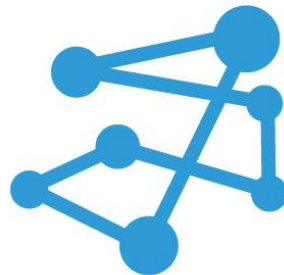


# Growth & Insight from Your Manufacturing Data

**Presented by: Mick Peters**



**APPLIED  
AUTOMATION**  
TECHNOLOGIES, LLC

Can't Measure It? ... How Can You Fix It?



# Even Woodworkers Need...

- ✓ Cut Lists
  - ✓ Bills of Material (BOM)
    - ✓ Operations for Processing (Routing)
      - ✓ Accurate Schedule
        - ✓ On Time Delivery
- ✓ \$ Profit

GOALS

MAKING

ACTION  
PLAN

PROCESS  
PARTS  
EL  
RESPONSIVE  
WEB  
DESIGN

CONTENT

PEOPLE  
RESOURCE

E-MAIL

IDEAS

IDENTIFY  
FOCUS  
AREAS

STRATEGY

CHECK  
LIST

PLAN

CREATE  
NEW  
VALUE  
CH

PEOPLE

PROFIT

LIFE  
BALANCE

SYSTEM  
PROCEDURE

SELECT  
COLOR

SOCIAL  
MED

SALES  
ESTIMATE  
EXPENSE

# Love Thy DATA



The Business Manager's Operating Manual for  
Selecting & Implementing an ERP System

