

Connex Wire and Empower Workshop Productivity & Scheduling Software - Case Study

(Panmure, Auckland, New Zealand)(22/4/2020)

Empower Manufacturing and Engineering Software - Using Tablets on Your Factory Floor.
For progressive Joiners, Engineers and Other Manufacturers



"Empower Software is the tool that allows me to be a professional and thorough production manager. Using Empower I: plan production far better, monitor production far better, get a lot more out of my factory staff team and I build and maintain a high moral and great company culture.

We would not be without Empower Software. We certainly would not go back to “manufacturing in the dark”, as we

were manufacturing previously with manual time sheets"

Core Products Manufactured (or Core Business)	Electrical wiring looms for boats, trailers and cars, both Automotive and OEM Industries
% Production is custom made - one off designs (each job different to the last)	100% of our production is custom made to clients' specifications. Factory staff are working on different jobs and different tasks every day
Any Key Background Information	<p>I worked as a factory staff member on the factory floor for several manufacturers in my earlier years, this experience gives me a real appreciation of what is important to factory floor staff.</p> <p>Over the years the business has grown significantly and consistently.</p> <p>We operate two factory floors.</p> <p>We use Accredo Enterprise level accounting software which interfaces with Empower Software, as one seamless software solution. As soon as a new Order is entered into Accredo the Job and all Tasks are automatically and instantly scheduled and assigned through Empower to the PCs on the factory floor for factory staff to access</p>
# Factory Floor Staff	24
# Total Staff	35
Annual Revenue (approx)	Confidential
Factory and Office Size m2	900 square metres
# of CNCs	
Geography Serviced	New Zealand, Australia, Europe growing international
Staff Times on Jobs Recording prior to Empower	<p>Prior to using PCs on the factory floor and Empower Software we used manual time sheets, which factory staff would wildly guess times to fill in at the end of each day, which was highly inaccurate in the times recorded on jobs and they did not motivate factory staff to work any quicker. The morale of our factory staff using manual time cards was low because staff did not enjoy spending all the time at day end filling in their time cards and staff received no real feedback on how well they went on their jobs actual to budgeted time.</p> <p>Now using PCs on the factory floor and Empower Software we have high factory staff moral because it is a lot quicker and easier for factory staff to click start and finished on their jobs on the PCs, staff see their actual to budgeted time performance on completion of every job and I provide individual staff reports in summary and detail on their job times they achieved over the last quarter which staff see in their quarterly performance reviews. Using Empower it is quick and easy to hold quarterly performance reviews with individual staff to achieve and this boosts and maintains high factory productivity</p>
Years in Business	18 years to date
Associations and any positions held	New Zealand Marine Association
Staff Groups Tracked on Empower	All factory staff
Year we started using Empower	2016
# PCs or tablets on the Factory Floor with Empower on	5
# Of our Managers using Empower	5
Estimated Productivity Gains using Empower	Labour time on our jobs and therefore our labour cost on jobs has reduced by 15 to 20%.

1. I love the Empower system. It allows me to be very knowledgeable, academic and professional about jobs, staff and times, accordingly I can be very fair and equitable to all factory staff. I am proud that

factory staff moral is high using Empower. Empower has enabled us to drive labour times and labour cost on jobs down by 15 to 20%

2. To get the best and the most out of each factory staff member I show them the Empower reports recording their individual job times and productivity they have achieved – so I can discuss their achieved times openly and fairly therefore highlight their strengths and any weaknesses. Examples of my typical discussions and engagement with factory staff:
 - Your manufacturing productivity currently is 160%, budgeted to actual time. You are currently our highest performing factory staff member
 - Your manufacturing productivity is 68% currently, budgeted to actual time. You need to focus on bringing that up to 90%, to meet our factory floor average
 - Your downtime productivity currently is 70%, budgeted to actual time. You need to focus on bring that up to 90%, to meet our factory floor average
 - Your unaccounted time productivity currently is 50%, budgeted to actual time. You need to focus on bring that up to 90%, to meet our factory floor average
 - Rework of 0.5 an hour per month currently, which is 3 hours better than the factory average
 - Etc
3. From time to time our clients question me about our pricing and our quotations. I provide clients with the Empower report which reports all the time to the minute that goes into their job or jobs in question. This total transparency of our labour times on Jobs including breakdown of time to respective Task level helps confirm to clients our prices are always accurate and highly competitive.
4. We recently recommended Empower Software to Counties Kitchens, a kitchen manufacturer in South Auckland and we know they are very happy with using Empower
5. I need to travel for a week each month. Empower's new cloud technology is awesome. On Empower I view job and staff performance in real time on my phone and laptop at times. Throughout the day and I phone, text and email factory staff and management in the office to address any performance issues. Our factory staff and factory floor perform equally well when I am in the office and when I am on the road, because Empower Software is the "Sheriff" that keeps everyone informed and everyone honest
6. Empower Software is the tool that allows me to be a professional and thorough production manager. Using Empower I: plan production far better, monitor production far better, get a lot more out of my factory staff team and I build and maintain a high moral and great company culture
7. We would not be without Empower Software. We certainly would not go back to "manufacturing in the dark", as we were manufacturing previously with manual time sheets

Anyone is welcome to phone me to discuss Empower

Jay Ropati
Production Manager
Connex Wire
+64 21 152 6698
Jay@connexwire.com

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.