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SAMPLE REPORT · fictitious company · illustrative figures

Production data review: summary

Company: metalworking (Denmark), 45 employees, two shifts · **ERP:** Microsoft Dynamics 365 Business Central
Review: 1 day, done remotely: two video sessions with the people who do the work (production, warehouse, dispatch, office) and the exports they already have

Six places where a number is moved by hand

#	Manual step today → how to remove it	Hours a year	Cost a year (DKK)	Price to fix (DKK)	Payback
1	Produced quantities and scrap are written on the paper job ticket and typed into Business Central the next morning. **Fix:** A tablet at the work centre posts output and scrap straight to Business Central.	94 h 25 min/day	37,600	38,000	12 mo
2	Counter readings and stops are read off the machine panels and copied into an Excel sheet for the weekly OEE meeting. **Fix:** The counters are read straight from the PLC (OPC UA), and the weekly report builds itself.	90 h 2 h/week	36,000	28,000	9 mo
3	Picking lists are posted once a week, so stock is wrong mid-week and two extra stock counts are needed each year. **Fix:** The barcode is scanned at picking, and consumption is posted the same day.	167 h 3 h/week + 2 counts	66,800	34,000	6 mo
4	At dispatch, the weight is read off the scale, written on the delivery note and typed into the shipment. **Fix:** The scale is connected to Business Central, so the weight lands on the shipment.	56 h 15 min/day	22,400	18,000	10 mo
5	Quality measurements are written on paper at the machine and typed into Excel again for the customer's quality report. **Fix:** A digital measurement form at the machine; the customer's report is generated from it.	68 h 1.5 h/week	27,200	16,000	7 mo
6	Sales phones or walks out to production to ask how far an order has got. **Fix:** A status screen fed from Business Central. Works once point 1 is in place.	113 h 30 min/day	45,200	12,000	3 mo
	Total	**588 h**	**235,200**	**146,000**	

The top three, in this order

1. **Scan material at picking (point 3).** Stock is right every day instead of every Friday, and the weekly posting and the extra stock counts go away. 167 hours a year; pays back in about 6 months.
2. **Report output at the work centre (point 1), then the status screen (point 6) on top.** Business Central is up to date the same day, and sales stop phoning production. 207 hours a year for DKK 50,000; about 7 months.
3. **A digital quality form (point 5).** The customer's report builds itself, and a wrong value is caught at the machine, not at the customer. 68 hours a year; about 7 months.

Can wait: the scale (point 4) and the machine counters (point 2) pay back in 9–10 months. Look at them again once points 1 and 3 are running.

What you get from the 1-day review (**€925 fixed, excl. VAT**): this list for your own company, with your own numbers, measured with the people who do the work, done remotely. Half is paid when you order, and you keep the report whatever you decide afterwards.

Assumptions in this example: 225 working days and 45 working weeks a year; internal cost DKK 400 an hour including overhead; prices are estimates for a fixed-price job, excl. VAT; payback = price ÷ the monthly cost of the time saved. Not counted: the cost of errors (wrong stock, wrong invoices) and of decisions made on day-old numbers.

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Meetings and the review are in English; the report can be delivered in English or Danish.