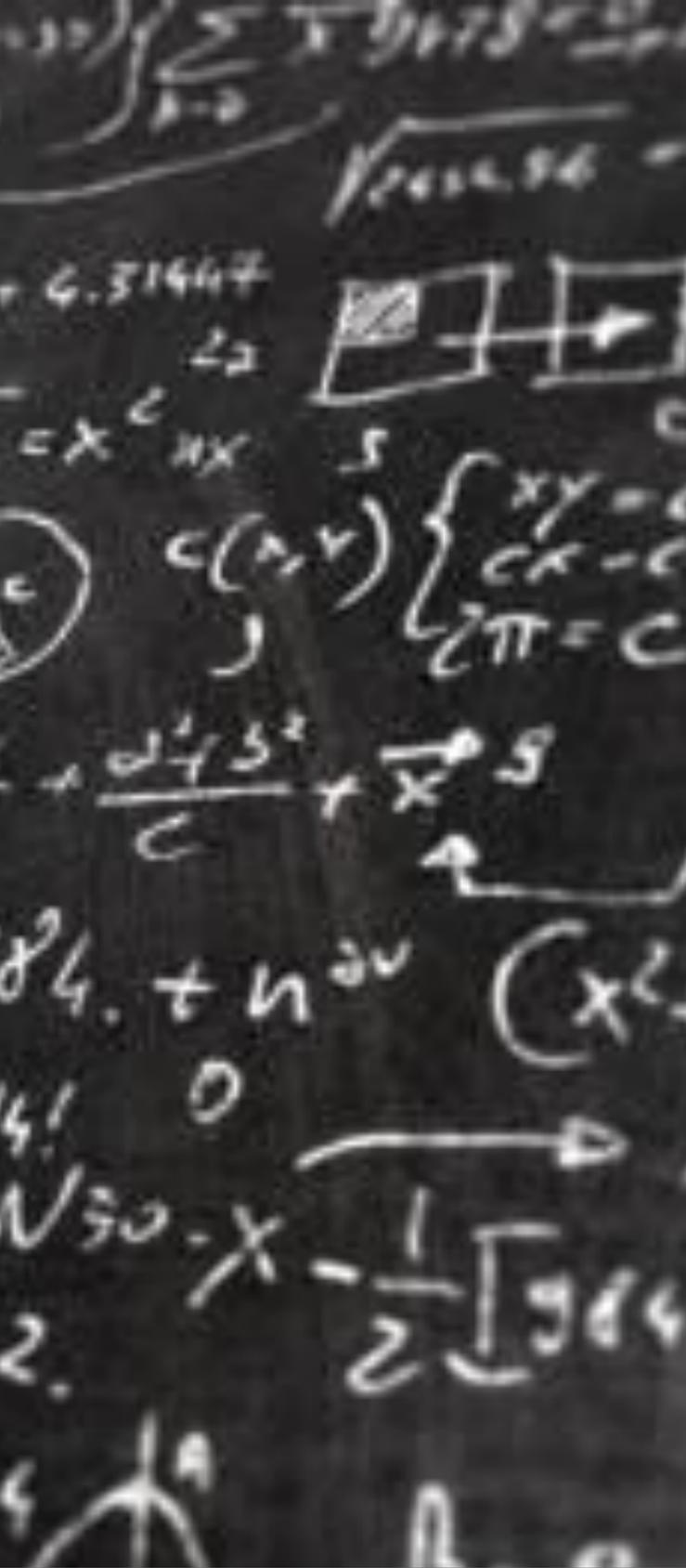


Integration of KaiNexus into a Manufacturing Operating Model