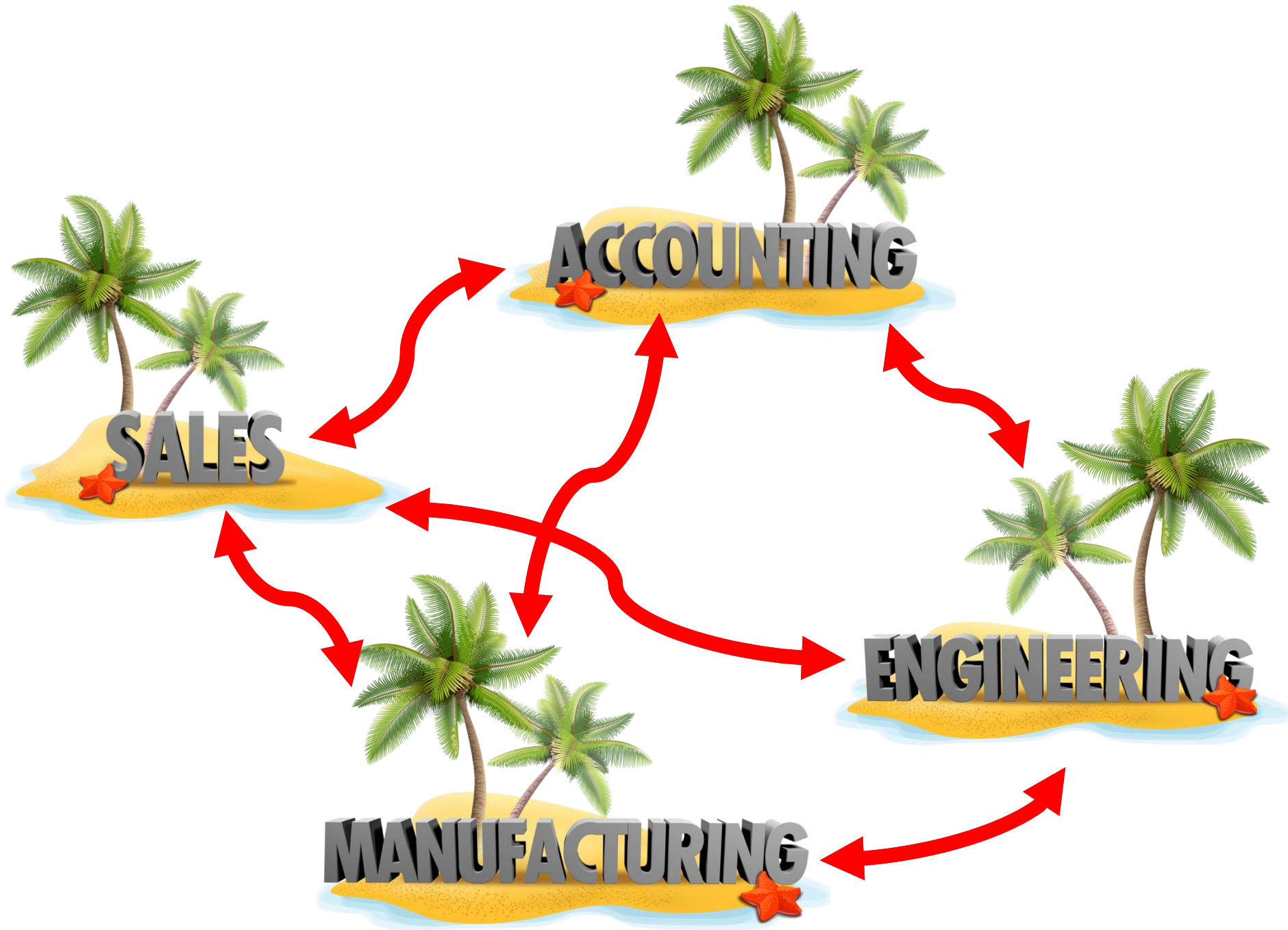
by Mick Peters



# But First, How Broad is the ROI?



Technology Investment Under Consideration	Benefits	Typical Initial Response
New CNC router	More parts/hour, Better accuracy	Yes of course!
New engineering and nesting software	More jobs/month, Better data to shop, Faster running nests	Maybe...
“Office software” ...ERP	Improves: quotes, order processing, scheduling, purchasing, inventory, project management, job tracking/costing... ... Connects Everyone to a Common Database!	Are we sure we need it? Maybe next year...





A key chapter in *Love Thy Data* is called To Catch a Thief, however; that story explains that the real thief was our company's faulty record keeping.

Your business is always seeking a goal (**profit**), which requires skill and experience, while navigating a changing business landscape.

Along the way, your company must manage diverse resources—workers, materials, machinery, facilities, to fulfill orders. In the fast-paced process, with attention focused on meeting deadlines, thieves abound, stealing profit dollars in many ways.

Each project or production order your company processes, must wind its way through a series of steps to completion. Along the way, there may be losses and delays, each one “stealing” some of your precious profit dollars. This theft is happening real-time, and will continue until it's eliminated.

Some of these costs are easily recognizable, while others lurk behind their masks, in hidden places, making them more difficult to spot.

Sure, your orders don't follow a path through crime-ridden terrain. However, each stage from bidding,

# Sales to Engineering

- ✓ “Can we make it the way  
...our customer wants?”
- ✓ “For this price?”
- ✓ “On this delivery schedule?”



