



From 3 Days to 3 Hours

Configure-to-order for better cost, quality and lead times

CLIENT

Custom automated equipment OEM

TEAM

12-person team

PROJECT LENGTH

4 weeks

WHAT THE CLIENT WANTED

Release designs on time, every time, without losing the flexibility their customers expect.

THE CHALLENGE

The existing engineer-to-order approach was resulting in worsening on-time delivery, a high cost of poor quality and inconsistent output. Together, that was costing valuable time and slowing the whole operation down.

THE APPROACH

1. Reviewed the product portfolio with sales and engineering.
2. Assessed which products had the highest opportunity.
3. Standardized the product offering.
4. Updated the design approach from engineer-to-order to configure-to-order.

THE POINT OF IMPACT

Clearly defined rules and standards, built on purpose around what your customers need and value. The result is simple, easy-to-use configure-to-order models.

RESULTS

Before

24+ hours

Design time to engineer each order

After

3 hours

Design time to configure each order

- Output is 100% consistent from designer to designer
- Designs released on time, in hours instead of days

IN THEIR WORDS

"Knowing that our designs can be consistently released on time, within hours instead of days, has dramatically improved our output. We are converting the remaining products on our top priority list so we can see the same gains across our full product offering."

President, custom automated equipment OEM

WHAT MADE IT WORK

"Our products are too custom for configure-to-order" is rarely true. Look for commonalities across your customers and find ways to industrialize your products, while keeping the flexibility a high-mix, low-volume business needs.

NEXT STEP

Contact Orkha today to review your process for waste and turn hours of low-value work into hours that drive results.

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