Sivadas Menon

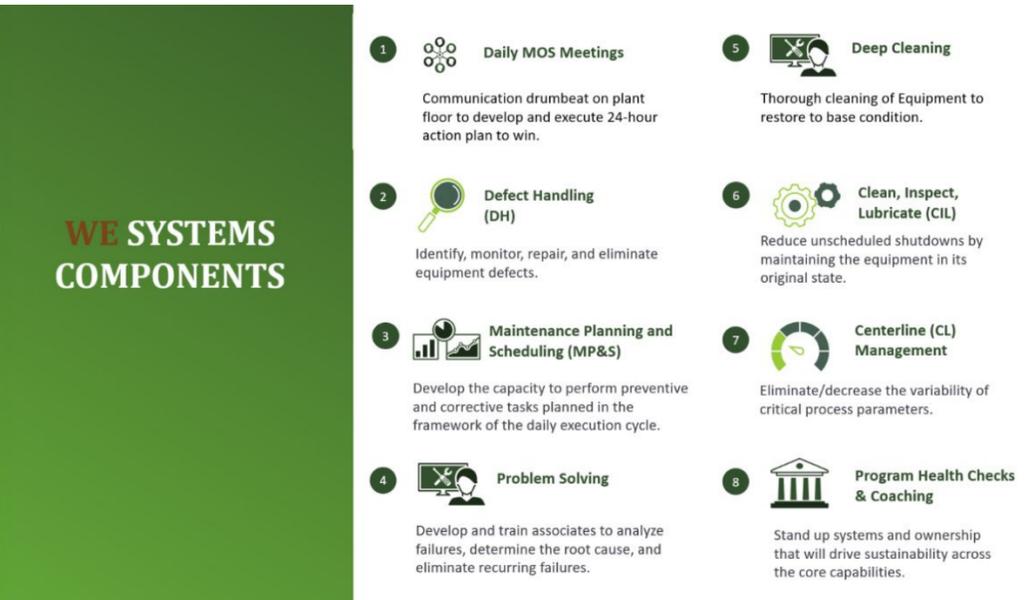
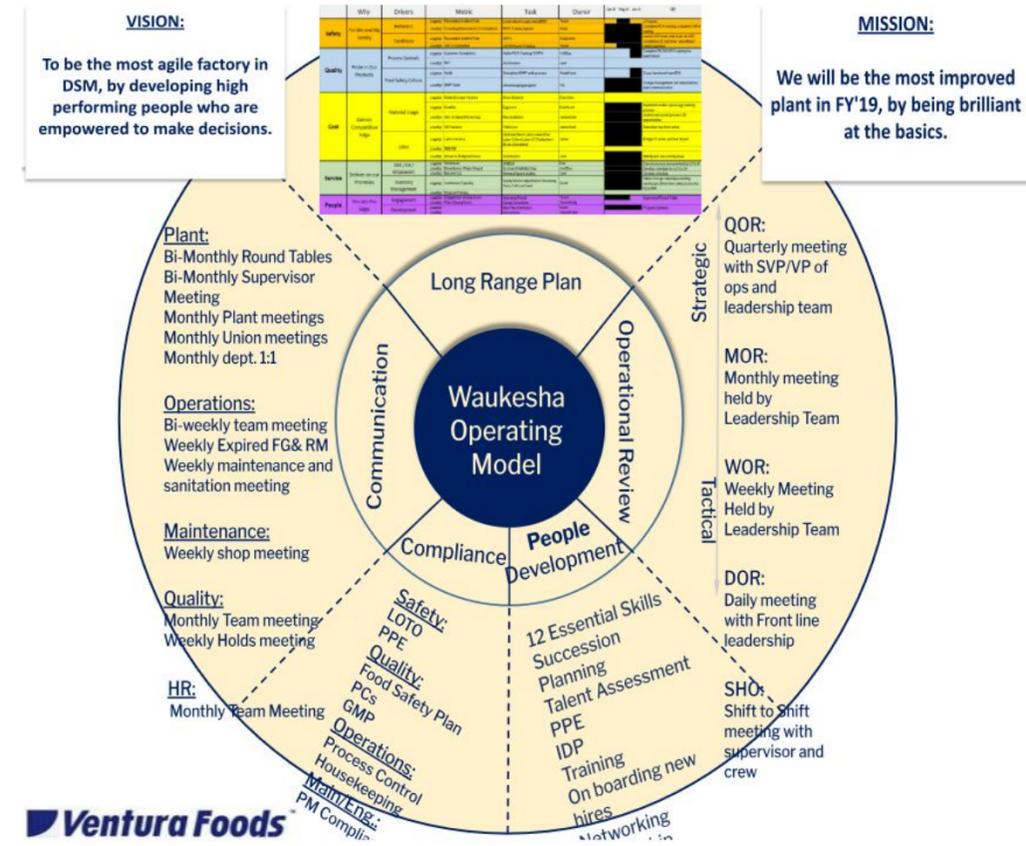
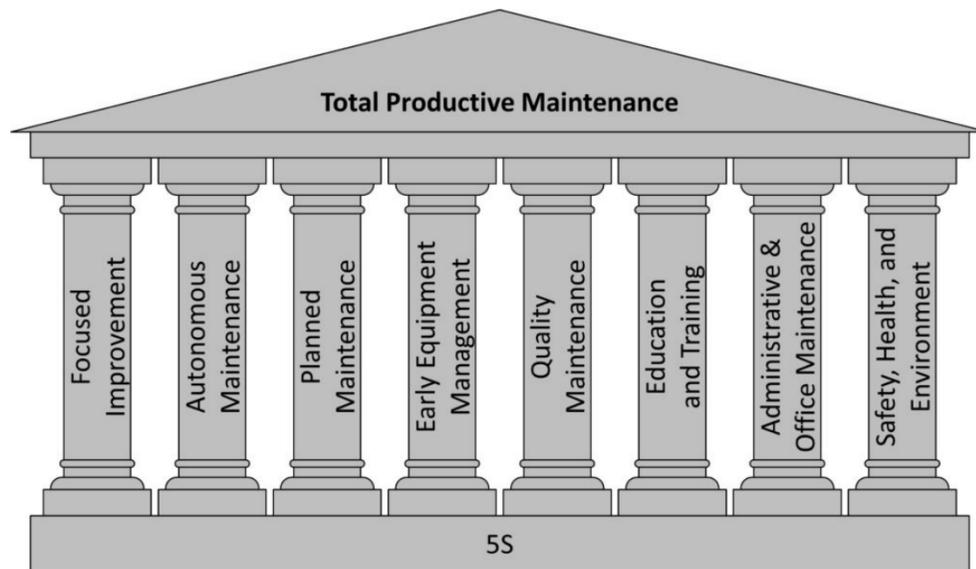
