



# Demystifying the Digital Journey for Manufacturers

October 6, 2022

*We'll get you there.*





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# Introductions



**Allyson Baumeister**  
Managing Principal of  
Manufacturing and Distribution



**Noel Hopkins**  
Digital Growth Director



**David Chambers**  
Digital Growth Director

# Value to Manufacturing

- Helping manufacturers to:
  - Drive efficiency
  - Reduce costs
  - Scale and grow



**Highly  
collaborative**



**Meeting businesses  
where they are**



**Targeting critical  
business Value**

# Manufacturers' Outlook Shows Continued Supply Chain Issues, Growing Workforce Needs and Rising Costs

- National Association of Manufacturers

Manufacturers' Third Quarter Outlook Shows Continued Supply Chain Issues, Growing Workforce Needs and Rising Costs. [www.nam.org](http://www.nam.org), September 19, 2022



# Digital Services Can Help with Critical Challenges

## Supply Chain Issues



## Labor Shortage



## Operating Costs



# Supply Chain Issues



**Major automotive manufacturer - investors to expect lower deliveries and higher costs when third-quarter numbers are reported.**

Shares pricing impacted.

40,000 to 45,000 vehicles should be in inventory at the end of the third quarter because manufacturer doesn't have the parts to finish them.

Ford Profit Down on Supply-Chain Woes. Don't Overreact. [www.barons.com](http://www.barons.com), Sep 19<sup>th</sup> 2022

- Supply chain complexity makes managing inventory challenging
- Forecasting fluctuating demand is increasingly difficult
- Emphasized by labor shortage and high demand and high material pricing







# Supply Chain Optimization

Complex inventory management with estimated  
\$60M+ dead stock.

Recent acquisition, multiple teams and systems  
contributing to a complexity.

CLA Digital integrated systems, provided data  
management & optimized reporting dashboards



**Targeting \$50M  
reduction in dead stock**  
(pre-pandemic levels)





# Labor Shortage



The Labor Shortage Is Killing American Manufacturing. Here's How AI Can Bring It Back To Life.

Many formerly human jobs will be replaced with AI. But instead of worrying about jobs at risk from AI, in this case you should be thinking about how AI can help keep your operations running and your human staff employed.

The Labor Shortage Is Killing American Manufacturing. Here's How AI Can Bring It Back To Life. [www.forbes.com](https://www.forbes.com), Aug 28<sup>th</sup> 2022

- Access to labor is a critical business challenge for manufacturers across the country
- Highly challenging for, repetitive and mundane tasks
- Significantly impactful on productivity, quality and operating cost



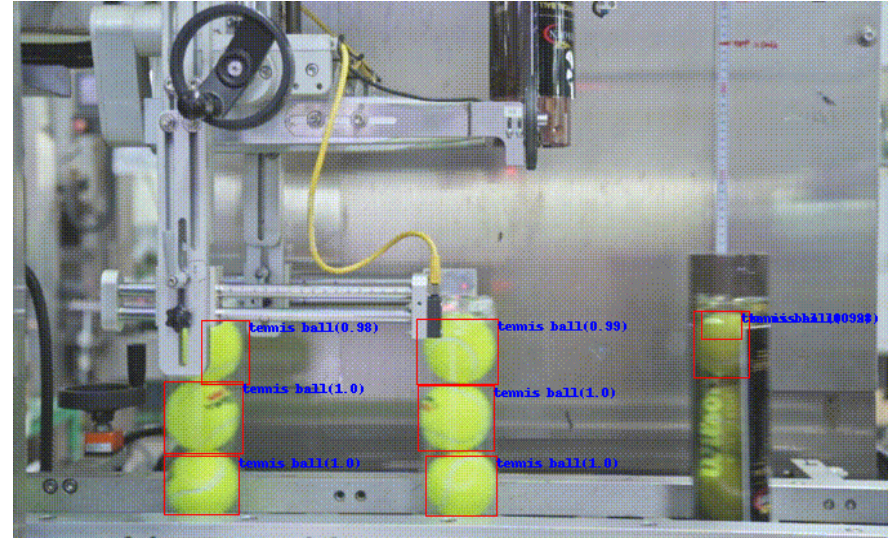
# Automated Visual Inspections for Production

CLA Digital is helping manufacturing businesses who are seeing:

- Missed defects, Low production rates
- High labor costs, challenges fulfilling roles
- Opportunity to automate real-time decision making



CLA's Computer Vision provides fast, accurate, and consistent results



# Automated Visual Inspections for Resources

CLA Digital is helping businesses who are wanting to:

