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TRANSFORM YOUR FACTO AUTOMATED PRODU INTELLIGENCE					010L.MIN	Utilization 1/19/21 7:00am Fusion Factor A B
Manufacturing is tough. To turn a profit, your machines and people need to work at peak e at all times. But getting the information you analyze live operations can be difficult, whic the insights to transform your business with often just out of reach. Until now.	efficienc need to h means	5				IE PF



# RODUCTION WITH DATANOMIX

# **DO YOU KNOW THE NUMBERS?**

How is production going right now? Are you tracking cycle times, machine utilization, Takt parts, and overall shift performance? Do you know your ideal level of production for each job so you can see if you are on track?

If you're like most manufacturers, understanding operations in real time is like trying to bail out a sinking boat with a leaky bucket – no matter how hard you try, gathering and analyzing the production data needed for actionable insights in real time is a never-ending struggle.

#### So what are manufacturers doing to understand their day-to-day operations? When we ask them, we get one of three answers:

- 1. Paper, Parts, and People: Every day, production supervisors spend hours tracking down info from operators and then transferring the data into spreadsheets by hand.
- 2. Their ERP System: Job data is entered into the same software that's used to track financials, supply chain, and human resources, providing insights the next day (or later).
- **3. 1st Gen Production Monitoring:** Purpose-built software uses sensors and operators enter reason codes (hopefully accurately) to contextualize production numbers.



### What do these three methods have in common?

They all require manual input, with operators and supervisors entering information about what's happening on the shop floor as soon as they can. And, they all are backwards-facing, providing data after the fact instead of in real time.

But now, there's a better way to get deep insights into your dayto-day operations in real time while collecting and consolidating the data needed to understand overall factory performance trends over time.





#### WANT MORE INFO? CHECK THIS OUT

**First-generation** production monitoring systems don't work as intended. Read our think piece and learn how to break free from mediocre monitoring.



# INTRODUCING AUTOMATED PRODUCTION INTELLIGENCE

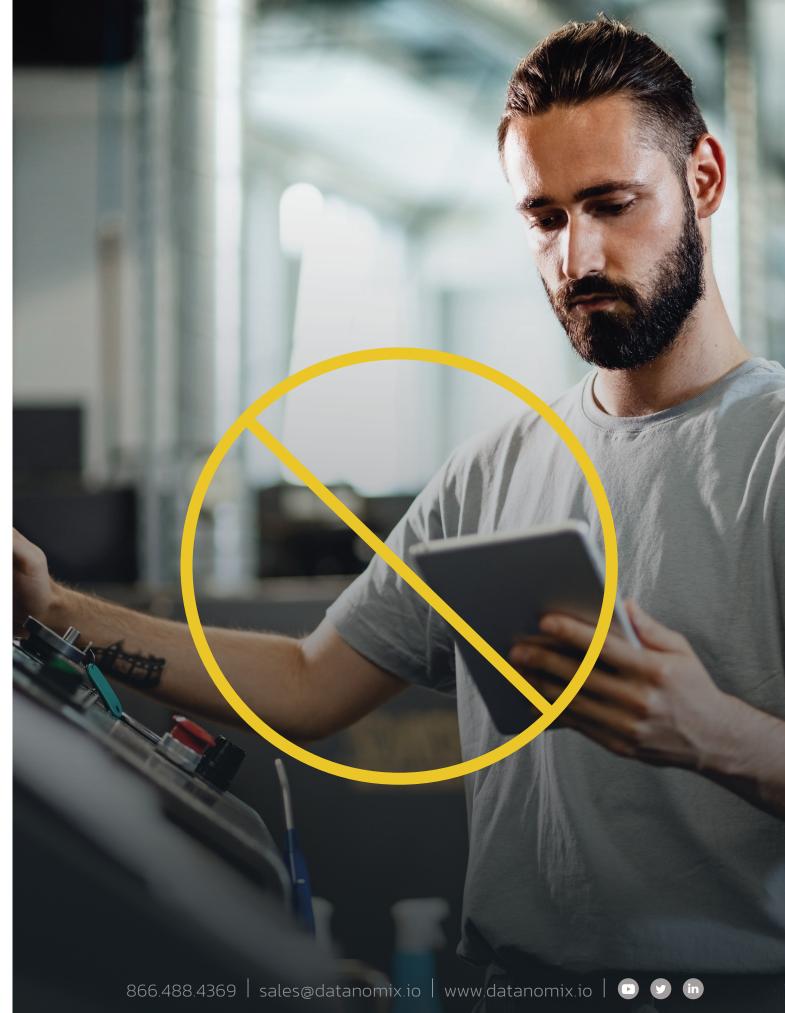
Datanomix has created the next generation of production monitoring. We call it Automated Production Intelligence. By automating the collection of data from your CNC machines and combining this with advanced machine learning to analyze the data, Datanomix allows you to deploy your best people to the jobs that need them right now—**all without operator input**!

