

Case study: Successful new machine startup

Client: Contract Manufacturer
Project : Project Execution

Background

- Company purchased new high speed packaging machine to run a new product for its largest customer
- Company did not have proper launch plan
- Several additional problems emerged just weeks before launch, including
 - Couldn't hit oxygen targets
 - Bag sealing issues
 - Missing parts

How Saphineia helped

Activities

- Successfully addressed several major equipment constraints
 - Redesigned lance system to facilitate gas injection while reducing nozzle clogging
 - Developed backup bottle-gas solution to address insufficient plant air supply
 - Identified and ordered missing parts (gas mixer, simplex parts)
 - Adjusted bag handling process through gas phase
- Established daily work processes, including creation of action lists to track progress
- Served as point of contact w/ OEMs and service providers
- Wrote SOPs in English and Spanish

Benefits

Went from being behind schedule to exceeding ramp curve

3rd week production ramp vs steady state		4th week production ramp vs steady state	
Actual	Target	Actual	Target
70%	vs 50%	95%	vs 80%

"We retained Saphineia to help us start up a new high speed packaging machine in connection with a product launch for our largest customer. Our team was crying for support and within a matter of weeks, we moved from running well behind our launch targets to well ahead. I don't know where I would have been without Saphineia; their support was a godsend. Our people gained confidence with them here and learnings from that experience will provide ongoing dividends to our business."

– Director of Operations, Contract Food Manufacturer