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You don't believe that to increase your production and productivity on your current cost structure, will almost double your annual profit! You still don't believe it? Here are some answers to the most frequently asked questions that should turn you around!

"Second-hand PCs on the factory floor and time tracking to track jobs and staff would not work in my factory", says doubting Thomas.

Think again!

The recorded increases in productivity across 88 manufacturers, using time tracking software in their factories over six years, range from the lowest of 17% to highest at 160%. The average increase in productivity across these manufacturers is approximately 30%.

A 10 staff factory achieving only a 20% increase in productivity is the equivalent of not requiring two staff, which is a \$70,000 per year wage cost saving. At 30%, the increase in productivity is the equivalent of a \$105,000 wage cost saving per year.

Time tracking software is quick, simple and relatively inexpensive to install and implement – and it can pay for itself fully within three months.

Are you a doubting Thomas?

Some other objections to time tracking software – and the reasons to Think Again!

"The PCs and time tracking system will cost too much. I can't afford it."

It costs about \$1,500 to put in the wiring and second-hand PCs on the floor of the average factory. The time tracking software, which is now commercially available is between \$11,000 and \$13,000 on average. At only a 20% increase in productivity the software pays for itself fully within three months.

"The second-hand PCs won't last in my factory".

PCs installed in factories of 88 manufacturers working with a wide range of materials and dust including panel, timber, fibreglass, stainless steel and steel have not been adversely affected by their environment. Of the 250 PCs that are used in these factories, we know of only two PCs in six years that have needed replacing and neither was due to dust damage.

"Using time tracking software will be another job I will need to do and it will take more of my time."

Using Time Tracking software will replace several of your production manager's daily tasks and actually save your production manager a lot of time. You may find that your current way of planning on paper and on white boards, walking the floor continuously to keep an eye on jobs and staff to try and motivate and direct work, and holding production meetings can be very time consuming and inefficient. All these jobs can be carried out using time tracking software to assign jobs to staff and track work in progress and productivity, reducing your production manager's

need for constant supervision and creating more time for management overview and strategies.

"Using PCs on the factory floor and time tracking will not work for our business because we manufacture kitchens and joinery and our products are 'custom', 'ones offs' and always different."

Time tracking software works as well for custom, one off products as it does for standard products made in volume. In fact, it can be even more valuable for custom product manufacturers to use time tracking software because they have more need to report "live" work in progress status on jobs throughout the day and they have more need to have accurate actual times taken on jobs to job cost (ie "back cost") and check that the budgeted times jobs were sold for were accurate. Most Australian and New Zealand manufacturers using PCs on their factory floors and time tracking software today manufacture custom one off products.

"My staff will think I am spying on them - and they won't like it."

Factory staff filling in time sheets or job cards by hand has occurred in Australian and New Zealand manufacturing for well over 50 years. Your staff may fill in time sheets or job cards at your business, or at least have filled them in other factories. Staff logging job start and job finish on the PC is no different to filling in start and finish times on time sheets or job cards.

Factory staff actually prefer using PCs for three reasons. It saves them trying to remember jobs and start and finished times at the end of the day and making things up when they fill in their time sheets or job cards. It gives staff a budgeted

time goal to work towards and it tells staff how they went on the job - so staff know that they are "on track" and currently productive. Where some staff "drag the chain on jobs" and other staff "carry them", time tracking highlights which staff are working hard and it helps eliminate the need for the hard working staff to effectively "carry" the others.

"I would rather keep an eye on the factory the way that I have always done it."

If you have recently purchased or are considering purchasing machinery to improve your productivity you might want to do the maths on both options first. For example, option 1 - it might cost you \$100,000+ for a CNC machine and you may get a 100% increase in productivity from this one process - which might equate to a 10% improvement in total manufacturing times. Option 2 - time tracking software will likely deliver a 20% to 30% increase in factory wide productivity and cost you \$15,000. So, compared to the CNC machine, the time tracking software tool generates twice the productivity at one sixth of the price. The software tool in this case is a 12 times better investment than the CNC machine. Of course, the time tracking software complements your CNC machinery as it allows you to get the maximum production and productivity from all your machinery.

Finally PCs on the factory floor and time tracking software will likely deliver you a 20% to 30% increase in production and productivity. I suggest that you "run your eye over" your 2007 / 2008 Profit and Loss Statement, as you will see that a target 30% increase in your production and productivity, on your current cost structure, will almost DOUBLE your annual profit. -S-