



Seraph.

Seraph General Manufacturing and Agriculture Process

Repeatable, Flexible World-class Assessment and Operating Methodology

Quickly assess crises, identify performance improvement opportunities, and quantify financial impact. Our Crisis Management Consultants develop a Go-Forward Implementation Plan to drive rapid value creation and long-term stability.

SERAPH ASSESSMENTS

Unlocking Opportunities in Agricultural Machinery Sector

When expanding into new markets, understanding the landscape is key to success. Mexico offers a well-established ecosystem for agricultural machinery manufacturing, with a strong OEM presence and a robust supplier base.

Seraph's expert team helps agricultural equipment manufacturers navigate this strategic market by identifying key partners, optimizing supply chains, and leveraging Mexico's trade advantages with the U.S. and global markets. Our proven approach **enables smooth market entry, cost efficiencies, and long-term growth**—empowering manufacturers to scale operations with confidence.

Assessment types

Seraph has two assessment processes:

Rapid Plant Assessment

- 1-day duration
- High-level review of risks associated with a distressed company
- Focus is people, production, quality, and logistics

Manufacturing Assessment

- 2.5-day duration
- Deep, data-driven review of risks associated with distressed company
- Focus is program management, people, production, quality, and logistics

Seraph assessments are designed for decisive action, structured as below:

1	Assessment Scope & Team	
2	Executive Summary	
3	Key Takeaways, Issues and Risks	
	▪ Quality - Operations - Logistics	
4	Recommendations & Action Plan Overview	
	▪ Capacity & OEE	
5	Situation Context & Detail (for example)	<ul style="list-style-type: none"> ▪ Production Forecast Ramp up ▪ Scrap performance ▪ Revalidation Process
	<ul style="list-style-type: none"> ▪ Human Resources ▪ Process Flow Overview 	
6	Next Steps	

SERAPH ASSESSMENTS

Assessment Focus

Seraph begins with four core areas, expanding scope and depth as the specific situation demands.



People

- Manning Plan (Attrition/Absenteeism)
- Training Plan



Production

- Managing Daily Improvement
- Capacity Planning (Changeovers & OEE)
- Visual Management
- 5S
- Escalation & Reaction Rules
- Production Discipline



Quality

- Customer Response Management
- Problem-Solving



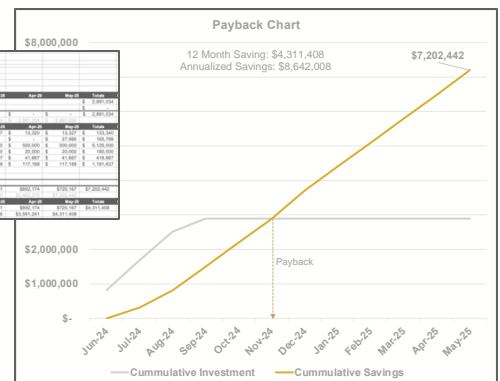
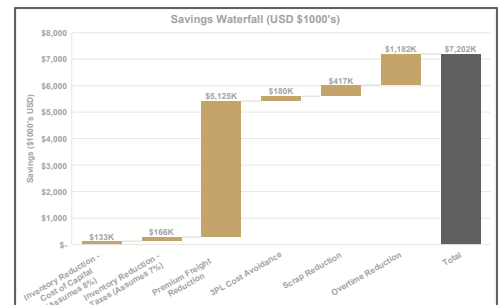
Logistics

- Production Planning
- Production Scheduling
- Material Flow
- Inventory Management

ROI vs Cost

Our team proactively identifies potential savings during the assessment and compiles them into a structured list. Once the project cost is determined, we update the ROI table with the cost to implement and projected monthly savings. The Savings Waterfall and ROI vs. Cost charts are generated to provide an overview of the investment opportunity.

Item	Current Observation	Estimated Annual Cost Savings	Estimated Cost Flow Impact	Estimated Cost Avoidance	Comments
Item	Current Observation	Estimated Annual Cost Savings	Estimated Cost Flow Impact	Estimated Cost Avoidance	Comments
Priority Overview	Est. Annual Revenue Estimated Rate by Pk Estimated Rate by Pk				
Facility Performance (OEE)	How much downtime is they experience				Number One cause of downtime - Accounted for in the OEE reduction
Logistics (OT)	Logistics (OT)				
Technical (OT)	Technical (OT)				
Management (OT)	Management (OT)				
How much is the Quality Loss in OEE	5%	\$ 500,000			Complete set. of 500
Result %					
Performance Loss					
Labor Cost Estimate					
What is the RTR - Direct Labor	200				
Current HC - Direct Labor					
What is the RTR - Indirect Labor	50				
Current HC - Indirect Labor					
How much Overtime is being worked	0.3	\$ 1,428,250			Overtime Reduction - Sundays
Inventory					
What is the Target Inventory					
Current Inventory		\$ 300,000			
Observed Inventory					
What was the last Physical Inv. Write-off					
Cost Savings for Sg. by it appropriate					
Extra/Unplanned Cost					
Premium Freight		\$ 5,000,000.00			
Customer Charge Back - Mixed Delivery					
Customer Charge Back - Quality Issue					
3rd Party Quality Cost (Quality Walls, stock audits, etc.)					
External Warehouse Cost (for trailers)	1000 Trailers, 80 x 4	\$ 240,000			
Cost Avoidance					
Additional External Warehouse Cost					
Additional Capex Avoidance (Equipment, Plant Expansion, etc.)					