Datanomix automatically turns raw machine data into real-time production intelligence, visualizing insights in a number of out-ofthe-box reports and dashboards. And with the help of large-screen TVs around the shop that show what's happening on the floor, your entire team rallies around good production, pushing productivity and profitability to new heights without interrupting your workflows.

"Here at Datanomix, we feel it's our duty to return valuable time, profit, and productivity to our customers. Manufacturing is a tough business, filled with tougher people who deserve to have data collection, reporting, and analysis simplified for them."



**Greg McHale** Co-Founder & CTO <u>Datanomix</u>





Datanomix Solution Overview | 3

## DATANOMIX SUPPORTS HOW YOU WORK

We know manufacturers are always busy. So when we designed the Datanomix platform, we knew we couldn't add more work to your team's plate. You just need answers. That's why Datanomix makes it simple to get the real-time production intelligence you need for day-to-day operations, as well as the historical analysis required for continual improvement.

"CNC manufacturers must deploy advanced software that delivers more information to operators, supervisors, and management, helping to amplify workforce productivity so they can do more with less."



**John Joseph** Co-Founder & CEO <u>Datanomix</u>

### Automatically Grab All Your CNC Data

Connecting Datanomix to your CNC machines is easier—and faster—than you think. Machines built since 2002 have built-in ethernet, so Datanomix can connect to a hardwired Ethernet port or use wireless Ethernet to access the rich cache of data today's CNC machines generate. Older machines can be retrofitted with sensors to deliver in-depth utilization insights. Most installs take only a few hours and we start collecting and analyzing your data immediately.

### **Benchmarks and Scoring for Every Job**

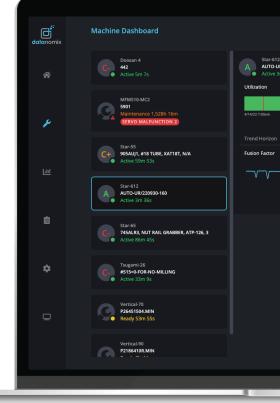
With Datanomix, you only need to run a few parts on the machine to automatically establish a benchmark for what good production looks like for every part. Datanomix understands, analyzes, and visualizes cycle times, utilizations, and throughput for each job you run, and compares the current production to the benchmark using a simple scoring system that grades real-time output from **A+ to C-**. Everyone on

the team knows where to focus their efforts.

"The Datanomix scoring system for production is a laser guidance system for where we spend our time improving outcomes."

— Jim and Wayne Langlois, Co-owners







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				Demo	
ar-612 TO-UR/220930-160 tive 3m 36s		Machine History	🔲 0 Notes	🔥 0 Alerts 🔹	
		97.2% (vs 98.2%)	JOB START: FIRST PART:	9/28 7:57pm 4/14 7:00am	
n		4/14/22 9:35am	LAST PART: TOTAL PARTS: SHIFT PARTS:	4/14 9:34am 209,370 241	
izon			JOB SETUP TIME:	59m 23s Shift	
tor	Cycle Time	38s (vs 37s)	Takt Parts	241 of 250	
/	1m 30s 1m 12s 36s		96	.4%	

