



Manufacturers Alliance
Sharing Education & Resources Peer to Peer

EDUCATIONAL SEMINAR

Key Performance Indicators with Impact

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FEATURED SPEAKER



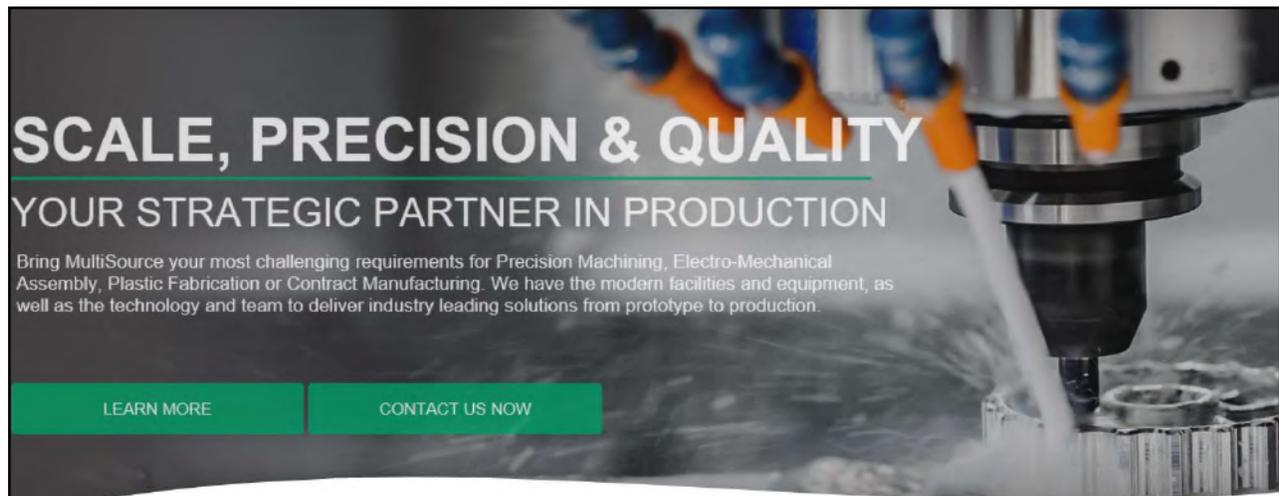
Joe Molesky, VP Operations

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Metrics With Impact – A Journey from “Counting Stuff” to “Culture”

Prepared by: Joe Molesky

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SCALE, PRECISION & QUALITY
YOUR STRATEGIC PARTNER IN PRODUCTION

Bring MultiSource your most challenging requirements for Precision Machining, Electro-Mechanical Assembly, Plastic Fabrication or Contract Manufacturing. We have the modern facilities and equipment, as well as the technology and team to deliver industry leading solutions from prototype to production.

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Privately held company - Established in 1998
The MultiSource mission is to provide our customers with a single source solution for outsourced manufacturing requirements. Our goal is to develop long term strategic partnerships by utilizing state-of-the-art technologies, industry experience, sub-tier supplier relationships within our world class quality management system.

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LOCATIONS

MINNESOTA

- Ramsey
- Minnetonka
- Burnsville
- Fridley
- Onamia

COLORADO

- Boulder



- 6 Manufacturing Facilities in the U.S.
- 360 Employees
- Over 200,000 Sq. Ft. Machining floor space
- Markets (Aerospace, Medical, Semi-conductors, Industrial)
- Precision Machining Milling

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A collage of four circular images on a dark grey background. Top left: The 'Eveleth MN' logo with a red star above the 'E'. Top right: A woman and a child standing on a dock by a lake. Bottom left: A man and a woman smiling for a photo. Bottom right: A circular image of a bronze statue of a man standing on a boat.

A little about Me!

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Agenda

A bit of Philosophy according to Joe

Case Example #1 – Counting Stuff To Influence Change in Process

Case Example #2 – Measuring Turnover to Influence Cultural Change

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So many to choose from

- Parts Per Hour
- Revenue Per Person
- 1st Pass Yield
- DPPM
- Engagement
- Turnover
- Retention
- PM Pull
- Revenue
- Margin
- Scrap
- Earned Hours
- Efficiency
- Productivity
- On Time Deliver
- Lead Time
- Down Time
- OEE
- VA%
- Driving Incidents per mile 100 Miles
- CI suggestions
- Kaizen Implemented
- Time to fill
- Time to post
- Time to arrive
- First Time Fix
- Call Backs
- Original Promise Date
- Kits on time

