



SAIKARIS
INDUSTRY CONSULTING GROUP

INTELLIGENT BENCHMARKING

The Risk of Buying Based on Paper.

Don't guess on your next €10M investment. Validate reality before purchase.

Target Audience: Industrial
leaders, Owners, Managers.

Output: Implemented Solution + Financial Impact
+ Control plan



The "Scalpel" Principle

Tools Define the Outcome

Brochures show "Ideal conditions."

In reality, a machine is like a surgical scalpel: if it cannot perform on the plant floor, the operation fails.

- ⚠️ **Blind Capital:** Multi-million investments made without testing environmental robustness.
- ⚠️ **Unmeasured Noise:** Dust, reflections, and vibrations render brochure stats useless.
- ⚠️ **The Human Gap:** If the team cannot assimilate the setup, performance is lost immediately.

THE S.O.S. PRINCIPLE

"Shit In, Shit Out"

If the testing baseline doesn't reflect your process variability, you aren't benchmarking; you are gambling.



The Intelligent Benchmarking framework

Traditional benchmarking focuses on **Accuracy** and **Precision** and even sometimes on theoretical values.

A successful investment requires all four legs

1. ACCURACY

Ability to separate signal from noise.

2. PRECISION

Ability to maintain performance over time without parameter changes.

3. ROBUSTNESS

Ability to maintain the verdict even when environmental conditions change.

4. ASSIMILATION

How easily the human team (operators) can adjust the machine to expert levels.



How we do it



Phase I: The Baseline

Defining the ideal OEE point based on high-turnover product risk.

- ✓ 50 AIAG Items
- ✓ 30% Border-line rejection



Phase II: The Set Point

Validating Accuracy, Precision and F1 Score under Expert conditions.

- ✓ Defect Leakage (Slippage)
- ✓ False Rejection Rate



Phase III: Robustness & Stress

Testing environmental sensitivity via test. I.e: Taguchi L16.

- ✓ Interaction Plots
- ✓ Blindness identification



Phase IV: Assimilation

Measuring Human-Machine noise and SOP effectiveness.

- ✓ 555 Principle SOP
- ✓ Operator Repeatability

Executive Summary

At the end of an S2R module, you don't get a report of advice; you get a transformed operational reality



Implemented Solution

Anchoring technical conclusions to organizational goals avoids the error of choosing based on price alone.



Financial Impact

Securing ROI of the investment by eliminating slippage and waste risks before delivery.



CONTROL PLAN

A 555 Principle SOP that ensures the internal team maintains the "Expert Ceiling."

OUTCOME PREVIEW

**100% ROI
Security**

**Zero
Blind
Buying**

"You don't get a report of advice; you get a validated operational reality."



The "Hidden Cost"

"Traditional Benchmarking focuses on Accuracy and Price, overlooking the native Robustness and Team Assimilation capacity."

FINANCIAL TRIGGER

Purchase of 5 "magnificent" inspection units results in systematic failure after delivery.

1M€

DIRECT SCRAP COST

High

REPUTATIONAL IMPACT

10M€

ASSET INVESTMENT RISK

THE BROCHURE TRAP

Machines adjusted by Suppliers Experts reached 84.62% accuracy (The Ceiling), not 100% as on the brochure.

THE ASSIMILATION

Performance dropped by -12% (down to 72%) when plant operators took over. Verdict: Knowledge management (SOP) failure, not just technical noise.

ROBUSTNESS GAP: ENVIRONMENT-INDUCED BLINDNESS

Taguchi L16 stress tests revealed that Inclusion defects suffered a 100% drop in detection with simple brightness variations ($\pm 15\%$).

RESULT: High optical dependence amplifies lighting/mechanical errors by an additional 25%, rendering the €10M asset useless under plant floor noise.

CORRECTIVE ACTION

Anchoring tech analysis to macroscopic goals. Buying Validated Outcomes, not Brochures.

CONTROL PLAN

SOP: 5 Steps, 5-Year-Old Logic, 5 Minutes execution. Bridging the Expert-Operator gap.

Why SAIKARIS

"We align our incentives with yours. If we don't find significant value for you, our fees are capped at expenses."

Investor-grade rigor, proven through frontline delivery and verified references:

Our guarantee

- Lean Six Sigma Black Belt discipline
- 10+ countries frontline delivery
- Training systems & standardization
- AI validation & deployment experience

Proof from the field

"...practical field-based approach and your contributions in standardization, training, and process control. ..."

*Mo Sarfaraz Solanki - Electromechanical Technician
National Factory for Glass Bottles(Zoujaj)*

"...collaborative spirit, combined with the ability to maintain high-quality work even in complex, high-pressure environments, ..."

*Lorenzo Viti - Control service engineer
Bucher Emhart Glass - National Factory for Glass Bottles(Zoujaj) Project*

"...his data-driven approach helped us make decisions with a direct impact on performance."

*Matteo Volpi - Engineer
VCP & TIAMA - AI Project*



Is your capital safe?

Let's verify the operational reality.



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