SERAPH ASSESSMENTS

Final Client Package

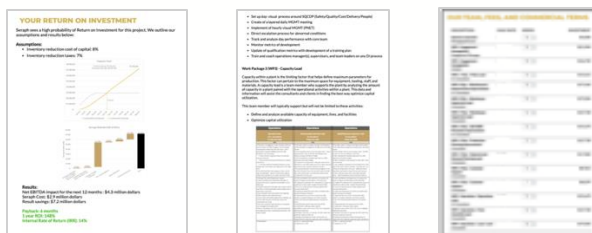
Assessment Report

Target 24-48 Hours after assessment

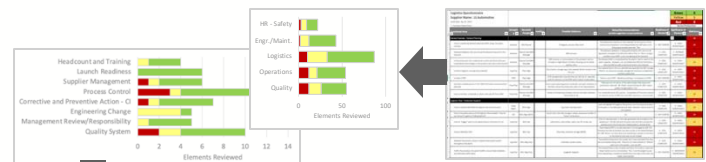


Proposal

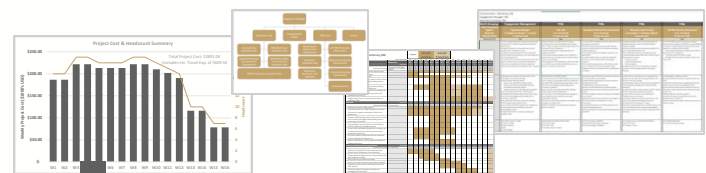
Target 72 Hours after assessment



Assessment Questionnaire



Work Packages and Timeline



ROI vs Cost

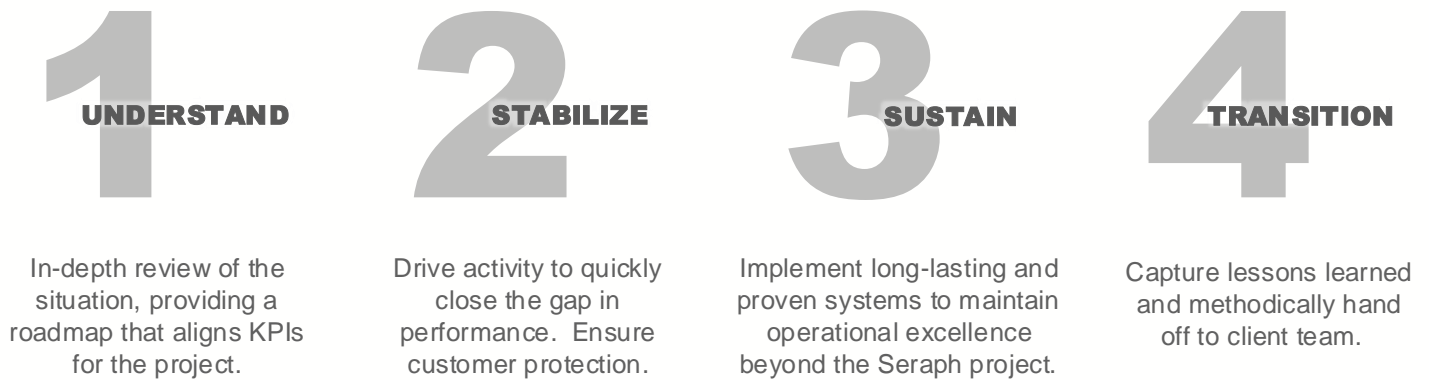


Assessments Common Findings

- **Strong operational leadership is generally absent in most operations**, with a disconnect between “management” and the shop floor apparent across the board. At the same time, the operators in general display great energy, attitude and a desire to be engaged, therefore the focus needs to be on encouraging leadership to physically LEAD
- General mentality is one of **overconfidence**, with a shared lack of respect for the required experienced leadership to navigate challenging and complex manufacturing operations
- **Operational Fundamentals and/or Operational Discipline are not held to an acceptable level.** In most cases, basic tools and processes such as daily management meetings, visual management, KPI deployment and understanding, Leader Standard Work and 5S are either nonexistent or not followed
- **PFEP (Plan for Every Part) - is not designed effectively** or in some cases does not exist at any level. In general, logistics planning lags behind operational planning.
- **Capacity Planning routinely incorporates the wrong assumptions** with regards to performance requirements, specifically OEE metrics, and does not adequately understand logistics requirements
- **Escalation procedures and Reaction Rules are not enforced or nonexistent.** Process capability therefore is not designed or able to recover from significant downtime events when they occur

SERAPH'S FOUR-PHASED APPROACH

Seraph leverages a four-phased approach to transform manufacturing operations. It implements a plan with clear deliverables, escalation, and goals to drive the project, enabling your management team to concentrate on effectively running your business.



