# BluWave Technologies

**5 Steps to Turn Data into Profits**

# Introduction

Truth is, most companies are inundated with data from numerous sources throughout the oranization. Which begs the question, is the data being used intellignetly in an actionable manner that drives profits? For example, you have case weights on thousands of boxes of prodcuts produced each day, but how often is that data used during the shift to reduce giveaway to increase product yields? You have data on throughput for how much was produced each day, but how often is that data used to drive more production throughout shifts? An even better question is, how often is your data trend analyses reviewed to really drive continuous improvement? This short whitepaper will help you understand 5 easy steps to turn your data into profits!
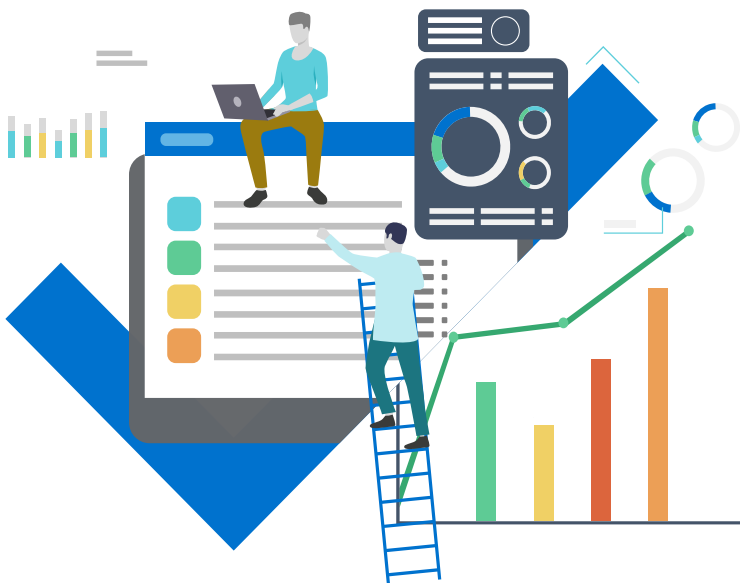
> ## "IN THE MORNING I LOOK AT BLUWAVE TO SEE OUR THROUGHPUT AND YIELDS; IT'S JUST RIGHT THERE AT HANDS REACH."
>
> **OPERATIONS EXECUTIVE**

# The 5 Steps from Data to Profits

## 01 Turn Data into KPIs

The first step in the process is to define what should be measured to make the greatest impact for your organization. These become KPIs to measure and drive results with increased profits. KPIs should be identified for each major operational pillar including Safety, Quality, Yield and Productivity. KPIs can include attributes like OEE (Overall Equipment Effectiveness) efficiencies, yields, availability, downtime, first pass quality, production throughput, incident rates and so many more. It is recommended to identify a minimum of 5 and a maximum of 10 KPIs for each respective pillar. As the old saying goes, you treasure what you measure! We need to make sure we are measureing the right things for maximum impact.

# Integrate into a

## 02 POEM System

*Performance Operational Excellence Management System*

The next step is to define a process for operational excellence. At BluWave Technologies, we promote this in a system we call POEMS for Performance Operational Excellence Management System. POEMS is based on the 4 pillars of Operational Excellence mentioned in Step 1 but also includes a defined culture that promotes Teamwork, Service, Behaviors and Commitment. In addition, we define three levels to acheivce operational excellence. The first level is the foundation of customer and regulatory compliance. The second level is the definition of the performance management system with the KPIs for the four pillars with 5-10 KPIs identified for each. For each KPI established, baseline performance is assessed and a target goal or control limits are set for monitoring and improvement. Then each KPI is measured on a regular cadence to engage managemnet and empoloyees to drive success. The third level and peak of the structue is the Operational Excellence level that fuels continuous improvements. This is achieved when the first two levels are firmly established and KPI targets are routinely raised to higher, attainable levels. Operational excellence can be an ambiguous term and goal, however, an integrated and quantified approach can turn operational excellence into a reality for any sized company. With this approach, you can write a beautiful poem that translates into profits and success.

