



KIT · FOR OPERATIONS AND FINANCE

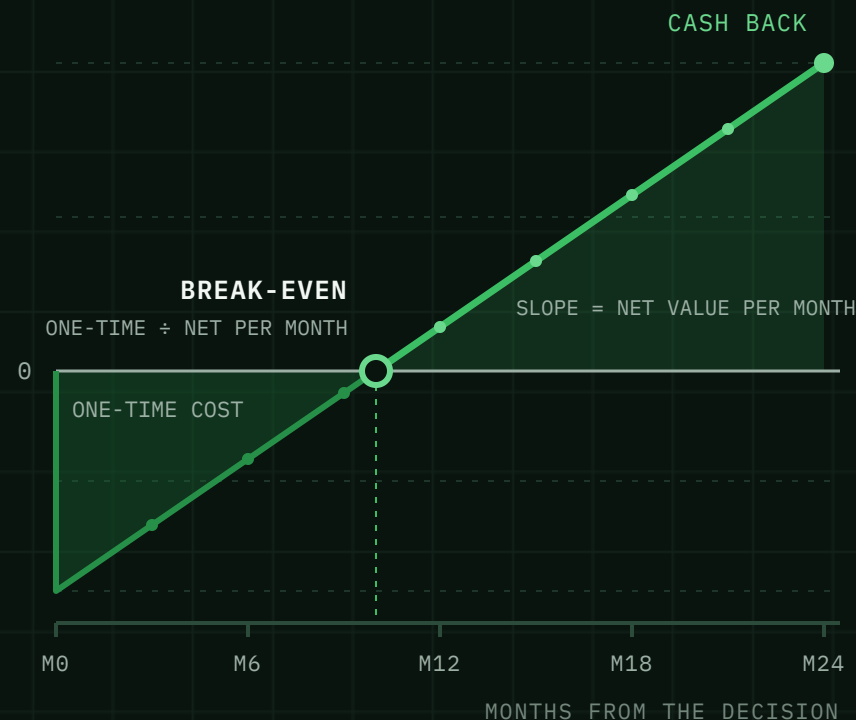
The MES and OEE Business Case Kit

Turn lost hours into a business case a CFO signs, with worksheets and a one-slide summary.

5 value drivers · 3 worksheets · 1 board slide

PAYBACK · EXAMPLE

CUMULATIVE CASH BY MONTH



A CFO signs money and risk, not OEE points

START

Hours

Measured, not estimated

Lost hours per line and loss type, taken from machine data. An estimate starts a debate you will not win.

CONVERT

Money

Each hour priced once

Margin, labour, maintenance, scrap or energy. Take the low estimate: it is the one finance signs.

DECIDE

Months

Payback and the cost of waiting

Show when the cash comes back, and what each month without a decision costs.

$$\text{Payback} = \text{one-time cost} \div \text{monthly net value}$$

Page 6 works it through with an example. Page 9 is the slide you take to the board.

Five drivers turn recovered hours into money

DRIVER	TYPE	WHAT CHANGES	INPUT YOU NEED	WHO HAS IT
Capacity recovered	REVENUE	Sell more from the same lines	Contribution margin per hour, and demand for the extra output	Finance, sales
Overtime and labour	COST	Fewer extra shifts to hit the plan	Overtime hours and cost per hour	HR, production
Maintenance cost	COST	Fewer emergency repairs and rush parts	Reactive repair spend per year	Maintenance
Scrap and rework	COST	Fewer bad parts at start-up and in the process	Scrap cost per unit, rework hours	Quality, finance
Energy during idle time	COST	Less power drawn while the line waits	kW drawn at idle, price per kWh	Facilities

Capacity counts only if the market takes the extra output. If it does not, value the same hours as labour and energy saved.

Get seven numbers before you build the case

Send this list in week one. Every number needs an owner and a source.

NUMBER	DETAIL	OWNER	SOURCE
Planned production hours	Per line, per year		
Lost hours by type	Downtime, speed and quality losses, per line		
Contribution margin	Per unit or per machine hour		
Labour cost	Per hour, with the overtime premium		
Scrap cost	Per unit: material plus processing already spent		
Reactive maintenance spend	Emergency repairs and rush parts, per year		
Energy at idle	kW drawn while the line waits, price per kWh		

Lost hours by type, per line and shift, come straight from machine data in Fabrico.

