



## Manufacturing Performance Management

**PRODUCTION  
PERFORMANCE**

**MAINTENANCE & REPAIR  
(MRO) PERFORMANCE**



Value  
9,179.53  
11,426.60  
9,611.01  
e 7,189.65



Today more than ever, manufacturers are striving to become demand driven while sustaining high levels of efficiency and utilization. Businesses are also seeking to decrease Work In Process inventory while remaining responsive to increased demand for more customized products.

The performance analytics offered by Stratum play a fundamental role for today's customer-driven enterprise by helping businesses evaluate and better understand the efficiencies of their production operations. After all, if you want to improve order fulfillment rates, decrease inventories and boost margins, you need to measure progress against these objectives and immediately make and act on business decisions that impact them.

With Stratum, companies gain an immediate return on investment by leveraging 80+ pre-defined analyses and reports devoted specifically to measuring the performance of your production operations.

## Production Performance

### Operations Analysis

Stratum allows you to access pertinent day-to-day operational information to ensure that you can accommodate customer demand and that resources are optimally utilized. And by integrating it with other Stratum metrics, you'll gain visibility into open customer orders, forecasts and inventory levels to ensure that open work orders are satisfying demand and that you are not building inventory unnecessarily.

- Compare expected demand to supply — including inventory, in transit and existing WIP — for any product and input additional work orders as needed to meet demand
- Monitor WIP levels at the plant, department and work center level to ensure they stay within acceptable limits
- Determine what bottlenecks exist and how these can be averted to streamline the production process and avoid late shipments
- Review open orders at month end to determine what WIP exists and can be closed out
- Evaluate scheduled production and determine if the necessary resources are available

FUNCTIONS	KEY ELEMENTS ANALYZED / PLANNED	MEASURES / REPORTS (included in Stratum)	BENEFITS
Operations Analysis	Orders & Status	Production Content	Reduced WIP
	Work in Process	Work in Progress	Better control of operations
		Scheduling Efficiency	
Variance Analysis	Labor	Total Cost Variance	Reduced costs
	Material	Labor Cost Variance	Increased profitability
	Overhead	Material Cost Variance	Better cost control
		Overhead Cost Variance	
Manufacturing Scorecard	Utilization	Production Quality	Maximized Machine & Labor Productivity
	Efficiency	Performance to Schedule	Improved Manufacturing Order Cycles
	Productivity	Labor Productivity	Improved Quality of Output
	Production Variance	Machine Productivity	
	Performance to Schedule	Labor Efficiency	Increased Customer Service Levels
	Downtown	Effective Output	
	Scrap	Labor Utilization	
		Machine Utilization	
		Machine Efficiency	
	Machine Output		
	Scrap Analysis		

### Variance Analysis

Production variances are expected, but not always understood. Stratum enables you to analyze labor, material and overhead variances all the way from the plant level down to the department or shift level to pinpoint problem areas and anticipate problems before they surface.

- Analyze material cost over time to determine trends and identify areas of concern
- Analyze material usage variances by plant, department or work center to determine causes of inconsistency
- Determine if labor rate variances are increasing and why — for instance, are actual labor rates and hours increasing or are standards unrealistic
- View variances at the plant level and drill to individual departments and shifts to analyze areas of concern

## Maintenance & Repair (MRO) Performance

You can also leverage Stratum to measure Maintenance and Repairs of your production equipment. Use it to monitor machine downtime, including unplanned events. Track the maintenance history of your equipment so you can better plan and manage your future maintenance requirements and associated expenses. Easily see what your backlog is to plan machine utilization more effectively. And use Stratum to monitor the status of your work orders so you can quickly pinpoint potential delays that may impact forecasted utilization dates.

- Compare actual and standard hours across plants and departments to pinpoint labor efficiency variances
- View all variances over time to identify which ones are showing improvement and which ones require more attention

### Manufacturing Scorecard

Stratum also provides a complete set of production execution performance analytics that help you understand past performance and improve future performance and profitability in the areas of downtime, scrap, performance to schedule, production variance, standard utilization, efficiency, and productivity. And it consolidates all of these performance measurements into a single view, or scorecard, from which you can easily drill down to lower levels of detail for more in-depth analysis.

FUNCTIONS	KEY ELEMENTS ANALYZED / PLANNED	MEASURES / REPORTS (included in Stratum)	BENEFITS
MRO Analysis	Maintenance Requirements Unplanned Downtime History Backlog Status	Downtime Maintenance History Maintenance Backlog Maintenance Status	Increased sales focus Improved revenue More effective campaigns

# The Multiple Planning, Analysis & Reporting Options of Stratum

## Leverage Pre-Defined Analysis & Reporting

Stratum lets you gain an immediate return on investment by providing hundreds of pre-built business views and reports that are easily configured to your business. Plus, it's ready to accommodate you with a modular approach that lets you extend its analyses and reports across the enterprise as you need them.

## Powerful Planning Applications

Stratum reaches beyond the capabilities of other analysis and reporting solutions by letting you to model out and predict sales forecasts, pricing, inventory replenishment and more, using a collaborate budgeting and forecasting function.

## Inquiry

You can leverage Stratum's powerful inquiry capabilities to drill down into a specific area to pinpoint the answers you need. Plus, you can view the data in graphical format, making the process of analyzing the performance of your business faster and easier.

## Quick KPIs

Stratum includes more than 500 pre-defined sets of Key Performance Indicator (KPI) measurements. These KPIs give executives and managers the ability to quickly identify your company's strengths and weaknesses and provide a starting point for performance improvement by showing whether or not your business is in line with its strategic objectives.

## Alerts

With built-in alerts, you gain crucial monitoring, proactive notification, and automation capabilities that help your company adapt to changing conditions and avoid alarming scenarios pertaining to payables, receivables, budgets, sales, and inventory. Pre-set any number of business rules and let Stratum protect you from failing to respond to deviations from acceptable levels by automatically sending alerts to those people who can take immediate action.

## Dashboards

Stratum also offers dashboarding capabilities to give your executives a one-stop, graphical snapshot of the business's health. Our dashboards are easy to understand, often highlighting important KPIs, revenues by period, product sales by category, actual vs. budgeted financial indicators, and expenses by category, to name just a few. We've also made it easy for you to include Stratum dashboards on portal pages.

## Flexible Information Delivery

The options you have for delivering Stratum analyses and reports to the corporate office, plant floor, remote sales reps, customers and supply chain partners are virtually endless. You'll find that it's an ideal solution for power users who require the ability to plan, forecast and drill deeply into your organization's performance data ... and that it's perfect, too, for more casual users who simply require browser-based access to their performance metrics!

## Flexible Reporting

When you wish to send static reports of your operational analyses to internal users, customers or suppliers, Stratum lets you automate the entire process of creating, generating and distributing great-looking reports. The reports can be saved in numerous formats like Adobe PDF and Microsoft Excel. Plus, they can be systematically scheduled for regular distribution by email to any user you desire, whether internal or external to your business.

## Robust Data Repository

Stratum protects your current technology investment by integrating with and leveraging the data you already have in your ERP, CRM and other business systems. Our enterprise connectors allow you to easily extract, transfer and load your data into an enterprise data repository that ultimately becomes the "single version of the truth" for your entire business.



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