



SCW.AI

by SUPPLY CHAIN WIZARD

Start your  
**Digital Factory**  
transformation  
now!



scw.ai





# A Global Leader in Pharma **Digital Supply Chain Transformation**

## Building the Operating System for **Self-Driving Factory & Supply Chain**



### Investors:

BIP VENTURES

SABANCI VENTURES

BIRTHING OF GIANTS



#### Global Impact

Global Supply Chain Expert w/ 300+ projects over 40 countries



#### Growth

One of the fastest growing companies in the US: Inc. 5000 (2018 & 2019), FT 500 (2020)



#### Recognition

2019 Cool Vendor in Supply Chain Execution Technologies



#### Employees

75+ employees in 3 key offices in US, Germany, Turkey



#### Venture-backed

\$10M Series A in Nov 2022 led by Panoramic Ventures & Sabanci Ventures



#### Clients

Pharma References from 90+ clients (9 of Top 15 Generics) & 1300+ CMOs/Suppliers reached



#### Thought Leadership

Speaker / chairman in 100+ industry conferences, organized 15 conferences, Certified R&D Center



# NEXT GENERATION DIGITAL FACTORY PLATFORM

FOR SELF-DRIVING  
SUPPLY CHAINS

scw.ai





# Problem:

Typical Challenges experienced by Manufacturing Sites

## Process Challenges



Long cleanup and setup hours



Variable and unpredictable down times and breaks



Moving bottlenecks / constraints



Quality issues & unexpected deviations



Actual / demonstrated vs standard variances



Unpredictable machine failures and reactive maintenance

Business Value of Digital Factory Transformation:

## 4 Main ROI Areas

### Cost Savings



- ◆ Improve machine & labor efficiency
- ◆ Reduce manual efforts
- ◆ Reduce/eliminate overtime
- ◆ Improve cost visibility & granularity
- ◆ Reduce variability

### Quality Increase



- ◆ Improve right first time
- ◆ Reduce quality events & incidents
- ◆ Reduce response time to deviations
- ◆ Detect anomalies in real-time
- ◆ Identify root-causes immediately



### Revenue Upside



- ◆ Increase available capacity
- ◆ Reduce backlogs & delays
- ◆ Reallocate resources for growth
- ◆ Improve customer service
- ◆ Better customer information flow

### Speed-to-Market



- ◆ Improve response time to RFPs
- ◆ Reduce end-to-end cycle times
- ◆ Automate decision processes
- ◆ Auto-adjust production schedules
- ◆ Simulate business scenarios quickly

# Digital Excellence Journey with “3D Framework”



Drive Digital Excellence through a 3D transformation journey by improving processes & systems for data collection & integration, providing visibility/insights with reports & dashboards for improved decision-making

