

Seraph.



Seraph Operational Excellence: Driving Lasting Manufacturing Success

Repeatable, Flexible World-class Operating Methodology

Rapidly evaluate situations, uncover opportunities for performance enhancement, and maximize financial potential. Our experts create a strategic go-forward implementation plan designed to accelerate value creation and build lasting stability.

SERAPH ASSESSMENTS

Comprehensive Tools & Experience

Manufacturing executives must move quickly to stay competitive and meet ambitious targets. It's difficult to act without the right information. That's where Seraph's assessments come in. Seraph's methodologies, centered on **operational excellence**, rapidly identify overlooked opportunities to boost productivity, lower costs, and drive sustainable performance improvements.

Our seasoned practitioners, with deep industry expertise, evaluate manufacturers and their supply chains. By applying Seraph's proven assessment framework, we provide a clear roadmap for accelerating growth and unlocking new potential. We then partner hands-on with our clients to deliver operational transformations and turnarounds across industries, including Automotive, Aerospace, Medical Devices and General Manufacturing.

Assessment types

Seraph has two assessment processes:

Rapid Plant Assessment

- 1-day assessment
- High-level review of growth opportunities to enhance performance
- Focus on people, production, quality, and logistics

Manufacturing Assessment

- 2.5-day assessment
- In-depth, data-driven analysis to identify growth opportunities and enhance performance
- Focus on 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



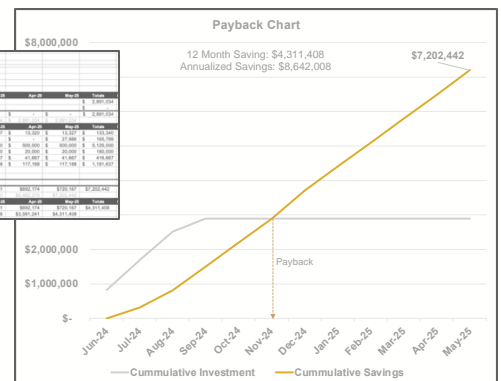
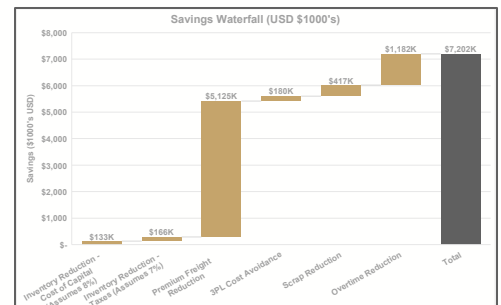
Logistics

- 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		\$ 3,000,000	
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: Rapid Insights