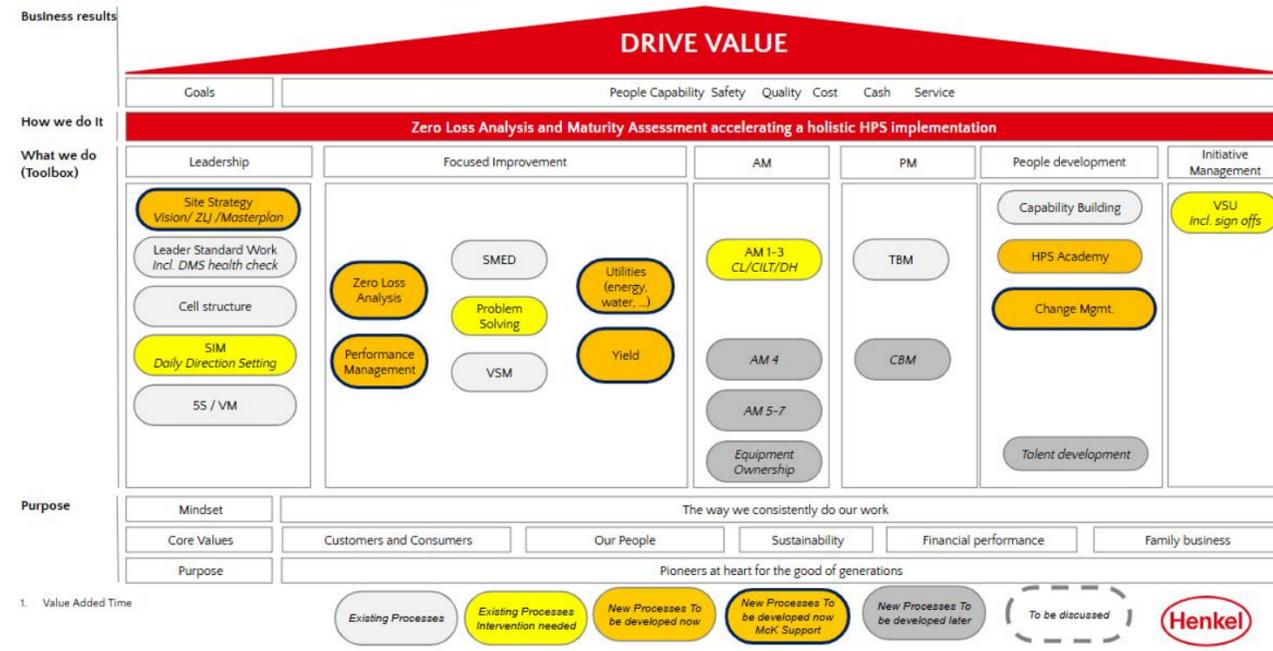
Sr. Director, Continuous Improvement
Winland Foods



