72%

The average percent successful **New Product Introductions (NPIs)**, with the top 7% performers achieving **90%** or better

71

The average **Overall Equipment Effectiveness (OEE)** with the top 11% performers achieving **80** or better

How do operational metrics correlate to financial metrics?

16%

Top performers in NPI had average annual financial improvements of 16% versus 8.6% for all others

14%

Those with OEE of 80 or better had average annual financial improvements of 14% versus 8.6% for all others

How can software technology support and impact metrics programs and financial performance?

Average Annual Improvements in:



TOTAL COST PER UNIT | 13.1% Overall Average

24.1%

Users of **Operations Intelligence/Enterprise Manufacturing Intelligence (OI/EMI)**

22.5%

Users of **Manufacturing Execution Systems (MES)**



NET PROFIT MARGIN | 10.4% Overall Average

19.4%

Users of **Comprehensive Manufacturing Operations Management Suite**



ON-TIME COMPLETE SHIPMENTS | 12.5% Overall Average

22.0%

Users of **MES**

19.1%

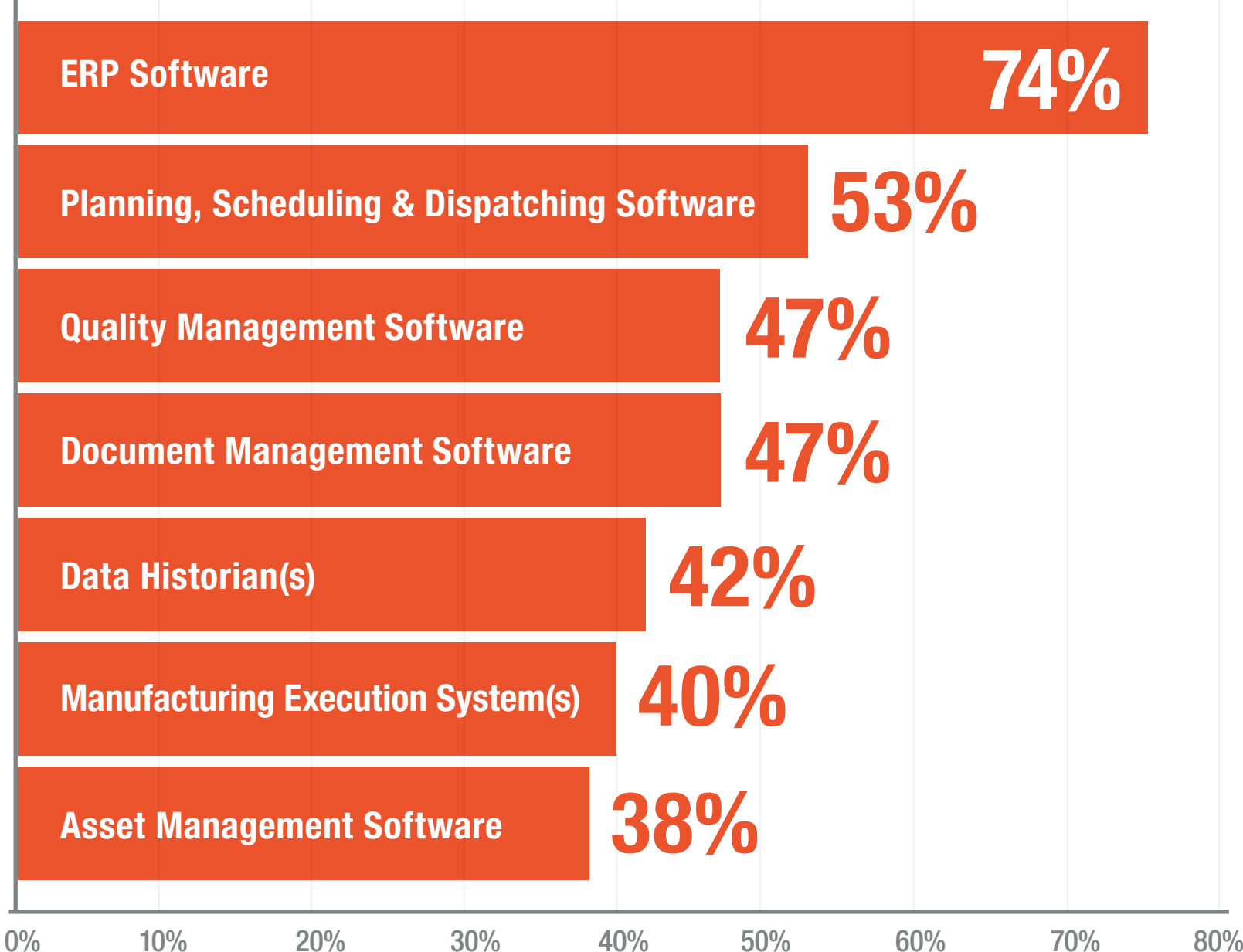
Users of **Product Lifecycle Management (PLM)**

20.4%

Users of **Quality Management**

What is the current state of manufacturing software adoption?

Manufacturing Software Applications Currently Implemented



How frequently are different manufacturing roles measuring and utilizing metrics?

There is a clear trend toward faster visibility of performance metrics for manufacturing operations. For example:

Capability to view performance information in real-time:



Line/Area Level Operators



Machine Level Operators

Capability to view performance information within a shift:



Line/Area and Plant Operators



Operations Management

Capability to view performance within one day or sooner:

What are some of the best practices I can learn from market leaders?

Join LNS Research and MESA International to Connect the Dots for Better Manufacturing Performance

Join the **webcast** on **April 16, 2014**

to learn which metrics, technologies, and strategic best practices are driving the most value for leading manufacturers today.