## +10%

Average uplift in Production Throughput by using tools in the BluWave  POEM System.

# Data Management

## 03 Establish Effective Data Collection Methods



Once you have defined what data and KPIs can make the greatest impact, the net step is to decide how to collect the data. Paper-based systems are so last century and the worst way to collect data. Information on paper cannot be used or managed effectively to optimize operations. In addition, paper-based systems take significant time to collect and report information while being prone to frequent human errors. It is highly recommended to digitize electronic record keeping systems that collect and aggregate data into a centralized database that can be used for reports and analytics. Any type of form can be digitized. IoT sensors can be used to automatically collect information from equipment. Then, software paramenters can be establised to assure the accuracy of the information collected. Upper and lower target levels can be set for Statistical Process Control (SPC) capabilities. Targets can be defined. Digitized records can be collected much faster with greater impact and infinite capabilities.

## 04 Report & Manage the Results

When the data is collected in a software system like BluWave or other platforms, it can be reported in a wide variety of ways. The reactive days of the big white board in the production departments with yesterday's results should be long gone by now. These should be replaced with monitors in production, management and break areas that provide real-time results with brilliant data visualization on easy to read KPI performance dashboards. Every employee should be able to instantly see how you are doing and make real-time adjustments to correct issues and assure targets are met throughout each day. The other key advantage is the ability to overlay results from multiple production lines or plants to see performance on a single dashboard that facilitates a healthy competition and positive reinforcement. Last, results can be reviewed and managed at regular intervals with trend analysis over defined periods to serve as inputs during management review meetings.

*"The Key to creating a culture of continuous improvement is to establish tools that help employees practice and implement industry-leading strategies. The goal is to empower your plant by connecting people and technology for the betterment of your organization and brand."*

# The Peak of OPEX

## 05 Drive Continuous Improvements

Continuous Improvement is the peak of operational excellence systems. Operational excellence is achieved when all four pillars of Safety, Quality, Yield and Productivity run consistently on all four cylinders while optimizing performance in a culture that fuels continuous improvement. KPI targets are reset to higher levels when prior ones are consistently achieved. Success is celebrated. Employees and managers are engaged and empowered. Morale is higher. Employees stay longer where they feel involved and appreciated. And in the end, data turns into profits that allow the company to grow, reinvest, reward and retain good people.

### Digitize.
BluWave Forms enables operations to easily digitize existing paper systems to increase data collection efficiency.

### Optimize.
BluWave Reports help management automate data reporting and integrates all platforms for results monitoring.

### Profitize.
BluWave Dashboards visually track and trend all operations performance results with built in tools to help you improve.

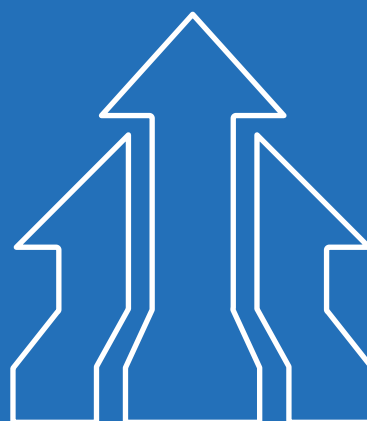## SMARTER DATA COLLECTION FOR FASTER RESULTS

## 30%
of small to medium manufacturers identify that the lack of automation, IIoT and business intelligence technology as one of their top impediments to growth.

# Conclusion

Turning Data into Profits can be difficult alone. That's why BluWave is with you on the forefront of digital transformation. Through our service-based approach, we are able to help companies kickoff their exciting journey from Paper to Profit within weeks, not months.

We encourage your company to start or accelerate your journey towards Operational Excellence today! BluWave Technologies makes it easy to bring your data to life to generate profits for you. BluWave Forms, Reports and Dashboards working with your operations systems will bring fresh, new insight for your operations and opportunities to improve. You are one click or call away from a revolutionary new approach and new insights to turn your data into profits!

Please visit us at www.BluWaveData.com for more information and resources.

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WHITEPAPER
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