



eXensys Micro Vertical Solution

Micro-Vertical – Industrial Machinery

Agenda

Industry Overview

Industry Characteristics

Key Processes 'n' Challenges

eXensys Best Practices



Industry Overview

Micro-Vertical – Industrial Machinery

The market of Industrial machine manufacturing expects the following from the machine building vendors.

Machine Features

- Higher machine accuracy
- Reduction of maintenance
- Achieving high production rates
- High reliability
- Improved life of machines
- Affordable price
- Consistent quality

Standard Accessories

- Fully closed splash guard
- Pneumatic system
- Operators & maintenance manual
- Parts list manual
- Electric manual
- ATC (Only for CNC machines)
- Program storage (Only for CNC machines)

CNC Machines



CNC lathe

Vertical machining center

Horizontal machining center

Special Purpose Machines



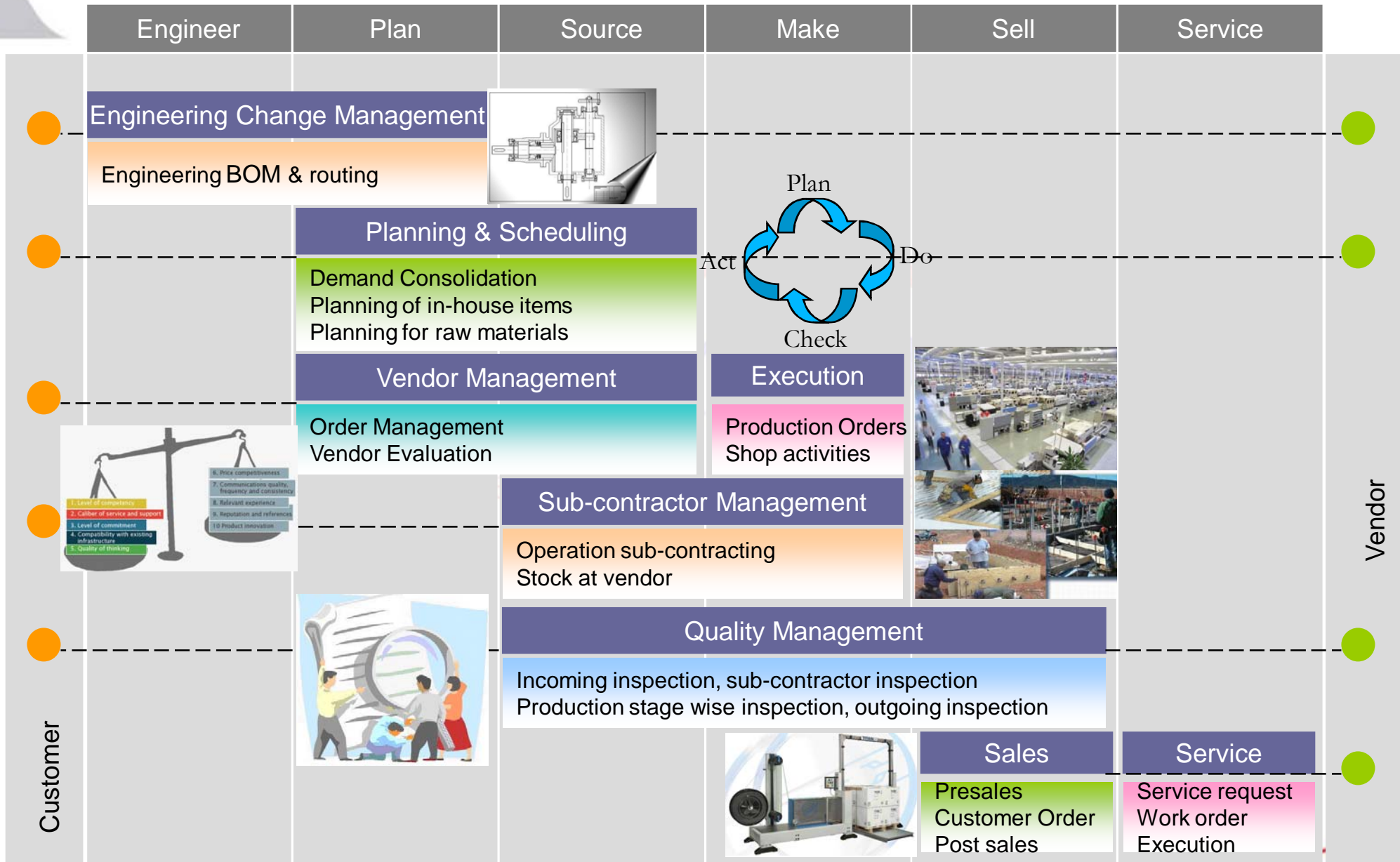
Trimming machine

Special boring machine

Assembly stations / Test rigs

Industry Characteristics

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Key Processes 'n' Challenges

Micro-Vertical – Industrial Machinery

Key Processes

- Sales enquiry and quote processing
- Demand consolidation for a user defined periods
- Detailed planning generating production, purchase order (Standard & Sub-contract)
- Maintenance of stock at shop floor, stock at vendor
- Drop shipment to sub-contractor from vendor
- Tracking of production process at sub-contractor location
- Incoming, sub-contract receipt, in-house production, outgoing quality inspection
- Preventive & predictive maintenance schedules

Challenges\Pain Areas

- Work center loading – For bottle neck operations
- Sub-contractor operations – Tracking of progress and inspection at vendor end
- Non availability of critical items
- Maintenance of critical equipments
- Tracking of production cost incurred

eXensys Best Practices

Micro-Vertical – Industrial Machinery

S.No	Pain Areas	Why do companies fail?	eXensys Best Practice
1	Work center loading for Furnace	<ul style="list-style-type: none"> ➤ Standard times not maintained ➤ Capacity factor for items not known ➤ Dates are not calculated based on bottle neck machine capacity 	<ul style="list-style-type: none"> ✓ Furnace kind of machines maintained as dense WC ✓ Work center load as well capacity occupied is known ✓ Planning streamlined for bottle neck machine ✓ Improvement in customer response time
2	Maintenance for critical equipments	<ul style="list-style-type: none"> ➤ Maintenance only on break downs ➤ No planning for spare parts ➤ No information of time taken for maintenance 	<ul style="list-style-type: none"> ✓ Machine maintenance history ✓ Schedules of preventive and predictive maintenance ✓ MTBF information ✓ Spare parts planning
3	Efficient inventory management	<ul style="list-style-type: none"> ➤ No tracking on stock on raw materials ➤ No order methodologies for items ➤ Sub-contractor stock is not known 	<ul style="list-style-type: none"> ✓ Maintenance of shop floor items ✓ Maintenance of sub-contractor stock, vendor wise ✓ Maintenance of ROL's for required items
4	Production cost calculation	<ul style="list-style-type: none"> ➤ RM consumption not known ➤ Labor information not tracked ➤ Sub-contractor stock is not known 	<ul style="list-style-type: none"> ✓ Mapping of overheads for work center ✓ Capturing of consumption of raw material in SFR ✓ Labor and overhead reporting ✓ Sub-contracting service cost information ✓ Total cost of production calculated while settling production order for the machinery produced

