



Getting Better Results: Boosting a Manufacturing Plant's Production, Efficiency, & Yield



How Goodnight Brothers is increasing profitability
through operational excellence

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Goodnight Brothers Produce Co. is a multigenerational family business that has been specializing in the art of dry curing hams since 1948.

When we first spoke with the company, they were struggling to adapt to an increasingly digital world and executive management was searching for a platform that could help them analyze their operational data and increase production, yield and quality of their meat products.

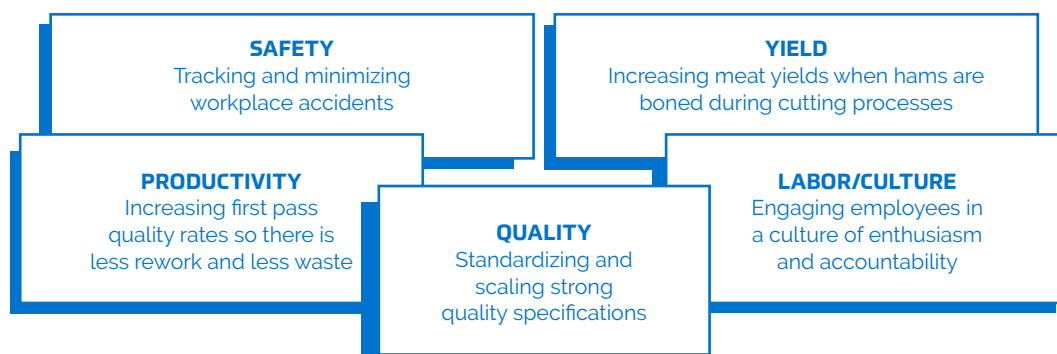
One of their biggest frustrations was their manual processes. Departments were overburdened by inefficiencies and limitations of paper-based systems. As a result, they weren't effectively able to optimize quality control, data management for increased yields, or labor processes on the plant floor.

At BluWave, we understand the common problems and concerns of manufacturing plants, which is why we've developed a multitude of key performance indicators (KPIs) that will work to:



All five of these pillars are important attributes that must be managed in an integrated system. This is where our software comes in, as it helps to achieve an optimal balance for individual client success.

Goodnight Brothers main needs and goals:



"Off the top of my head, I can list 10 different human error problems that will never happen again"

~ Quality Assurance Manager for Goodnight Brothers

Our initial set-up and implementation time was focused around enhancing, tracking and reporting on these type of KPIs.

Common Obstacles for Manufacturers

Often times the greatest challenge we find is that only one or two of the five pillars to operational excellence are in focus for a company, at the detriment of others.

For example, if a plant only focuses on productivity the result is sacrifices of quality, yield and sometimes safety. Part of our work is to help companies align their objectives and fire on all cylinders.

Other problems include:

Quick growth
Management teams getting pulled in different directions
Lack of follow through



No clear vision on future goals
Lack of balance between immediate goals and big picture process strategy

The Challenges for Goodnight Brothers

For this particular client, the main challenge was a lack of clear focus on all five pillars that was ultimately due to:

NO DATA CONTENT

A lack of visibility on numbers, and no ability to generate key performance indicator graphs offering deeper level insights

NO KEY PERFORMANCE INDICATORS (KPI'S)

Without KPIs to track, there were gaps in reporting structures, managing real-time operations, and no clear results for management to work on and improve.