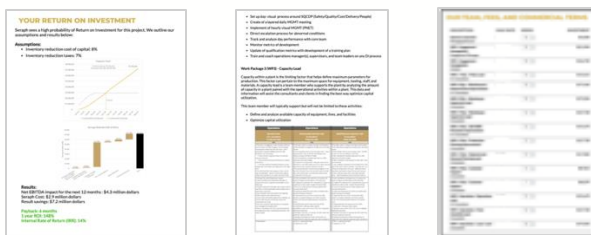
Assessment Report

Target **24-48 Hours** after assessment

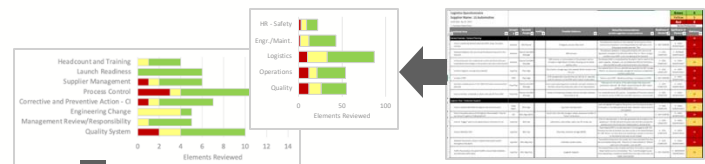


Proposal

Target **72 Hours** after assessment



Assessment Questionnaire



Work Packages and Timeline



ROI vs Cost



Common Findings: Key Areas for Improvement

- **Strong operational leadership is a key growth area**, bridging the gap between management and the shop floor. Operators bring energy, a positive attitude, and engagement, so it's essential to foster leadership that actively guides and supports teams.
- A mindset shift from overconfidence to valuing experienced leadership **enhances the ability to navigate complex manufacturing environments** and improves decision-making and problem-solving.
- Improving operational discipline and fundamentals is crucial. **Reinforcing core practices**—such as daily management meetings, visual management, KPI deployment, Leader Standard Work, and 5S—will drive greater consistency and efficiency.
- Optimizing logistics through a structured Plan for Every Part (PFEP) aligns operations and improves efficiency, while **strengthening logistics integration** ensures smoother material flow and reduces disruptions.
- Refining capacity planning with accurate performance assumptions, including OEE metrics and logistics requirements, will lead to **more reliable operations**.
- Clear escalation procedures and defined reaction rules can **enhance process resilience**, enabling teams to recover more effectively from downtime and maintain operational stability.

SERAPH'S FOUR-PHASED APPROACH

Seraph leverages a four-phased approach to enhance manufacturing operations. We implement a plan with clear deliverables, escalation, and goals to drive the project, enabling your management team to concentrate on effectively running your business without distraction.

1

UNDERSTAND

In-depth review of the situation, providing a roadmap that aligns KPIs for the project.

2

IMPLEMENT

Drive activity to implement and continue identifying performance improvement opportunities.

3

SUSTAIN

Test and refine processes to establish long-lasting, proven systems that maintain operational excellence beyond the Seraph project.

4

TRANSITION

Capture lessons learned and methodically hand off to client team.

Operational Enhancement Approach

Seraph's approach to operational excellence identifies key areas for enhancement and implements sustainable solutions, increasing the capacity and capabilities of your systems and people.

1 - 4 WEEKS	2 - 12 WEEKS	12 - 21 WEEKS	22 - 24 WEEKS
UNDERSTAND	IMPLEMENT	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 	<ul style="list-style-type: none"> • Implement key KPIs with clear visual management • Isolate and address key areas for improvement • Create a detailed enhancement action plan and cadence • 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 potential overlooked areas of improvement 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 if any



Stabilize High-risk Operations



Improve Overall Equipment Effectiveness (OEE) for Key Work Centers



Enact Improvement Initiatives To Guard Against Future Instability

PREVIOUS PROJECTS

Industry: Private Equity Manufacturing

Plant Consolidation And Product Line Transfers

Opportunities: Optimized footprint with Centers of Excellence to drive efficient revenue growth through plant consolidations and product line transfers.

Actions: Deployed Seraph's Move Methodology across 4 plants.

Results: Achieved \$4.7M in operational savings and got 3-month payback

Industry: Heavy Truck Manufacturing

Enhancing Cost-efficiency & Supply Chain Effectiveness In Wire Harness Manufacturing

Opportunities: Establishing a structured, data-driven approach to analyzing cost claims, enabling effective negotiation and reducing reactive actions to enhance supplier operational stability.

Actions: Identified discrepancies between current and optimized costs and devised a plan to bridge these gaps, including necessary capital expenditures

Results: Outlined a strategic plan with 15 work packages for cost optimization and operational improvements, Seraph identified €7.8 million in opportunity to offset the validated increases in cost.

Industry: Automotive Manufacturing

Plant-wide Implementation Of Integrated Operating System On An OEM Production Floor

Opportunities: To develop and implement a robust production system by leveraging external expertise and resources to enhance efficiency and quality.

Actions: 3 phases - Supported in-depth training sessions, coached leadership teams and implementation of the focused production system tools in 10 pilot areas across the plant

Results: Achieved a 1.3x improvement, with layered leader observations reinforcing the right behaviors. Leaderships involvement directly translated to an increased performance of team members.

Decreasing Customer Downtime And Increasing Jobs Per Hour Of A Tier 1 Supplier

Opportunities: To enhance JPH performance by addressing downtime, scrap-rework, and efficiency issues, reducing customer disruptions at the JIS plant.

Actions: 3 work packages - Defined KPIs that drove operations toward the JPH and quality targets, making these visible on the floor and reviewed daily in tiered meetings.

Results: JPH increased by 44.4%, maximum JPH per hour increased by 43.9%*; Plant downtime decreased by 63%; Customer average vehicles lost decreased by 100%

(*JPH numbers were not higher due to limited number of call offs.)

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/

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