ECI SOFTWARE SOLUTIONS

SPOTLIGHT SERIES

Breaking the Cycle of Reactive Manufacturing

Stop Guessing & Start Growing
What is the Next Step?

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.

Lisa O'Flaherty

- Senior Sales Engineer | ECI Software Solutions
- 25 years of experience with shop-floor operations and software solutions driving client success
- Provide tailored solutions for companies seeking the full benefits of a robust, job-based system

What We'll Cover

- What Are Steps to Success
- The Cost of Manual Chaos
- Understanding the Maturity Model
- Simple Steps to Level Up
- Real-World Impact

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

Automated & Integrated

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The Cost Of Manual Chaos

Can You Relate?

- Everything depends on you knowing what's next.
- Your team asks because they can't find the info.
- You're running your business from memory.
- You're just trying to get product out the door, but the lack of visibility and control is costing you.

"If I'm not there, nothing gets done."

Industry Challenges

Challenging industry conditions are only making it more difficult for manufacturers.

Industry Challenges

- Labor & Skills Shortages
  - Experts are retiring — and taking the know-how with them
- Rising Costs & Margin Pressure
  - Guesswork Pricing and Hidden Losses
- Supply Chain Issues
  - Late materials, delayed jobs, frustrated customers
- Digital Transformation Pressures
  - Every manual step adds cost, confusion, and stress but you're stuck on whiteboards

You're reacting instead of planning

The Familiar Trap

The Fear of Change is Costing Businesses

- Manual tools like Excel, whiteboards, and paper travelers feel safe — because they've worked for years.
- The fear of disruption, lack of time, and uncertainty about where to start keep many manufacturers frozen in place—typically at Level 1.

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Moving to the Next Level

- **You don’t need a revolution—just your first next step.**
  - Focus on progress, not perfection.
  - Small wins build momentum and trust.

- **Start by standardizing and connecting what you already do.**
  - Document tribal knowledge and use shared tools to eliminate duplicate data entry.

- **Build confidence, not complexity.**
  - Choose tools that fit your workflow.
  - Train your team on one process at a time.
  - Celebrate early wins to drive adoption.

Labor & Skills Shortage

Turning Tribal Knowledge into Team Knowledge

- Start systematizing.
- Utilize simple process sheets, setup notes, and job travelers to created shared knowledge.
- Simple steps make hiring and training less overwhelming.

Rising Costs & Margin Pressure

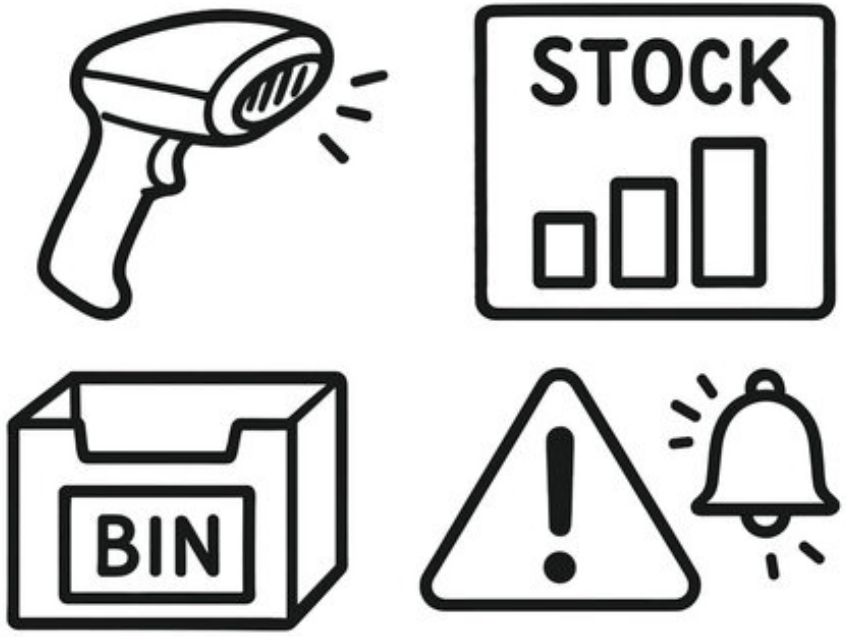
Quote with Confidence, Not Guesswork

- Start tracking the basics: hours per job, material costs, and scrap rates.
- The goal isn't perfection — it's visibility.
- Once you see where money leaks, you can start plugging holes.

Supply Chain Issues

Visibility 1.0: Your First Digital Step

- Track supplier lead times and build simple reorder triggers — even manual reorder lists or shared spreadsheets help move from chaos to control.
- Over time, this becomes the foundation for real supply chain visibility.



Digital Transformation Pressures

Visibility 1.0: Your First Digital Step

- You don’t need Industry 4.0 — you need **Visibility 1.0**.
- Start small: basic order tracking, or a cloud-based quoting/invoicing tool.
- Each digital step adds structure and predictability.

Get Out of Your Head

Your First Step Deserves the Right Tool

When you stop relying on memory and start using the right tools, the results are immediate.

- 80% fewer lost work orders.
- 20% increase in throughput.
- 15–20% YoY growth after connecting systems.

Industry-Specific Tools Built for Businesses Like Yours

- **End-to-End Visibility** with real-time job costing, inventory tracking, and intelligent scheduling — all in one connected system.
- **Scalable Growth Tools to bring** increased automation with KPI dashboards, intelligent scheduling, and closed-loop quality.
- **Empower Your Team** with documented processes and streamlined onboarding.
- **Incremental Transformation** with cloud-based tools that evolve as your business does, allowing you to start small and scale—one step at a time.

Manufacturing

SUPPORTING THE INDUSTRY FOR 30+ YEARS

- 1 in 5 US-based SMB manufacturers choose ECI as their trusted partner.
- Nearly 10,000 companies and 35,000+ users run their shops with ECI

Join Our Community

Automate your business and join thousands of manufacturers who choose ECI to run their shops.

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MARCH 25, APRIL 22, MAY 6
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May 6

Data-Driven Dominance: Achieving Foundational Automation

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Please share your feedback with us - link is in the chat!

Thank you for tuning in for this program.