TIME-CONSUMING WORKFLOWS

Burdensome and fully manual record-keeping processes

QUALITY

Tracking and minimizing workplace accidents

LOW ENTHUSIASM

Tracking and minimizing workplace accidents

The Onboarding Process

Collecting & Measuring

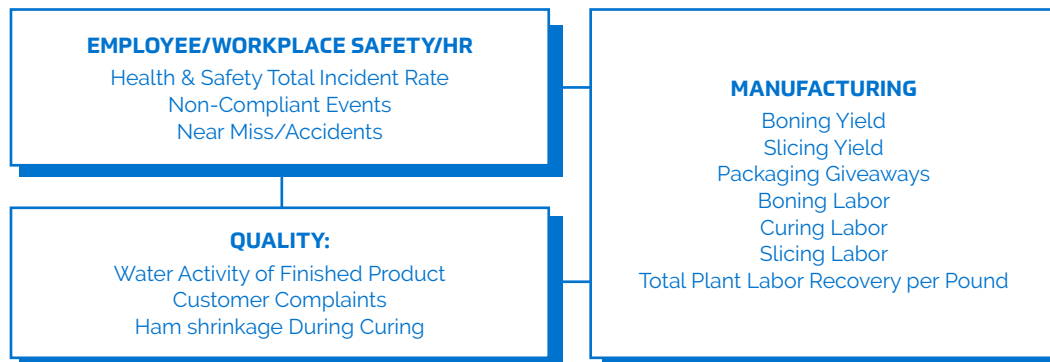
While the company was initially considering a different provider for its quality management system, they chose ours ultimately because of its scalable functionality that can easily adapt to any part of their business and for cost effectiveness.

Moving forward, we began a process of information gathering, and analyzing plant floor operations with the executive team at Goodnight Brothers. We very quickly realized that we had to present solutions for them that were as simple as they were scalable.

In all our work, we take an approach that includes our understanding and experience of manufacturing plants, their processes, workflows and plant floor needs for both employees and managers. We look at what can be improved, how we'll reach our goals and what we need to track while determining who requires access and visibility to the data.

Through this approach, we are able to assess the ways we can establish and digitize priority KPIs.

Goodnight Brothers – Phase 1 KPI List



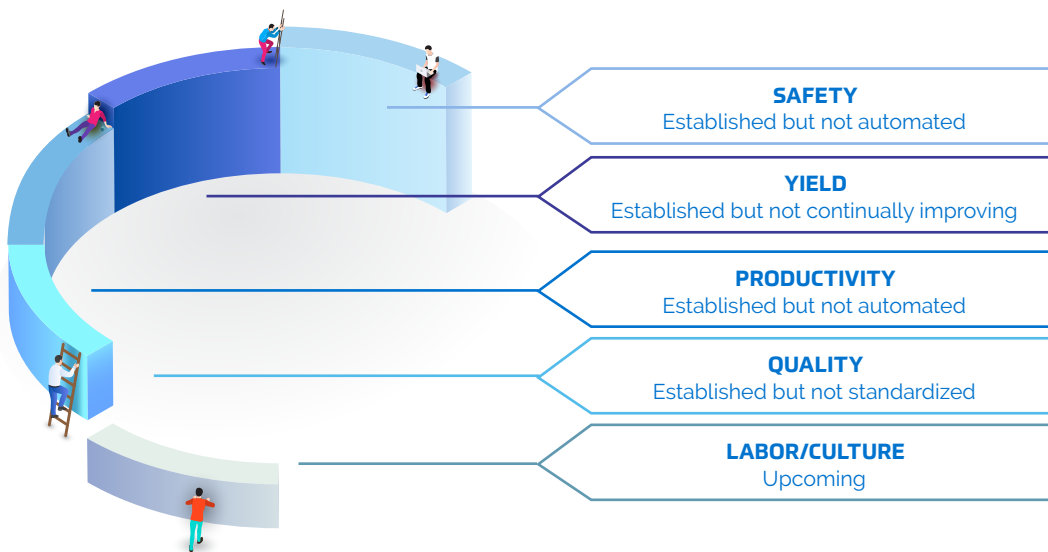
Phase 2

We also identified Phase 2 KPIs including:



DIVING DEEPER INTO KPI'S

From the phase 1 KPIs we determined the pillars that are already being implemented by Goodnight Brothers vs those that are not. This gives us a quick overview of where their focus needed to be distributed:



Yield and Labor were identified as their most vulnerable areas, which validated their initial goals. As a result, we prioritized our focus in these areas for phase 1.

A big part of the process is introducing software and new digital and technological processes to companies that are likely not used to big change.

