eXensys
Business Performance Sustained

eXensys Micro Vertical Solution

Micro-Vertical – Hydraulic & Pneumatic Products

SEI CMMi 5

Agenda

- *Industry Overview*
- *Industry Characteristics*
- *Key Processes 'n' Challenges*
- *eXensys Best Practices*

Industry Overview

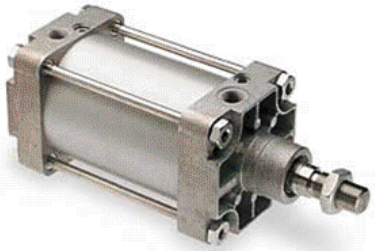
Micro-Vertical – Hydraulic & Pneumatic Products

Pneumatic products in fixed installation use compressed air because a sustainable supply can be made by compressing atmospheric air. Most industrial products use pressure of about 80 to 100 psi. The advantages of using pneumatic products are:

- Cleanliness
- Simple design
- Reliability
- Safety

Pneumatic tools

Cylinders



Solenoid valves

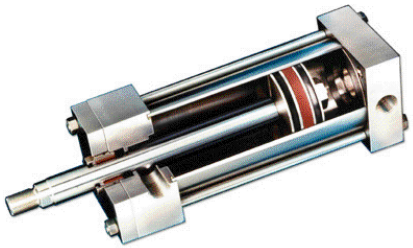
Pipes & fittings

Hydraulic products are used for the generation, control, and transmission of power by the use of pressurized liquid. Hydraulic applications are commonly used from 1000 to 5000 psi. The advantages of using hydraulic products are:

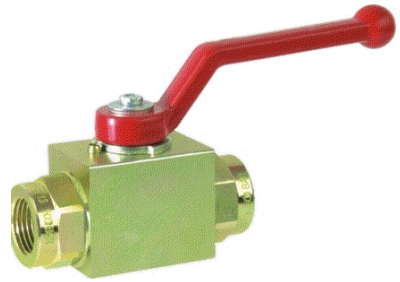
- Fluid does not absorb supplied energy
- Capable of moving higher loads

Hydraulic tools

Cylinders



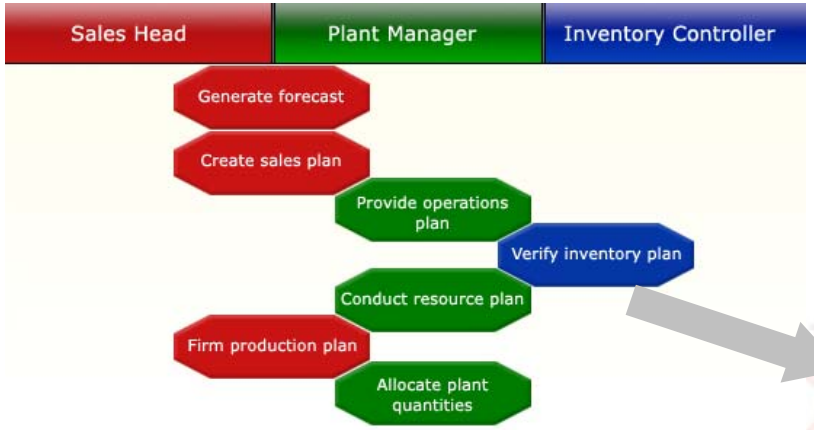
Ball valves



Industry Characteristics

Micro-Vertical – Hydraulic & Pneumatic Products

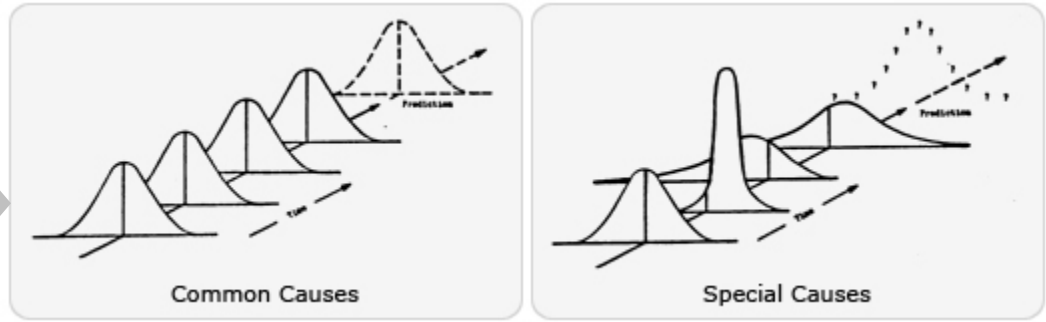
Forecasting, Sales & Operations Planning



Detailed Production Planning

Production Activity Control

Quality Inspection through SPC



Key Processes 'n' Challenges

Micro-Vertical – Hydraulic & Pneumatic Products

Key Processes

- Forecasting, Sales & Operations Planning
- Demand planning
- Detailed planning generating production, purchase orders (Standard & Sub-contract)
- Maintenance of stock at shop floor, stock at vendor
- Establishment of purchase contract with vendors
- Maintenance of variants items through SKU
- Maintenance of standard pricing & special pricing details for the finished products
- Sales of the items through distribution network

Challenges\Pain Areas

- Balancing supply & demand
- Identification of critical resources
- Tracing production lot
- Tracking customer orders for special products
- Engineering change management

eXensys Best Practices

Micro-Vertical – Hydraulic & Pneumatic Products

S.No	Pain Areas	Why do companies fail?	eXensys Best Practice
1	Balancing supply & demand	No Integrated plan to achieve Business Goals	✓Forecast and plans for anticipated end products. ✓SOP to integrate all the department's plan to achieve organizational goals.
2	Identification of critical resources	Planning not based on bottleneck Resources	RCCP to identify the bottleneck resources and Plan accordingly
3	Tracking production lot	No proper tracking of produced lot which reduces product quality	Effective lot tracking & serial number tracking to differentiate the produced lots.
4	Engineering change management	Improper change management which may lead to poor customer satisfaction	ECR,ECO to keep track of all the engineering changes

Thank You!