SUCCESS STORY

Despite being one of the largest electric motor manufacturers in North America, this client realized that it's business was vulnerable to threats from low-cost global competition. Like most manufacturers, they moved some of their manufacturing to countries like China and India which offered both a lower production cost as well as a growing market.

Driving Operational Efficiency

Streamlined Product Development

However, the company also understood that off-shore production won't provide a sustainable competitive advantage in the long run, so they embarked on an operational efficiency initiative that would lay the foundation for future success. This meant rethinking its corporate philosophy and promoting a more lean and agile culture across the organization.

THE CUSTOMER

The customer is a leading supplier of electric motors for residential, commercial, and industrial applications. With operations in the United States, Mexico, China, and Europe, they have the ability to serve their customers' electric motor needs on a global basis.

Offering a comprehensive line of hermetic, fractional horsepower, A/C and D/C motors as well as integral horsepower motors, this manufacturer sells their products directly to original equipment manufacturers (OEMs) as well as selling replacement motors to HVAC and pool/pump distributors.

THE CHALLENGE

After a successful Quotation Management application build, the client engaged Visvero to optimize the sample product development process in order to reduce systemic waste.

Sample products or custom prototypes were routinely developed as part of the sales process to provide the customer with an example of product quality. Prior to the project start, the manufacturer spent up to 6 months of production time developing a single custom prototype for some of its large, prospective clients. This cost the company millions of dollars in research and development time.

Sample products and prototypes were provided to prospective clients free of charge and not returned to the company even if the sale did not proceed. The development cost was simply written off at that time – a costly solution.

THE SOLUTION

This project was approached from two angles:
1. A bill of materials optimization application was designed for the sample parts to standardize the components that went into developing the sample products. The sample development process became a modular assembly operation that could be partly executed at the client's site, reducing in-house development time. The sample could also be easily un-assembled after the trial was completed and the parts were put back into the sample parts inventory where they could be used to configure other custom products.
2. A logistics application was created to track existing and new samples that were sent to prospective clients so that they could be reused by routing them to the closest plant or to another prospect's location that was nearby.

THE RESULTS

The two applications provided to the client resulted in $2 million in cost savings in the sample development process for the client. The client also realized enhanced sales efficiency as the time to develop a sample was reduced, empowering the sales team to more quickly and efficiently deliver samples to prospective customers.

The success of this project also led to a company wide adoption of lean principles and a renewed focus on innovation. The client continues to be a leader in the electrical motors manufacturing industry and has boldly advanced in the green era by offering energy efficient products and making a significant commitment to reducing their carbon footprint worldwide.

Visvero **delivered** applications resulting in an estimated **$2 Million** in **cost savings**!

ABOUT VISVERO

Visvero Inc. is a Business Intelligence Solutions Integration company headquartered in Pittsburgh, Pennsylvania. The company was spun off as a separate business unit from Datavibes, Inc. where the team was providing Business Intelligence services since 2003.

While providing business intelligence services under the Datavibes umbrella, the core team noticed a recurring challenge for clients was that their performance enhancement projects were becoming huge money pits, with varying degrees of success and consultants billing time to ongoing enhancements — never really closing out on any BI project implementation.

The Visvero team seeks to change this trend. Our goal with any BI project is to allow organizations to say,

"Business Intelligence … Done."

WHAT WE DO

Specializing in data visualization and integration allows our clients to have a consistent Vision (VIS) of Truth (VERO) across the enterprise.

The Visvero team is diverse — consisting of business consultants, technology experts and tight partnerships with software technology developers. This enables us to deliver the best Business Intelligence tools and thinking to our clients and track the progress and sources of variances when needed.

While many Business Intelligence consultants only deal with full-lifecycle projects, Visvero has developed an understanding that every organization's needs are different, and thus our services have evolved to fit our client's needs, rather than an arbitrary definition of a BI project.

Our services include specialties in the Planning, Implementation and Adoption phases of Business Intelligence projects.

HOW WE HELP: MANUFACTURING

Innovation that can grow revenues in a volatile market. That's the mandate given to manufacturers, whether they make industrial parts, computer chips or candy. At Visvero, we realize that manufacturers face intense pressure as decisions have to be made in the face of constantly changing technologies, a growing web of geographically dispersed suppliers and unexpected changes in the regulatory environment.

Our industry experts can leverage their knowledge base to guide manufacturers through this maze and achieve higher efficiency and leaner operating models. By developing web portals, balanced scorecards, executive dashboards, heat charts and integrated reporting, Visvero provides key manufacturing company executives with the ability to get instant access to relevant information across various data assets in the enterprise. We have worked with both large companies as well as mid-sized and small manufacturers.

Contact us today at info@visvero.com or visit visvero.com for more information