In this instance, the company has followed paper-based processes since 1948. In making the decision to go digital, there's been a fair share of excitement and fear.

To get buy-in, and maximize the excitement while minimizing the fear, we are completely engaged and communicating the benefits of our software throughout the organization.

We work with users and managers, while being as hands-on during the onboarding process as we can, to ensure that **change = motivation to improve**.

Managing The Data

Our software implementation focused on tracking and analyzing plant production data through:

BLUWAVE FORMS

These were used to digitize record keeping requirements and eliminate paper trails. Forms assist with easy identification of daily responsibilities, while cutting down on human error (wrong data input leading to incorrect results).

They allow for custom logic to save calculation times and are especially useful for Goodnight Brothers in expediting internal audits, reviewing information, and offering a singular system for all data collection.

The screenshot shows the BluWave Forms interface. On the left is a navigation menu with 'Processing' and 'Safety-and-Quality' sections. The main content area is titled 'Welcome to BluWave Forms' and 'Form Assignments'. It features a calendar for March 2021 with a date picker set to 3/20/2021. Below the calendar, a table lists form assignments for each hour from 7 AM to 12 PM. The assignments are color-coded: 7 AM is empty; 8 AM has a green 'Quality Check Form'; 9 AM has a red 'Quality Check Form'; 10 AM has a yellow 'Quality Check Form' and a green 'Defects Form'; 11 AM has a blue 'Quality Check Form' and a blue 'Throughput Form'; 12 PM has a blue 'Quality Check Form' and a blue 'Defects Form'.

BLUWAVE REPORTS

This functionality has been designed to analyze and distribute the right information to the right people at the right time.

Reports include custom alert tools to prevent issues from happening or stop deviations, and eliminates the need to run around the organization to find information, while helping with the overall share of results for management.

The screenshot shows the BluWave Reports interface. On the left is a navigation menu with 'Categories' and 'Management' sections. The main content area is titled 'View OEE Report' and includes an 'Export to Excel' button. Below the title is a table with columns: Date, Line, Shift, Product_Code, Availability, Performance, Quality, and Insert Date. The table contains several rows of OEE data.

Date	Line	Shift	Product_Code	Availability	Performance	Quality	Insert Date
2020-02-21 00:00:00	Line 2	Night	5200	0.960	0.929	0.987	2020-02-21 10:50:11
2020-02-03 00:00:00	Line 2	Morning	5200	0.967	0.926	0.990	2020-02-03 11:16:25
2020-01-24 00:00:00	Line 2	Afternoon	5560	0.986	0.998	0.920	2020-01-24 11:10:35
2020-01-22 00:00:00	Line 2	Night	5560	0.982	0.960	0.999	2020-01-23 16:28:36
2020-01-22 00:00:00	Line 3	Afternoon	4140	0.981	0.960	0.984	2020-01-23 16:26:27
2020-01-21 00:00:00	Line 1	Afternoon	4200	0.971	0.957	0.991	2020-01-23 16:25:56

" We are getting context to our production data that we never had before BluWave."

