

Automation Project

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Executive Summary

Implementing the Pinpoint™ Paper Solution will provide Savings of \$1,400,000 in year 1 (and \$10,000,000 over 5 years) with a Payback of less than 2 months under an operating lease. Providing “real-time” and accurate information will allow Kiwi to perform at a much higher level and help achieve the low-cost position CLIENT is working towards.

This improvement will come by making key changes in how information is feed into Kiwi.

1. Remove manual intervention so the correct information flows to Kiwi and cannot be corrupted
2. Automate the process/flow of information
3. Buy-in from site management team is essential to these changes

These changes will:

- Eliminate labor
- Reduce Downtime
- Better control/reduce inventories
- Increase Productivity

Deployment/Timing

The first site could be implemented in less than 6 months with additional sites deployed weekly thereafter. CLIENT will see savings within 2 months. Additionally, Pinpoint™ is easily integrated with other software platforms and could easily be integrated with Mills and Pre-print facilities to give CLIENT a National Platform.

Pinpoint™ implementation will support your Kiwiplan software implementation.

Our evaluation looked at all areas of the operation keeping in mind our **OHIO principle**:

O – Zero

H – Human

I – Intervention

O – Operation

Outcome

While we do not indorse any particular software, the Kiwi software appears to be a good product. Given what we observed, this product alone will not significantly reduce costs due to the manner in which it receives information.

- The information the Kiwi software is utilizing to make precise & accurate decisions is being feed into the system by a 40 year old Hardware process (barcode technology) that requires enormous human intervention thereby corrupting/challenging any software system.
- The information required by Kiwi relies on up to 34 Manual Processes – most of which require manual barcode scanning
- Barcoding Process is Easily bypassed or Subverted by employees/management
- Barcode Equipment is unreliable

Manual Processes by Area

As part of our analysis we reviewed the Kiwiplan product. While we do not endorse any specific software platform, it appears that the Kiwi software is a substantial software product and, with some modifications on how Kiwi receives input data, could be an excellent system. The challenge CLIENT faces is all software systems require input and the input CLIENT currently provides requires enormous human intervention using an old, manual technology - Barcodes. The opportunity for errors, or employees subverting the system, is enormous. No software platform can possibly provide the functionality CLIENT is attempting to achieve with Kiwi under this scenario. **Site 1 has up to 23 manual functions** that must occur and **Site 2 has up to 19** that must occur for the Kiwi system to run as it was intended (see table 1 below).

Analysis of Manual Tasks by Area			
Area	Processes by Area	Site 1	Site 2
1	Rollstock Receiving & Inventory	5	4
2	Deliver to Wet End	5	5
3	Coming Off Corrugator	1	0
4	WIP	2	0
5	Finishing Area & Banding	4	4
6	FG	2	2
7	Shipping	4	4
Manual Process - Subtotal		23	19

Table 1

If you add in Butt Rolls and Offsite Warehousing to the scenario, the Manual processes increase substantially.

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