

WHAT is the
LOW HANGING FRUIT
in **INDUSTRY 4.0** Implementation
& **WHY**
you should eat it



WHY

IS INDUSTRY 4.0

ADOPTION VITAL

FOR MANUFACTURING?

A decorative graphic consisting of several interconnected hexagons in a light blue color, positioned at the bottom of the text area.

THREE PROBLEMS OF MACHINE SHOPS

➤ UNPLANNED STOPPAGES OF MACHINES



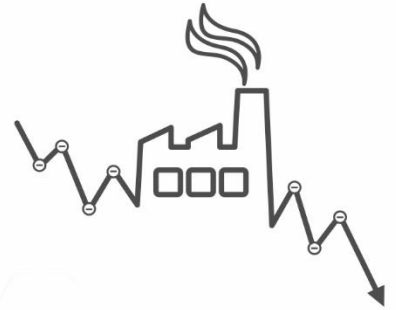
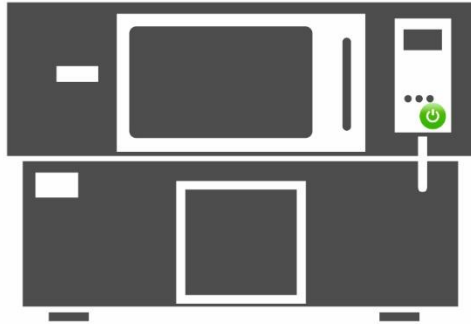
Production Loss
Delayed Dispatches
Wasted Labour
Upset Customers & Damage Reputation



- ▶ **EXCESSIVE TIME SPENT IN SCHEDULED STOPPAGE FOR TOOL CHANGES, JOB SETUP & OPERATOR BREAKS.**



➤ **POOR PERFORMANCE OF OPERATORS**



WHY IS ADOPTION OF INDUSTRY 4.0 TECHNOLOGIES DELAYED or AVOIDED?

- ▶ Industry 4.0 implementation seems **COMPLEX**
- ▶ Industry 4.0 implementation seems **EXPENSIVE**
- ▶ Industry 4.0 implementation is believed to require lots of **EXPERTS** inside the organization & some as consultants



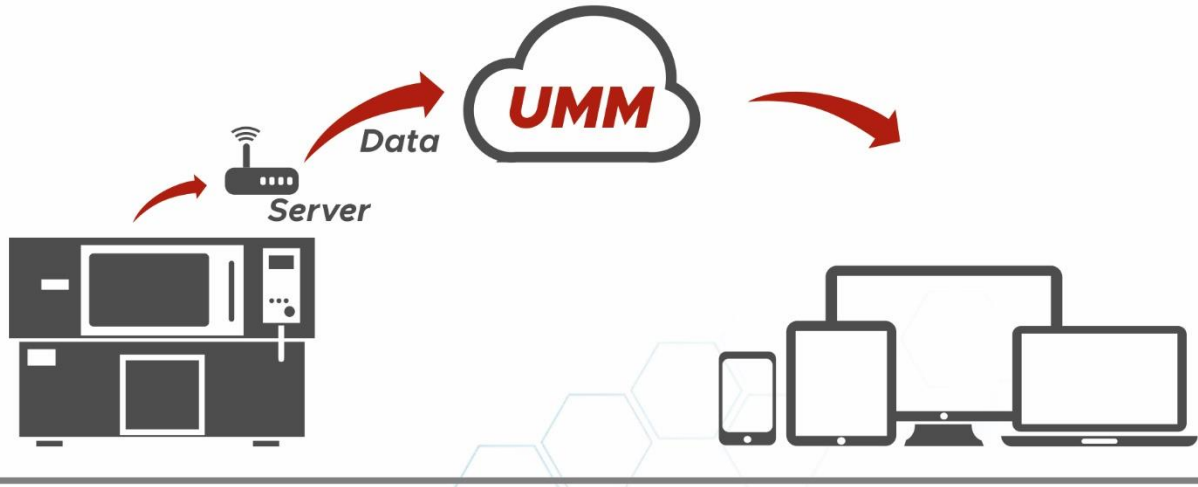
WHY YOU SHOULD PLUCK & EAT THE LOW-HANGING FRUIT IN INDUSTRY 4.0 IMPLEMENTATION

- It gives immediate rewards which **ENERGIZE & ENTHUSE** the organization.
- It **REMOVES** the fear & doubt about Industry 4.0 implementation being complex, expensive or requiring experts.



