ECI SOFTWARE SOLUTIONS

SPOTLIGHT SERIES

Building a Repeatable Success Engine

April 22, 2026

Housekeeping Items

- ALL ATTENDEES ARE MUTED TODAY TO MINIMIZE BACKGROUND NOISE.
- PLEASE USE THE CHAT FEATURE THROUGHOUT TODAY'S PROGRAM.
- THIS EVENT IS BEING RECORDED. A REPLAY WILL BE SENT TO REGISTRANTS IN A POST-EVENT EMAIL.
- FOR ANY POST-EVENT QUESTIONS, EMAIL SME MEMBERSHIP AT MEMBERSHIP@SME.ORG.

Andre Weber

- Senior Sales Engineer | ECI Software Solutions
- 10 years of experience in the manufacturing industry, concentrating heavily on operations and scheduling

What We'll Cover

- The Integration Advantage
- Creating Your Success Engine
- Building Your Digital Foundation
- The Transition Roadmap

Manufacturing Business Maturity Model: Job Shop + Mixed-Mode

Level	State of Business Processes	
4	Optimized: Proactive Processes	• Intelligent scheduling with built-in capacity optimization • Real-time shop floor data collection and part traceability • Data-driven quoting, costing, and closed-loop quality management • Automated BOM import • KPI dashboards and analytics for proactive, data-driven decision-making
3	Improved: Foundational Automation	• Automated scheduling for capacity and materials constraints. • Digital work orders, real-time job costing, and barcoded/digital inventory within ERP • Shop floor visibility for WIP status and labor tracking • Dashboards and reporting for performance monitoring
2	Streamlined: Integrated Processes	• ERP with formal routing • BOM with purchasing and basic inventory tracking • Paper travelers and basic scheduling • Quality checkpoints not integrated
1	Basic: Manual & Reactive Processes	• Disconnected systems (QuickBooks + Excel dominate) • Job cards or prints on the floor with no formal traveler • No real-time job costing or visibility into inventory

A stop along the journey

...not the Destination

- ERP with formal routing
  - Keeps everyone aware of what needs to happen
  - Improve it for the next go around
- BOM with purchasing and basic inventory tracking
- Paper travelers and basic scheduling
  - The go to documentation that everyone is familiar with
- Quality checkpoints not integrated
  - Disconnected system upsets workflow

Growth Without Integration = More Chaos

Growing Pains

- High variability and human error
- Disconnected tools creating information silos
- No single version of truth
  - Time loss from looking in multiple places or manually moving information from one place to the next
- Limited real-time visibility
  - Manual time card processing slows response time
  - Problems often revealed the next day or later

The Integration Advantage

- BOM → Purchasing (direct linkage)
  - Barcoded/digital inventory within ERP
- Formal Routing → Scheduling
  - Automated scheduling for capacity and materials
- Shop Floor → Office (single source of truth)
  - Shop floor visibility for WIP and labor tracking
- Digital work orders and real-time job costing
  - Records are always up to date and changes are applied immediately