Calendar

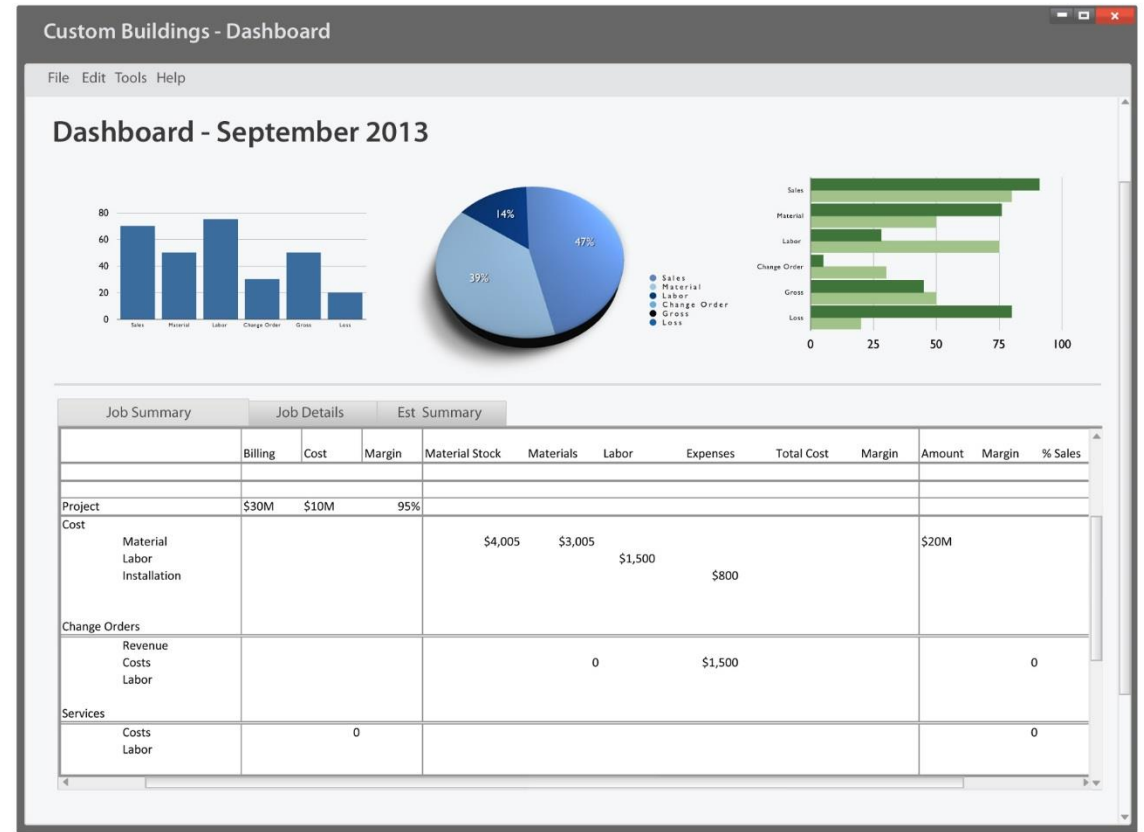
SUN	MON	TUE	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Jun 25	26	27	28	29	30	Jul 1
2	3	4	5	6	7	8
	10	11	12	13	14	15
	17	18	19	20	21	22
23	24	25	26	27	28	29