WHAT IS THE LOW-HANGING FRUIT IN INDUSTRY 4.0 IMPLEMENTATION

- ▶ Cloud based Universal Machine Monitoring (UMM) is THE low-hanging fruit in Industry 4.0.



WHY IS UMM THE LOW-HANGING FRUIT?

There are two characteristics of a low-hanging fruit in business:

- It is easily accessible (and affordable) and implement able i.e. it requires very little effort & resources.
- It gives immediate returns that far exceed the investment.



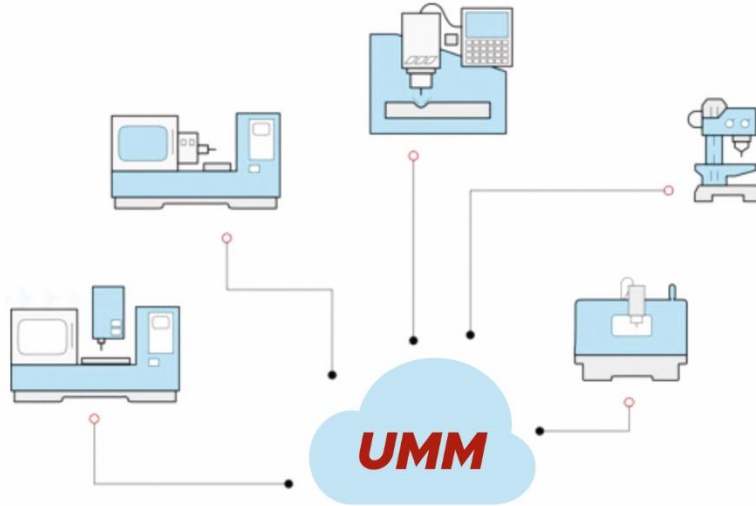
UMM BENEFIT # 1: EASY ACCESS & IMPLEMENTATION

- ▶ Marshall is the single source technology provider and UMM is very economically priced.
- ▶ Implementation requires no IT Infrastructure (Cabling, networks, servers, UPS, etc)





- It is a Plug and Play solution that takes required data from machine to secure cloud (Microsoft Azure) through dedicated IoT Box plugged into any machine (CNC or non CNC) with any type of control (CNC, PLC or simple switchgear)




- All authorized people instantly get reports from the data which is analysed by 'Software on Cloud'



UMM BENEFIT # 2: IMMEDIATE RETURNS THAT FAR EXCEED THE INVESTMENT

Very well analysed reports tell you exactly how your machine performed in any shift on any day. All the three components of OEE (Availability A, Performance P & Quality Q) are clearly visible in detail which allows managers to initiate action and bring about massive improvements in OEE.