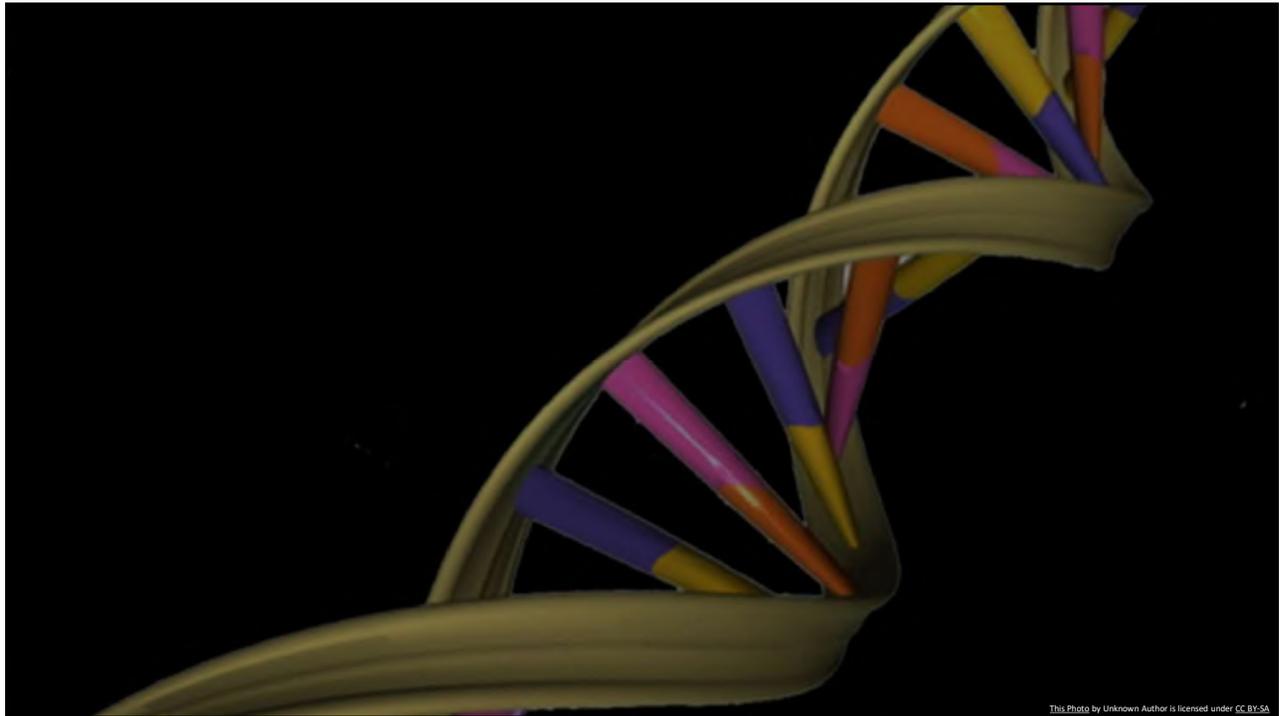


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Ensure Alignment



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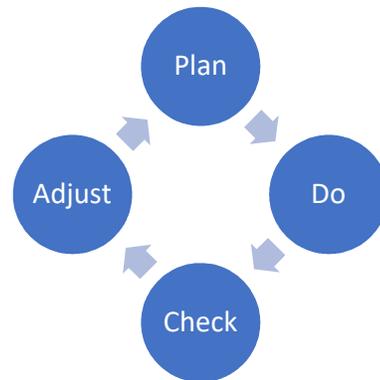


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Changing Metrics = Changing Minds

- Preparation
- Calculation
- Trials
- Pressure Testing
- Scenario Building
- Correlation to Financial Performance

And most importantly.....



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One last thing before the stories.....



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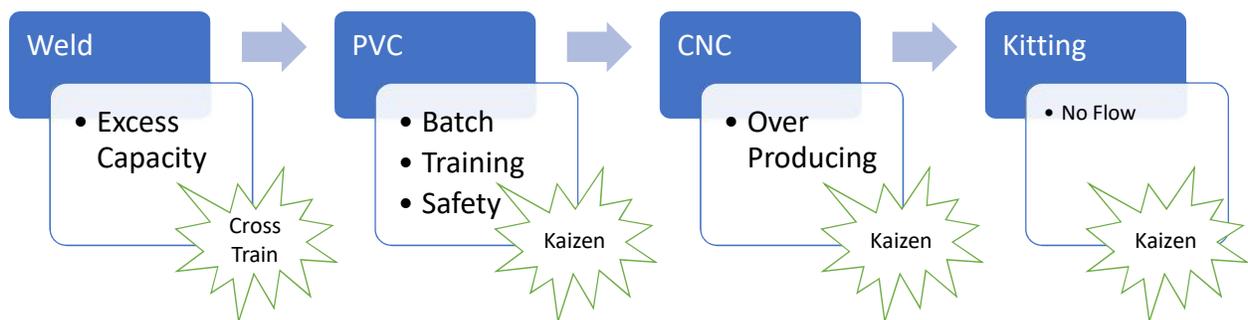
Counting Kits

