

**68% to
83%**

On time in full
Three months. 15
percentage points.

₹60 lakh

**More revenue a
month**
Three months. Orders
that now ship
complete.

12%

More orders
Three months.
A quote in
a couple of minutes.

**₹3.1
crore**

**Working capital
unlocked**
Three months.
Inventory throughput
6.2 to 7.4x.

FOLDING CARTONS | CONVERTER PACKAGING

On time in full rose from 68% to 83% in three months.

Folding cartons and pharmaceutical leaflets. Fifteen percentage points. The quote, the machine and the ship date are one job, so a miss is visible before the floor.

A late job was found on the floor.

Requirements arrived as an email, a PDF and artwork. Estimating sat in one sheet. Planning sat in another. The floor ran a printout. A delivery date moved in that gap, and the miss showed up when the job was already late. On time in full was 68%.

Neuron put the quote, the machine and the date on the same job.

The enquiry becomes a specification. The costing engine prices the blank, the ups on the press sheet, the ply, the plate and the die. A quote that took a day comes back in a couple of minutes. On approval, that sequence becomes the route, and the route names the machines that can hold the sheet. The ship date sits on that record. In three months, on time in full rose from 68% to 83%.

The quote

Blank, ups, and ply

The machine

Sheet against the press

The date

When the job must ship

Planning and the floor see that job

Three months. Folding cartons and pharmaceutical leaflets.

The same three months, on the order and on the board.

Faster quotes brought more orders. Inventory throughput rose 19%, and ₹3.1 crore of working capital was unlocked.

FINDING

The date was not on the job.

Whether the plant could make it, and whether it would ship on time, was judged by hand. A sheet no machine could hold was found at the press.

ACTION

Stop it at approval.

The quotation carries the press sheet. Approval checks that sheet against each machine, in either orientation. If none can hold it, the job stops there, with the reason.

RESULT

83% on time in full.

Fifteen percentage points in three months. About ₹60 lakh more revenue a month from orders that now ship complete. Orders up 12%. Inventory throughput rose 19%, from 6.2 times to 7.4, and ₹3.1 crore of working capital was unlocked.

Three months

	First month	Third month
On time in full	68%	83%
Quote	A day	A couple of minutes
Orders	The base	12% more
Inventory throughput	6.2×	7.4×

Three months. ₹3.1 crore of working capital unlocked. Inventory throughput 6.2 times to 7.4, on ₹16 crore of board. ₹60 lakh is a month, from orders that now ship complete.

Folding cartons and pharmaceutical leaflets. Three months. On time in full 68% to 83%. ₹60 lakh a month is the revenue from orders that now ship complete. Orders up 12%, with a quote in a couple of minutes instead of a day. Inventory throughput rose 19%, from 6.2 times to 7.4, and ₹3.1 crore of working capital unlocked on ₹16 crore of board. Neuron.