visual factories

// OEM EXECUTIVE BRIEF

# The supplier cell you can't see.

Your ramp is only as fast as its least visible supplier.
**One live window across your supply chain — light enough to land, valuable enough that suppliers want to keep it.**

THE PROBLEM, IN THE OEM'S WORDS

# "If there's 10,000 things that need to go right, it only takes one to be slow to lag that."

A leading EV maker, Q4 2025 earnings call.* A new product with a new supply chain ramps on a stretched-out S curve. **The production rate is set by the weakest link in the chain** — and today, the OEM cannot see that link until the parts are late.

You can audit a supplier, score a supplier, visit a supplier. What you cannot do is see a supplier's cell running. And the programs built to fix that ask the supplier to install, pay and report for your benefit — so they never take root.

01

### Late visibility into supplier problems

You learn about a capacity or quality problem from a missed delivery — weeks after the cell started slipping.

02

### No common measure across tiers

Every supplier reports differently, on its own cadence, in its own spreadsheet. Nothing compares, nothing ranks.

03

### Programs the supplier has no reason to keep

Portals and reporting mandates are cost and effort for the supplier with no return — filled in late, or not at all.

> **Every other supplier program dies at the supplier's door. A ramp is only as fast as its least visible cell.**


* Paraphrased. Original wording: production will run "proportionate to the least lucky, least confident part of the entire supply chain" — a stretched-out S curve for a completely new supply chain.

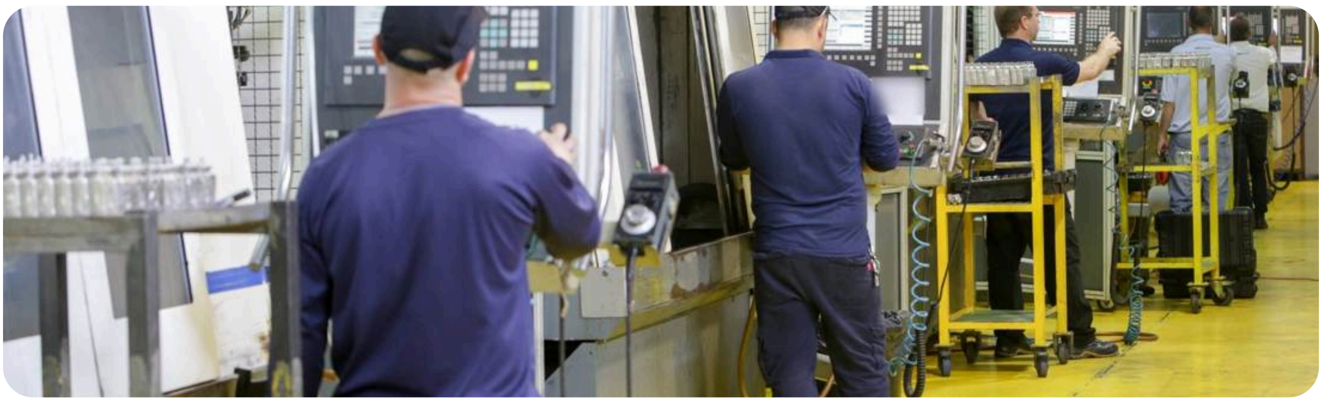
# Operations is the only link in your supplier's value chain that turns aggressive pricing from loss to profit.

Look at a Tier-1 or Tier-2 supplier through Porter's value chain. Five of the six links are fixed by you, the OEM. Only one is theirs — and that is where their margin, and your ramp, are decided.

| | | |
|---|---|---|
| 00 | **Product**<br>The spec is yours. Product innovation is closed to them. | OEM-FIXED |
| 01 | **Inbound logistics**<br>Some room on sourcing price, handling and inventory. | LIMITED |
| **02** | **Operations**<br>Their machines. Their people. Their process. Margins live in execution. | **THEIRS** |
| 03 | **Outbound logistics**<br>Ship-to schedules and delivery releases are dictated. | LIMITED |
| 04 | **Marketing & sales**<br>A captive base of one or a few OEMs. One lever: price. It only moves down. | OEM-FIXED |
| 05 | **Service**<br>Warranty and quality terms are dictated by the contract. | OEM-FIXED |

**OEE optimization is not nice-to-have for your supplier.**
**It's survival.**

And a supply chain is only as strong as its least visible supplier. That is why a program that pays the supplier back in output is the one program they keep.



