



## Industrial Products Company Improves On-time Delivery and Reduces Inventory

Improve on-time delivery by 30% and reduce inventory by over 50% by uncovering optimization opportunities hidden deep inside your manufacturing supply chain processes.

### Pressure to Improve

If you're like our other clients, you're frustrated. You're under pressure to improve performance, but you can't get the insights you need fast enough. One described it like running through a room full of furniture with the lights out: you keep crashing into things but you have to get up and keep moving.

This situation is grossly unfair. To drive performance you need to turn on the lights with insights provided by actionable data.

The most frustrating thing is that most people are buried in data. But it's not usable because it's a hodge-podge patchwork of spreadsheets, custom apps, paper systems, and disconnected legacy systems.

Driving improvement in this kind of world is really, really hard because you're always reacting, and you're always late. You're reacting because you can't see problems until they become obvious. And you're late because it takes too long to get to actionable information. This is not a sustainable way to drive performance improvement.

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### Dealing with Yesterday's Problems

If you're reacting and you're late, you're dealing with yesterday's problems.

Expensive sort and rework efforts must go all the way back to the last good data point. That increases WIP and increases order-to-cash cycle times. Unplanned downtime impacts schedule adherence, and to compensate,



many leaders create a buffer in finished goods inventory, driving up costs. And when defects escape to the customer, they damage trust and confidence.

### Taking a Different Approach

Hertzler takes a different approach. Our system captures data immediately across all aspects of the process. This improves visibility so processes can be analyzed in more detail.

Using this approach, one industrial products client reported:

- A 30% improvement in on-time delivery
- over 50% reduction in inventory, and
- over 10% acceleration in cycle time for improvement projects

This person said, "I had these two high-powered and highly compensated engineers – really two

of my best people – spending hours scrubbing data and building databases. With GainSeeker, they now spend their time improving the process instead of cleaning data or being a shadow IT department."

By compiling disparate manufacturing data and turning it into useful, actionable intelligence, our clients are able to triage, prioritize, and address issues faster and more reliably. They are able to diagnose the root cause of problems faster, and uncover hidden opportunities to increase revenue, grow margins, and improve asset performance.

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