## Digital Excellence initiatives aim to improve:

Data integrity & quality

Data-driven **decision making**

Elevated **user experience**

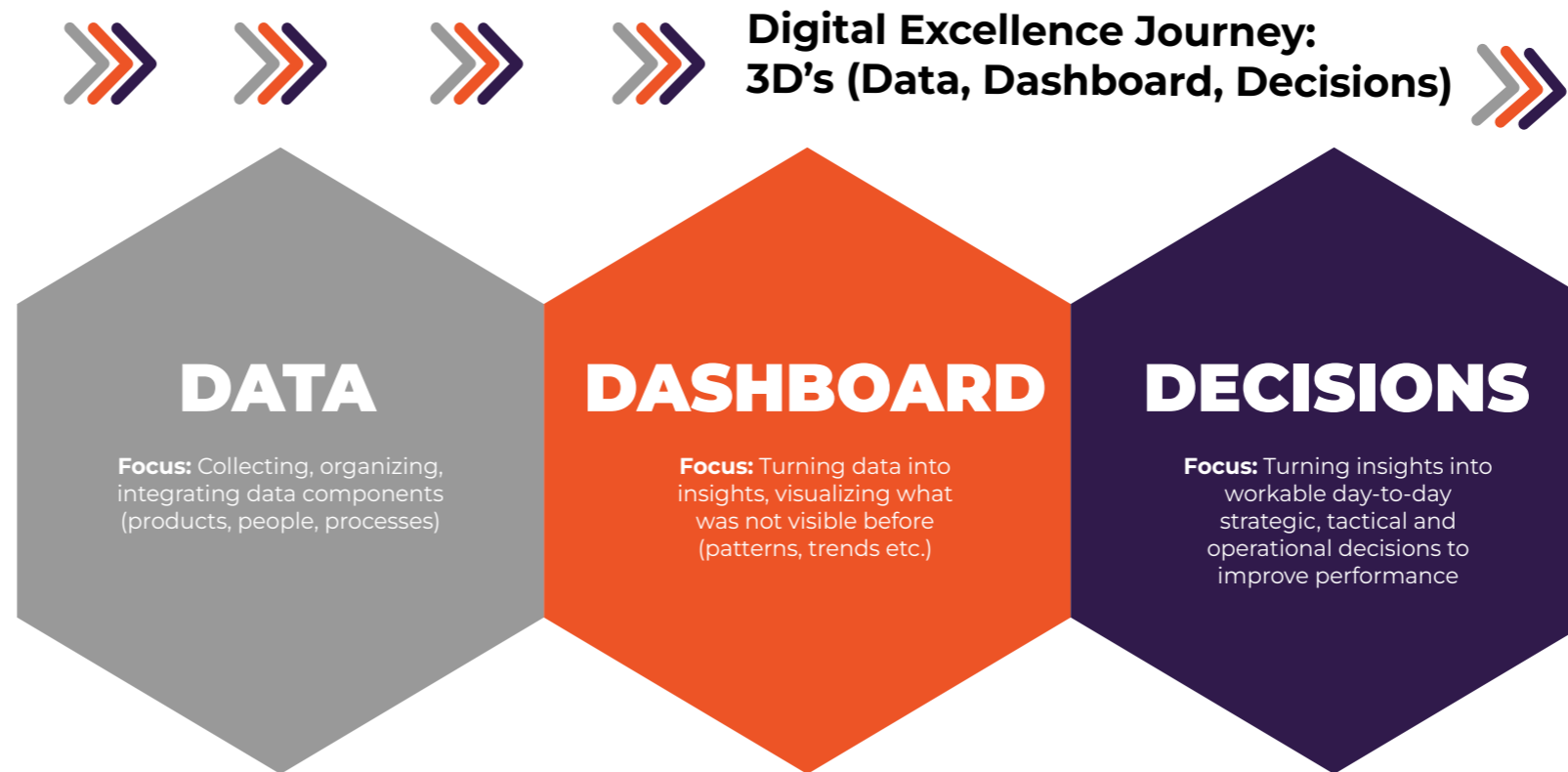
**Integrated** processes & systems

Inter-organizational **communication**

Streamlined & **automated processes**

Balance **quick win** vs long term

**Increased visibility**



Turning data into better decisions for improved business results!

# What is unique about SCW?

Serving manufacturing companies of all sizes with Software-as-a-Service (SaaS) "Digital Factory" platform. SCW.AI specifically focuses on regulated industries (pharma, food & beverage) to bring "Simplicity", "Scalability" and "Speed" to Digital Transformation Programs.



**S**implicity



**S**calability



**S**peed

# Manufacturing Customers'

## Digital Transformation Journey

As market shifts from compliance to digital



### Efficient Operations / OEE / Cost Management

- Efficiency management at packaging & manufacturing lines
- Improve OEE Management Systems & Processes
- Recover lost OEE due to T&T
- Reduce down-times & COGS

### From PAPER to DIGITAL

- Labor Time Tracking
- Digital Logbooks
- Electronic Batch Records
- Paperless Factory
- Facility IoT Monitoring
- Exception & Alerts

### From SPREADSHEET to DIGITAL

- Shop-floor Scheduling
- Production Planning
- Resource Planning: MachineStaff
- Capacity Planning & CAPEX
- Inventory Management
- Maintenance Operations
- Sales & Operations Planning (S&OP)
- Financial Planning & Reporting

