

RAVEN

Customer Success Story

Oct 10, 2018

How a medical device company increased uptime by more than 12%.

Snapshot

Process: Semi-automatic, 24/7
Team Members: 30
Location: Ontario
Raven Units: 140
Impact: 12.3% Increase in uptime

Data collectors, but not data users

Before Raven

Lack of Context

Data is presented in a dense CSV file, with no categorization or structure

Poor Quality

Data is not verified for accuracy and is poorly presented

Limited Access

Operators and management must request data from engineering group, and have no direct access

Inconsistent Reporting

No regular or reliable presentation of data

The Client

- Medical device manufacturing company with \$40M in annual revenues.
- Subsidiary of Fortune 200 conglomerate.
- Top quartile performer in lean manufacturing.

The Challenge

- Increase capacity of current assets to meet growing consumer demand while avoiding the high cost of outsourcing and purchasing new assets.
- Improve visibility of both machines and personnel performance through the collection and interpretation of production data.
- Enhance communication amongst plant operators, supervisors and maintenance staff.

Why Raven?

- Our client had a need for both urgent and sustained improvements in their production operations.
- Raven Real-Time Prescriptive Analytics (RPA) platform provides immediate productivity gains. As data is sent to the cloud and Raven's learning engine uncovers insights about the plant, manufacturers see massive productivity and profitability improvements over time.
- The client required a mindset shift to become data-driven in order to improve productivity, from the shop floor to the executive office.
- Raven's expertise in both data analytics and lean manufacturing methodologies delivered impact quickly to shop floor performance.

Although manufacturers can produce huge amounts of performance data, it takes significant expertise and resources to analyze data in a way that improves productivity and maintains gains.

“Raven shows us what’s really happening so we solve problems together. As soon as we make the reasons for downtime visible, we can provide help. It’s about supporting our people, collaborating, and learning from each other.”

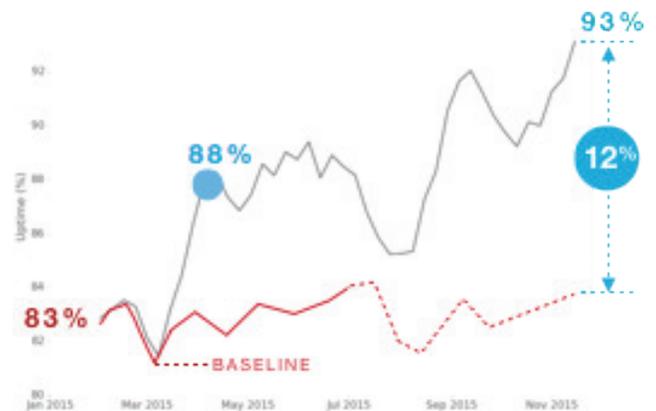
The Solution

- Install Raven machine sensors and operator performance displays.
- Collect and analyze production data using advanced analytics to understand opportunities for improvement.
- Display real time results to operators and plant leadership.
- Communicate analysis as actionable insights and deliver real-time direction to plant floor workers using customized displays and dashboards.



Impact

- Annual revenue increase of \$4.6M across this one manufacturing facility.
- Productivity improvement of 12% enabling a significant CAPEX avoidance.
- Morale improvement by engaging leaders in solving problems at the shop-floor level.



“We find tremendous value in the insights from the Raven system and data scientists. They go deeper into the data and provide actionable recommendations.”

RAVEN

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Raven's mission is to dramatically improve manufacturing performance and profitability. Raven's Augmented Management Platform leverages artificial intelligence, IIoT, mobile technologies, and cloud computing to capture and clean critical production data. Turning insights into smarter actions in real-time.

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