Datanomix Solution Overview | 4

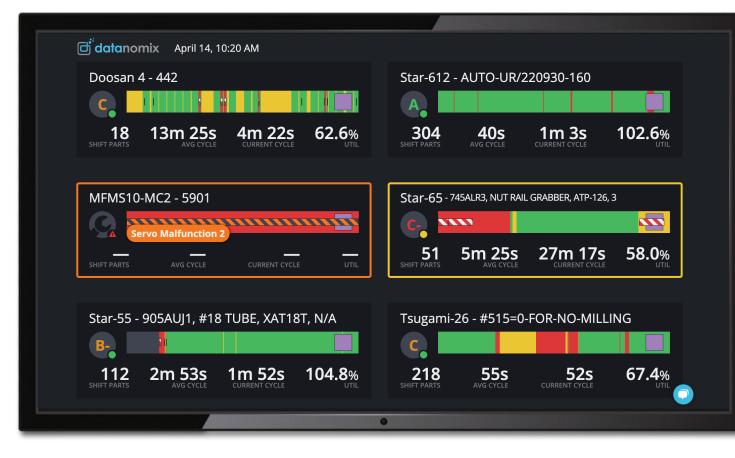
#### Look Up for Production Performance

Data and insights are only useful if everyone is on the same page, rallying the entire factory floor around performance and productivity. Datanomix TV Mode unifies and synchronizes your team by displaying live production KPIs broadcast on smart TVs around your factory. This lets your team "look up" to discuss and address performance challenges as they happen. Your best people naturally flow to the jobs that need them the most right now.

"TV Mode real-time visibility is critical to helping us stay on track to meet our customers' production schedules and address issues immediately."

— Aaron Springer, Vice President













### **Start Your Morning with Answers**

Operations managers tell us they spend 60 - 90 minutes every morning gathering information on what happened the previous day for their morning production meeting. So we created the Coffee Cup Report, an executive summary of yesterday's production that is emailed to your team every morning at 6AM. Prepare for the day ahead with insights on what happened yesterday—what went well, what didn't go well—so you know exactly where you should focus today.

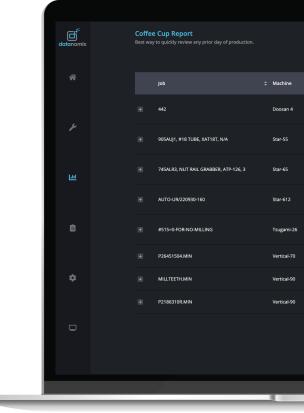
"The nice thing about the Coffee Cup Report is that, at a glance, we know what happened during the previous day so we know what we're stepping into that morning. And because we can drill down into any job or machine, we can do some preemptive troubleshooting to make sure we start the day off right."

— Craig Michaud, Director of Engineering



#### **Data-Driven Planning**

Datanomix helps you understand the raw capacity and utilization of your factory, or job specific details such as when an order will really be completed based on actual performance. Real-time data is great for live operations, but long-term improvements require understanding trends over time. Datanomix collects, stores, and analyzes all of the data so you understand equipment utilization, in-job performance, and shift statistics to see which teams are on target.







					Demo	•	4/13/22 🔻
						e	Printer Friendly
	First Part	Last Part	Fusion Factor	; Parts ¢	Cycle Time ≑	Parts/Hr ‡	Utilization ≑
	5:13am	11:28pm		87 of 126 (69.1%)	12m 44s (64.3%)	4.71/hr (64.3%)	52.96% (79.8%)
	7:53am	2:57pm		273 of 373 (73.2%)	1m 35s (91.8%)	<b>37.97/hr</b> (91.8%)	73.29% (73.5%)
	5:01am	11:29pm		458 of 497 (92.2%)	2m 25s (87.2%)	24.79/hr (87.2%)	<b>92.12%</b> (93.6%)
	6:26am	4:16pm		249 of 1741 (14.3%)	2m 43s (22.8%)	22.06/hr (22.8%)	14.34% (14.6%)
26	6:25am	4:13pm		304 of 1826 (16.7%)	2m 13s (25.7%)	27.03/hr (25.7%)	<b>20%</b> (20.2%)
	1:17pm	5:58pm		2 of 19 (10.5%)	6h 29m (13.8%)	0.15/hr (13.4%)	7.16% (16.5%)
	1:15pm	1:27pm		7 of 19 (36.8%)	2m 24s (88.8%)	25/hr (88.8%)	18.02% (41.3%)
	5:23am	8:13pm		17 of 14 (121.4%)	50m 19s (108.5%)	1.19/hr (108.2%)	<b>81.2%</b> (121.2%)

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## Take the Guesswork Out of Job Quoting

Accurate quoting can be notoriously difficult, causing issues with profitability or reducing the competitiveness of your quotes by adding too much "fudge factor". The Datanomix Quote Calibration report gives you instant access to true job performance so you can reconcile actual costs against your estimates to find the best opportunities for margin and optimization. Take the guesswork out of your quotes and know how long it takes to reliably produce specific parts.

