



SCORECARD · FOR OPERATIONS DIRECTORS

The MES Selection Scorecard

12 questions, a weighted score and a demo script to choose an MES and OEE platform with confidence.

12 questions · 1 weighted score · 10 things to see live

EXAMPLE SCORING · 12 QUESTIONS

Q	W	VENDOR A	VENDOR B	VENDOR C
Q1	3			
Q2	3			
Q3	3			
Q4	2			
Q5	2			
Q6	1			
Q7	3			
Q8	1			
Q9	3			
Q10	2			
Q11	2			
Q12	2			
SCORE %		76.3	66.7	67.4
SUM OF SCORE × WEIGHT ÷ 135 MAX				

Most MES choices go wrong on scope and data, not on features

SCOPE

Know what you are buying

Monitoring, OEE software and MES are different scopes. Choose one, then compare like with like.

SCORE

Weight the 12 questions

Agree what matters most with production, maintenance and IT, before any vendor presents.

PROOF

Make them show it live

A stop arriving, a reason added, OEE moving, a work order raised. On screen, not in slides.

12 questions

Each scored 1 to 5 and multiplied by its weight. The highest total wins, unless a must-have scores 1. Page 6 shows the maths.

Three kinds of system are sold under one name. Pick your scope first.

Production monitoring

WHAT IT RECORDS

Run and stop states, counts and speed.

WHO USES IT

Supervisors and line leads, on the floor.

A PLANT NEEDS IT WHEN

Nobody knows which lines are running.

OEE software

WHAT IT RECORDS

Stop reasons, ideal cycle times and scrap: the inputs for OEE.

WHO USES IT

Plant managers, continuous improvement and maintenance leads.

A PLANT NEEDS IT WHEN

Lines stop, but nobody knows which loss costs the most hours.

MES

WHAT IT RECORDS

The OEE picture plus the work around it: maintenance, quality and shift records, across lines and sites.

WHO USES IT

Production, maintenance, quality and plant leadership, from one record.

A PLANT NEEDS IT WHEN

Each department keeps its own version of what happened on the floor.

Each column usually includes the one to its left. Score vendors only against the scope you chose.

First, test whether the data holds up

Set each weight before the first demo. Circle the score after it.

NO.	QUESTION	WHY IT MATTERS	WEIGHT	SCORE 1 TO 5
Q1	Where does machine data come from, and how fast?	Manual logs miss short stops and arrive late.		1 2 3 4 5
Q2	How are stops and their reasons captured?	An unexplained stop cannot be ranked or fixed.		1 2 3 4 5
Q3	Can we see exactly how OEE is calculated?	Two systems can give one shift two OEE values.		1 2 3 4 5
Q4	How are reason codes set up, and by whom?	Codes must fit your lines and stay stable.		1 2 3 4 5
Q5	What does the operator screen look like?	If operators avoid it, every number is wrong.		1 2 3 4 5
Q6	How are alerts set, and who receives them?	An alert nobody owns is noise.		1 2 3 4 5

SCORE GUIDE

- 1 No answer, or a red flag
- 2 Described, not shown
- 3 Shown, with workarounds
- 4 Shown live, small gaps
- 5 Shown live, fits as is

Then, test IT, rollout and the budget

Ask for these answers in writing. A slide is not an answer.

NO.	QUESTION	WHY IT MATTERS	WEIGHT	SCORE 1 TO 5
Q7	Does a loss link to a maintenance action?	Losses only fall when someone acts on them.		1 2 3 4 5
Q8	How does it handle several lines and sites?	Site comparisons need one definition everywhere.		1 2 3 4 5
Q9	What does IT need to approve it?	IT questions asked late stall the whole project.		1 2 3 4 5
Q10	Who owns the data, and can we export it?	Your history should outlive any contract.		1 2 3 4 5
Q11	What does rollout on one line look like?	A real plan shows they have done this before.		1 2 3 4 5
Q12	How is pricing structured?	The pricing unit decides what growth will cost.		1 2 3 4 5

In Fabrico, a stop can become a maintenance work order in the same system as the OEE data.

Request a demo

Weight first, score second, then multiply

$$\text{Score \%} = \text{sum of (score} \times \text{weight)} \div (5 \times \text{sum of weights)}$$

WEIGHT 3 · MUST HAVE

A score of 1 here rules the vendor out.

