

My Manufacturing

Powered by Parametrus



Globalization, high competition and market demand are some of the main challenges currently faced by the industry. In this respect, efficient and flexible processes are pillars of success in the modern manufacturing environment, which is characterized by the demand for innovative, high quality, personalized and competitively priced products.

How to analyze the profitability of products and price them correctly in this scenario?

Driven by the emergence of industry 4.0, data generation and integration with state-of-the-art technology is a trend in this market, as well as the implementation of an integrated solution that provides information quickly and securely to help with decision-making.

Taking the economic analysis into account, it is necessary to introduce systems that analyze the performance and effectiveness of the organization in the pursuit of its goals and continuous improvement. Besides the economic approach, analytics systems must also consider the operational perspective. Thus, they must be able to measure and defray the production, setting reference patterns and stratifying the impacts of the product mix on manufacturing cost. In this context, in addition to providing critical information for decision-making, costing tools are essential for pricing and determining indicators for the evaluation of results.

What is it for?

My Manufacturing is a cost management solution for industries in general that integrates an analytical platform specialized in costing with the expertise of cost-based performance system modeling. By combining economic and operational perspectives, this integrated solution not only enhances product, channel and customer profitability analyses, but also enables the company to analyze

the operational efficiency, translated into economy, as it integrates the cost information of the entire industry: variable, manufacturing and indirect costs.

My Manufacturing is a complete and customized technology solution that offers support, training and technical consulting, in addition to having implementation accelerators that stand out for the sector-specific activity dictionary, with all the processes and reports that are essential for a granular analysis of the business's costs and profitability.

Who is it intended for?

The **My Manufacturing** solution is recommended for any industry that wants to enhance the generation and use of economic and operational information, transforming numbers into improvements and optimization in the pursuit of operational excellence.

The solution was specially developed for the following types of manufacturing:

- Repetitive Manufacturing (e.g. Automotive Industry);
- Continuous Manufacturing (e.g. Petrochemistry);
- Additive Manufacturing (application in any sector);
- Discrete Manufacturing (e.g. Aeronautical and Naval Industry).

*"The implementation of the cost model on **MyABCM**, with its team's unconditional support, made things incredibly easier. Even after this stage, the professionals responsible for the project constantly support and help us to extract the information needed for reporting."*

Eduardo Gonzalez Plasencia
Cost Manager – **Bardahl**
Mexico

Benefits

- Performance based on Cost and Profitability: Solution focused on economic and operational data, which provides valuable information for decision-making;
- Drivers and Cause-Effect Ratio: Precise cost allocation to products by pre-defined drivers;
- 3-Margin Model: Presentation of Contribution, Operating and Profit Margins with variable stratification level;
- Economic and Operational Efficiency: Integration of advanced costing methods with a methodology focused on operational effort;
- Planning and Simulations: Planning based on reliable data and possibility of real-time scenario simulation;
- Model focused on Cost Reduction: Application of Target-Costing techniques;
- Agile and Reliable Pricing.

Process

The **My Manufacturing** solution integrates the company's databases with the **MyABCM** software and processes the information using the most appropriate costing methods for each scenario. As a result, its implementation is streamlined and adaptable to various demands:

- Database integration
- Variable costing of products and services
- Operational costing based on validated methods
- Indirect costing with the best existing techniques
- Preparation of structured analyses
- Model focused on improving operational efficiency and increasing profitability
- Dashboard structuring for monitoring

Challenges

With multiple products, processes and customers, the industry finds itself in the midst of operational and economic challenges. How to measure productivity? How to measure value added? How to quantify losses? How to determine the cost and profitability of products? How to price in a streamlined, transparent and flexible way? How to control production and align the industrial and management processes? **My Manufacturing** parameterizes operations and allows for the effective control of production and costing, as well as the economic-operational simulation of results.

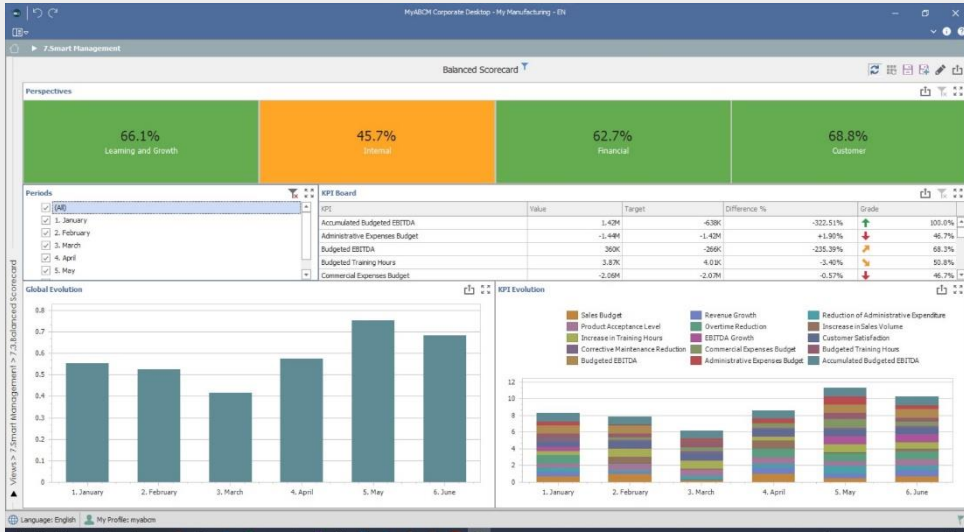
Clients who can prove the efficiency of this solution:



Name	Driver Name	Calculated Total Cost	Calculated TDQ	Driver Rate
Production		(\$296,836.50)	0.00	\$0.00
Production Products	Production hours	(\$66,133.30)	2,688.84	(\$25.34)
Industrial Process Control	Process control hours	(\$45,226.83)	1,352.75	(\$33.53)
Production Planning	Production planning hours	(\$41,679.29)	1,286.30	(\$32.62)
Quality Assurance	Quality assurance hours	(\$30,191.38)	650.46	(\$46.29)
Fit Equipments	# of requests	(\$22,529.40)	617.06	(\$36.68)
Material Control	Material control hours	(\$30,650.30)	323.00	(\$94.89)
Sales		(\$224,936.30)	0.00	\$0.00
Net Customers	# of visits	(\$76,041.68)	225.63	(\$336.34)
Customers Negotiation	# of negotiations	(\$58,036.32)	1,506.41	(\$38.56)
Prepare Proposals	# of proposals	(\$30,208.96)	1,262.00	(\$23.92)
Analyze Sales Reports	# of reports	(\$20,264.30)	1,799.26	(\$11.26)
Manage Services	# of services	(\$24,765.90)	776.14	(\$31.83)
IT		(\$168,967.10)	0.00	\$0.00
Develop Systems	# of development hours	(\$87,325.30)	609.27	(\$143.47)
Help Desk	# of support requests	(\$52,612.99)	1,951.53	(\$26.96)
Data Processing	# of machine hours	(\$36,197.22)	1,179.13	(\$30.72)
Distribution		(\$15,142.90)	0.00	\$0.00
Deliver Products	Delivered cubic volume	(\$40,624.60)	1,209.19	(\$33.60)
Store Products	Storage square feet	(\$30,789.10)	1,943.00	(\$15.85)
Inventory Control	Inventory square feet	(\$24,322.24)	747.00	(\$32.56)
Load Trucks	Loaded cubic volume	(\$21,377.64)	1,391.41	(\$15.36)
Classifying and Picking	Classifying hours	(\$16,145.90)	693.41	(\$23.43)
Acquire Materials	# of purchasing invoices	(\$12,246.12)	567.51	(\$21.56)
Marketing		(\$137,546.92)	0.00	\$0.00
Market Research	# of investigation hours	(\$42,393.20)	1,289.50	(\$32.86)
Institutional Marketing	# of institutional advertisement hours	(\$40,877.49)	1,109.79	(\$36.80)
Promotional Marketing	# of advertisement hours	(\$32,597.43)	872.09	(\$37.33)
Sell Channels	# of channels visits	(\$2,581.99)	652.76	(\$3.95)
Maintenance		(\$18,258.42)	0.00	\$0.00

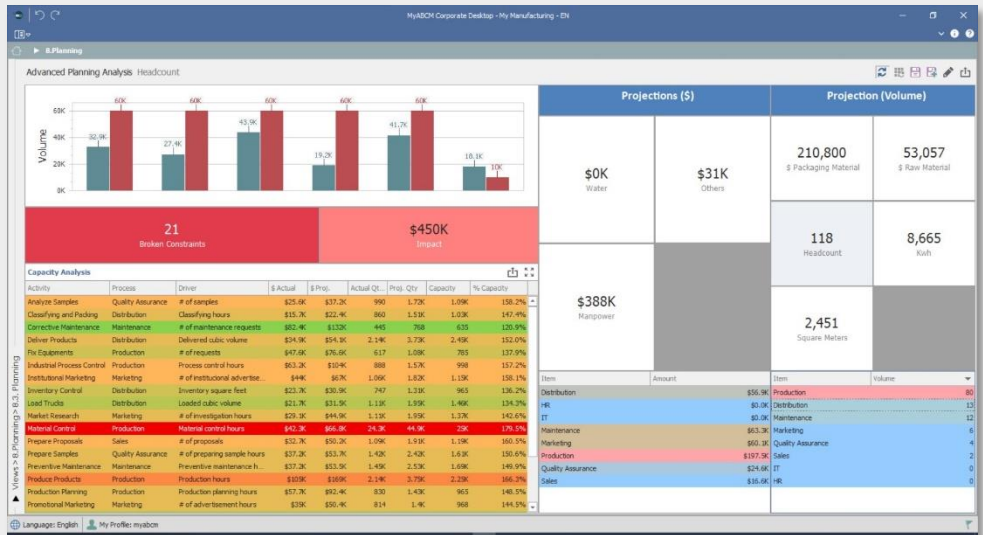
Detailed Cost of each Task, Activity and Process

Whale Chart with Accumulated Profitability by Customers, Channels and Products



Balanced Scorecard

Strategic Planning with Detailed Analysis of Bottlenecks and Projected Demands



About our Partner

In the market for over 15 years, Parametrus specializes in the development of customized solutions to assess a company's performance, developing cost and profitability management systems. It works on the integration of quality training and practical experience. Formed by consultants with solid academic background and proven expertise in the development and implementation of management information systems.



To find out more, contact us: www.myabcm.com/contact

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