

# Manufacturing Operational Analysis

Operational Analysis is a method of examining the current and historical performance of the operations and maintenance investments and measuring that performance against an established set of cost, schedule, and performance parameters.

## Why does your Company need Operational Analysis ?

Operational analytics helps you answer all the tough questions within your industry. You get to know whether your business is operating effectively, how to get your costs under control, and what steps to take when **increasing profitability**.

Operational analytics focus on combining process design capabilities, business analysis, and data analysis to streamline your operations while improving productivity and reducing costs. It also facilitates better data-driven decision-making for the proper day-to-day management of your establishment.

## How will our analysis help you ?

We do Analysis through the company historical period and changes over time and with market leader (Industry wise top leader) & Benchmarking where are you lacking.

Our 20+ Years in the manufacturing industry with industry experts will help you to identify areas where you can optimize your performance and bottlenecks.

We do analysis according to 6 parameters based on which you can do comparison-

**-PBDIT (Indicates profitability)**

**-Employee Cost**

**-Power & Fuel Cost**

**-Inventories**

**-Total Assets**

**-Raw Materials**

by which you can know about your company status. Also you can compare your performance with your competitors.

You can **identify areas that need streamlining**, helping you to save more money, be more efficient, thus resulting in better profits and also help to improve your decision making strategies.

It allows you to get a holistic view of your data, where you discover certain networks that are actually interrelated with each other. When you realize that certain types of data are dependent on a specific environment you are able to perform a more efficient operation.

This gives you a better advantage among your competitors. While they are focused on analyzing customer data, you're here looking at operational data so you can save money and reinvest it in more profitable pursuits. In one survey we found that 70% of companies have started focusing on operation processes instead of consumer processes.

**Let's see sample analysis for Company E -**

		C	D	E	F	G	H	I	J	K	L	
1							Industry Median = 6.4%					
2							Target PBDIT > (2%-6%)					
3		Sales Turnover					PBDIT					
4		Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018	Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018	
5	Company A	13371.6	12378.8	10986.7	10482.5	9380.2	18.30%	21.40%	19.30%	17.70%	16.70%	
6	Company B	59745.6	48524.5	46807.3	45784.4	44329.8	36.00%	38.60%	44.20%	43.20%	40.90%	
7	Company C	0	7974.6	7167.9	6642.8	6115.4	-	17.20%	5.40%	10.70%	7.40%	
8	Company D	0	1254	1139.1	969.9	887.6	-	11.10%	12.20%	0.30%	3.20%	
9	Company E	0	1318.2	1202.2	1084.2	1107.4	-	9.10%	6.60%	6.70%	11.30%	
10	Company F	0	0	965.1	992.8	933.1	-	-	8.70%	8.40%	9.10%	
11	Company G	934.2	847.6	714.9	743.5	653.6	7.40%	10.70%	4.80%	6.40%	7.20%	
12	Company H	0	708	617.7	601.2	561.7	-	4.10%	5.00%	5.20%	5.00%	
13	Company I	0	542.6	438.7	382.1	294.1	-	5.20%	1.50%	0.20%	-0.40%	
14	Company J	0	-	509.5	549.7	495.5	-	-	-7.70%	-1.20%	0.20%	
15	Company K	0	186.5	186.2	170.5	142.9	-	2.00%	0.60%	-0.20%	-13.20%	
16	Company L	0	386.3	308.8	180	126.5	-	6.90%	0.80%	0.30%	1.70%	
17	Company M	0	56.1	45.6	42.7	44	-	0.60%	6.10%	2.70%	2.50%	

	A	H	I	J	K	L	M	N	O	P	Q
1		Industry Median = 6.4%					Industry Median = 6.7%				
2		Target PBDIT > (2%-6%)					Target Man power Cost < (3%-6%)				
3	Name of Company	PBDIT					Employee Cost				
4		Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018	Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018
5	Company A	18.30%	21.40%	19.30%	17.70%	16.70%	3.10%	3.30%	3.40%	3.10%	3.10%
6	Company B	36.00%	38.60%	44.20%	43.20%	40.90%	5.10%	5.80%	5.70%	6.00%	5.60%
7	Company C	-	17.20%	5.40%	10.70%	7.40%	-	6.70%	6.80%	7.50%	8.70%
8	Company D	-	11.10%	12.20%	0.30%	3.20%	-	4.50%	8.00%	9.70%	11.10%
9	Company E	-	9.10%	6.60%	6.70%	11.30%	-	6.10%	6.30%	6.40%	5.70%
10	Company F	-	-	8.70%	8.40%	9.10%	-	-	6.20%	5.20%	5.20%
11	Company G	7.40%	10.70%	4.80%	6.40%	7.20%	13.80%	14.20%	15.50%	13.90%	13.30%
12	Company H	-	4.10%	5.00%	5.20%	5.00%	-	4.00%	5.40%	5.30%	5.00%
13	Company I	-	5.20%	1.50%	0.20%	-0.40%	-	6.20%	7.10%	7.90%	7.90%
14	Company J	-	-	-7.70%	-1.20%	0.20%	-	-	9.00%	8.60%	8.20%
15	Company K	-	2.00%	0.60%	-0.20%	-13.20%	-	18.10%	17.10%	17.00%	21.40%
16	Company L	-	6.90%	0.80%	0.30%	1.70%	-	3.30%	5.90%	8.40%	11.20%
17	Company M	-	0.60%	6.10%	2.70%	2.50%	-	5.20%	7.00%	7.50%	6.90%