"Every system is perfectly designed to produce the results it does"

What's an Operating Model?

We aim to leverage process pillars to unlock goals and drive value through a structured transformation approach in the pilot sites



My Operating Model

- Engineer (by education only)
- Worked in manufacturing my whole career (Operations and Continuous Improvement)
- Principle based philosophy



PSQSC

WE SYSTEMS COMPONENTS

- **1 Daily MOS Meetings**

Communication drumbeat on plant floor to develop and execute 24-hour action plan to win.
- **2 Defect Handling (DH)**

Identify, monitor, repair, and eliminate equipment defects.
- **3 Maintenance Planning and Scheduling (MP&S)**

Develop the capacity to perform preventive and corrective tasks planned in the framework of the daily execution cycle.
- **4 Problem Solving**

Develop and train associates to analyze failures, determine the root cause, and eliminate recurring failures.
- **5 Deep Cleaning**

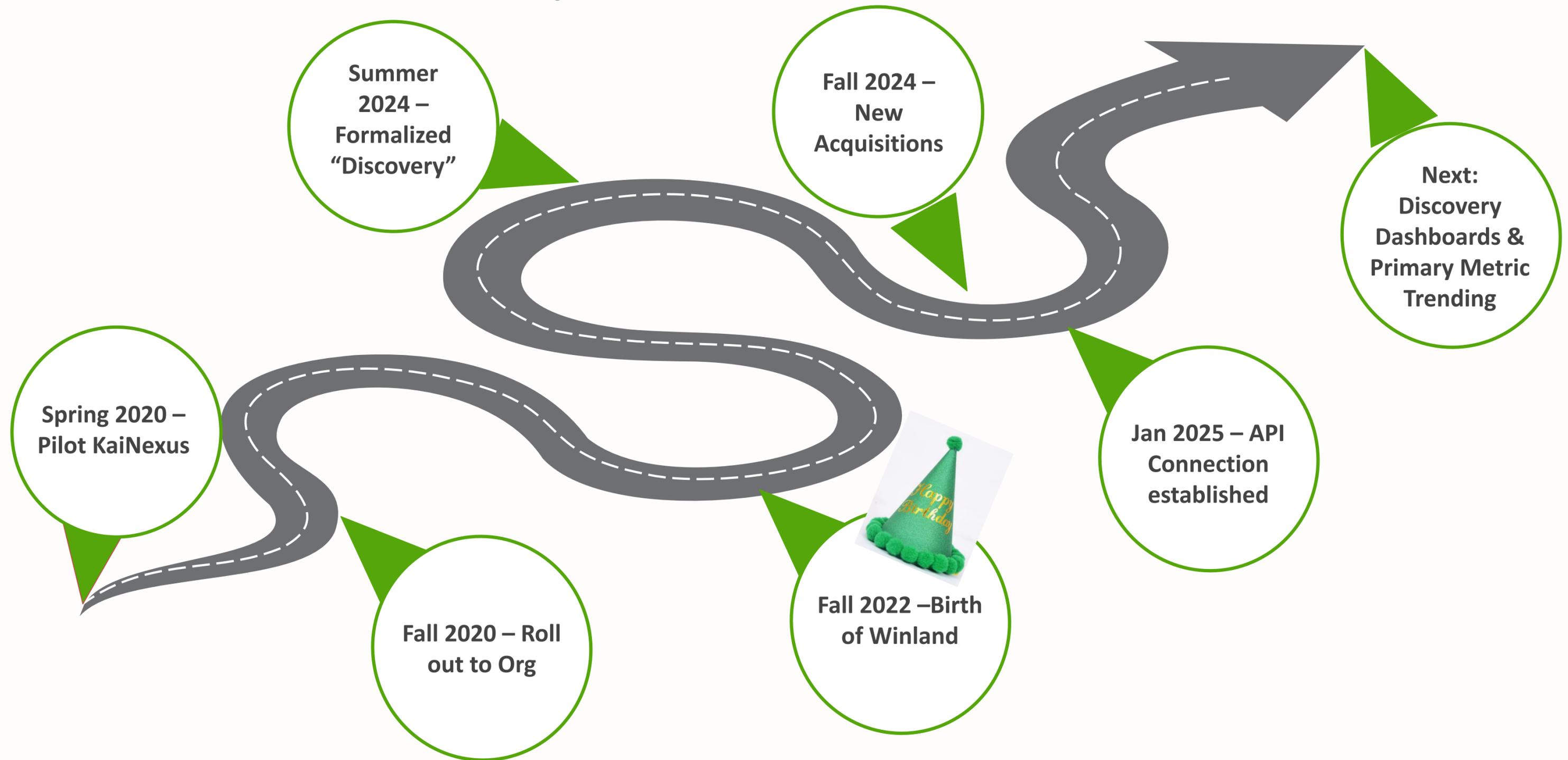
Thorough cleaning of Equipment to restore to base condition.
- **6 Clean, Inspect, Lubricate (CIL)**