Previous Appointment

Next Appointment



# Shop Floor Communication



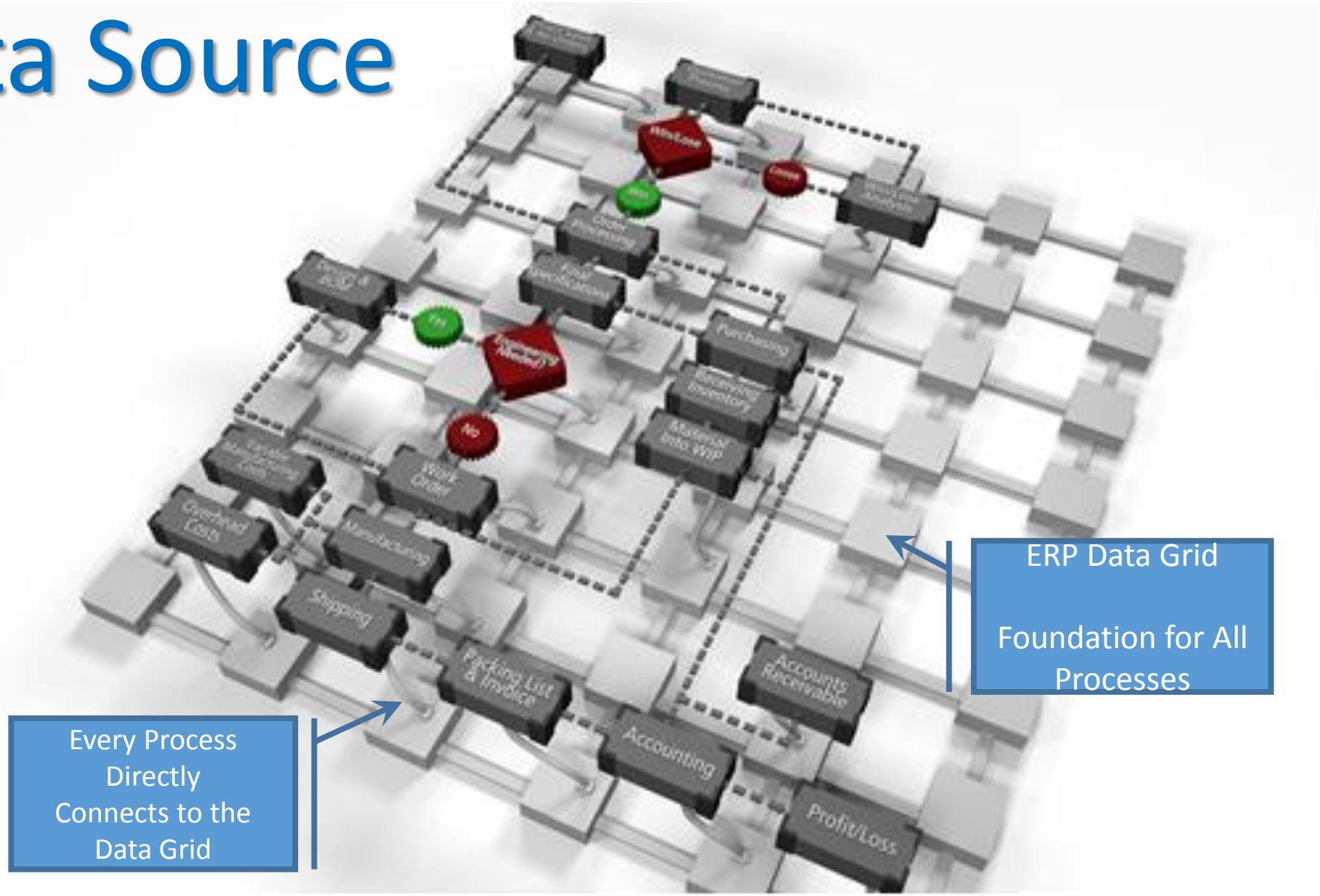
# Synchronization