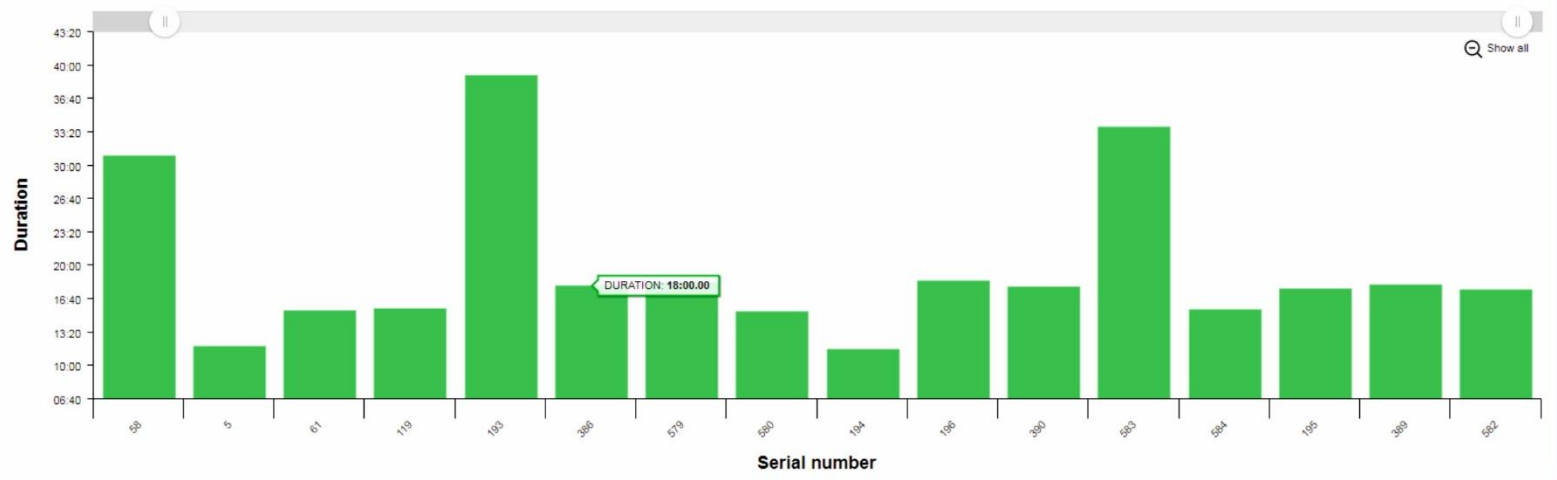


From : 01/01/2019 06:00:00 AM
 To : 02/01/2019 06:00:00 AM

Big Downtimes

Data **Downtime durations**

Downtime durations

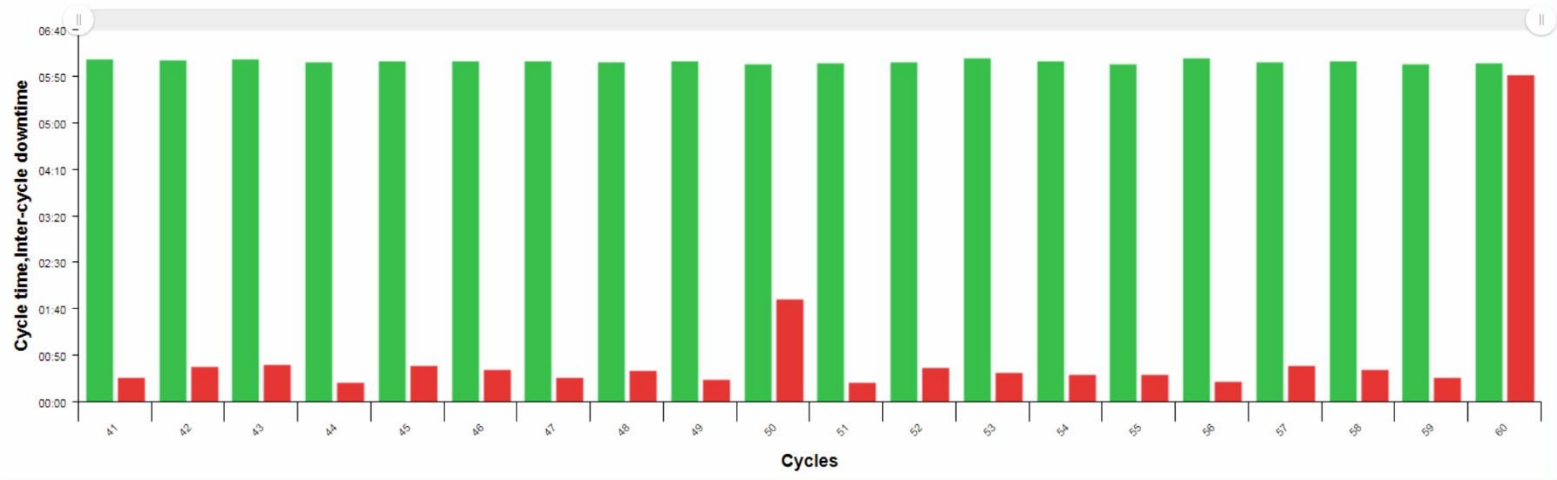


From : 01/01/2019 06:00:00 AM
 To : 02/01/2019 06:00:00 AM

Cycle Details

Data **Cycle details**

Cycle details

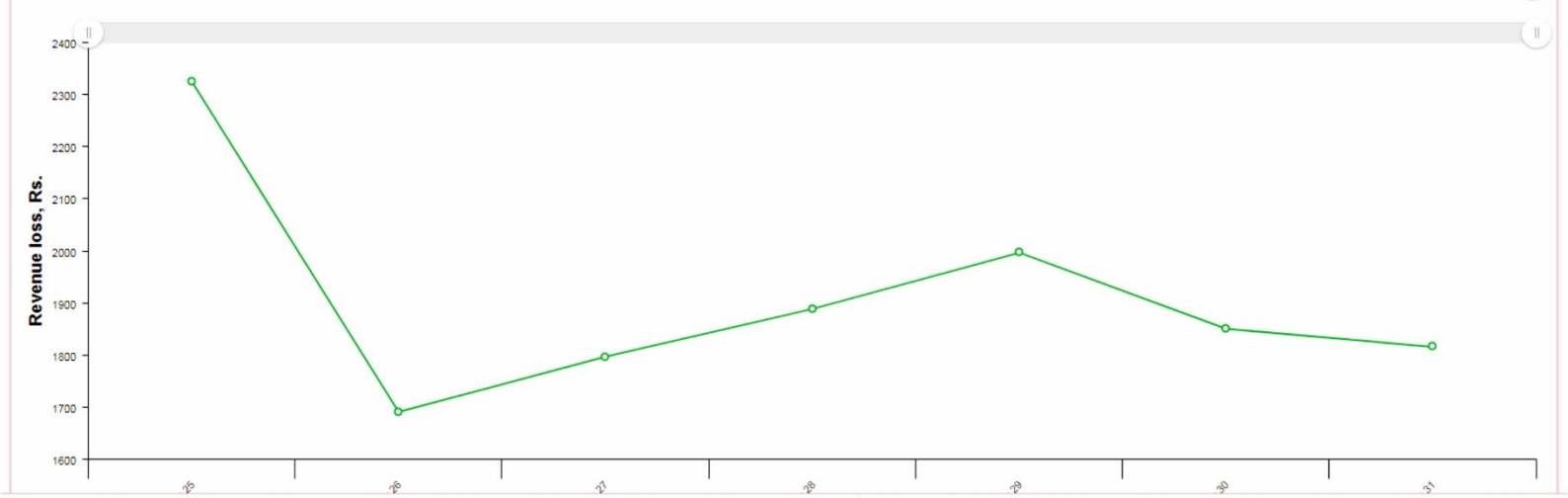


From : 01/01/2019 06:00:00 AM
To : 01/02/2019 06:00:00 AM

Downtime trend

Data Downtime Revenue loss due to

Revenue loss due to downtime



From : 01/01/2019 06:00:00 AM
To : 01/02/2019 06:00:00 AM

Downtime shift start-end

Data

Machine name	Shift	Cell name	Shop name	Operator ID	Operator name	Shift start	Shift end	Downtime at start	Downtime at end
VMC-N800-3	Shift 1	Cell	Shop	2	operator	03-01-2019 06:00:00 AM	03-01-2019 02:00:00 PM	00:16:14	00:10:02
VMC-N800-3	Shift 2	Cell	Shop	2	operator	06-01-2019 02:00:00 PM	06-01-2019 10:00:00 PM	00:00:04	00:12:10
VMC-N800-3	Shift 3	Cell	Shop	2	operator	09-01-2019 10:00:00 PM	10-01-2019 06:00:00 AM	00:00:31	00:00:00
VMC-N800-3	Shift 1	Cell	Shop	2	operator	13-01-2019 06:00:00 AM	13-01-2019 02:00:00 PM	00:00:14	00:02:10
VMC-N800-3	Shift 3	Cell	Shop	2	operator	13-01-2019 10:00:00 PM	14-01-2019 06:00:00 AM	00:00:11	00:00:00
