

SOLUTION PROFILE

MANUFACTURING ASSESSMENT AND PLANNING SERVICES

VALUE MAP

THE BUSINESS RESULT

The Value MAP engagement will help you quickly determine how your plant can benefit from better information flow and/or automation solutions. Operational Consultants take a hands-on approach; walking the shop floor, investigating and understanding how the facility operates through detailed interactive sessions with the client's personnel. The Value MAP identifies and quantifies how your manufacturing processes can work more efficiently through better utilization of information and automation solutions. The result is a prioritized list of operational issues summarized in a simple concise format to determine the best use of funds for a maximized return on investment.

EXERCISING EXPERIENCED INSIGHT

Our MAP engagement team provides you with straight forward insight into the root cause of current issues and challenges in the facility based on your financial condition. From this understanding the engagement team will derive a listing of root-cause business challenges and potential solutions generated from production team interviews, facility tours and industry directions. These root-cause issues are then reviewed and prioritized for further action.

The Value MAP is one of three MAP offerings from Rockwell Automation, the following table shows a high level description of activities for each offering and what's included in each.

OFFERING OVERVIEW			
Activity/Deliverable	Assessment	Value	Strategy
Engagement Duration	1 Day	2 - 5 weeks	4 - 6 weeks
Operational and Business Issues	✓	✓	
Class of Solution Recommendations	✓	✓	
Plant Tour	✓	✓	✓
Detailed Interviews		✓	✓
Industry Benchmark and Best Practices Statements	✓	✓	
Estimated Business Value		✓	
ROI Estimate and Prioritization		✓	Optional
Customized Report and Presentation		✓	✓
High - level User Requirements			✓
Data and Process Flow (As - Is)			✓
Future State Process Flow			✓
Implementation Roadmap			✓
System Architecture			✓
Budgetary Project Cost Analysis			✓



DEVELOPING VALUE BASED PROJECT LISTING

In order to obtain capital funding for projects, most manufacturers must provide a sound financial picture for investing in any type of capital improvement. The Value MAP engagement aligns the business challenges with potential solutions to estimate the benefits to your organization. The engagement team will use actual results compiled by non-profit agencies (MESA, World Batch Forum, ARC, etc) and actual delivered project results from Rockwell Automation customers and apply your financial metrics to the improvements.

CALCULATING RETURN ON INVESTMENT

Rockwell Automation has the experience and depth of understanding in automation to apply solutions to solving business issues with the latest in technology. High level estimates and architectures are provided with the Value MAP engagement that gives you a level of understanding on what the scope of the potential solution will be. These high level project details provide high level function, typical hardware architecture and software needs, potential schedule, and any implementation issues that may arise. With this cost estimate and financial benefit values known, the Value MAP engagement will provide a Return on Investment calculation based on your financial measures.

CREATING AN IMPLEMENTATION ROADMAP

The output of the Value MAP engagement will provide you with a roadmap of all projects listed based on ROI, business effect, and productivity concerns. Providing this listing ensures that you have a clear understanding of what project to proceed with initially. Rockwell Automation provides you with the data to enable the facility to execute projects and activities than embrace the corporate strategy and objectives.

VALUE MAP - DETAILS

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The Value MAP engagement is designed as a multi-day activity with a scope from a single facility across to an enterprise. Our MAP Engagement team meets with your team at the chosen facility with direct contact with plant management, operational team leaders, schedulers and other critical resources as our main source of information.

All Value MAP processes are customized to your particular needs, however the following outline will give you an indication of the content and activities of a typical engagement:

ON-SITE ACTIVITIES

Introductory Conference Call (1 hour) – Prior to arriving on site we will have a short conference call to introduce our process to your team. We will review the Value MAP process, go through the schedule, set up individual meeting times, and clarify the outcome.

Introductory Meeting (1 hour meeting) – This is the first meeting at the site with your team. Suggested participation includes functional leads/managers responsible for scheduling, quality, production execution, yield, utilization and productivity. Conversations will center on why improvements are needed, or why they are hard to sustain. A discussion of your general business climate prepares us for the plant tour.

Plant Tour (3-4 hours) – We request a guided plant tour of the target manufacturing line and support areas. The tour should be set up to traverse the plant from receiving to shipping with an emphasis on any operational issues that are inhibiting your ability to execute or meet your goals.

Focused Interview Sessions (Multi-day) – A critical part of the Value MAP engagement is derived through a series of one-on-one interviews with key individuals and groups within your facility. All engagements are custom but we typically interview plant schedulers, raw material coordinators, Engineering, IT, Plant Controllers, Production Operations, and plant management. Depending on the size and scope of the engagement we may also include corporate staff to gain their insight as well.

Analysis Session – The Rockwell Automation team prepares their results for a review meeting with operational leadership. An estimated business value impact is prepared for potential options to address the issues.

Assessment Review Session - Rockwell Automation facilitates this review to present the findings of the assessment. The benefit areas are reviewed and the expected operational changes are discussed. An agreement is obtained on the remaining activities to complete the assessment off-site and/or to establish the overall plan to move you towards solving the issues identified in the assessment.

OFF-SITE ACTIVITIES

Data Compilation and Analysis – Rockwell Automation consultants will summarize and crystallize the information gathered during the on-site portion into succinct operational issues, benefits, and recommended changes presented as an executive report.

Follow-up Phone Conferences and web meetings – Based on the data analysis, key individuals may be required to refine issues and quantify benefits by teleconference and possible web meetings. The conferences are typically no longer than 1 hour and are scheduled through the project champion. The objective of these review sessions is to develop agreement on business issues and the financial impact to the organization.

FINAL REVIEW

Final Presentation – The Value Map final report is e-mailed prior to this meeting with the expectation that all core team members have a chance to review prior to the final presentation meeting. A Value Map Summary presentation is delivered at this meeting to explain the findings and data to the core team. It is important to explain in concise terms the critical findings/issues, estimated business value and the recommended organizational and operational changes. This presentation is typically 2-3 hours in length.

THE VALUE MAP DELIVERABLE AND NEXT STEPS

The Value MAP delivers prioritized operating issues for manufacturing-based activities and possible solutions with quantified impact, effect and return to the business. This engagement utilizes your financial data to provide a clear path on where to invest your resources for maximum effect and operating profit.

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