EVERY SECOND YOU DON'T ACT IS
LOSING YOU MONEY.
LOTS OF MONEY.

"Remember that time is money," as Benjamin Franklin famously said.

You're extracting data and generating reports for the various aspects of your value chain—sawmilling, kiln drying, planing, etc. You've been doing so for years. If you've read our article on Industry 4.0, you already understand it's all about data. How actionable has the information in your reports been up until now? We'll go out on a limb and say not much or not as much as you really want.

And this is losing you money. Because the lack of actionability translates into a higher proportion of lower grades, missed delivery dates, and lost sales.

So how can you go about getting this "actionable data" and how will it help you improve your bottom line?

YOU NEED A STRATEGY

We've visited a good number of plants over the years. We've wrangled an excellent understanding of how they operate as systems.

Of course, you're all thinking the same thing: "But we're way too different for any out-of-the-box solution." You know that other plants are modernizing and deploying new tools. You don't want to be left behind, outclassed. Just for that, you may be tempted to invest in a custom solution (outsourced or in-house). In a way, you're probably using a custom in-house solution in the form of spreadsheets.

LEARN HOW TO AVOID THE CUSTOM SOLUTION TRAP

Before you adopt a solution (whether it's our PMP TEAMMATE™ or another solution), for the information you get out of it to be useful, you must have a strategy. Not just a plan or a project, but an overarching strategy. Only then can the KPIs you pull from the solution be meaningful. If you don't know what you're chasing after, no amount of numbers will help.

PMP SOLUTIONS

DRIVING WOOD TRANSFORMATION™

We've identified three basic strategies in wood transformation plants:

- Reducing / Controlling costs
- Adding value to the product mix
- A mix of the above two

We've always found that **a mixed strategy works best**. Having elaborated a strategy, it becomes easier (not easy by any means) to look for the data that will support it.
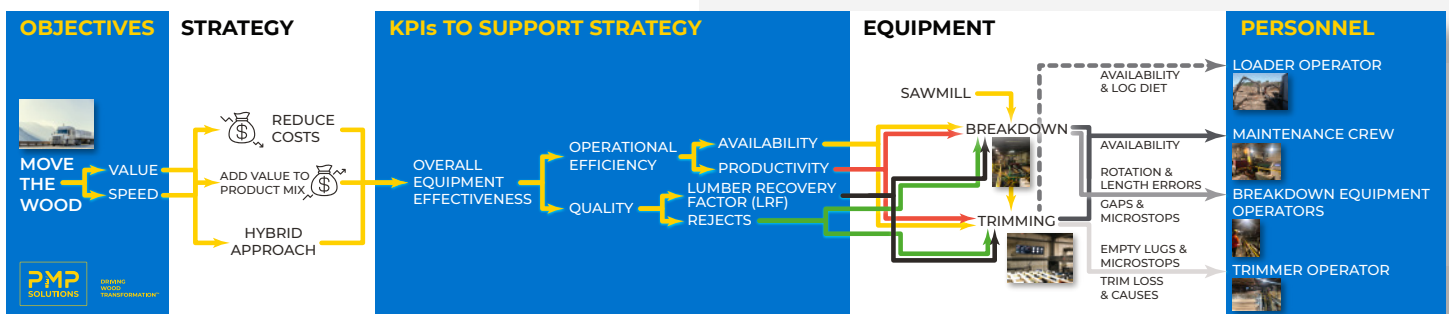
ACTIONABLE DATA IS BUSINESS INTELLIGENCE

Having KPIs is one thing, but how do you turn them into something you can act on quickly?

Actionable data is information that you can act upon or that offers enough insight to make necessary actions clear.

Actionable data is the product of big data, but it mustn't be stored in silos inside your business. Actionable data is information that's processed, analyzed, and presented in a clear, understandable, and often visual manner. It offers the ability to recognize mistakes and capitalize on new opportunities, to enhance performance, and to reach faster, more informed business decisions—all the way down to the plant floor. Because every time your plant floor workers act or fail to act, they are figuratively making a business decision.

In even simpler terms, actionable data is business intelligence (BI).

OBJECTIVES | STRATEGY | KPIs TO SUPPORT STRATEGY | EQUIPMENT | PERSONNEL

MOVE THE WOOD — VALUE, SPEED

REDUCE COSTS / ADD VALUE TO PRODUCT MIX / HYBRID APPROACH

OVERALL EQUIPMENT EFFECTIVENESS — OPERATIONAL EFFICIENCY (AVAILABILITY, PRODUCTIVITY), QUALITY (LUMBER RECOVERY FACTOR (LRF), REJECTS)

SAWMILL, BREAKDOWN, TRIMMING

AVAILABILITY & LOG DIET, AVAILABILITY, ROTATION & LENGTH ERRORS, GAPS & MICROSTOPS, EMPTY LUGS & MICROSTOPS, TRIM LOSS & CAUSES

LOADER OPERATOR, MAINTENANCE CREW, BREAKDOWN EQUIPMENT OPERATORS, TRIMMER OPERATOR

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USE ACTIONABLE DATA TO GAIN A COMPETITIVE EDGE

BI is the result of transforming raw data from equipment into actionable data for your business. In a world producing data in the trillions of gigabytes every day, businesses including wood transformation plants are often drowning in information or are learning how to use it to their advantage.

It's never been more important to capture, manage, and analyze data to improve business intelligence. Doing so offers you a competitive advantage, an opportunity to improve customer service, a method to enhance inventory and optimize your value chain, and evidence of growth. These are key elements to becoming a data-driven organization.

