



## THE BUSINESS CASE

# What real-time OEE is worth to your plant

Most production lines run far below the capacity you already pay for, and the losses are invisible until you measure them. A plug-in sensor that is live the same day turns those hidden losses into recovered output and margin.

## THE PROBLEM: PAID TIME THAT MAKES NOTHING YOU CAN SELL

## ~60%

**Typical plant OEE**

World-class is 85%, and only a few percent of plants reach it. Most run with 20 to 25 points of headroom.

## 4 in 10

**Paid hours that make nothing saleable**

At 60% OEE, 40% of scheduled, paid production time produces no good output, by the definition of OEE itself.

## 10 to 15

**OEE points commonly recovered in year one**

Once micro-stops and speed losses become visible, plants typically close a large part of the gap in the first year.

Your scheduled, paid production time

= 100% of what you pay for



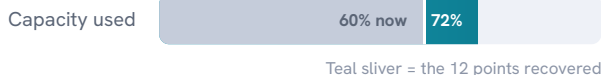
That 40% is the **hidden factory**: capacity you already own and pay to staff, power and maintain. You cannot fix a loss you cannot see, and manual logs miss exactly the micro-stops and speed losses that quietly cost the most.

**What recovering 12 OEE points is worth**

## ILLUSTRATIVE EXAMPLE

**A HYPOTHETICAL LINE**

Current OEE	<b>60%</b>
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Rated speed	<b>1,000 units / hour</b>
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Scheduled time	<b>6,000 hours / year</b>
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Gross margin	<b>\$0.50 / unit</b>
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OEE recovered	<b>+12 points (to 72%)</b>



Teal sliver = the 12 points recovered

**FOLLOW THE MATH**
**Good units now**

$$6,000 \text{ hrs} \times 1,000 \times 60\% = \mathbf{3.60M \text{ units / yr}}$$

**Good units at 72%**

$$6,000 \text{ hrs} \times 1,000 \times 72\% = \mathbf{4.32M \text{ units / yr}}$$

**Extra good units**

$$4.32M - 3.60M = \mathbf{720,000 \text{ units / yr}}$$

**Recovered margin**

$$720,000 \times \$0.50 = \mathbf{\$360,000 / yr}$$

 Recovered annually,  
 on equipment you already own

# \$360k / yr


**Live in a day**

No PLC, no SCADA, no integration project. The sensor counts output directly and works on machines decades old.


**Low cost of ownership**

A subscription and a plug-in sensor, not a six-figure, year-long system rollout. Fast payback, runs securely on AWS.


**Capacity, not capex**

Recovered points are more sellable output at near-full margin, and a line you may not need to buy or add a shift to.

**See it on your line in a day.**

Book a 20-minute demo and we will size the opportunity on your real numbers, not these.

[Book a demo](#)