

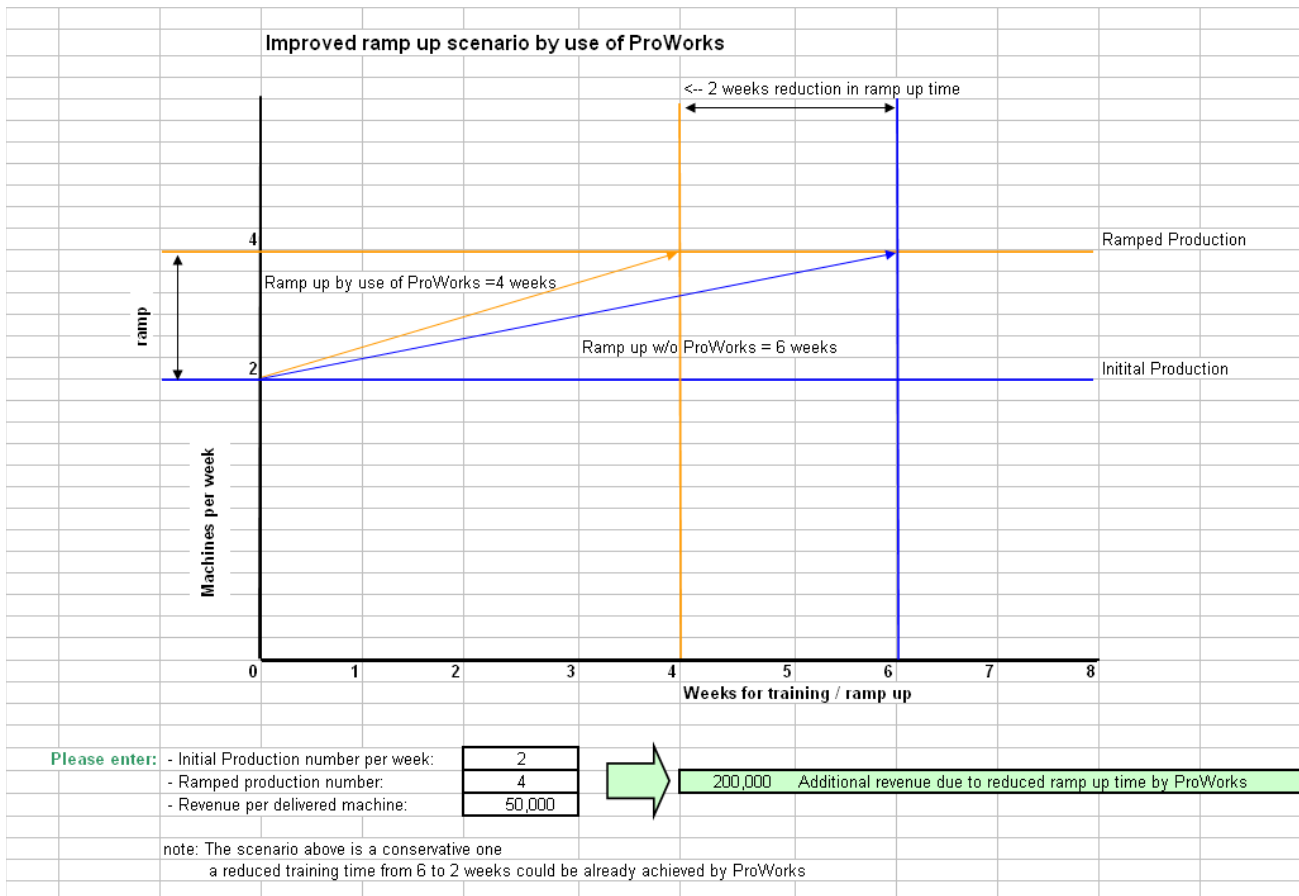


## Case Study

This is actual data collected by a current proWorks customer who manufactures capital equipment for the semiconductor industry.

### Training

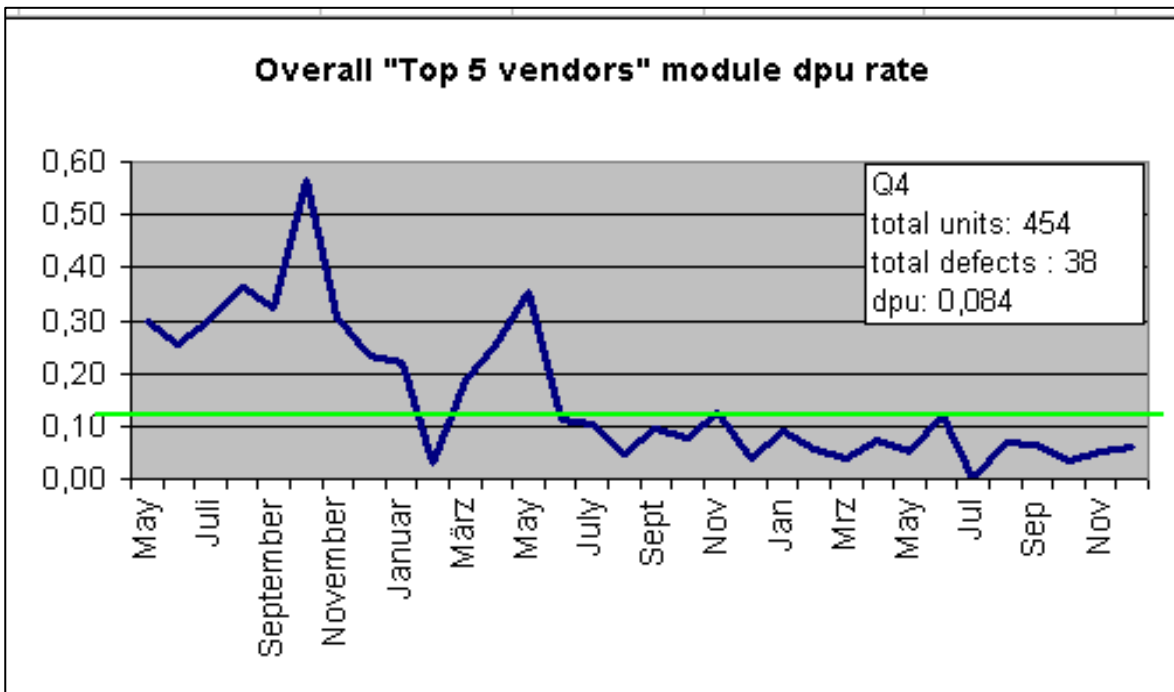
- This chart shows the reduction in training time for new employees and temporary workers after the implementation of proWorks.
- Productivity increased due to the shorter lead time for training. The company was able to collect an additional 200,000 Euros due to the reduced training time.
- Additional savings were also realized because Lower Cost Resources (LCR) were used.





