

# From Manufacturing Plant Floor to P&L: Levers That Move EBITDA

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**Challenge conventional thinking and set the stage for a new approach**

## **OEE Looks Good, Until You Measure Flow**

*By focusing on flow, not just uptime & OEE, manufacturers can reduce WIP, cut lead times, and increase output without adding machines*



## **Faster Manufacturing Ramp To Volume = Faster ROI**

*In manufacturing – time to volume ramp up is directly tied to cash flow and return on investment.*



## **Don't Automate Waste**

*Automating a broken process doesn't solve the problem; it accelerates the chaos.*



## **One Bill of Material, Multiple Problems**

*Errors in the BOM ripple through the entire value chain causing wrong purchases, build issues, and delayed orders.*



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## 2 Stabilize the foundation, fix what is broken

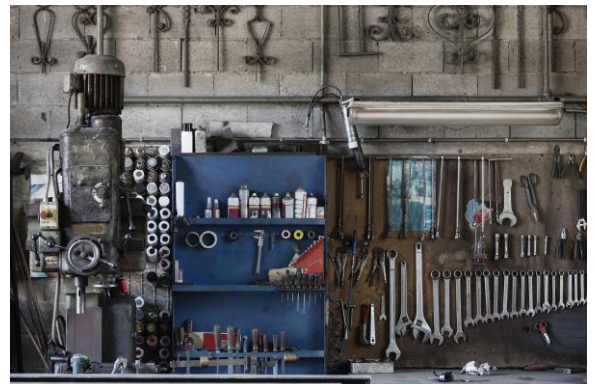
**Managing Variability = Managing Profit**  
*Implement controls to manage variability: customer demand, supplier delivery, process, etc. for smoother flow, and fewer cost overruns.*

**The Cost of Quality is Bigger Than You Think**  
*Defects lead to missed shipments, re-inspection, labor overtime, and worst of all; eroded customer trust..*



**Millions Hidden in Changeover Time**  
*Expand capacity and allow for smaller batch sizes and more flexible scheduling through reducing changeover and setup times.*

**The Hidden Cost of Poor Maintenance**  
*Unplanned downtime is one of the biggest silent killers of productivity and profitability. Reactive maintenance leads to delays, overtime & missed orders.*



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## Build execution discipline, embed repeatability & accountability

### Manufacturing Performance Lives on the Floor, Not in a File

*Real performance improvement comes from walking the floor, watching the work, and removing the friction. Slide decks and excel an are valuable, but only if they lead to visible changes at the machine, cell, or line level. The best strategies are built on data, but executed with discipline and direct observation.*



### Lean Is Not a One Time Event

*Companies launch a lean initiative, only to see improvements fade over time. Sustained performance requires an embedded operating system.*



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## Forecasting Alone Will Not Fix Inventory

*Without linking SIOP, manufacturing capacity, and material availability, better forecasts still result in the wrong inventory in the wrong place.*



## Engineering & Manufacturing: The Million Dollar Misalignment

*Design for Manufacturability (DfM) closes that gap by involving operations early, simplifying components, reducing variation, and enabling smooth assembly.*

