

ADVANCED BUSINESS INTELLIGENCE KEEPS THE BUSINESS RUNNING

DIRECT COSTS SAVINGS OF OVER \$2MILLION

About the Client:

A.O. Smith is one of the world's leading manufacturers of water heating equipment and electric motors for residential and commercial markets. The company's goal is to be a leading global water technology company, and the focus is on building this platform through new product development, global expansion, strategic acquisitions, and partnerships.



Industry

Industrial Manufacturing Company

The Project Challenges:

Being a motor manufacturing company, one of the challenges faced by A.O. Smith was to improve logistics performance by reducing industrial waste. This was followed by various operational hurdles and a business's need to keep up with the updated customer demands in the market. The company wanted Visvero to help them with:

1. Adopting a lean philosophy for operational efficiency
2. Develop better business visibility to identify sources of waste
3. Enabling an agile response to changing customer demand

Visvero's Solutions Approach:

Visvero's approach was based on developing "all-level" visibility of the source of the waste. We developed a targeted dashboard that identified function-specific efficiency opportunities and gains. By shining the light on problem areas, the managers developed creative ways to improve resource utilization, production, distribution, and inventory management. The dashboards were developed using Oracle DBMS and Qlik. Our team developed:

1. Logistics application to reduce waste and increase sales efficiency.
2. Bill of materials optimization application streamlines product prototype development.
3. Quotation management application that provides real-time inventory information for improved customer service.

Overall Performance & Results:

A.O. Smith accomplished the desired results and improved the business performance: Generated cost savings of \$2 MN by waste elimination in product development and transportation. On-time delivery due to better production scheduling. Increased sales efficiency due to improved quotation management and up-sell opportunities.

Technologies Used:



WANT TO FIND OUT IF YOUR COMPANY CAN SEE COMPARABLE RESULTS?

Click on the link below to schedule a discovery call with one of our analytics experts. We will be glad to consult with your team about your data problems and discuss possible analytics strategies, expected results and feasibility in your organization.

[Schedule a Discovery Call](#)



Analytics, That's IT!

Founded in 2003, the Visvero team offers deep—and proven—expertise in artificial intelligence (AI), big data management, business intelligence, machine learning (ML), and robotic process automation (RPA). Supporting strategic business goals, Visvero's contingent staffing, project management, and agile methodologies help ensure every project is delivered on time and within budget.

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