Request a demo

Price each recovered hour once, per driver

DRIVER	RECOVERED PER YEAR	× VALUE EACH	= ANNUAL VALUE
Capacity recovered			
hours × margin per hour	h	€	€
Overtime and labour			
hours × labour cost per hour	h	€	€
Maintenance cost			
repairs avoided × cost per repair	repairs	€	€
Scrap and rework			
units saved × cost per unit	units	€	€
Energy during idle time			
idle hours × energy cost per hour	h	€	€
Total annual value			€
Monthly value			
total ÷ 12			€

THREE RULES

- ✓ **Count each hour once.** An hour sold as output is not also saved overtime.
- ✓ **Measured loss hours are the ceiling.** You cannot recover more than you lose.
- ✓ **Use the low estimate.** A case that survives it gets signed.

THEN, WITH THE COST SIDE

Monthly net value

= monthly value – yearly cost ÷ 12

Payback in months

= one-time cost ÷ monthly net value

The example line is worth €84,000 a year

Value side

EXAMPLE

DRIVER	INPUTS	PER YEAR
Capacity	150 h × €400 margin per hour	€60,000
Overtime	100 h × €120 crew cost per hour	€12,000
Scrap	2,000 units × €6 per unit	€12,000
Annual value		€84,000
Monthly value	€84,000 ÷ 12	€7,000

RECOVERED HOURS, OF 600 MEASURED, EACH COUNTED ONCE



Cost side

EXAMPLE

One-time cost	your quote
Yearly cost	your quote
Monthly net value	€7,000 – yearly ÷ 12

Payback = one-time cost ÷ monthly net value

THE TEST YOUR QUOTES MUST PASS

12-month payback	one-time + yearly ≤ €84,000
18-month payback	one-time + 1.5 × yearly ≤ €126,000
24-month payback	one-time + 2 × yearly ≤ €168,000

Why: 12 × (€7,000 – yearly ÷ 12) = €84,000 – yearly

Cost the whole project, not only the software

COST ITEM	WHAT TO INCLUDE	ONE-TIME	YEARLY	DONE
Subscription	Software for the lines and users in scope	€	€	☐
Hardware and connectivity	Sensors, gateways, network work on the shop floor	€	€	☐
Integration	Links to ERP and other existing systems, if needed	€	€	☐
Internal time	IT, engineering and supervisors during setup	€	€	☐
Training	Operators, supervisors and maintenance, plus new starters	€	€	☐
Total	Goes into the payback on page 6	€	€	

No prices in this kit: scope differs by plant. Ask every vendor for one-time and yearly cost, in writing.

Scope your pilot line in a 30-minute demo with a Fabrico consultant. No commitment.

Request a demo

Shrink the risk before you ask for the money

RISK · ROLLOUT STALLS

Start with one pilot line

Prove the value on one line first, then scale to the rest.

RISK · NOBODY TRUSTS THE NUMBER

Agree definitions first

Planned time, stop reasons and ideal cycle time, signed before day one.

RISK · FINANCE CANNOT CHECK IT

Measure before and after

Same line, same definitions, same number of weeks on both sides.

RISK · NO ONE ACCOUNTABLE

Name one owner

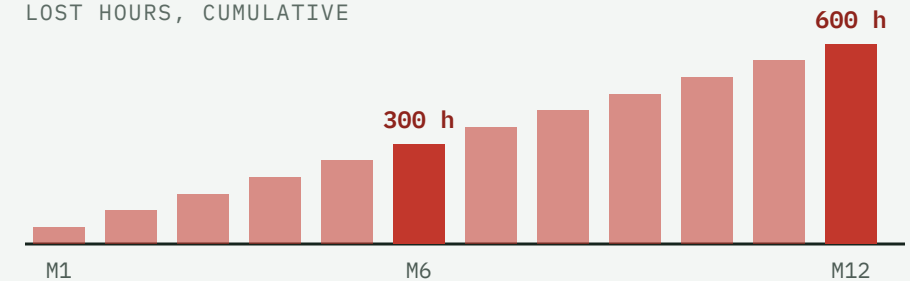
One person answers for the pilot and the result.

THE COST OF DOING NOTHING

EXAMPLE

50 h lost every month the decision waits
600 hours a year ÷ 12

LOST HOURS, CUMULATIVE



In money: one month of net value, every month.

Measure the pilot before and after with machine data per line and shift, in Fabrico.

[Request a demo](#)

One slide, six boxes, one decision

RULES FOR THE SLIDE

- ✓ **Hours first**, then money.
- ✓ **Every number** has an owner and a source.
- ✓ **Payback from your quote**, not a rule of thumb.
- ✓ **One decision**, with a date.

SAY IT IN ONE BREATH

We lose _____ hours a year. Winning back _____ is worth € _____. It pays back in _____ months.