VMC-N800-3	Shift 2	Cell	Shop	2	operator	16-01-2019 02:00:00 PM	16-01-2019 10:00:00 PM	00:00:02	00:00:00
VMC-N800-3	Shift 1	Cell	Shop	2	operator	17-01-2019 06:00:00 AM	17-01-2019 02:00:00 PM	00:00:30	00:07:11
VMC-N800-3	Shift 1	Cell	Shop	2	operator	18-01-2019 06:00:00 AM	18-01-2019 02:00:00 PM	00:04:07	00:00:00
VMC-N800-3	Shift 2	Cell	Shop	2	operator	21-01-2019 02:00:00 PM	21-01-2019 10:00:00 PM	00:00:24	00:00:00
VMC-N800-3	Shift 2	Cell	Shop	2	operator	23-01-2019 02:00:00 PM	23-01-2019 10:00:00 PM	00:17:06	00:03:16
VMC-N800-3	Shift 3	Cell	Shop	2	operator	25-01-2019 10:00:00 PM	26-01-2019 06:00:00 AM	00:01:00	00:17:02
VMC-N800-3	Shift 1	Cell	Shop	2	operator	30-01-2019 06:00:00 AM	30-01-2019 02:00:00 PM	00:01:26	00:08:24
								00:41:49	01:00:15

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- UMM allows the users (Production Manager, Plant Head) to set ACTION ALERTS (for supervisors & Engineers) based on the particular machine and the need of the line/cell to which it belongs. These alerts eliminate the need for experts to go through data & then initiate action. So **AUTONOMOUS ACTION HAPPENS 24 x 7.**



CONCLUSION

PLUCK & EAT THE LOW-HANGING FRUIT TODAY...GET UMM



TRANSFORMING Manufacturing...*Smartly!*