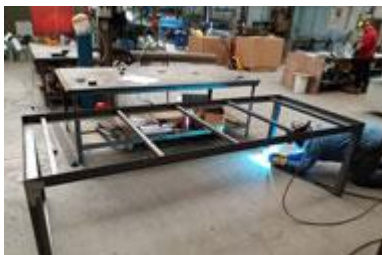


# Around Sheetmetal and Empower Workshop Productivity & Scheduling Software Case Study

(Onehunga, Auckland, New Zealand)(22/06/2020)

Empower Manufacturing and Engineering Software - Job and Staff Time Tracking & Scheduling - Using Tablets on Your Workshop Floor



***“Since having Empower Software working for 3 years we have got very labour cost competitive and have grown our production and revenue fourfold and grown our profit higher than fourfold.***

***If you are using workshop staff completed manual time sheets as I was, or not recording time on jobs at all you are manufacturing “blind” of your labour***

***time and labour cost on jobs, which is poor management of your labour force. Conversely using Empower you are manufacturing with 20 20 vision with real time information from your workshop floor, and all individual workshop staff are fully aware, transparent, accountable and highly productive.”***

Core Products Manufactured (or Core Business)	<p>We have two arms to our business:</p> <ol style="list-style-type: none"> <li>1 Sheetmetal ducting and</li> <li>2 General metal fabrication</li> </ol> <p>We are highly labour cost competitive but focus on rapid turnaround on orders</p>
% Production is custom made - one off designs (each job different to the last)	<p>90% approximately of our jobs are make to order to client specifications</p> <p>10% approximately of our jobs, our round products, are repeat orders and made in batches</p>
Any Key Background Information	<p>Since having Empower Software working for 3 years we have got very labour cost competitive and have grown our production and revenue fourfold and grown our profit higher than fourfold</p>
# Factory Floor Staff	10
# Total Staff	13
Annual Revenue (approx)	Confidential, but continuing strong growth in production
Factory and Office Size m2	500m2, but need more space sometime soon
# of CNCs	Usual sheet metal and metal fabrication machinery
Geography Serviced	Auckland mostly. We have few national clients
Staff Times on Jobs Recording prior to Empower	<p>Previously we used manual workshop staff completed time sheets, which were no better than “cheat sheets” or “lie sheets”. This information was too little, too late, too inaccurate and did not motivate workshop staff to work any quicker. On our previous old manual system workshop staff were not aware of the job times expected of them at job start and not aware of their actual time when they finished jobs and not aware of their productivity actual to budgeted time. It is accurate to say that previously all our workshop staff were manufacturing “blind” to their job times</p>
Years in Business	25 years, I’ve owned for 4 years
Associations and any positions held	
Staff Groups Tracked on Empower	All workshop staff
Year we started using Empower	2017, April
# PCs or tablets on the Factory Floor with Empower on	3 tablets, but we need 2 more
# Of our Managers using Empower	3 (MD, PM and Main Machine Operator)
Estimated Productivity Gains using Empower	30% to 35% workshop productivity increase estimate. I am confident we will get substantially more gains when I get time to use Empower more

What we have experienced and like about Empower Workshop Productivity and Scheduling Software:

1. Easy for workshop staff to use
2. Easy for me to use in production management and general management
3. Easy to set up. Empower is an App and Add On Software

4. Clear concise reporting and screens on everything I possibly need and more. Clearly Empower has been developed solely for engineers and other jobbing manufacturers which is important to me
5. Our additional production, revenue and profit is substantial. Subscription price of Empower App monthly is low so return on investment is high, x100+

I was compelled to put in Empower as my main competitors in Auckland had it and I could not afford to operate my business at substantially greater times on jobs at substantially higher labour cost on jobs than my competitors

If you are using workshop staff completed manual time sheets as I was, or not recording time on jobs at all you are manufacturing "blind" of your labour time and labour cost on jobs, which is poor management of your labour force. Conversely using Empower you are manufacturing with 20/20 vision with real time information from your workshop floor, and all individual workshop staff are fully aware, transparent, accountable and highly productive

My advice, Empower is an App, low cost monthly subscription and easy to put in, so put it in.

Please phone me to discuss Empower

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**PLEASE FORWARD THIS EMAIL**

Please forward this email to someone you know who owns or is management in any Joinery, Engineering or other Manufacturing business throughout Australia or New Zealand. Particularly to those people and businesses who might be struggling to manage their jobs and their labour or struggling to retain previous or expected profit levels.