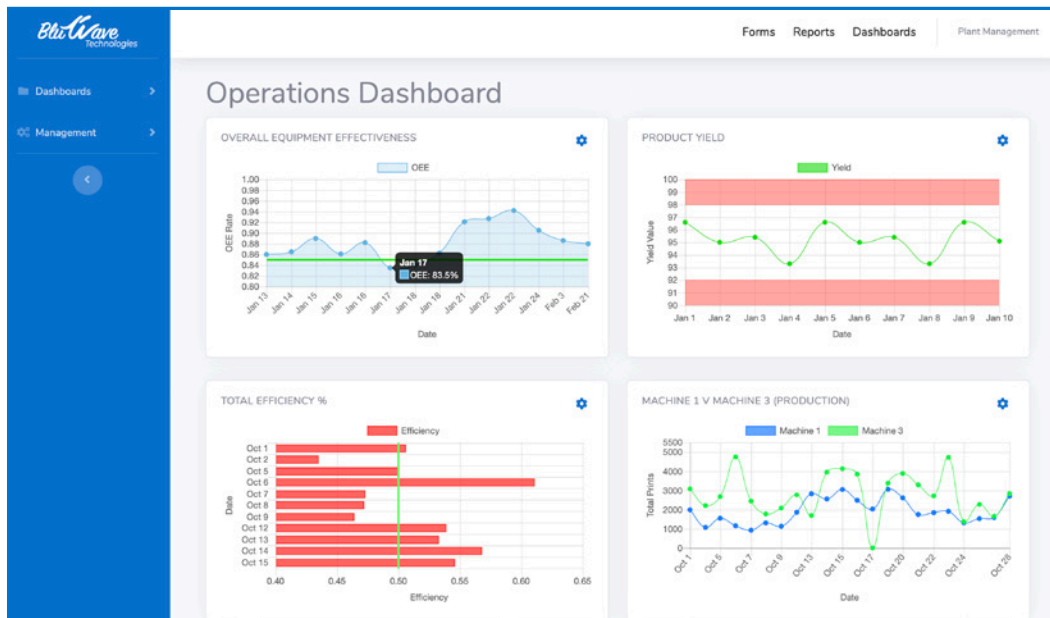
~General Production Manager & Owner, Goodnight Brothers

BLUWAVE DASHBOARDS

This digital platform provides the data necessary to empower Goodnight Brothers management team with making company and operational decisions that will boost profitability through improved efficiency, yields and other performance measures.

Dashboards allow for deeper insight on how the operations are growing and where attention/ improvement is needed most, as well as how to sustain what's working and doing well.

Dashboards provide ability to have graphic visualization of data any way desired. Trends over time can be analyzed for continuous improvement. Goal lines and upper/lower control limits can be added. Dashboards can even be used to overlay information to compare performance between lines or plants. Dashboards also provide accessibility to real time information 24/7 from any location.



" BluWave is making a large impact on bringing our production and quality systems into the 21st century. Forms streamlines the acquisition of data on the floor, as well as the record review process. With time stamps and electronic signatures, Forms complies with all of our traceability requirements.

Forms are easy to build, and the team at BluWave has been very helpful with accommodating requests for updates and assistance during the onboarding process."

~Quality Assurance Manager, Goodnight Brothers

Continuous Improvement

Helping Goodnight Brothers overhaul and track their processes and workflows included a critical focus on workplace culture KPIs, to encourage a new sense of engagement.

As we developed and set-up these solutions, there was a noticeable increase in employee interest and accountability, and the management team has told us that they love the simple and effective insights they are now being provided.

They are continuously excited to get engaged and the owner of the company is very happy to get insight into operations from anywhere.

The company is now looking at ways to incorporate digital displays of KPI performances in work and break rooms to further encourage discussion, accountability and interest in exceeding Goodnight Brother's performance goals.

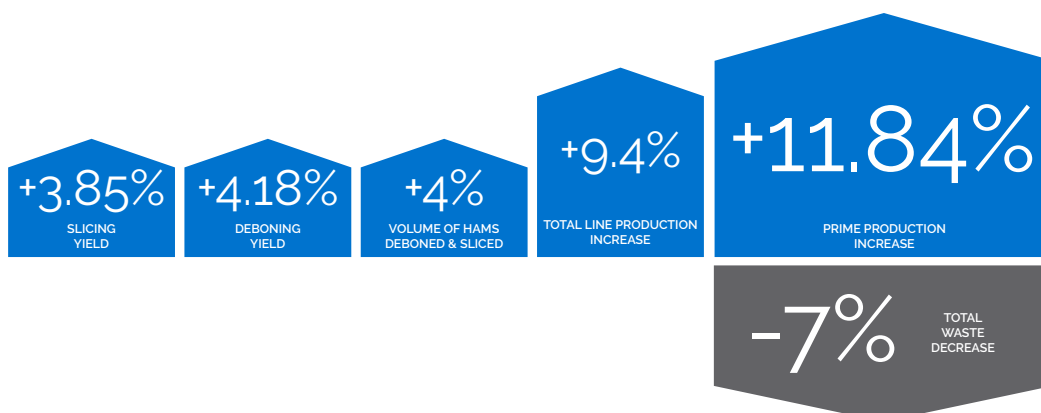
Ensuring engagement through culture-based KPIs is integral to optimizing operational profitability. This couldn't be more true for manufacturing plants that typically see turnover rates of 30% on average, and often much higher.