# Connecting All Processes to One Data Source



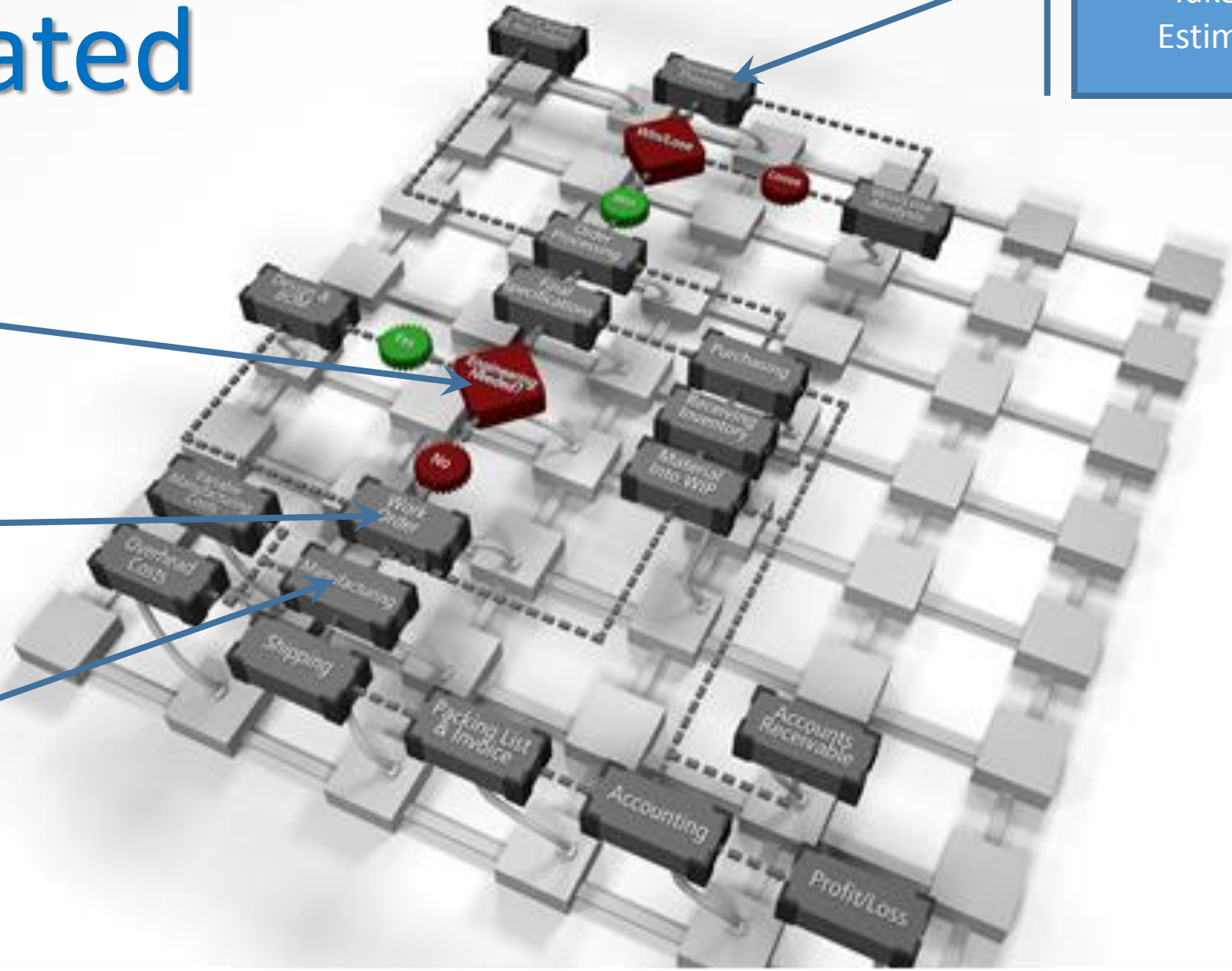
# Best-of-Breed Components All Integrated