- The Company – Landscape Structures
- The Vision – 1 Sales Order Flow
- The Objective – 16 Hour manufacturing lead time
- The metric – Kits on Time



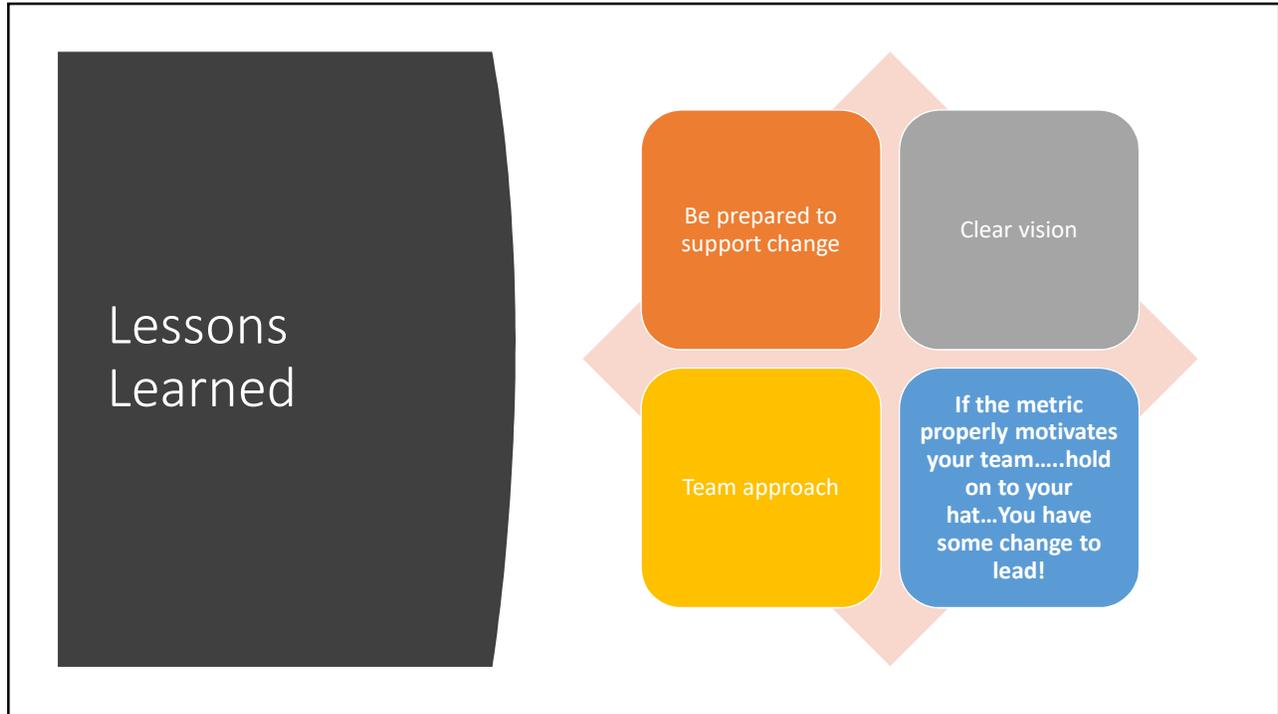
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Impactful Change



75% to 95% in Ten Months

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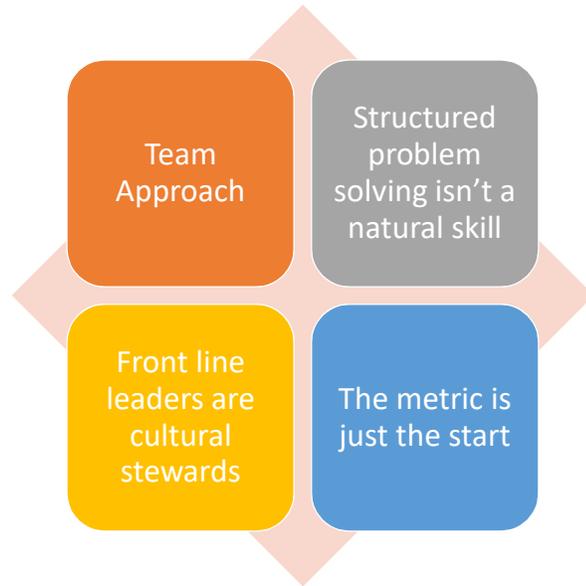
Cultural Indicator - Turnover

- The Company –MultiSource
- The Vision – Create Excellence Together
- The Objective – Create an Excellent Culture
- The Metric – Turnover



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Lessons Learned



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Are your metrics impactful?

- Have you seen behavior change?
- Can your team explain the IMPACT of their work?
- Has your customer seen the IMPACT in your results?
- Have the financials been IMPACTED with the improved operational metrics?

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Thank you for joining us!