

Manufacturing Day 2025

Transcript

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KELLY SCHINDLER

Manufacturing is truly the backbone of our economy and of our communities. It is powered by you, the innovators, the problem solvers, the builders who keep us moving forward. This is a very exciting time to be in manufacturing. As companies continue to embrace digitalization, strengthen their supply chains, invest in their people, expand on their plants, create new products, all while navigating the challenges that we're faced in supply chain tariffs and the like.

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NATHAN PALMER

One of the most compelling examples comes from the food and beverage manufacturing industry, where we recently worked with the client that was operating with multiple disconnected systems across production, warehousing and inventory in a very difficult for them to respond to market changes or even address internal inefficiencies by integrating all of those tools into a single, cohesive platform. They gained real time visibility. We're able to make better decisions and streamline much of their operations. This is a great example of how manufacturers are embracing digital transformation to stay agile and competitive.

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SHRIKANT GOGATE

One of our global manufacturing client was facing rising cost and supply chain risks. Were rethinking the big picture of seeds, inventory and operations together for all their product lines.

While implementing ERP at their multiple plant and distribution warehouses. They could reduce these risks by 30%, and also improved their fill rates by 15 to 20% for the. These savings were reinvested in the growth and their workforce. It's a clear example of turning disruption into an opportunity.

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MIKE HENNESSEY

Let me tell you about a story about a client that was working through a problem that we were able to quickly refine and create success. They had no confidence in their ability to allocate cost amongst products and segments. We built a model from scratch, integrated into their system, that refine the labor and burn rates that discussed material variances and ultimately got them with much better product, customer, and segment profitability. Downstream, it got better. They realized there's opportunities amongst their cost tool to digitize some of their manufacturing process. And lastly, this new basis was the basis for the pricing flaws set in the next year AOP. So net net this back office success drove operational and commercial improvements.

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NATHAN PALMER

A food and beverage manufacturing client of ours embraced continuous improvement as a core part of their innovation strategy. By applying structured methodologies to optimize their manufacturing process, they were able to significantly improve overall equipment effectiveness across multiple plants. It's a clear example of how innovation isn't just about new technology. It's about using smarter processes to drive measurable results.

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SHRIKANT GOGATE

Factors. These days are adopting innovation to make this as their core beginning. So we have this client with the needed digital transformation, but one ERP powered with AI to improve their demand forecasting. They also improved their product obsolescence management and thereby cutting inventory by 20% and also boosting their own time delivery by 95%. They also freed up their warehouse space by 50%. So this shows that the innovation is not just about the technology. It's about working smarter on all fronts. People, processes and technology all at the same time.

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MIKE HENNESSEY

Innovation is key for all segments, but especially within manufacturing. Let me give you an example. Integrated business planning. We're able to quickly use artificial

intelligence to not only drive. Some of the back office models have that quickly tie into the production floor. The combination of the two quick, agile execution and quicker to market.