

28 MOST IMPORTANT MANUFACTURING METRICS



KEY PERFORMANCE INDICATORS

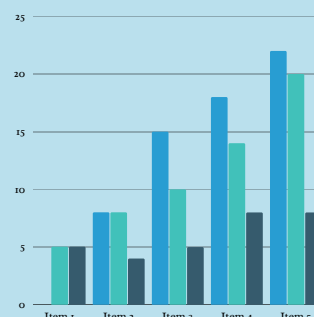


1. RESPONSIVENESS

- > On-Time Delivery to Commit
- > Manufacturing Cycle Time
- > Time to Make Changeovers

2. QUALITY

- > Yield
- > Returns
- > Supplier's Quality Incoming

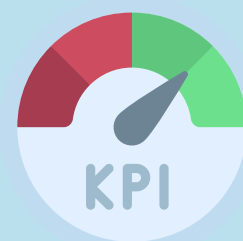


3. EFFICIENCY

- > Throughout
- > Capacity Utilization
- > Overall Equipment Effectiveness
- > Schedule or Production Attainment
- > Customer Fill Rate

4. REDUCING INVENTORY

- > Inventory Turnover Rate



5. ENSURING COMPLIANCE

- > Health and Safety Incidents
- > Environmental Incidents
- > Non-Compliance Events

6. REDUCING MAINTENANCE

- > Planned vs. Urgent Maintenance Orders
- > Downtime in Proportion to Operating Time



7. FLEXIBILITY & INNOVATION

- > New Product Introduction
- > Engineering Change Order Cycle Time

8. COSTS AND PROFITABILITY

- > Total Manufacturing Cost per Unit
- > Manufacturing Cost % of Revenue
- > Net Operating Profit
- > Productivity in Revenue per Employee
- > Contribution margin (CM) / Weighted-Average Contribution Margin (WACM)
- > Return on Assets (ROA)
- > Energy Cost per Unit
- > Cash to Cash Cycle Time (CCC)
- > EBITDA

