spencerMETRICS™

PRODUCTIVITY INTELLIGENCE

Analytics for Press Productivity & Cost Reduction

THE PROBLEM

MIS systems track print jobs while presses are "up"; but **how do you track all the downtime**?

You need to know *why the press is not printing, why it's not producing jobs and revenue*

Which press support activities are taking longer than they should, and why? *Is time being wasted*?

THE *spencerMETRICS* SOLUTION

Identify support activities that steal production time and undermine *production efficiency*

Get the real *data* – share operator knowledge

Reduce time spent on non-revenue activities; utilize that time to generate **more sellable output**

- **Detailed shop-floor data** – low impact **touch-screen** capture **at each press**

- **On-demand analysis** of production data – **anytime, anywhere**

- **Cloud-based** service; **zero IT** support; secure analysis portals

- **Real-time, system-wide** data – **all** your **presses**, all your **sites**

- **Compare** presses, shifts, time periods – even **multi-site** press **groups**

- **Unlimited** data storage with database management included

WHAT IS *spencerMETRICS*?

– A tool that **intelligently monitors asset utilization** and identifies **productivity bottlenecks**

- **Collect** and **analyze** real **shop floor data**, replace guesswork and anecdotal production data
- **Identify obstacles** and **excessive downtime** in the press workflow
- **Centralized management** tracks **any** press **anywhere** in your network with **zero IT** support
- **Compare** workflow **periods** and **shifts**, individual **presses,** press **groups** and **benchmarks**
- **Lean Six Sigma**, **OEE**, and **Continuous Improvement** support for efficient print operations
- **Cloud-based architecture** and **on-demand analysis – anywhere, anytime**
- **Intuitive Dashboards** with comprehensive, drill-down **graphical display** of analyses
- **Improve productivity** of **your most expensive asset** – flexible data analysis at your fingertips

Identify Opportunities – Press support takes time, but do any of those activities take longer than they should? Identify wasted time, bottle-necks and obstacles; **Gain insight** into key areas of opportunity. **Utilize knowledge** only your operators can provide through efficient **shop floor data** collection. The unique *spencerMETRICS* system offers *hard data*, and the **intelligence you need** to minimize downtime activities, **reducing cost** or leaving more time for revenue & **profit** generation – *increased Productivity*.

Continuing Improvement – The *spencerMETRICS* tool automatically *adapts to changing workflows* providing a **continuing assessment** of production operations. Centralized management is enabled through analytical feedback, available *whenever and wherever* desired – **anytime, anywhere** *with any browser. spencerMETRICS* continues to monitor changes, measuring Availability and Quality, identifying trends, and enabling comparisons with history and statistical averages – opportunities for *further utilization enhancement*.

Ease-of-Use – "Our goal was to eliminate as much anecdotal production data as possible – get real numbers, but they *had to be in a format that was easy to interpret and use*," noted the President & CEO of Copy General. Implemented as a cloud-based SaaS tool with simple **touchscreen** data capture **at each press***, spencerMETRICS* provides **real-time** analysis of metrics and graphical dashboard displays. It features **zero impact on your IT** resources; **unlimited data storage** for each press; and **interactive analysis** portals on your *desktop, laptop, tablet, or smartphone*.
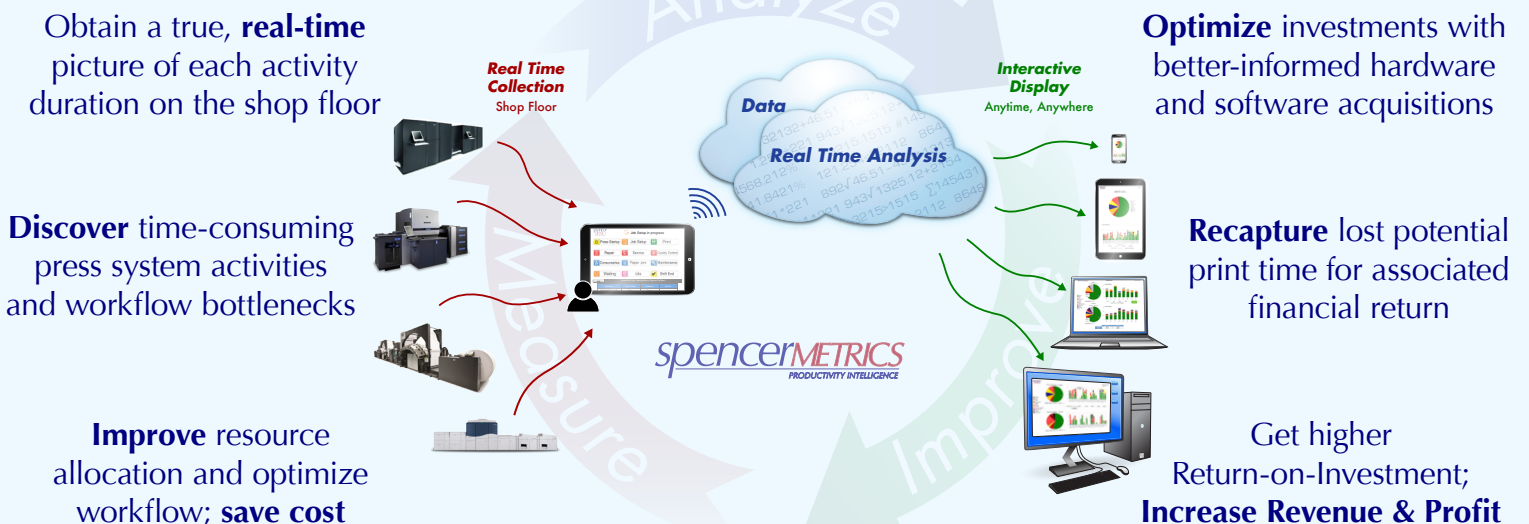
The patent-pending *spencerMETRICS* system performs an assessment of print system performance *from the operational perspective* at your print shop.

