

Pricing Plan - Shop Floor Co-Pilot MVP

Our approach to deploying **Shop Floor Copilot** utilizes a **proven Business Agility methodology** that has been successfully implemented across various industrial clients. This structured, phase-driven approach ensures rapid and effective delivery of value, focusing on both technical execution and user-centered adoption.

Phases of the MVP Approach

1. Inspiring, Thinking & Envisioning

1. **Objective:** Define the MVP's value by addressing core operational challenges and establishing success metrics tailored to the industrial sector.
2. **Activities:**
 1. Analyze existing workflow challenges, setting clear KPIs to measure success and identifying use cases in shop floor.
 2. Prioritize use cases based on expected ROI and alignment with operational goals.
 3. Example Deliverable: A prioritized roadmap of high-impact MVP use cases, specifically adapted to client requirements.

2. Building, Adopting, Connecting & Transforming

1. **Objective:** Deploy the robust technical foundation required to support the MVP, while customizing it to the specific needs of each plant.
2. **Activities:**
 1. Set up a reference architecture on Azure with secure, scalable integration to ERP, MES, and maintenance systems.
 2. Roll out MVP functionalities in iterative phases, focusing on key features like guided diagnostics, real-time support, KPI monitoring and maintenance history tracking.
 3. Example Deliverable: A functional MVP that seamlessly integrates with existing systems, delivering immediate operational benefits.

3. Empowering & Scaling

1. **Objective:** Enable broad adoption and prepare for sustainable scaling with a structured, proven scale-up plan.
2. **Activities:**
 1. Monitor the MVP's impact on essential business KPIs (e.g., OEE, MTTR), gathering data that validates the tool's success.
 2. Develop a tailored scale-up plan based on initial results, providing a clear path for expansion across additional sites.
 3. Example Deliverable: A comprehensive scale-up strategy built on real-world insights, refined through previous successful deployments in industrial environments.

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Employee-Centric Adoption Strategy

To ensure successful adoption of the MVP, we employ an **Employee-Centric - Adoption By Design** approach. This change management strategy has been instrumental in driving adoption across several industrial clients, ensuring that each phase of the implementation addresses critical barriers to success.

1.Ensuring Correct Adoption

1. Customize training and communication for each role, gathering continuous feedback from end-users to make improvements.
2. Establish both qualitative and quantitative indicators to track adoption success and measure the technology's impact.

2.Incorporating User Insights

1. Collect feedback directly from users, adjusting the MVP to meet the practical needs of frontline operators and supervisors.
2. Tailor the solution to enhance users' daily workflows, ensuring a smooth transition and high engagement levels.

3.Testing the Change Management Model

1. Identify potential adoption barriers early on, using these insights to refine future scaling efforts.
2. Apply best practices in change management, such as targeted messaging, sponsorship from leadership, and feedback loops to drive continuous improvement.