Reduces variability and human error

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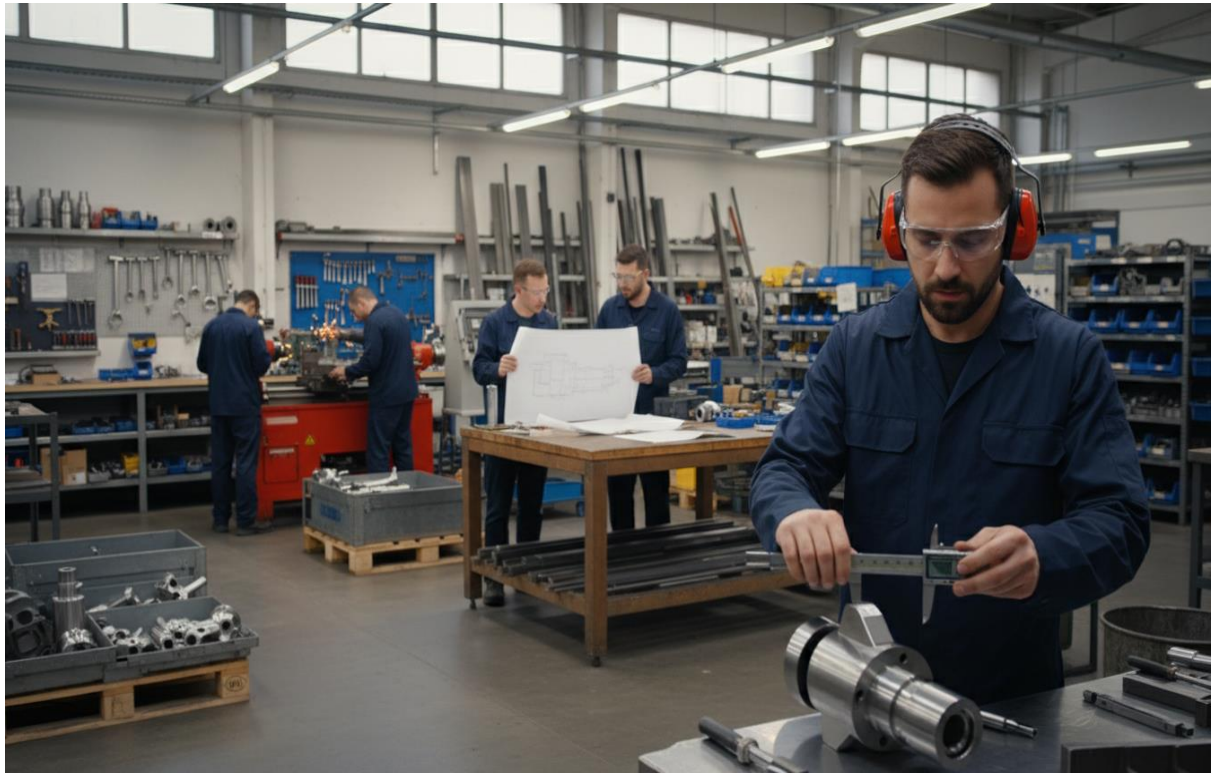
What "Streamlined" Really Looks Like

- Disciplined routing processes
- Integrated BOM management
- Automated basic scheduling
- Digital work order system
- Real-time visibility across operations



Building Your Digital Foundation

Foundation that supports growth:

- Repeatable processes
  - Routing templates makes part/job creation faster and less error prone
- Reduced manual intervention
  - Specialized operations and standard texts reduce “humdrum” tasks or errors
- Scalable systems
  - Uniform material lists cut down on inventory bloat and speeds up job starts
- Data-driven decision making
  - Dashboards and reports help quickly identify positive and negative trends

The Transition Roadmap

- Assess current integration gaps
- Implement digital work orders
  - Paper can be obsolete as soon as it is printed
- Enable real-time tracking systems
  - Handle issues today, not when you think about looking
- Deploy automated scheduling
  - Eliminate manual tasks to focus on proactive workflows
- Establish dashboards and reporting

Quick Win

Digital Work Orders and Labor Collection

- Replace paper travelers
- Real-time job status updates
- Accurate labor tracking
- Immediate visibility into WIP

Setup an easy transition to scheduling

Key Takeaways

- Integration transforms chaos into control
- Level 3 provides the foundation for sustainable growth
- Single source of truth eliminates costly errors
- Digital systems enable your team to scale efficiently

About 70% of job shops report challenges in managing workflow variability and meeting delivery deadlines.

OUR STRATEGY

Your Next Steps

63% of ERP users in manufacturing cite improved real-time visibility into shop floor operations as a key benefit.

- Evaluate your current maturity level
- Identify your biggest integration gaps
- Prioritize quick wins
- Plan your Level 3 transition

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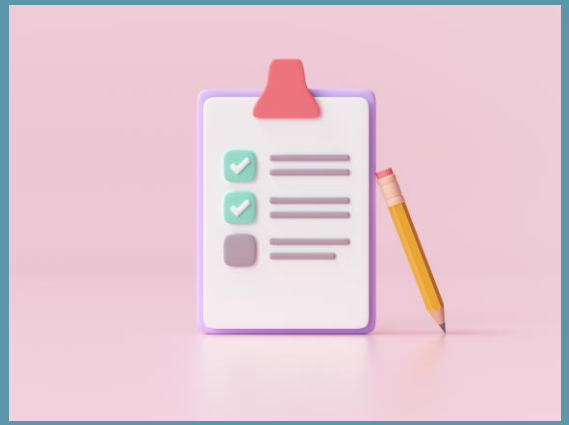

Thank you for tuning in for this program.