- **Your Organization**: Our experts invest time to understand your organization's unique shop operation; *spencerMETRICS* is then configured to correspond with your relevant press-related and non-press-related printing activities, without impacting your current IT resources

- **Installation**: *spencerMETRICS* can be fully operational within hours. Your staff is quickly trained in our proprietary, semiautomatic data acquisition methodology and implementation – operating from the cloud in a customized iPad® mini supplied for each press; support continues as our experts audit your data and provide feedback to assure proper utilization

- **Real-Time Data**: Press operators simply note the start of each activity by category – Quality Control, Maintenance, Repair, Service, Consumable, etc. – through a simple graphic touchscreen (times and durations are automatic); data is immediately stored in secure cloud-based servers for analysis

- **Data Analysis**: On real-time request from an Analysis Portal, *spencerMETRICS* proprietary algorithms analyze the raw data, compute operational metrics, and immediately produce elegant dashboards

- **Results**: Quantitative results are presented in easy-to-understand graphics with summary tables – on any browser, where they can be viewed, saved, printed, etc.; immediate response times provide the opportunity for interactive exploration of results *anytime, anywhere*

KEY FEATURES & BENEFITS

- Touch-screen data capture at each press
- Real-time access anytime, anywhere
- Cloud-based implementation, with freedom from IT cost and setup

- Intuitive graphical presentation of analyses
- Password-protected custom portals
- Unlimited data storage and database management included for each press

Obtain a true, **real-time** picture of each activity duration on the shop floor

Discover time-consuming press system activities and workflow bottlenecks

Improve resource allocation and optimize workflow; **save cost**

Real Time Collection
Shop Floor

Data

Real Time Analysis

Interactive Display
Anytime, Anywhere

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Optimize investments with better-informed hardware and software acquisitions

Recapture lost potential print time for associated financial return

Get higher Return-on-Investment; **Increase Revenue & Profit**

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SaaS or Full Solution – The *spencerMETRICS* solution may be deployed *quickly* with real time *metrics* immediately available. The tool may be provided as an ongoing cloud-based Service (SaaS) or within a Full Solution consult.

> "*spencerMETRICS* really cut to the chase, displayed detailed data in real-time in a clear and concise report."

SaaS: *spencerMETRICS* monitors and analyzes print shop productivity for continuous improvement. Its *Measure–Analyze–Improve* strategy continuously benchmarks press performance, highlights utilization inefficiencies, and offers insights into production operations to identify opportunities to improve Productivity.

Full Program: As a premier consultancy to the printing industry, *spencerLAB*, deploys *spencerMETRICS* for a limited period to benchmark your press production, sharing its expertise to identify and improve problem areas. Continuing deployment of *spencerMETRICS* monitors your press productivity improvements.

Consulting: *spencerLAB* expertise is also available as a resource to optimize color management, to provide comparative information on system enhancements, etc.

Calculate Your Savings!

Example: Two 8-hour shifts @100 ppm, 250 days a year, and 25¢ per print

Each 1% improvement in Productivity can provide additional annual Revenue of $60,000

GO TO THE SAVINGS CALCULATOR

For more information: *www.spencermetrics.com*

Save Costs or Increase Revenue

> "It is proving to be a useful tool... analysis we have already seen was enlightening ...confirming a strategy we are implementing"
> *– Digital Printing Manager*

> *spencerMETRICS* is "easy to use because it's right there at the press and because the interface is straightforward and clear"
> *– Lead Digital Specialist, Printing Industries of America (PIA)*

Productivity Increases Profits

spencer
ASSOCIATES GROUP

A Spencer Associates Group company; when printing is mission-critical, rely upon our leadership in benchmark analysis, research and evaluation of
• print quality • consumable yield and cost-per-print • throughput • usability • reliability • & • focus groups • test tools • custom research •