Pilot on line _____

BOARD DECISION · DATE _____

THE PROBLEM IN HOURS

_____ hours lost a year
on _____ lines

THE VALUE

€ _____ a year, from
_____ drivers

THE COST

One-time € _____
Yearly € _____

PAYBACK

_____ months
one-time ÷ monthly net value

THE PILOT

Line _____, _____ weeks
Owner _____

THE DECISION ASKED

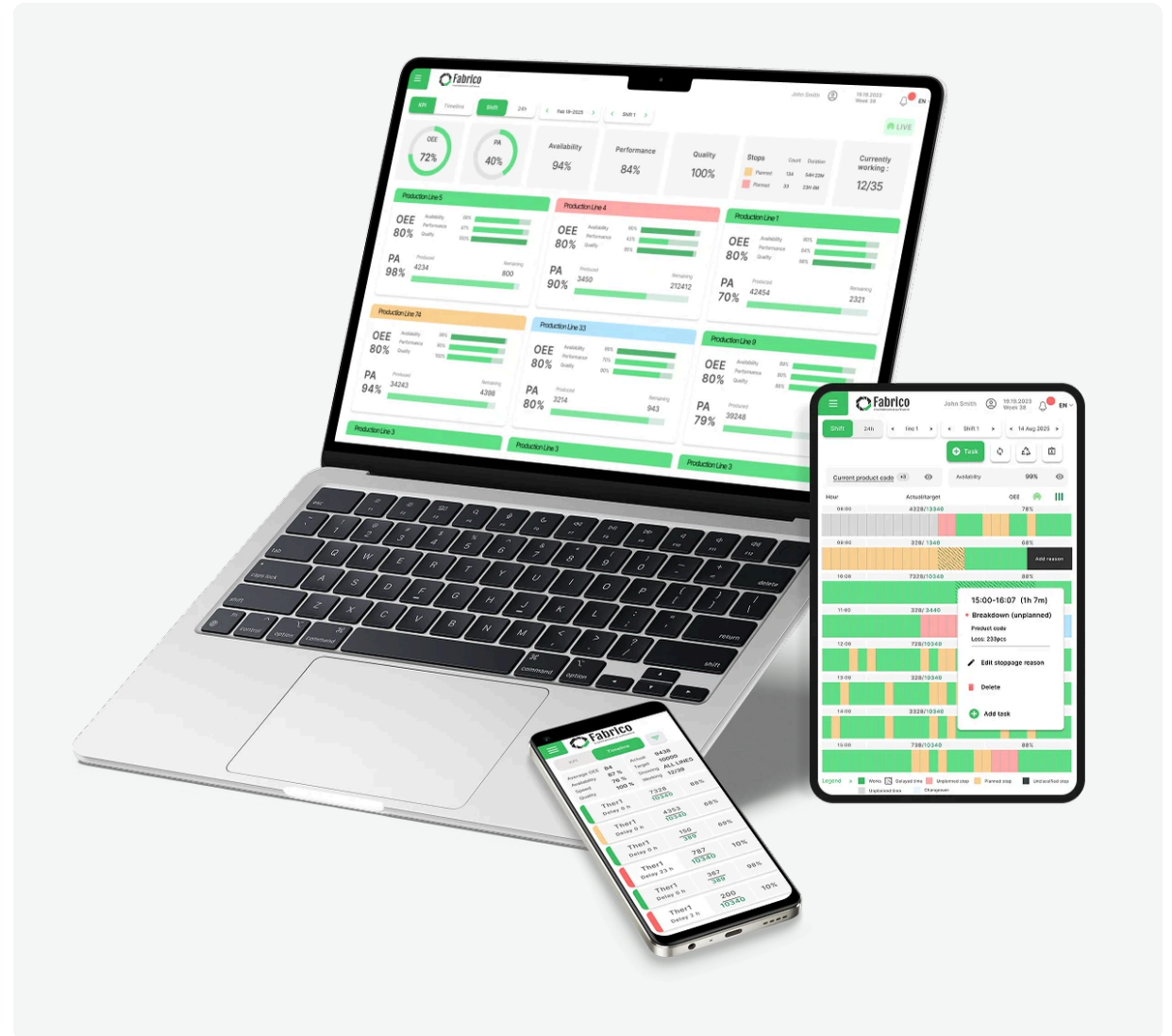
Approve € _____
Go or no-go on _____

Before and after, measured from the machines

Fabrico is a cloud-based MES and OEE platform for manufacturers, with maintenance management (CMMS) built in.

- ✓ **Machine data** for availability, performance and quality, per line and shift
- ✓ **Every stop with its cause**, from operators or AI computer vision
- ✓ **A stop can become a work order** in the same system
- ✓ **ISO 27001 certified (DNV)**, hosted on AWS in an EU region

[Request a demo](#)





NEXT STEP

Build the case on your own lost hours

A 30-minute demo with a Fabrico consultant, on your lines and your questions. No commitment.

[Request a demo](#)

[Contact us](#)

team@fabrico.io • fabrico.io



Scan to request a demo