WHY VF LANDS WHERE OTHER PROGRAMS FAIL

# Both sides win from day one.

The OEM gets the risk signal in real time. The supplier gets a measured OEE gain on its own machines — and pays for it gladly, because it profits from the same output. Adoption sticks because nobody is doing it for someone else.

FOR YOU, THE OEM

## Supplier Command Center

- → One dashboard — all suppliers, all tiers, real time
- → Real-time JIT alerts on capacity and downtime, per nominated cell
- → Supplier Disruptions Radar — risk visible weeks early, not at delivery
- → Benchmarking and ranking across sites and suppliers

**Zero program cost.** The supplier pays. You nominate the cells that gate your ramp.

FOR YOUR SUPPLIER

## Machine monitoring & analytics

- → Any machine connected in days — no IT project; an electrician does it
- → 10–30% OEE improvement in 4–12 weeks, verified on production data
- → Root-cause identification from week one; AI turns findings into tasks
- → Closed-loop improvement with minimal engagement

**Gross profit from the same output.** Participation is voluntary — growth by proof, not pressure.

**The OEM sees the risk signal in real time. The supplier pays and profits.**

HOW IT WORKS

# VF connects quickly and easily to any link in the chain. Measures it, and improves it.

Every supplier runs different machines — presses, molding, machining, assembly, end-of-line. Visual Factories reads the **electrical signals every machine has**, so a nominated cell is live in days regardless of what runs in it. The supplier's electrician installs the IoT device in under an hour; the signals-interpretation brain sits in the cloud; you see the result. What is easily available on any machine is enough for full visibility in 14 days and the OEE improvement in 4–12 weeks.

ONE CLOSED LOOP

**/01**
### Connect
Any machine, any data, fast. Uptime, downtime and throughput flowing automatically — no IT project.

ZERO ENGAGEMENT

**/02**
### Empower
Floor monitors show live targets. Teams self-manage against real-time feedback. No software training — the screen does the work.

PASSIVE ENGAGEMENT

**/03**
### Analyze
Decisions grounded in data. Full OEE root cause on top offenders, MTBF and MTTR, with reasons added on the floor.

MINIMAL ENGAGEMENT

**/04**
### Act
Plans built, assigned, done. What's needed: an executive making sure people execute.

EXECUTIVE ENGAGEMENT

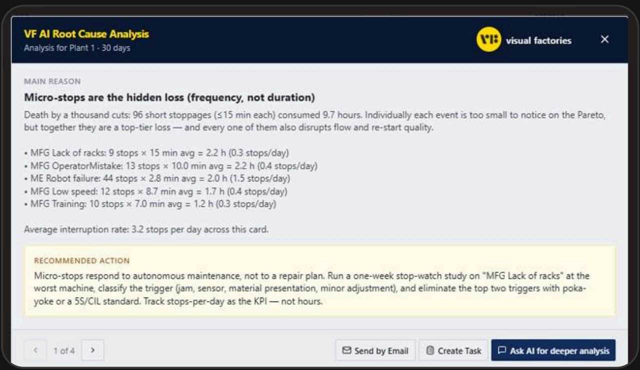
**/05**
### Improve
Continuous and measurable — the outcome of running the loop, not a separate stage.