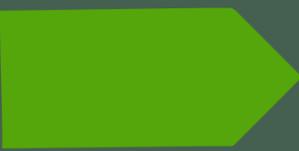
Reduce unscheduled shutdowns by maintaining the equipment in its original state.
- **7 Centerline (CL) Management**

Eliminate/decrease the variability of critical process parameters.
- **8 Program Health Checks & Coaching**

Stand up systems and ownership that will drive sustainability across the core capabilities.

Winland's KaiNexus Journey





3 keys to WIN



KPI - Effective use of Key Performance Indicators



Transparency – seamless handling of cascades and escalations

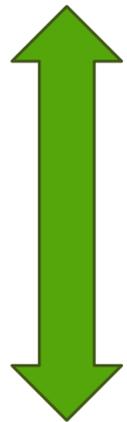


Discipline - adhering to a cadence of accountability

Discipline = Freedom

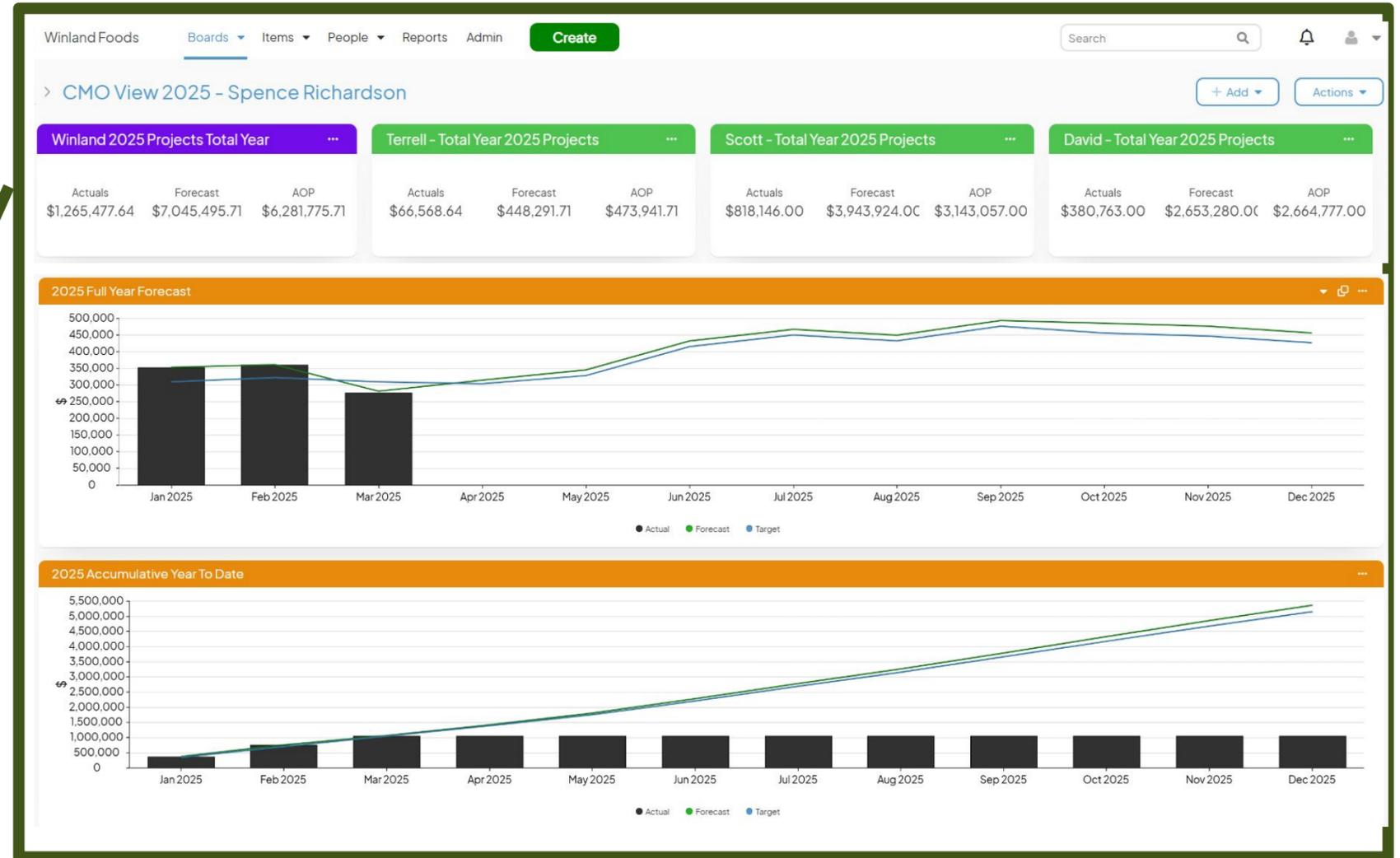
Cadences of accountability

STRATEGIC



TACTICAL

- Annual Discovery
- Annual budget setting
- Quarterly CI Community Calls
- Monthly Review with CMO
- Monthly Review with Ops Directors
- Weekly Steering CSI Reviews

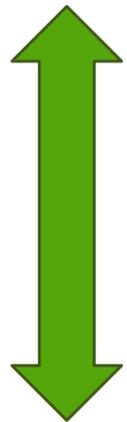


Numbers for illustrative purposes only; not actual results

Discipline = Freedom

Cadences of accountability

STRATEGIC



TACTICAL

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Numbers for illustrative purposes only; not actual results

Discipline = Freedom

STRATEGIC



TACTICAL

Line 6 Missing Cap Reduction #3231315