	A	R	S	T	U	V	W	X	Y	Z	AA
1		Industry Median = 2.4%					Industry Median = 6.6%				
2		Target Energy Cost < (1%-2%)					Target Inventory < (3%-6%)				
3	Name of Company	Power & Fuel Cost					Inventories				
4		Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018	Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018
5	Company A	1.20%	1.00%	1.20%	1.30%	1.00%	9.40%	8.00%	5.80%	6.90%	6.30%
6	Company B	0.00%	1.40%	1.60%	1.60%	1.40%	16.70%	19.50%	17.20%	16.60%	16.30%
7	Company C	-	1.30%	1.40%	1.40%	1.60%	-	9.00%	10.20%	9.80%	11.40%
8	Company D	-	2.90%	3.30%	4.00%	3.50%	-	5.40%	5.00%	5.00%	5.80%
9	Company E	-	3.40%	4.00%	4.60%	4.00%	-	3.80%	3.90%	3.70%	3.60%
10	Company F	-	-	3.90%	4.40%	4.10%	-	-	4.30%	3.70%	3.80%
11	Company G	0.00%	0.00%	0.00%	0.00%	0.00%	8.20%	6.60%	5.90%	4.50%	5.30%
12	Company H	-	1.90%	2.40%	0.00%	0.00%	-	0.00%	0.00%	12.60%	14.70%
13	Company I	-	1.70%	2.10%	2.20%	2.30%	-	6.40%	7.50%	6.10%	5.60%
14	Company J	-	-	7.50%	7.10%	7.30%	-	-	11.40%	11.10%	13.10%
15	Company K	-	3.60%	3.40%	3.60%	3.30%	-	7.30%	6.40%	7.00%	7.50%
16	Company L	-	2.60%	3.10%	6.70%	7.00%	-	4.50%	4.20%	6.20%	5.20%
17	Company M	-	7.20%	10.30%	11.50%	8.50%	-	13.70%	22.10%	13.90%	15.90%

	A	AB	AC	AD	AE	AF	AG	AH	AI	AJ	AK
1		Industry Median = 50.6%					Industry Median = 60.6%				
2		Target Asset Ratio < (44%-50%)					Target Raw material Cost < (54%-60%)				
3	Name of Company	Total Assets					Raw Materials				
4		Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018	Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018
5	Company A	34.30%	41.30%	49.80%	38.50%	34.60%	64.20%	60.20%	60.30%	60.60%	61.80%
6	Company B	102.80%	121.60%	136.80%	126.60%	116.00%	44.90%	42.80%	37.80%	38.80%	33.90%
7	Company C	-	73.90%	79.90%	83.90%	81.60%	-	37.70%	39.00%	38.00%	41.00%
8	Company D	-	28.80%	24.10%	25.90%	31.50%	-	63.20%	64.50%	64.10%	60.80%
9	Company E	-	50.70%	56.10%	62.90%	72.90%	-	63.90%	67.90%	66.80%	63.20%
10	Company F	-	-	69.10%	62.50%	58.60%	-	-	66.80%	64.60%	64.40%
11	Company G	8.20%	6.60%	5.90%	4.50%	5.30%	53.80%	52.70%	53.50%	51.50%	54.70%
12	Company H	-	50.30%	57.00%	47.90%	46.40%	-	75.70%	71.30%	67.90%	71.00%
13	Company I	-	28.60%	35.00%	35.30%	36.90%	-	49.90%	56.90%	60.30%	58.10%
14	Company J	-	-	54.20%	49.50%	50.30%	-	-	71.20%	67.10%	68.60%
15	Company K	-	55.20%	55.00%	55.90%	62.60%	-	51.50%	52.60%	52.70%	49.90%
16	Company L	-	33.70%	26.20%	33.40%	50.60%	-	72.50%	75.30%	70.90%	63.40%
17	Company M	-	63.60%	81.50%	71.70%	67.80%	-	57.40%	67.70%	54.60%	71.30%

		C	D	E	F	G	H	I	J	K	L
							Industry Median = 6.4% Target PBDIT > (2%-6%)				
Name of Company		Sales Turnover					PBDIT				
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Company L		0	386.3	308.8	180	126.5	-	6.90%	0.80%	0.30%	1.70%
Company M		0	56.1	45.6	42.7	44	-	0.60%	6.10%	2.70%	2.50%

In the above sheet you can see the company's data of 5 years. We do analysis for company E .

With this analysis you can check how you are doing in the market. With the help of it you can find your bottleneck or factor of low profitability.

You can compare it with your competitor. You can also compare your 5 year performance according to that. We will suggest the best solution . like if your PBDIT is good you are doing well from your competition but your previous PBDIT is better than we will help you with our Experts solutions to perform better.

### For Open Sheet-

<https://docs.google.com/spreadsheets/d/1cRPpaO6dHj-wjbZEgXyUJomPflMzgni690UyTTzN4pU/edit?usp=sharing>

## How do we make Companies more profitable through our manufacturing operational analysis?

With this analysis we find the Pain Point of the Company and give the best solution for it.

If you face a problem in Energy cost reduction then we have Experts that can help you also if you want to compete with your competitor we find the pain area and give the best solution.

We also calculate the industry median of all the parameters and **identify improvement margin** for that particular company.

**As above, you can get your company Analysis**

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