## Supplier Quality

- This customer is also using proWorks externally to communicate sub-assy build information to their suppliers.
- This chart shows the quality improvement on sub-assy modules produced by external suppliers. Savings totaled 96,800 Euros in 2 years.
- ProWorks also simplified and streamlined the creation and deployment of WI's to their supply base allowing them to reduce manufacturing engineering expenses.

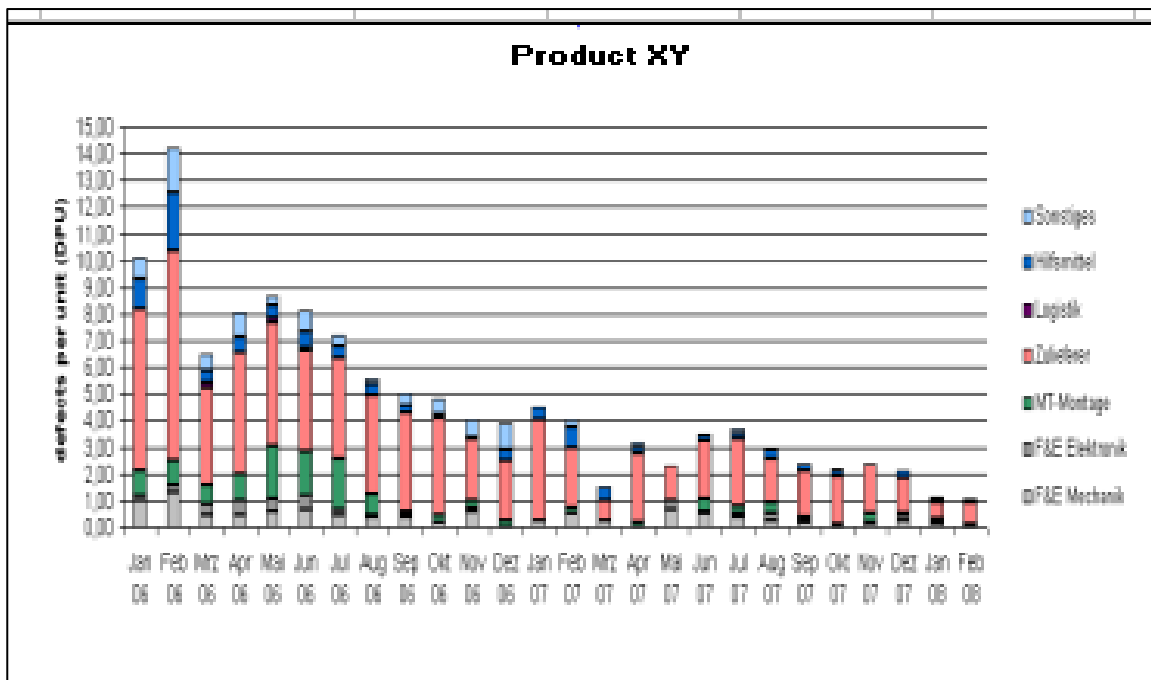


	2006	2007	2008	2009 forecast
<b>dpu rate:</b>	0.4	0.2	0.05	0.03
<b>Failure costs:</b>	70,400	35,200	8,800	5,280
<b>€ Savings per year:</b>		35,200	61,600	65,120
<b>€ Saving cum:</b>		35,200	96,800	161,920



## Production Quality

- The chart below shows the effect proWorks had on final product quality.
- ProWorks "Trouble-shooting" function was used to collect failure information as it happened on the shop floor.
- Failure costs were reduced 88% in 2 years, saving the company 198,000 Euros.



	2006	2007	2008	2009 forecast
<b>dpu rate:</b>	<b>8</b>	<b>3</b>	<b>1</b>	<b>0.8</b>
<b>Failure costs:</b>	<b>132,000</b>	<b>49,500</b>	<b>16,500</b>	<b>13,200</b>
<b>€ Savings per year:</b>		<b>82,500</b>	<b>115,500</b>	<b>118,800</b>
<b>€ Saving cum:</b>		<b>82,500</b>	<b>198,000</b>	<b>316,800</b>