

NAYLOR

*Made in the UK*

Excellent Construction Products

# Connected Manufacturing

# The need for change

- 127 years
- 4<sup>th</sup> generation family business
- Credit crunch
- Energy intensive user
- Rising energy costs
- Fact not opinion
- Growth

# Managing Change

- Energy
  - Established Green Team
  - Investment in metering
  - Siemens Partnership
  - Siemens Congleton Visit
  - Siemens Energy Scoping Audits

# The Journey

- Due Diligence phase
- Lack of Engagement
- Lean Training
- Value Stream Mapping exercise
  - Digital Twin
- Expansion of scope

# Supply Chain

- Innovation in bespoke equipment
- Challenge suppliers
  - Buy what you want to buy not what they want to sell
- Data enabled factory on common platform
- Once enabled do not underestimate the requirement for analytics

# Lesson Learned

- Do not underestimate the size of the task
- Consider long term goals
- Standardise your platform - partnership
- Do it with your people not to them
- Data is no use unless turned into information

NAYLOR

*Made in the UK*

Excellent Construction Products

Thank You