



SAIKARIS
INDUSTRY CONSULTING GROUP

STRATEGY TO REALITY

The Scalable Vertical Integration Framework.

Transforming operational gaps into guaranteed EBITDA & ROIC improvement.

Target Audience: Industrial
leaders, Owners, Managers.

Output: Implemented Solution + Financial Impact
+ Control plan



Why Performance Fails

The Strategy-Execution Gap

Most industrial underperformance is not driven by strategy or technology failures.

But by persistent execution gaps on the shop floor.

- ⚠️ **Blind Capital:** Decisions made without financial thread.
- ⚠️ **The "Green" Dashboard:** Performance hidden behind aggregated KPIs that look good on paper but bleed money in reality.
- ⚠️ **Eternal Pilots:** Proof of concepts that work technically but never scale or impact the P&L.
- ⚠️ **Value Erosion:** Potential is lost during implementation and scale-up phases.



The Strategy to Reality framework

We move from assumptions to statistical certainty. A guaranteed path to ROI.



1. Strategic Diagnosis & Business Case

We quantify the Cost of Inefficiency (CoPQ) and validate your project's ROI. We identify the financial trigger before touching a machine.



2. Process Footprint & Root Cause

Deep data collection, MSA, and DOE to validate the precise $Y = f(X)$ formula for your process. No guesswork, just physics.



3. Improvement & Sustainability

Execution of the roadmap. We guarantee sustainability through Poka-Yokes, SPC integration, and rigorous Control Plans.

How we do it

After select the module that needs intervention, the rest remains untouched to maintain focus

We work integrated into your shop floor teams to ensure **assimilation and effectiveness**



1. Strategic Diagnosis & Business Case

- Process Map
- Customer & product relation
- QA level
- Lean metrics & Gemba
- Project Proposal



2. Process Footprint & Root Cause

- Value Stream Mapping
- Root cause finding
- Riks assesment
- Verification set point
- Execution & analysis of solutions



3. Improvement & Sustainability

- Pilot selected solution
- SPC & long term verification
- Control Plan
- Lean integration
- Project closure

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

The root problem of the selected module is physically resolved (e.g., Machine repaired, Process changed).



Financial Impact

Validation of savings or gains in the monthly P&L. No estimates, accounting facts.



Risk Assessment

Procedures (SOPs) and controls so the internal team maintains the improvement without external help.



The "Loss of Trust"

"Internal audits reported 'Normality,' hiding a systemic disconnection between shop floor data and financial fact."

FINANCIAL TRIGGER

The intervention was not triggered by maintenance, but by a **strategic survival need** after fiscal closing.

-82%

REVENUE DROP Q4 VS Q1

< €100k

MONTHLY OPERATING INCOME

€300,000

RETURN LIABILITIES

THE OEE TRAP

WHY 04

Management reported a **98% OEE**. Reality: Operators bypassed the PLC to **Manual Mode** to hide 'Low Temp' alarms that penalized their performance KPI.

THE OEE TRAP

WHY 05

EWMA analysis detected sealing at **160°C (vs 180°C nominal)**. Impact: **800,000 DPMO**. Leaks and condensation were the inevitable physical result.

EUREKA / WHY 06

ROOT CAUSE: ELECTRICAL CONFIGURATION ERROR

Following a heater replacement in Q1, the maintenance team connected the resistor in **STAR** instead of **DELTA (Δ)**.

RESULT: 33% loss of available thermal power. The machine could not recover the setpoint after part loading.

CORRECTIVE ACTION

Reconnection to Delta and PLC restoration. Time: 20 min.
Cost: €0.

CONTROL PLAN

5-step protocol for alarm escalation and visual Poka-Yoke on sealing unit.

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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