Unfortunately, not every business knows how to go from collecting data to actionable data, or even understand the need to.

CHALLENGES IN GETTING ACTIONABLE DATA

What's really stopping you from connecting the dots between data, analytics, and the growth of your business?

A majority of decision makers blame their inability to integrate data technology (such as PMP TEAMMATE) into their existing systems and business models. Most said that they struggle with implementing the correct solutions to accurately analyze their existing data. The reality is that most manufacturing solutions on the market are not designed for the wood transformation industry and that they are mostly data historians—the collected data must still be analyzed by you to squeeze BI out of it.
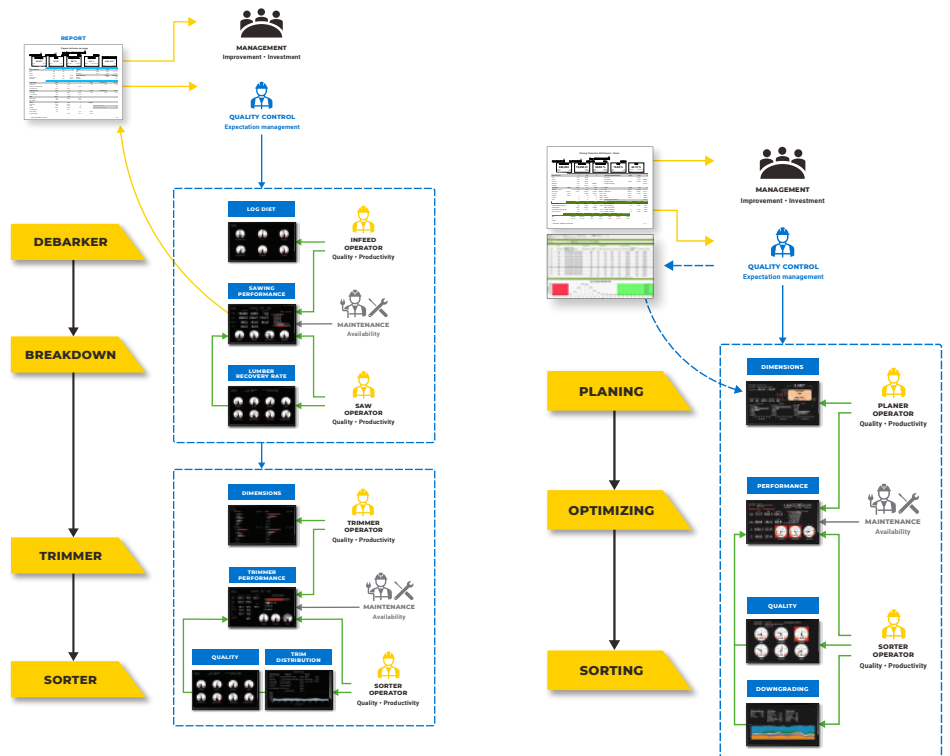
PMP
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A CLEAR AND COMPREHENSIVE PICTURE

Therefore, BI tools such as PMP TEAMMATE (although it's not only a BI tool) are very important. BI allows you to draw actionable data from your operational technologies to empower data-driven decisions. PMP TEAMMATE pulls data from every possible point inside your mill, aligns it with your objectives, and presents it in two ways:

- Pre-analyzed (huge time saver) reports that can be produced and delivered automatically to key stakeholders.
- Real-time dashboards on the plant floor. These have two functions: inform operators of targets and whether they are deviating from these targets.

What we've observed in over a hundred PMP TEAMMATE deployments is that top-down data-driven decisions were more clearly understood, and that bottom-to-top communication was facilitated, yielding even more insight. Real-time dashboards on the plant floor also enable operators to remain on target and fix issues before they become bottlenecks—preventing losing control over production runs, lost revenues, and time wasted on non-value-added work.

Through observation, this drives up operational efficiency by an average of 20 % and the value of product mixes an of average 33 %.

WE ARE **PMP SOLUTIONS**

We've known for a long time that people have an essential role to play in industrial systems. Nothing can trump the combination of a person's instincts, experience, and knowledge. We therefore develop technologies and tools that make it possible for people to manage complex, high-throughput systems, empowering them to reach their targets. Our measurement tools enable better comprehension and foster an environment where everyone can collaborate toward the same goals.

This is what we do—equip people with the tools they need to better manage mills, no matter what they do.

Founded in 2006, PMP SOLUTIONS is the leader in software solutions for the wood transformation industry. Our systems aggregate and contextualize data from multiple sources in the supply chain, and then present it in ways that users from all levels can leverage to enhance operational control and performance.

Formed by François LÉGER, Ph.D. and wood transformation industry expert, PMP SOLUTIONS is rich in intellectual wealth, which gives us a unique ability to push the limits of innovation. We've demonstrated a keen understanding of manufacturing systems and an impressive ability to structure production data. We market the PMP TEAMMATE software suite which offers the wood transformation industry ways to improve its mastery of inventories, production, and planning. PMP TEAMMATE fosters collaboration and communication between all the mill stakeholders, enhancing performance.

PMP SOLUTIONS plays an active part in the Engineering research on 4.0 industrial systems and the FORAC research consortiums. Being so involved in the R&D community has made it possible for us to contribute to the integration of new technologies in the manufacturing field.

CONTACT US TODAY TO LEARN WHAT WE CAN DO FOR YOU.

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