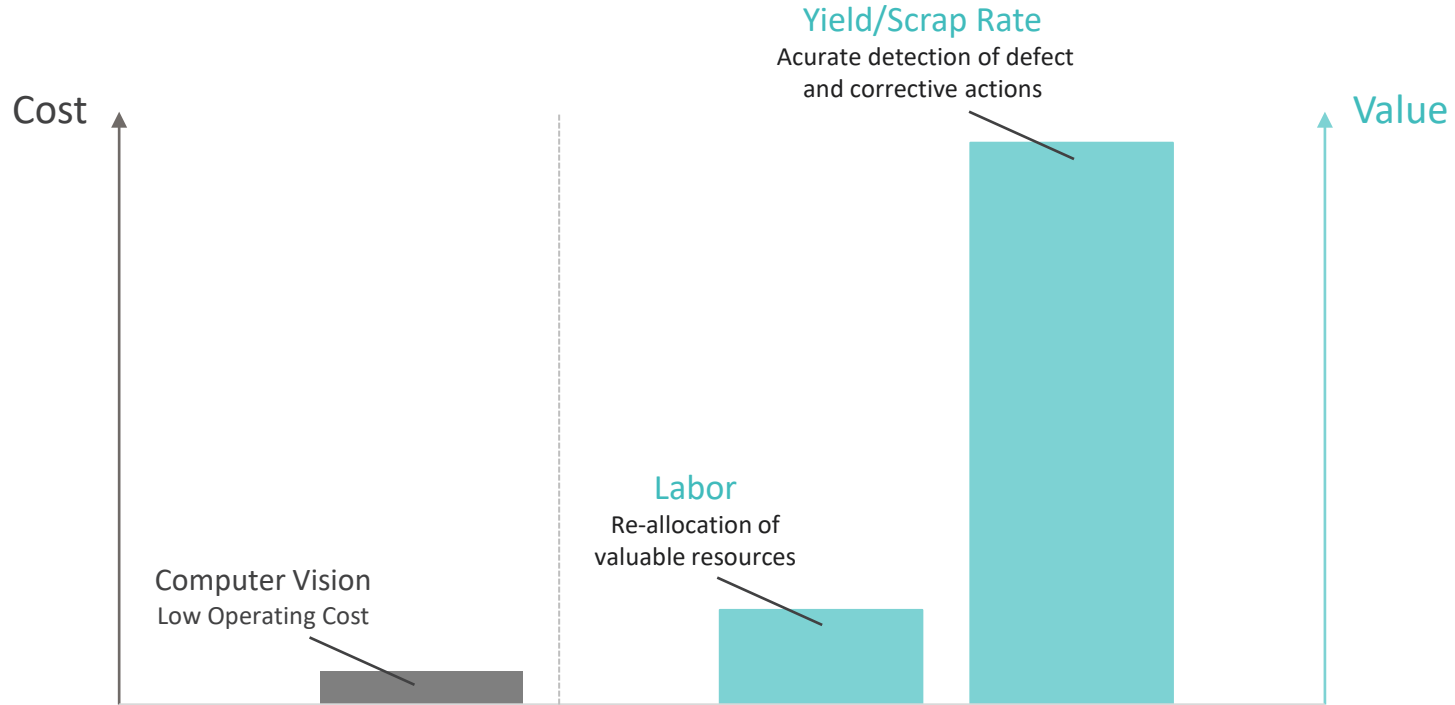
- Eliminate unsafe conditions
- Reducing insurance and injury costs
- Improving employee environment



CLA's Computer Vision provides fast, accurate, and consistent results



# The ROI of Automated Visual Inspections



# Operating Costs



**The future of manufacturing is powered by data and analytics.**

This technological advance has come at a time of uncertainty. Climate change, supply chain disruption and conflict plague the global system. The innovative use of data in manufacturing could be a stabilizing force for the global manufacturing industry.

The future of manufacturing is powered by data and analytics.  
www.weforum.org, Sep 9<sup>th</sup> 2022

- An overwhelming 82% of companies have experienced at least one unplanned downtime incident over the past three years. Most have suffered two or more.
- Many plants rely on reactive, run-to-fail maintenance processes. This means they only perform repairs after equipment has broken.





# Predictive Maintenance



CLA Digital is helping clients who are looking to:

- Maximizing operational uptime
- Optimizing scheduled maintenance and service intervals
- Aligning supply and demand to optimize productivity



**CLA's Predictive analytics provide the ability to proactively manage critical equipment**



# Operating Costs



**ERP software reduces administrative and operational costs by providing a single source of accurate, real-time data.**

It enables manufacturers to manage operations proactively, preventing disruptions and delays, breaking down information bottlenecks, and assisting users in making faster decisions.

- Process 'silos' between departments contributes to redundant work and inefficiencies
- Manual processes are severely impacting productivity
- Limited visibility into key information leads to poor decision making



# CLA Digital client focused approach for ERP

- Individual departments are relying on their own applications
- They don't have easy access to key KPI's
- Accounting takes longer and is more difficult
- Sales and the Customer Experience are suffering
  - No connection between sales/inventory/customer data
- IT is too complex and resource intensive



# Acumatica for Manufacturing

Named Best Cloud ERP Solution  
Best Manufacturing Solution  
Best ERP Software

IIA CODiE Awards  
PC Magazine Editors' Choice

Named Best Cloud ERP Solution  
Best Manufacturing Solution  
Best ERP Software

Gartner  
G<sup>2</sup> CROWD



Source: Acumatica



# Digital Services Can Help with Critical Challenges

## Supply Chain Issues



### Inventory Management

Data Modernization for accurate business management and decision making

## Labor Shortage



### Intelligent Automation

Implementing automated routine inspections and workflow processes

## Operating Costs



### Cloud-based ERP

Integrating effective enterprise software to optimize all aspects of manufacturing business





# Upcoming Digital Webinars

Watch for invitations to our next two webinars focusing on manufacturers and distributors

- November 10
- December 1



# Contact us



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