## Take-Off, Estimating

Design  
&  
Engineering

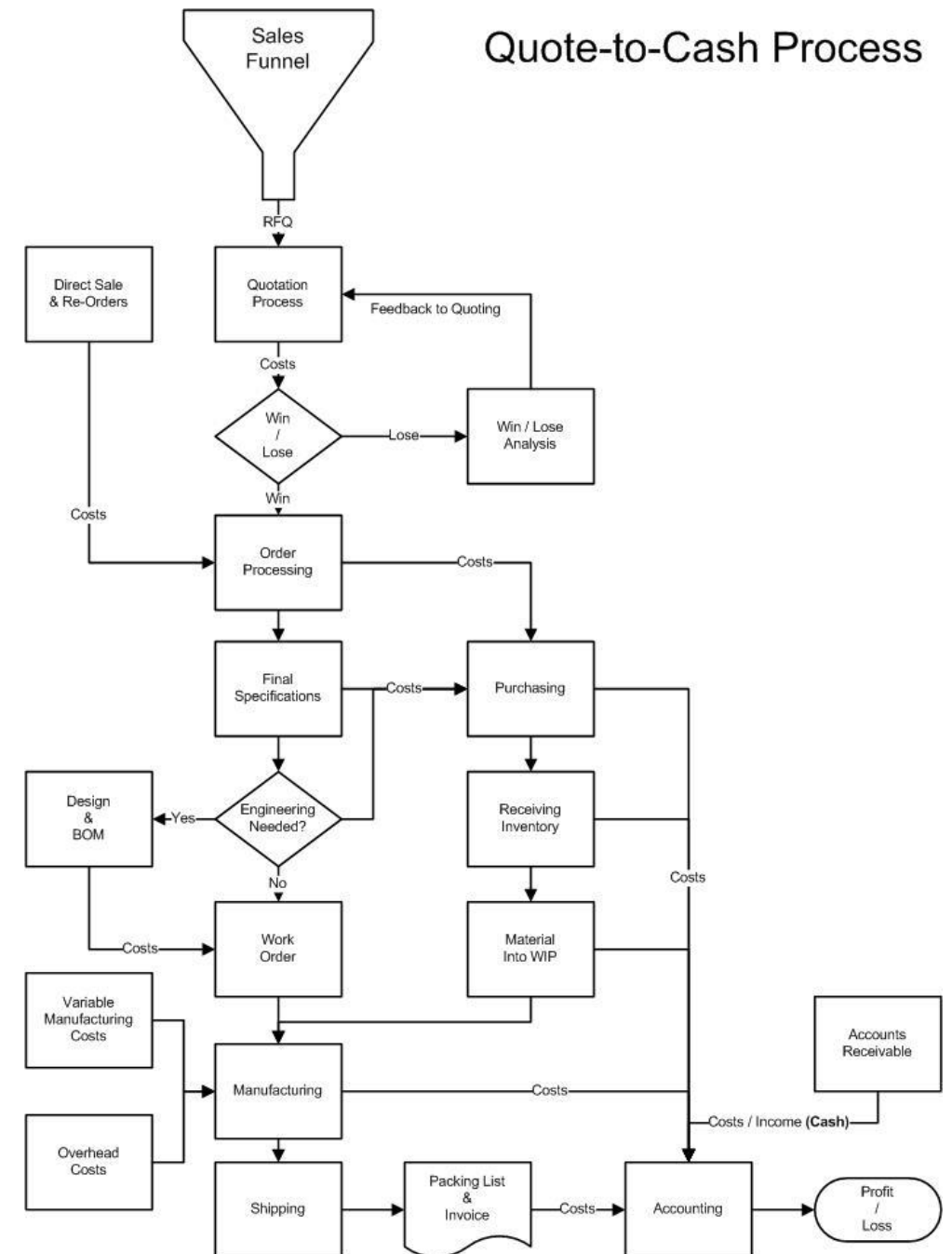
# Production Planning & Scheduling

## Optimization, Nesting, Shop Floor Control



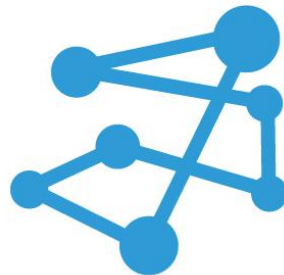
# Everything, Everyone, All Data Connected

- ✓ Direct Connections to All Data
- ✓ One Source for Master Data
- ✓ One Data Set to Protect
- ✓ Every Activity Integrated
- ✓ Duplicate Entry is Eliminated
- ✓ Standardized Input / Output for External Systems
- ✓ Processes Unconstrained by Data

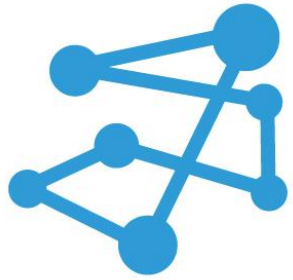


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# APPLIED AUTOMATION

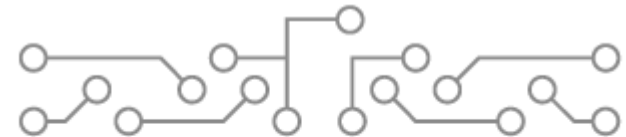
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production**COACH**

360° VIEW OF YOUR FACTORY OPERATION