

# Connect. Collect. Analyze. Decide.



«It is like having a supervisor assigned to a machine all the time! We produce more with no overtime»  
*Zalman Zohar, VP Printing*



«It is strictly a matter of dollars and sense. There is no doubt that this real-time technology has driven productivity and profits upwards.»  
*Danny Bar-Kochba, General Manager*



«Trust your operators and verify that you have the best one.»  
*Eli Blatt, President & Owner*



## Real-time Performance Management System

# What eForeman® brings to the table?

Complete visibility of the production floor with multiple «Machineview» performance screens from anywhere in real-time

If it gets measured, it gets improved! Gives realistic performance evaluations to each operator allowing positive reinforcement based on actual data

Bridges the gap between the production floor and decision-makers by providing real-time information. Access remotely from anywhere and anytime

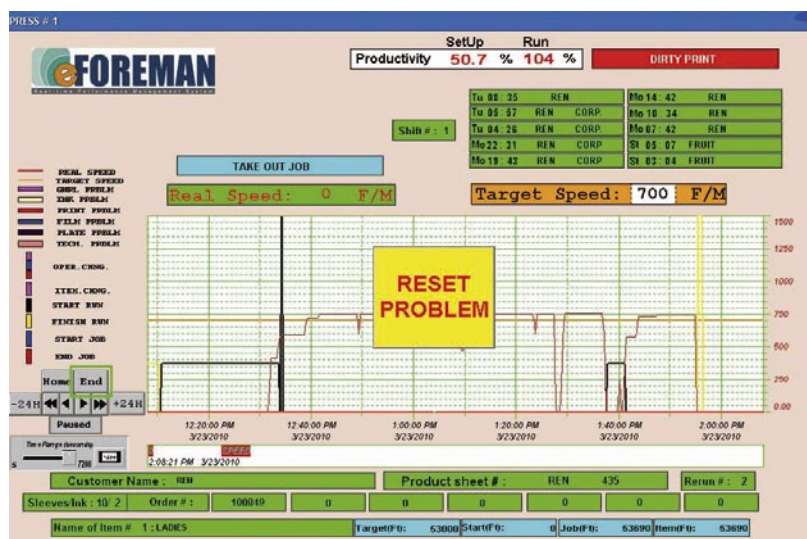
Gives detailed downtime analysis for the entire production process

The system is designed to fit digitized, analog and non-computerized machines

Optimizes the production process using unique, affordable, customized solutions such as:



- ❖ Doctor blade usage application for printing presses
- ❖ Taper tension monitoring for laminators
- ❖ Adhesive consumption monitoring for laminators
- ❖ Treatment control application for blown- film extruders
- ❖ Tension control system for slitters



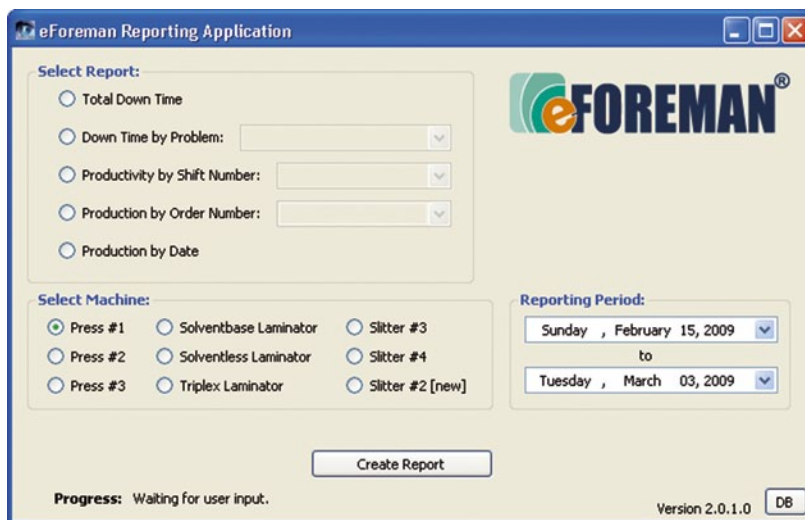
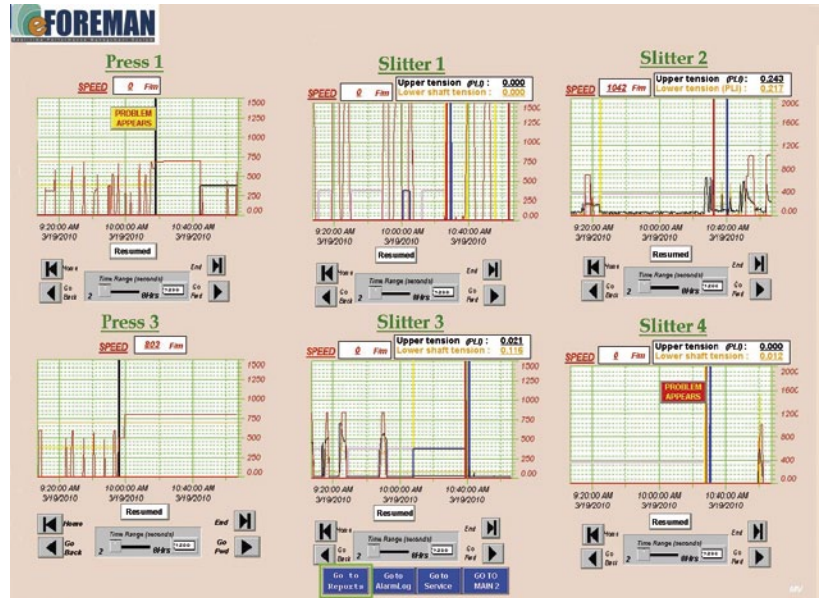
## Why eForeman® is different?

