




# **4 Ways Connected Manufacturing Helps Production and Operations Managers Achieve Operational Excellence**



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As a production and operations manager, your objective is to ensure that production hums along smoothly—and as efficiently as possible. And you're in a unique position to influence how your company responds to the shifts happening in your industry right now: increasingly fluctuating customer demand, manufacturing trends, and technology advancements.

Connected manufacturing is a business strategy that leverages cloud computing to harness operational and business data for greater visibility, efficiency, control, and customer satisfaction. This strategy can help you reach your objective to achieve operational excellence in four key ways.

# #1: Proactive Planning

The key to responding to customer needs and keeping costs low is how well you plan your financial, supply chain, and production activities. Your plan won't be reliable, however, if it's not based on historical data, planned strategic activities, confirmed and projected orders, external trend reports, and a bit of intuition. The more connected and holistic your plan is, the fewer escalations and exceptions you can expect—as well as lower operational costs.

Connected manufacturers with an integrated, digital financial and supply chain planning process often see numbers like:

**31 days** cash-to-cash

**90%** perfect order performance

**88%** customer retention rate



## #2: Controlling the Shop Floor

The shop floor is where material moves, product is created, and work gets done. It's where your business needs to control higher quality, drive greater throughput, and lower costs but it's difficult when information is on paper, in separate systems, or not available at all. By capturing all shop floor activities and "digitizing" them and then automating operational processes, you create a connected shop floor that enables you to know what's happening in real time.

Connected manufacturers with integrated, digital operations can expect up to:

**96%** inventory accuracy

**98%** finished product first-pass quality

**90%** production rate

### MARKET ANALYZING



## #3: Connecting the Business

Flexibility, dependability, and speed depends on how connected and collaborative your company is—both internally and with your extended supply chain. As a connected business, your people and processes are more aligned and streamlined. You spend less time collecting and collating data from multiple data sources, and more time analyzing data to make better, more-informed decisions.

Connected manufacturers report numbers like:

**10** inventory turns on finished goods

**0.24%** obsolete inventory

**0.4%** warranty costs





## #4: Unlocking People Potential

With connected manufacturing, you can free up your staff for more proactive analysis and offer insightful strategies. A holistic and reliable view of your operations instills confidence in your employees—so they aren't wasting time verifying the accuracy of the data.

Connected manufacturers empower their employees, with the right information at the right time to boost numbers like:

**41%** fewer defects

**76%** continuous quality improvements

**22%** increase in profits

[The Definitive Guide to Connected Manufacturing](#) brings together the learnings from the foremost minds in the industry to help manufacturers address the challenges they face today, improve their operations, and navigate their digital transformation journey with ease. Download your copy today.



## INDUSTRY

Foam products manufacturer for the craft, floral, display and special event industries



# 99.7%

fill rates



# 100%

accuracy in UPC number  
on products



# 60%

Increase in revenue



The ability to dynamically schedule production allows us to ensure we have the right quantities of materials at the right time.

– JIM SCATENA, CEO, FloraCraft



## INDUSTRY

Electronic components for applications ranging from LED lights to automated utility meters

300%

re-shored contracts to the U.S.

2X

doubled revenue in one year



Earned "Preferred Supplier" status on new business



We focus on what we can offer that nobody else can. Our differentiators have become better shop floor controls, advanced technology, speed-to-market and flexibility.

– JOHN SAMMUT, CEO, Firstronic





INDUSTRY

Commercial vehicle wheels and wheel-end products



**<3 hours**

to ship inventory across 20  
different product lines



**10%**

increase in productivity  
across supply chain



**200+**

systems replaced with  
a single, cloud solution



Because it's so connected, it's easy to make logical steps from MRO into maintenance and then quality into production and shipping, meaning our new system can rapidly transform how we work.

—PAUL WRIGHT, CIO AND VP OF IT, Accuride

Plex delivers connected manufacturing, for sustainable competitive advantage and improved business performance. Plex connects people, processes, suppliers, customers, machines, and systems together on one, unified cloud platform for:

- Planning and forecasting customer demand
- Controlling your shop floor with real-time visibility
- Connecting your business with everyone and everything
- Unlocking the potential of your people

Forward-thinking manufacturing Operations Managers rely on the Plex Manufacturing Cloud for a single, unified system that spans across:



Customers & Sales



Accounting & Financials



Supply Chain Planning



Human Capital



Suppliers & Purchasing

SUPPLY CHAIN PLANNING (SCP)



Products & Programs

**PLEX**  
THE MANUFACTURING CLOUD



Planning & Scheduling

ENTERPRISE RESOURCE PLANNING (ERP)



Production Management



Inventory Management



Quality Management

MANUFACTURING EXECUTION SYSTEM (MES)