

Measure and Reduce Downtime

THE PROBLEM

MIS systems track print jobs while the press “up”; but *how do you track all the downtime?*

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

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



THE spencerMETRICS SOLUTION

Identify downtime activities that steal production time and undermine production efficiency

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

Get the real data – use the best tool

- **Detailed shop-floor data** – low impact **touch-screen** capture
- **On-demand graphical 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

WHAT IS *spencer*METRICS?

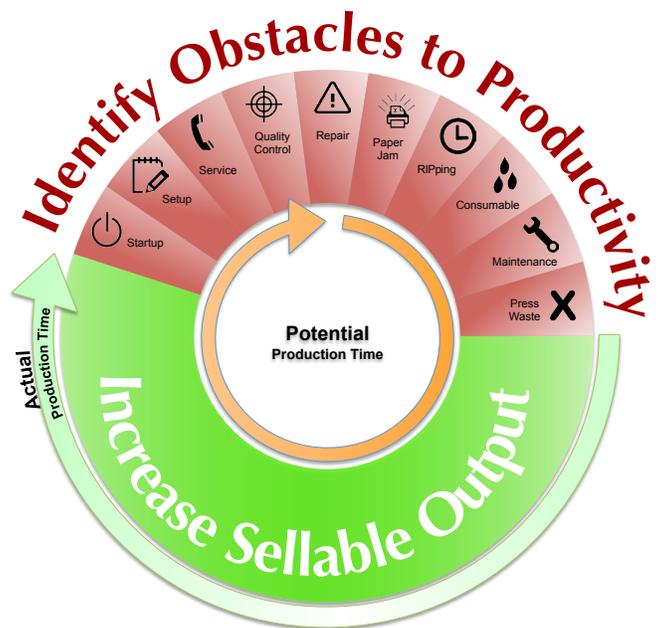
– A tool that **intelligently monitors asset utilization** and enables **increased productivity**

- **Collect** and **analyze** real **shop floor data**, replace guesswork and anecdotal production data
- **Identify bottlenecks** 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** concepts support efficient print operations
- **Cloud-based architecture** and **on-demand analysis** – **anywhere, anytime**
- **Intuitive Dashboards** with comprehensive **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 your activities take longer than they should? Identify wasted time, bottlenecks and obstacles; **Gain insight** into key areas of opportunity. **Utilize knowledge** only your operators can provide through efficient **shop floor data** collection. The unique *spencer*METRICS 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 *spencer*METRICS 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*. *spencer*METRICS continues to monitor changes and improvements, identifying trends, enabling comparisons with history and statistical benchmarks – 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**, *spencer*METRICS 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*.



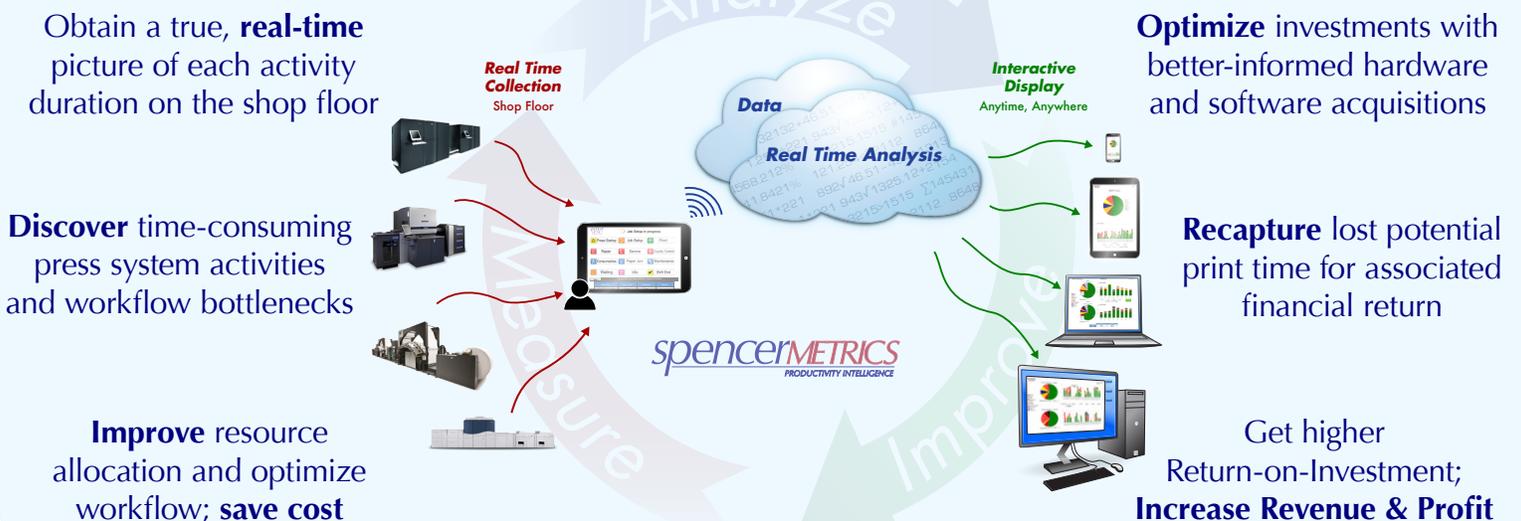
PRODUCTIVITY INTELLIGENCE

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





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.”
– President & CEO, Copy General

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