O'Bree Business Consultancy to NSW Manufacturers and Engineers™

(Sydney, NSW, Australia) (4 October 2018)

Background	In the 1920s my grandfather started and built what was to become a sizable manufacturing operation, in Redfern, Sydney. My father would ultimately take over the business, so all of my younger years was spent around manufacturing and as such, you could say that manufacturing is in my blood. I completed my Master of Business Administration (MBA) at UTS – Sydney in 2012 and have been consulting to manufacturers ever since. My own experience comes from owning and/or managing joinery or engineering manufacturing companies. At 54 I have a lifetime's wealth of management coupled with extensive manufacturing and engineering experience, a management degree and prior business ownership which has given me the "attitude" and "smarts".
Business Consultancy Focus	My business consultancy focus is on NSW based manufacturers and engineers. I tend to "embed" myself in with my clients'

	manufacturing and engineering businesses for 1 to 3 days or as required. The focus is not only around manufacturing efficiencies, but I take a holistic approach every aspect of the operation, especially focusing on senior management, as a mentor.
Clients Recording of time their factory staff spend on Jobs	Australian manufacturers and engineers have been using manual time sheets for generations. Whilst they may have worked in the past, in today's highly competitive environments they are something of an anachronism. the times recorded on jobs by factory staff are in most cases inaccurate by at least 20% to 50% manual time cards don't motivate factory staff to work any more efficiently you cannot make management decisions based inaccurate information without the ability to understand your true labour costs it is impossible to understand your business and make informed decisions and as a result, this cannot guarantee that what you are quoting is accurate.
What has been involved in implementing Empower Software	In Australian manufacturing your single biggest cost, can also be your single biggest failing. As a production manager or business owner you are obligated to know how effective and profitable each individual factory member is to the business.
Need to have all factory staff highly productive?	I have found Empower Software simple to implement and user friendly. When I've had "unknowns" the answers are mostly in the Help system, if not I've picked up the phone and every time I've received prompt support
Need to have production and all other management using technology from factory tablets and job tracking software?	For manufacturers and engineers, it is mandatory to have your production management and all other management using tablets on the floor and tracking productivity. If you don't adopt technology and use it well, you may as well close the factory doors and take your cash to the track. If you don't have accurate time tracking of individual staff and jobs times you are potentially gambling $ 100.00 per employee/per hour for every hour of lost productivity.

Add On Software?	My current client is in the process of implementing Empower; 35 factory staff and 55 staff in total. Empower interfaces with MYOB and we are able to use our existing software systems. Empower Software has an Application Program Interface (API) this allows interfacing to any current or future software we use.
When did you first become aware of the technology of PCs or tablets on the factory floor and job tracking software?	I owned an engineering business from 2008 to 2014. At the time we were the preferred supplier of fabricated stainless equipment /cabinetry to: McDonalds, Red Rooster and Oporto Chicken throughout NSW. I investigated job tracking software using PCs on the factory floor back in 2008. It was not only cost prohibitive but the commitment to development and time, simply meant it couldn't be done. I wish I had Empower Software at the time, as a specialist factory productivity and scheduling software, I would have invested in it. I have not come across a software which is as easy to implement as Empower Factory Productivity and Scheduling.
Lean Manufacturing	Empower Software will allow tracking, monitoring and reporting on labour and all other Lean Manufacturing Key Performance Indicators (KPIs). I firmly believe that Lean Manufacturing and Empower Software together is the optimum tool set for all small to larger manufacturers and engineers involved in jobbing and engineering.
Rate Empowers 3 Software Systems	Empower Factory Productivity and Scheduling. Most importantly the software has proven over 16 years to substantially increase factory productivity. This is one of the reasons we chose it for our current site. Empower Materials Ordering & Stock Control. It has been used commercially for 5 years to date. We will be asking for functionality and reporting to suit my clients' businesses, so I am confident that it will work well for us. Empower Quoting. As a front end of the system and as it is only new to market it is too early to rank although as it will be an integral part of the Sales/Design process moving forward. It will bring the three tiers of our manufacturing business together seamlessly.

Additional production and revenue using Empower?	What I believe the results moving forward will look like Stage 1: If you assume; 7 factory/production hours per day per staff member by our 35-factory staff is 1225 available production hours pe week. additional production hours per week (with no increase in wage costs and no increase in any other overhead costs) at Stage 1 = 10% giving us an additional 122.5 hours production time per week as a minimum. 122.5 additional production hours per week x a cost of production staff at approx. $ 105.00 per hour is $ 12,862.00 additional production revenue per week if you add this to overtime it would look more like $ 21,000.00 per week. Of $ 21,000.00 additional production revenue per week there would approximately $ 7,350.00 associated material cost (@35%), which generates $13,650 additional profit per week. The cost of Empower Software for my client's factory with 35 factory floor staff is $ 250.00 per week dropping in 3 years to $ 79.00 per week. Therefore, the anticipated ROI is approx. is approx. $ 390.00 per production person per week. Effectively 3.5 hours gain in production time per person per week as a minimum.
Empower' s Support Program?	We are finding that Empower' s Support program is effective including: Training Videos Help System, within the Software Trial Software available a month before going live Time unlimited support from the Empower Office by phone or Teamviewer. Including direct access to both owners and senior implementation contractor all who have many years manufacturing experience Manufacturing expert on site for 2 days 2 Day Training Work Shops in NSW twice a year On Going. This face to face software and industry training will keep us progressing and getting the most out of the software, year after year We get Software upgrades every 10 days or so and the improvements are ensuring the software continues to be more

| | powerful. I like Empower' s two policies of 1. Clients' requested improvements are developed for FREE and 2. all clients get all improvements in their software updates every 10 days or so. |
| | I have the direct email, direct phone number and mobile numbers of both owners of Empower Software and the senior implementation contractor. I can get hold of Empower directly and any time, there is no time constraint on the support I ask for and the support time I am provided, they are always positive and all up it's a great working relationship and great support. |

What I like about the technology of Tablets on the Factory Floor and Empower Factory Productivity and Scheduling

1. For my manufacturing and engineering consultancy business I will have continual access each clients Empower Software and I will monitor, and I run the Empower Software reports and Key Performance Indicators I require to be able to provide; objective, accurate and sound business advice and everyone will be able to monitor the results of our changes.
2. My current client's main goals of Empower are firstly to reduce the overtime cost, which are considerable, then increase factory productivity by a modest 10%, stage 1. Once this is achieved we plan to give back to staff through higher wages.
3. The Empower implementer that assisted us on site for 2 days had 30 years joinery experience and 16 years daily Empower experience and knew every aspect of our business down to CNC machinery brands and cutting speeds of range of tools. This gave the owner of this business enormous confidence that Empower really know their stuff and implementation of Empower Software will be a success. We have a second senior manager from Empower visiting us January 2019 he has 26 years manufacturing experience supporting 360 joiners and other manufacturers long term. The team of manufacturing experts available to us at Empower is highly valuable to us.
4. Our planned big screen TV monitors around the factory will show key Empower Screens continuously, which outline: current jobs, staff working on them, budgeted time versus actual time and whether each job is on track. These screens, like the arrival's screens at the airport, make all staff and all management in the company highly production and highly time aware, focused and accountable.

Please feel free to email any questions you may have. If you prefer to phone or to meet to discuss any points please email me and we will schedule a time I welcome talking and helping you where I can.

Yours Faithfully
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