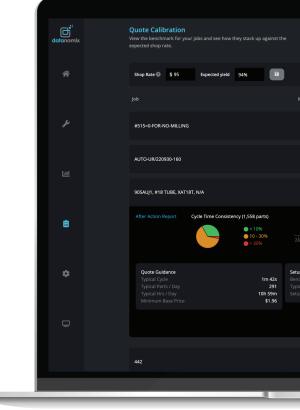
"On a per-job basis, Datanomix shows me how our jobs stack up against our shop rate, giving us the actual cost per part as well as the potential revenue we can recapture if we optimize our cycle times to be closer to the benchmark. The Quote Calibration report highlights parts that are hitting our marks and where we should focus to improve profitability."

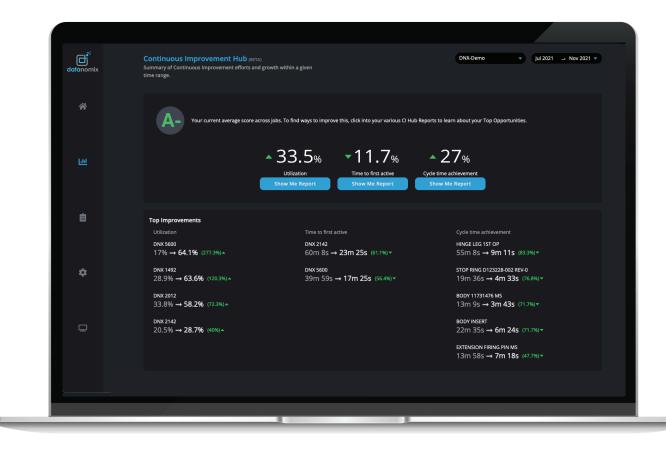
— Jamie Bell, Vice President of Operations



#### A Workflow for Continuous Improvement

The Datanomix Continuous Improvement Hub (CI Hub) is a reporting workflow designed to give business leaders and continuous improvement personnel insights into overall factory performance, as well as top opportunities for improvement. The CI Hub consolidates key performance indicators for factory health into a single dashboard that allows users to quickly track and validate improvements and identify risks and opportunities to meet factory business goals.







					All Machines	
					(	a
Machine	Benchmark	Typical	Optimization Opp	ortunity	ē	
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Star-612	\$1.32 37s	\$1.32 37s				
	¢1.67	¢1.05			4261.46	
Star-55	\$1.67 1m 27s	\$1.96 1m 42s		11.8%	\$361.46 \$0.23	
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			8s 1m <sup>1</sup> 14s 1m <sup>1</sup> 19s 1m <sup>2</sup> 7s		1m 36s 1m 42s 1m 50s	
Setup Guidance Benchmark Setup Time		18m 52s	Cl Guidance Profit Opportunity		\$0.23 / part (11.8%)	
		18m 52s 2			454.3 99.6%	
					1m 27s 1m 27s 0	
Doosan 4	\$14.01 8m 19s	\$20.26 12m 2s		24.7%	\$14,300.00 \$5.00	
		1				



## **DATANOMIX EMPOWERS EMPLOYEES**

Your team is the heart and soul of your business, and technology is only useful when it helps your people perform better. Datanomix fosters a culture of communication and cooperation by sharing data and insights with the entire team. And since Datanomix creates a histogram of machines and jobs over time, it's easy to identify opportunities to educate your operators on proper techniques and processes using data from the machines they run.

"With Datanomix, the entire company is focused on fixing the things that don't go as well as planned. So it's a motivator for me and the entire company—we know exactly how we are doing and where we can improve. Our effort creates a higher score."