When a team can see where and how they did well (or did not do well) they are more invested, more excited to meet company goals and more committed to their work, which in return increases employee retention rates.

Goodnight Brothers chose to move through a consultation process in tandem with our software installation work, which focused on engaging employees further through developing processes for cutting meats.

This consultation work, along with our workflows and data collection, means Goodnight Brothers is taking the initiative to develop the best data and quality control results possible not just for today but for tomorrow.

Results In Less Than A Year



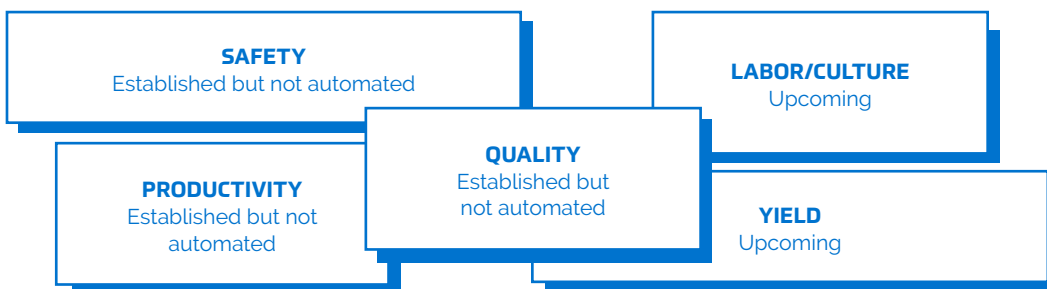


What's Next?

More optimization. Identifying and implementing the data collection and analysis requirements for Phase 1 KPIs is just the beginning, as we look forward to developing out further KPIs in future phases.

We provide ongoing support as quarterly consultants for our clients, helping to monitor and manage the data insights and determine the priorities now and down the road.

As an operational excellence software provider we are dedicated to helping you achieve and surpass your continuous improvement plans. On an as needed basis, we help monitor and enhance areas of weakness within processes and production while honing company strengths to accelerate efficiencies and cost savings now and down the road.



Certain retail items such as product packs require consistent weight. By optimizing this KPI we can eliminate small product yield giveaways that lead to big revenue losses.

The Competitive Advantage of BluWave

While our Forms, Reports and Dashboards are designed to complement one another for full operational optimization, each segment is a stand-alone product.



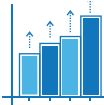
FORMS

Can be used for data collection of parameters and notifications, or delineating employee responsibilities.



REPORTS

Can be used to aggregate data and information while offering calculations and custom logic. We work on an open and safe network, and connect with various open API's from other software systems. Our report capabilities can also integrate with others operational systems to pull information from.



DASHBOARDS

Can give you visibility of your operations for real time information and trend analysis. Dashboards feature alerts, goal lines, and upper / lower control limits, minimizing error, with an abundance of graphs and insights that show how you are doing and where you can improve to help you make data-based decisions.

Why Work With Us?

- ✓ Connects with all data from cloud and/or device systems
- ✓ Significant cost savings to improve profitability
- ✓ Considerable lower cost than competitive software
- ✓ Scalable solutions
- ✓ Easy and simple to deploy and understand by employees
- ✓ Easily adaptable on plant floor operations
- ✓ Integrated platform for data collection, reporting, and monitoring/insights/dashboards
- ✓ Daily decision making and trend analysis for the bigger picture
- ✓ Many different data representation tools
- ✓ Manage and interpret in the same solution



Ready To Get Started?

Contact us for a complimentary discovery call or demo and find out how your manufacturing plant can increase production and profitability with our operational excellence software.

BluWave
Technologies