ACTIVE

Improvement Resolution Comments Tasks Timeline

Project Details

Improvement Description
Reduce number of missing and misaligned caps. Focusing on capper changeover parts, alignment, and change over procedures.

Value Proposition Annualized
265,830

Project Type
MFG Capital

Team Lead
Rich Massey

Included in AOP
None

Project Metrics

Primary Metric	Baseline	Target
None	None	None

Metric Updates	Actual	Target	Metric Status
Date			

Team

Sponsor
Scott Videll

Project Owner
Marci Mitchum

Follower
David Bingham

+ Follow

Dates

Created
Oct 04, 2024

Resolution

Actual

Impact(s): MUV
Summary: MUV
Total of \$31,462.00 over 1 reported month(s). [Schedule](#)
Calculation Basis: MUV

Forecast

Impact(s): MUV
Summary: MUV
Total of \$270,709.00 over 10 reported month(s). [Schedule](#)
Calculation Basis: raw material loss reduction

Target

Impact(s): MUV
Summary: MUV
Total of \$265,830.00 over 10 reported month(s). [Schedule](#)
Calculation Basis: raw material loss reduction

Local Finance ONLY

Monitoring Phase	In/Out of Standard
None	None

Total
\$353,169
\$270,709
\$260,330
\$256,239
\$189,000
\$150,000
\$140,082
\$99,862
\$85,000
\$80,000
\$79,334
\$2,431,598

Numbers for illustrative purposes only; not actual results