Features	Benefits
Ready to use application for printing presses, laminators, slitters, blown-film extruders and more...	No additional cost for development and implementation
Provides reliable real-time data acquisition for monitoring various Key Performance Indicators like speed, tension, footage	Production managers may see at a glance if a press or slitter is running at desired speeds or how much downtime is being experienced
Includes a complete system for seamless integration consisting of both hardware and software	No additional cost for installation
Scalable from one to many machines	"Why buy a cow if you just need a glass of milk?"
Up and running in no time	eForeman® installation does not affect your production process
No programming required	Designed for an individual with minimal computer knowledge
Easy to use	Does not require more than one session of on-site training for operators and management
Access remotely from anywhere and anytime	You can be out of the office but still in the loop
User-friendly reporting system	Simple excel format is easy to integrate with your existing production software



# Would you like to know what is happening? On your shop floor in real-time

- ❖ eForeman® is a real-time performance management system capable of handling data acquisition, data monitoring and data analysis which is designed to improve the productivity of manufacturing plants.
- ❖ eForeman® integrates easily with your existing production equipment. It's modular, easily customizable and compatible with the broadest possible range of production machinery.



- ❖ The information being gathered and transmitted cannot be compromised by operator error or falsifications.
- ❖ Individuals with even minimal computer knowledge can look at critical production data from anywhere within the company or remotely.
- ❖ eForeman® provides the ability to make timely decisions to fix bottlenecks, reduce waste, and solve problems as soon as they occur.

# Can you produce more with the same labor costs?

## With eForeman® you can increase productivity by 15%

- ❖ It has been said that before you can improve something, you have to be able to measure it. **Measurement is the first step to improvement.**
- ❖ After in-depth research, our company provides a unique formula to measure operators' productivity. eForeman® makes it possible to measure and give realistic performance evaluations to each operator based on actual data.
- ❖ Productivity data is constantly visible on the operator's monitor. It is also saved in the database and is used in the general reporting system.
- ❖ **Customers who use eForeman® report an increase in operator productivity by 15%.**



**Tracking report for order #100995**

**Customer Name: valid customer**

**Machine name: Press #1**



Date	Customer Name	Start Time	End Time	Order Duration	Footage produced	Target Speed F/min	Average speed F/min	Set Up duration	Run time duration	Machine downtime Duration
08/04/10	V. custom	08/04/10 15:43	08/04/10 23:59	8:16	125,425.00	600	420.394	1:37	6:39	0:00
09/04/10	V. custom	09/04/10 0:00	09/04/10 15:25	15:25	430,563.00	600	592.548	0:00	15:25	4:52

# Can you increase capacity without capital investment?

## With eForeman you can decrease downtime by 10%



- ❖ According to the Downtime Central Industrial Network, one hour of printing press downtime costs companies an average of \$ 550 – \$ 600.
- ❖ e4P connects directly to the heartbeat of your machine. This device captures a real-time reading of the equipment state (running or inactive) and transmits valuable production data to your computer through easy-to-read graphs and reports.

- ❖ Every time the machine's speed approaches or equals to zero eForeman® asks the operator to identify the reason and measures the duration of downtime.
- ❖ eForeman® can help identify your inefficiencies accurately without overstating them.
- ❖ **Customers who use eForeman® report a decrease in downtime by 10%.**



# Can your company afford to lose \$ 94,200 per month?

As companies strive to achieve operational excellence in today's fast-paced, global market environment, enabling interoperability between business and manufacturing systems is critical for success. Today, all manufacturers, especially small and mid-size companies have to count every dollar

**It is always about the bottom line !!!**

**Assume:**

One hour of work for an average printing press costs \$ 600  
Your plant has 22 workdays per month (5 days/24 HRs)  
You have eForeman® installed only on one printing press



**Money Talks:**

Increasing Productivity by 15%:

$$9 \text{ min per hour} = \$ 90/\text{Hr} \times 24\text{Hrs} \times 22 \text{ days} = \$ 47,520$$

Decrease Downtime by 10%:

$$6 \text{ min per hour} = \$ 60/\text{Hr} \times 24\text{Hrs} \times 22 \text{ days} = \$ 31,680$$

Printing Process Optimization (using doctor blades usage application)

$$25\text{Hrs (per month)} \times \$ 600 = \$ 15,000$$

**Potential total savings for one month for one press: \$94,200**

# It's what you have always been looking for!



As a manufacturer you will surely not question the need to have real-time access to production information. When making decisions that affect the future of your business quality information is imperative.



eForeman® was created by a production manager, developed by a senior controlling engineer and tested in a real manufacturing environment. You can't argue with more than 25 years of production experience.



We know exactly what your challenges are and we know precisely what you need to make it work.



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