



eXensys Micro Vertical Solution

Micro-Vertical – Material Handling Equipments

Agenda

Industry Overview

Industry Characteristics

Key Processes 'n' Challenges

eXensys Best Practices



Industry Overview

Micro-Vertical – Material Handling Equipments

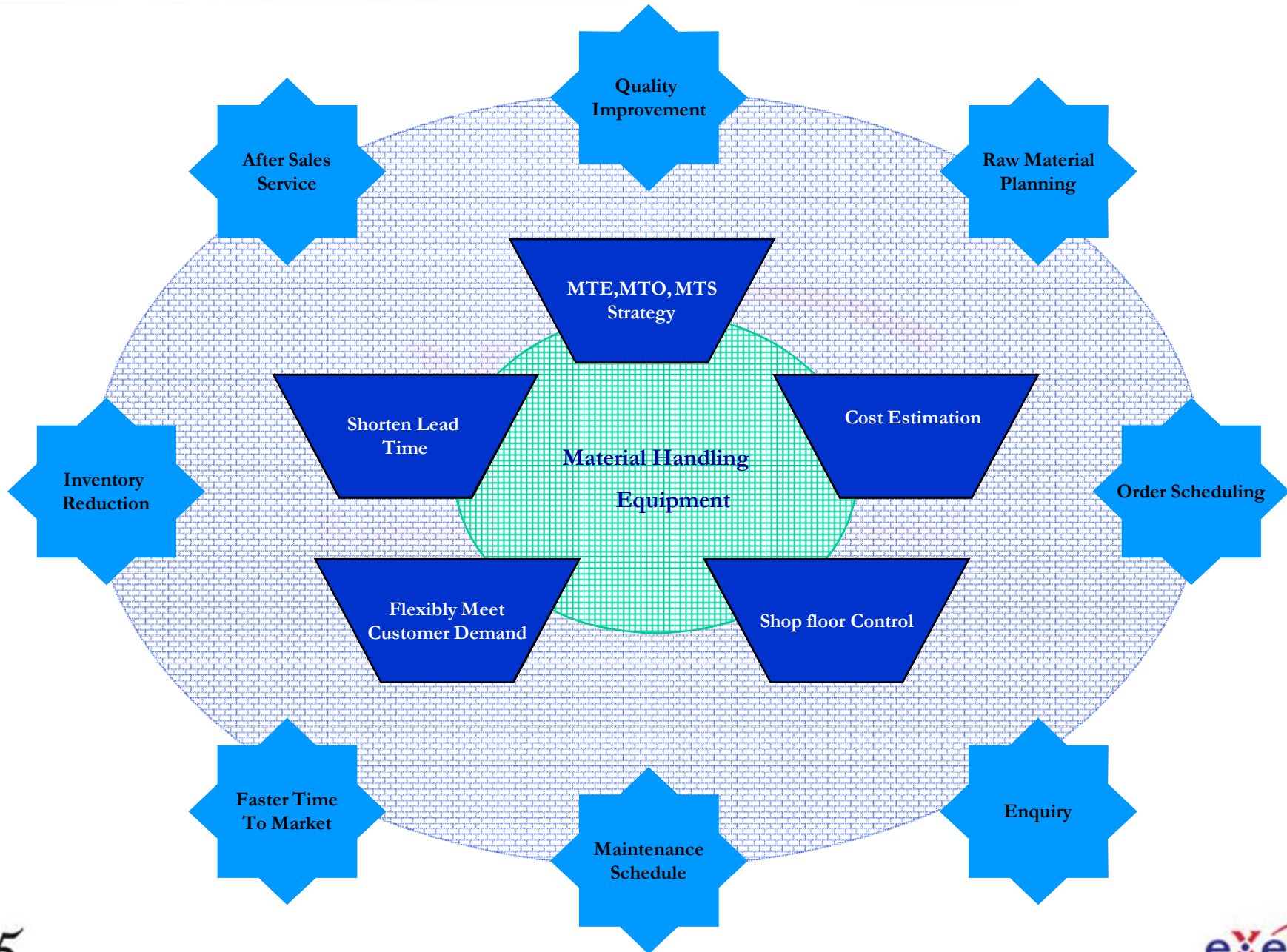
The material handling equipment are classified in four different sectors namely cranes, conveying and general equipment which includes specialist bulk handling equipment such as stackers and reclaimers, pneumatic and ash handling equipment and fork lift trucks.

Material Handling equipment manufacturers normally recommends action and remedies with a view to update technology on one hand and preparing it to meet the demand of growing user industry on the other.



Industry Characteristics

Micro-Vertical – Material Handling Equipments



Key Processes 'n' Challenges

Micro-Vertical – Material Handling Equipments

Key Processes

- New Product Development
- MTE,MTO,MTS Manufacturing Strategies
- Inventory Optimization
- Order Scheduling
- Demand Planning and forecasting
- ECO & ECR to keep track of engineering changes
- Sub Contracting to reduce capacity constrains

Challenges\Pain Areas

- Shorten Product Life Cycle
- Accurate Forecast
- Efficient Inventory Management
- Reduction of Procurement Lead Times
- Quality Control
- Service Management
- Machine Maintenance

eXensys Best Practices

Micro Vertical – Material Handling Equipments

S.No	Pain Areas	Why do companies fail?	eXensys Best Practice
1	Respond Quickly to Changing customer Demand	<ul style="list-style-type: none"> ➤ No integrated plan to achieve goals ➤ Inaccurate Forecast 	<ul style="list-style-type: none"> ✓ SOP to integrate plans ✓ Demand Planning & Forecasting
2	Reduction in production lead time	<ul style="list-style-type: none"> ➤ No input output control ➤ Improper management of orders ➤ No control on shop activities ➤ Not maintaining standard times 	<ul style="list-style-type: none"> ✓ Automatic lead time calculation based on routing ✓ Capacity calculation based on finite or infinite capacity ✓ Scheduling option for forward and backward ✓ Production order rescheduling
3	Efficient inventory management	<ul style="list-style-type: none"> ➤ No tracking on stock on raw materials ➤ No order methodologies for items ➤ Subcontractor stock is not known 	<ul style="list-style-type: none"> ✓ Maintenance of shop floor items ✓ Maintenance of stock details variant specific ✓ Maintenance of subcontractor stock details ✓ Maintenance of ROL's for items



Thank You!

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