

## CASE STUDY

### How a Leading Global Manufacturer Reduced Days on Hand and Dropped Shipments with LotVision

One of the world's leading manufacturers of agricultural equipment was growing frustrated with its long-time post manufacturing process that relied heavily on manual yard management work and offered little inventory visibility. Employees were frequently unable to find specific products, resulting in dropped sales, customization or maintenance delays, and a poor brand experience.

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*"We also use [LotVision] for things like tracking asset history, which is now available immediately compared to having to sift through emails and paperwork."*

**Manufacturing Engineer**  
Global Agricultural Manufacturer

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Leadership knew it needed a solution to provide real-time inventory visibility across the yard and offer a user experience easily incorporated into daily employee routines. Also, the chosen solution had to scale effortlessly as production and orders increase.

#### Driving Post-Manufacturing Operating Effectiveness with LotVision

Working closely with Cox 2M engineers, our global manufacturing client selected and implemented the

LotVision platform to address its asset management needs. Within days of implementing LotVision, it became clear it was the right tool for the job.

Instead of spending hours physically looking for a specific product to fulfill an order or repair ticket, employees used LotVision to locate it within a few minutes. A sensor attached to the asset on the line and removed upon ordering ensured a closed-loop tracking system with insight into the location of each individual product.

By improving the efficiency of an outdated post-manufacturing yard management system, our client realized a strong return on their investment through:

- ✓ 20% reduction in dropped shipments
- ✓ 80% reduction in time spent locating assets
- ✓ 20% reduction in expenses related to unnecessary late reconfigurations
- ✓ 20% reduction in aged inventory expenses

In addition to this bottom-line impact, the client reported an improvement in employee satisfaction. In an industry with significant turnover, a better working environment for employees can improve retention and increase productivity.

### Realizing The Benefits of an Improved Yard Management System with LotVision

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#### Better Bottom-Line Performance

By reducing inventory management costs and dropped shipments while saving hours of manual labor, our client experienced a significant ROI on their LotVision investment.



#### Enhanced Customer Service

LotVision's real-time inventory visibility empowered the client's team to locate and fulfill orders more quickly.



#### Improved Employee Experience

Instead of spending hours physically searching for an asset, employees are now able to immediately locate any asset at any time with LotVision.