WEIGHT 2 · IMPORTANT

A weak score here can be offset elsewhere.

WEIGHT 1 · USEFUL

Good to have. It breaks a tie.

Two vendors, same raw score, different result

EXAMPLE

	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9	Q10	Q11	Q12	SUM
Weight	3	3	3	2	2	1	3	1	3	2	2	2	27
A score	4	5	3	4	4	3	5	3	4	2	4	3	44
A points	12	15	9	8	8	3	15	3	12	4	8	6	103
B score	3	2	2	5	5	5	2	5	3	4	3	5	44
B points	9	6	6	10	10	5	6	5	9	8	6	10	90

Max = 5 × 27 = 135

A = 103 ÷ 135 = 76.3%

B = 90 ÷ 135 = 66.7%

Raw scores tie at 44. The weights decide.

Ten things to see live, on screen, not in slides

01 A stop arrives from the machine

Timestamped, with nobody typing it. Note the delay.

02 The operator adds the reason

On the real operator screen, in the operator's language.

03 OEE recalculates

Availability, performance and quality move. Open the definitions.

04 A short stop shows up

A stop of a minute or two, not only the long ones.

05 The stop becomes a work order

Assigned to a named person in maintenance.

06 The shift view

One line, one shift: stops, reasons, counts and scrap.

07 A new reason code

Added live. Ask who is allowed to do it.

08 An alert fires

Set a threshold, trigger it, see who receives it.

09 A second site

Same definitions and screens, compared side by side.

10 A report leaves the system

Exported to a file you can open without the vendor.

See every stop with its cause, from operators or AI computer vision, in a 30-minute Fabrico demo.

[Request a demo](#)

Six answers that should cost a vendor the deal

Q3

Hidden definitions

"It's calculated automatically."

You cannot check the maths yourself.

Q1

Manual entry as the only source

"Operators log it at shift end."

Short stops never reach the data.

Q12

An add-on for every feature

"That's in the advanced package."

The price grows each time you need more.

Q10

No export

"Our reports cover everything."

Your history stays inside their system.

Q9

No answer on security

"We'll check with our IT."

Your own IT review stalls at the end.

Q11

"It depends" on rollout

"Every plant is different."

No first-line plan, no steps, no owner.

■ **How to score it:** a red flag scores 1 on its question. On a weight 3 question, that ends the vendor's chances.

Seven answers IT needs before anyone signs

ITEM	ASK FOR	NOTES	RECEIVED
Security certification	The certificate, its scope and the certifying body		☐
Hosting	The cloud provider and the region where your data is stored		☐
Single sign-on	Login with company accounts, and how leavers are removed		☐
ERP integration	What flows each way, and who builds and maintains it		☐
Quality system integration	How scrap and quality records reach your quality system		☐
Data ownership and export	Contract wording on ownership, the export format, your data after exit		☐
User roles	Who can view, edit and configure, per site and per line		☐

Fabrico is ISO 27001 certified (DNV) and hosted on AWS in an EU region.

Request a demo

Three vendors, one grid, one decision

QUESTION		WEIGHT	VENDOR A		VENDOR B		VENDOR C	
			SCORE	POINTS	SCORE	POINTS	SCORE	POINTS
Q1	Machine data source and speed							
Q2	Stops and reasons							
Q3	OEE definitions							
Q4	Reason codes							
Q5	Operator screen							
Q6	Alerts							
Q7	Loss to maintenance action							
Q8	Lines and sites							
Q9	IT approval							
Q10	Data ownership and export							
Q11	First-line rollout							
Q12	Pricing structure							
Total points								
Score % (total ÷ 5 × sum of weights)								
Any 1 on a weight 3 question?								
Decision								

Score Fabrico with the same sheet as everyone else

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

- ✓ **Q1 Machine data** for availability, performance and quality, per line and shift, with PLC and sensor connectivity
- ✓ **Q2 Every stop with its cause**, from operators or AI computer vision
- ✓ **Q7 A stop can become a work order** in the same system
- ✓ **Q9 ISO 27001 certified (DNV)**, hosted on AWS in an EU region

[Request a demo](#)



Fabrico on web, iOS and Android



NEXT STEP

Bring your scorecard to a Fabrico demo

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

[Request a demo](#)

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Scan to request a demo