-Jack Russell, Owner



## Alarms, Scheduling, and More!

Right out of the box, Datanomix delivers the reports and visualizations you need to improve across all aspects of your factory's operations. An Alarms Pareto report shows you the most common alarm codes by machine and time of day, and our Scheduling dashboard shows you the history for each job on each machine and allows you to plan out your schedule based on past results. And Datanomix is always listening for customer feedback to improve the platform.



datanomix



## **Onboard with Confidence**

We want our customers to see their operational insights in the shortest time possible so you can start realizing the return on your investment in Datanomix as soon as you can. That's why we created the Datanomix Onboarding Dashboard, an entirely new workflow and visualization for onboarding Datanomix in your facility. The Onboarding Dashboards serves as a communication hub for a faster and more seamless installation of the Datanomix platform in your factory.

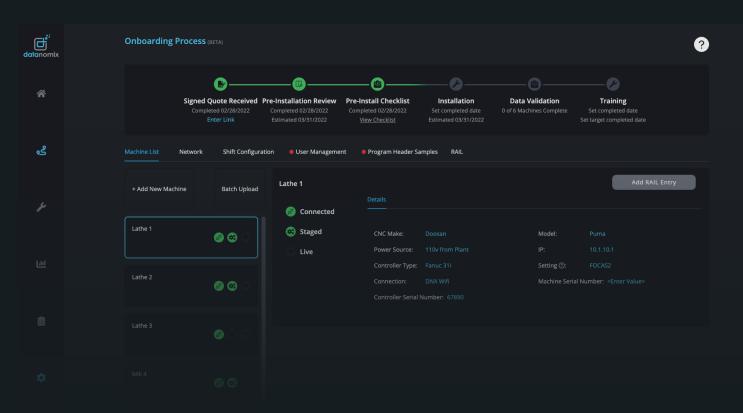
#### For Every Manufacturer

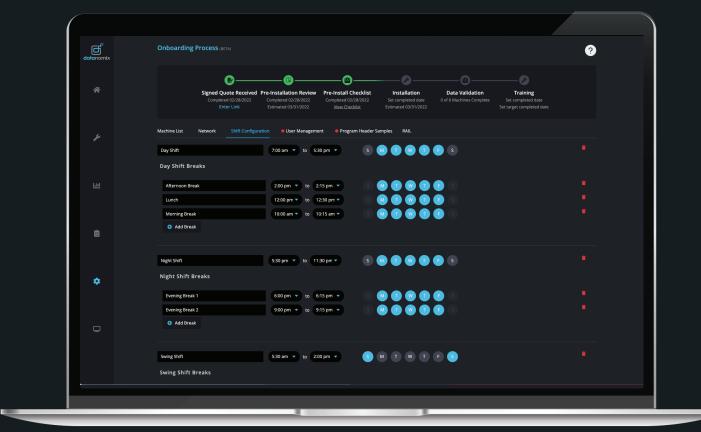
It doesn't matter if you run a high-volume production facility turning out thousands of the same parts every month, or if you machine highly-complex parts that take multiple days to finish, Datanomix gives you the data you need to optimize your operations. Datanomix is designed to quickly start delivering insights with minimal disruption to your existing workflows, allowing you to integrate Datanomix into your factory at a pace that makes sense for your business.



#### CALCULATE YOUR ROI

Find out how quickly your investment in next-gen production monitoring from Datanomix will pay for itself!









# DATANOMIX-YOUR **PARTNER FOR THE FUTURE**

To remain competitive on a global stage, manufacturers need to embrace advanced analytics that give them a real-time understanding of the efficiency of their operations. But with a shortage of data professionals and a lack of software vendors supporting the manufacturing space, it's been up to individual manufacturers to cobble together a data strategy to support their company.

Enter Datanomix. We listened to the industry and built a truly hands-off solution that delivers real-time production intelligence to give your company an always-on monitor that shows you what's happening on your floor right now, and the tools and workflows to analyze trends over time.

By delivering the insights you need when you need them, Datanomix is a partner for your future success.

#### See Datanomix In Action

- **Contact** a Datanomix Sale Representative at 866.488.4369 or sales@datanomix.io
- Request a live demo
- Watch an on-demand demo recording









#### AS SEEN ON TV!

Datanomix customers see a 33.5% increase in overall factory utilization within 3 months of installing TV Mode on their factory floor.

"We partnered with Datanomix because they are the only software platform that delivers real-time and historical insights on every part we build, and empowers every member of our team—from management to machine operators—with data to do their jobs better and faster"

-Keith Campbell, DFF Corporation

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