RESULT

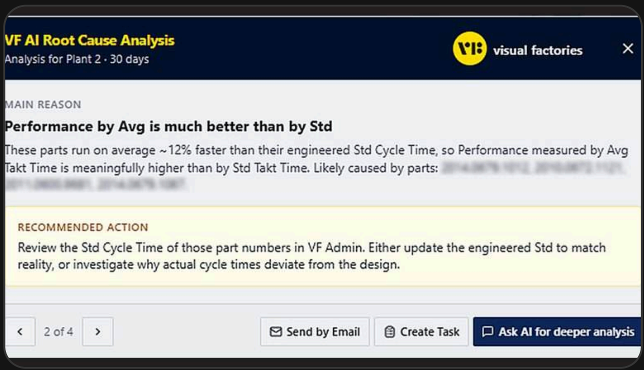
AI IN ACTION

## Measurement becoming improvement.

Live from the VF platform: the AI agent finds the reason behind a loss, recommends the action and creates the task — assigned to the right person and tracked through to done.




Finds the hidden loss — micro-stops by frequency, not duration — and prescribes the fix.




Spots where the standard is wrong, and tells you exactly what to review.

TIME TO VISIBILITY

# 14 days from nomination to a live cell.

Per supplier, per cell. The SLA clock starts only when the readiness check is confirmed.

DAYS −7 TO −1 · PREPARE

### Readiness check

Machine list confirmed, electrical diagrams in hand, network access validated, project owner named at the supplier.

DAYS 1–7 · CONNECT

### Signals & validation

IoT devices installed. Data validated against known production reality. Dashboards configured. KPI definitions confirmed.

DAYS 8–14 · LAND

### Training & kickoff

Operator, supervisor and management training. KPI workshop. By day 14 the cell is live in your Command Center.

**Miss Day 14 — full refund. We carry the risk.** Prefer to validate first? A free POC on 2–4 machines, on your supplier's terms.

MEASURED RESULTS — TIER-1 AUTOMOTIVE SUPPLIER, NORTH AMERICA, SEVEN MONTHS

# Same floor. Same people. One shift fewer, 23% more parts a day.

| METRIC | BEFORE | AFTER | CHANGE |
|---|---|---|---|
| Production quantity per day | 8,058 | 9,909 | +23% |
| Shifts per day | 3 | 2 | −1 shift |
| Overtime hours | 2,964 | 1,111 | −63% |
| OEE | 59% | 75% | +27% |
| Machine uptime | 80% | 92% | +15% |
| Defects (DPPM) | 439 | 140 | −68% |
| Scrap rate | 1.4% | 0.8% | −43% |

> **"Visual Factories is the best investment I did in my 25 years in manufacturing."**
>
> Plant Manager, Tier-1 automotive supplier

Verified against the supplier's production data. Three cells at another Tier-1 automotive plant, in Mexico, lifted OEE from 49% to 62%, 48% to 83% and 59% to 82% within twelve weeks.

THE ASK

# Nominate the next suppliers.

Start with one cell per supplier — the one gating the ramp. Participation is voluntary for the supplier. Growth by proof, not pressure.

**1**

### One cell per supplier

The cell that gates your ramp. A 10-machine nomination is enough to start.

**14**

### Days to a live cell

Activation sprint with a money-back SLA — or a free POC if you'd rather see it first.

**0**

### Cost to you

The supplier pays and profits. You get the risk signal, the benchmarking and the radar.

SUPPLIER READINESS CHECKLIST — WHAT A NOMINATION NEEDS

- [ ] Machine list for the nominated cell (make, model, control)
- [ ] Electrical diagrams for those machines
- [ ] Wi-Fi or LAN access on the floor, validated
- [ ] A named project owner at the supplier
- [ ] Agreed KPI definitions (OEE, availability, performance, quality)
- [ ] One executive who makes sure people execute

> **Autonomous discrete manufacturing requires a unified operational data infrastructure. VF is the easiest way in.**

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**Book the OEM briefing**
30 minutes · your supply chain, your ramp, which cells to nominate first

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