Approach to Crisis Management & Turnaround

In a crisis, Seraph's plan resolves issues and implements sustainable solutions while allowing your management team to focus on running the business.

	1 - 4 WEEKS	2 - 12 WEEKS	12 - 21 WEEKS	22 - 24 WEEKS
	UNDERSTAND	STABILIZE	SUSTAIN	TRANSITION
Understand	<ul style="list-style-type: none"> • Rapid organizational assessment • Detailed capacity analysis • Evaluation of organizational structure, manning plan, and material tracking processes • Evaluation of production, logistics, and quality processes • Objective and work package alignment • Project charter, aligned with proposal • Seraph team location setup • SIPOC/high level process map • Management engagement grid 			
Stabilize	<ul style="list-style-type: none"> • Implement key KPIs with clear visual management • Isolate and address key problems • Create a detailed recovery action plan and cadence • Secure on-time customer delivery • KPI and rematch process 		<ul style="list-style-type: none"> • OEE training & calculation • Convergence plan to target • Escalation/reaction process • 5S application • Hourly throughput boards • Material trackers • Shift handoffs • Weekly report 	

Timing illustrative, dependent on client's unique situation

SERAPH'S FOUR-PHASED APPROACH

Sustain

- Set management cadence and install key fundamental lean elements & tools
- Coach and develop client management team
- Focus on profitability improvement
- Establish leader standard work
- Current/future state map
- Daily management meetings
- Strategy deployment plan
- Lean leadership training and coaching
- Lean fundamentals/problem-solving

Transition

- Capture and communicate lessons learned
- Create and execute transition plan
- Celebrate achievements
- Hand off improvement program to client team
- Consistent improvements to targets are evident
- Review lessons learned
- Transition plan developed, audited, and completed
- Final report out
- Project completion follow-up

Identifying a potential crisis early is necessary for a successful business outcome.

STRATEGIES POSITIONING YOU FOR PROFITABILITY



Protect Your Reputation And Secure Customer Relationships



Quickly Reduce Costs Associated with Expedites



Clarify Your Organizational Structure with Clear Roles And Responsibilities



Eliminate Order Backlog



Stabilize High-risk Operations



Improve Overall Equipment Effectiveness (OEE) for Key Work Centers



Enact Improvement Initiatives To Guard Against Future Instability

PREVIOUS PROJECTS

Industry: Automotive Manufacturing

Crisis Management – Supplier Bankruptcy Avoidance

Challenge: A supplier bankruptcy threatened the shutdown of multiple OEM production lines.

Actions: Seraph took over plant operations, stabilized production, and implemented a rapid recovery plan.

Results: Avoided total shutdown, sustained production, and achieved a **173% ROI** within months.

Crisis Recovery – Automotive Supplier Downtime Reduction

Challenge: A Tier 1 supplier's inconsistent production and downtime issues jeopardized OEM delivery commitments.

Actions: Seraph optimized production scheduling, implemented escalation procedures, and stabilized manufacturing processes.

Results: Reduced plant downtime by **63%**, increased JPH (Jobs per Hour) by **44%**, and eliminated customer shutdown risks.

Supplier Risk & Readiness Assessment [OEM Supplier Network]

Challenge: OEM faced critical supplier performance risks impacting new vehicle launch.

Actions: Evaluated 23 suppliers, identified eight high-risk, and implemented targeted readiness plans.

Results: Launched critical vehicle components ahead of schedule, preventing costly delays.

Industry: Industrial Manufacturing

Emergency Operations Takeover – Failing Plant Turnaround

Industry:

Challenge: A failing production site was unable to meet customer demand, threatening contract losses.

Actions: Seraph deployed an emergency management team, restructured leadership, and introduced operational KPIs.

Results: Achieved sustainable performance recovery within **four months**, securing customer confidence and future orders.

Industry: Medical Device Manufacturing

Crisis Response – Medical Device Backlog Recovery

Challenge: 24/7 operations with a significant backlog impacting customer shipments.

Actions: Seraph restructured production, optimized workflow, and reduced overtime reliance.

Results: Increased capacity, recovered from backlog, and unlocked **\$94,500 in weekly revenue gains**.

CONTACT US

**Navigate your challenges and market with a tailored plan
— connect with our experts today.**

Partner with Seraph to build action plans, enhance operations, maximize shop floor value, and tackle challenges in new product launches and industrialization engineering.

Discover how Seraph's deep manufacturing expertise can be your strategic partner in expanding production capacity and driving measurable profitability gains.

Visit our website for more information.
www.seraph.com



Learn more about Seraph's research, insights, projects and the companies that trust us to drive their success.

Follow us on LinkedIn to stay updated on how we're transforming industries.

www.linkedin.com/company/seraph-consulting-inc/

For a direct connection, please reach out to our team:



Jay Butler

VP Client Development

jbutler@seraph.com



Hector Soto

Engagement Manager – Sr. Consultant

hsoto@seraph.com

Seraph.

seraph.com

**Dublin, Ireland
Las Vegas, Nevada
San Diego, California
Troy, Michigan**

© 2025 Seraph Inc. All Rights Reserved