

## Production Intelligence & Benchmarking of Hybrid Processes at leading CPG Company

<b>Customer Location</b>	Additional sites to the already 18 sites installed: Marinete, WI - Hattiesburg, MS - San Antonio, TX - Conway, AK - North Fleet, UK
<b>Customer Industry</b>	CPG
<b>Customer Type</b>	End User
<b>Customer Business Profile</b>	A leading global health and hygiene company with operations in 38 countries and product sales in more than 150. Employing more than 60,000 people worldwide and sales of \$14.3 billion in 2003.
<b>Decision-Maker and Pain / Gain Centers</b>	Executive/VP, Operations, Engineering, IT, Maintenance, Quality, Sourcing
<b>External Influencers</b>	none
<b>Business Need / Pain</b>	Furthering the objective of standardization of systems across the business. <b>Decision</b>
<b>Criteria</b>	This is the extension of a roll out by the manufacturing IT group into plants that have not yet implemented PIMS (Production Information Management System). This is an initiative directed by the VP of manufacturing
<b>Capability High-Level</b>	Production Intelligence
<b>Benefits High-Level / Gain</b>	Cost Productivity, Inventory Controls, Manufacturing Effectiveness, Production Agility, Standardization
<b>Benefits Detailed / Unique Value</b>	By purchasing a product which both meets the functional needs and also can be applied to Hybrid process types, the Manufacturing IT group is rolling out consistency of visualization and execution systems across multiple sites. Proficy Plant Application's unique ability to be open and layered allows this customer the ability to leverage the investment that were made in other vendors software/hardware. The architecture and products enable the Manufacturing IT group the ability to focus resources on solving the evolving business needs of electronic information and less on technology/infrastructure. This solution is enabling this customer to do benchmarking of similar processes from various plants around the World, in one centralized location (Headquarters)
<b>Benefit Value Quantified</b>	Cycle Time, Order Delivery, Inventory Turns, OEE, Capacity, Scrap/Defect/Waste Rate, Downtime, Recall/Warranty Costs, Compliance Costs, Safety, Other
<b>GEIP Products &amp; Services</b>	Plant Apps, all modules, prof. services, GC. Licenses are not unlimited.
<b>GEIP Competition / Why We Won</b>	The competition was Wonderware, Rockwell, and Home Grown. Established corporate pricing with incentives to purchase a fixed amount annually has given GEIP the ability to have a competitive price.
<b>GEIP Sales \$ Amount</b>	450K USD
<b>GEIP Sales Contact Information</b>	Rich Manwiller, Rich.Manwiller@GE.com, (920) 469-6430
<b>Implementer</b>	Customer
<b>Implementation Date</b>	01/2005