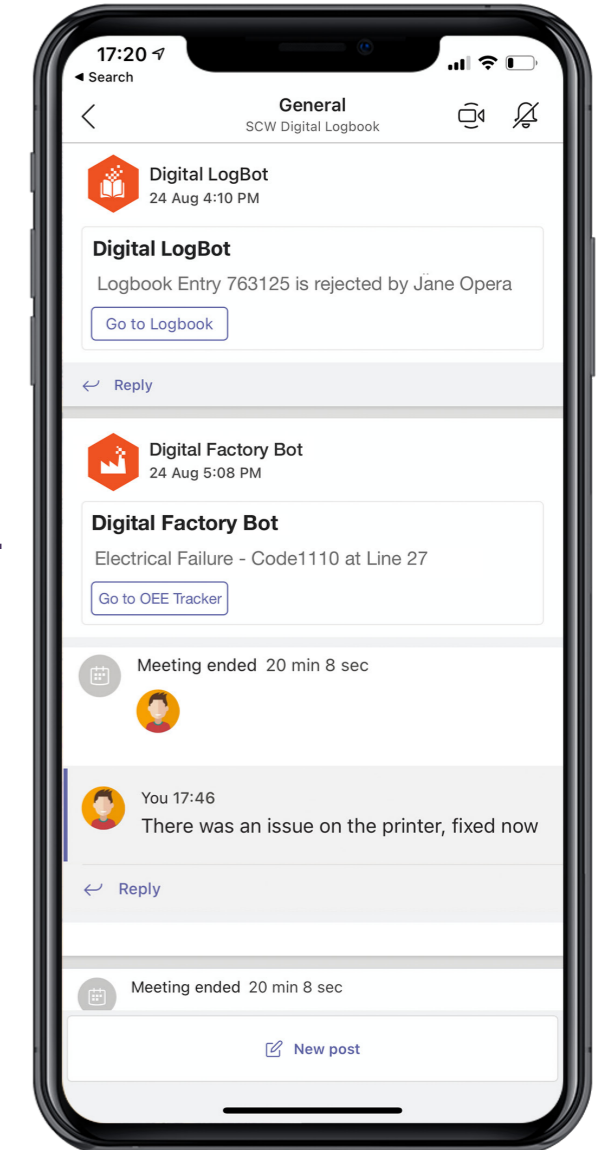
### IoT, Big Data & AI



- Predictive Maintenance
- Exception Management
- Role-based Dashboards
- Predictive Profitability

### Automation & ML

- Decision Algorithms
- Machine Learning
- Cont. Optimization
- Self-Driving Factory





# SCW.AI Digital Factory Platform: Current vs. Upcoming Solutions



## Current Solutions

Solution:	Top Use Case:
OEE TRACKER	→ Shift Tracking/Handover, WO perf.
LABOR TRACKER	→ Labor Perf., Comm. & Overtime Mgt.
ASSET TRACKER	→ Asset Utilization & Status Visibility
SCHEDULER	→ Visual Scheduling & Adherence KPIs
DIGITAL FORMS	→ Gemba Walk, Line Audit, QA
DIGITAL LOGBOOK <sup>GMP</sup>	→ GMP Logbooks & Approvals, Archive
IoT HUB	→ Automated Data Flows w/ IoT Sensors

## Upcoming Solutions

Solution:	Top Use Case:
PROCESS TRACKER	→ SMED / Changeover Reduction
AI HUB	→ Computer Vision Predictions
MAINTENANCE	→ Maintenance Plan & Visibility
FINANCE	→ Budget vs. Actual COGS
INVENTORY	→ Materials Tracking & BoM
MASTER DATA	→ Dynamic MD Mgt & Updates
DIGITAL BATCH RECORD <sup>GMP</sup>	→ Electronic Batch Record
CO2 CARBON TRACKER	→ Track & Minimize CO2 Footprint

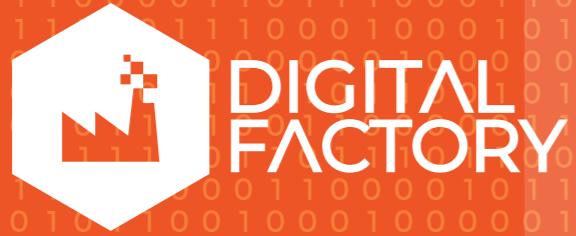


\* Timing of new module releases are TBD based on customer priorities & co-innovation plans



# DIGITAL FACTORY





**IoT HUB**



# Solution Capabilities :

- ✔ Automate data collection with advanced IoT sensors cost-efficiently
- ✔ Access any data stream in real time
- ✔ Collect machine or product data (production amounts)
- ✔ Collect environmental data (temperature, humidity)
- ✔ Collect Labor / Asset Data (location, duration)



Minimize manual operator input



Smart notifications & alerts with reduce maintenance times



PLC Integrations to automate data collection & reporting

*Director of Digital Transformation  
Global Pharma Contract Manufacturer*

*"The SCW.AI system has created full transparency on performance and potential improvements."*



## What Our Client Say About Us?

*use case examples:*



**DIGITAL  
FACTORY**



**OEE  
TRACKER**



Senior Manager, Operational Excellence  
Generic Pharma Manufacturer

*"This is a very powerful tool, which gained great traction within our company and it is like a bible now and everyone is looking at it everyday to run our business."*

## Solution Capabilities :

- ✔ Track work order progress
- ✔ Monitor production performance
- ✔ Instantly get notified about issues
- ✔ End-to-end visibility on all operations
- ✔ Automated reports, dashboards
- ✔ Data-driven decisions from manufacturing to packaging operations



Increase throughput & effective capacity



Huddle & Morning meeting preparation / automation

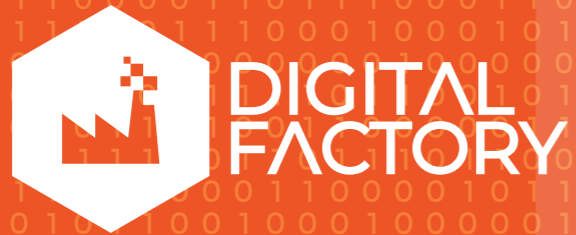


Data integrity and accessibility



**What Our Client Say About Us?**

*use case examples:*

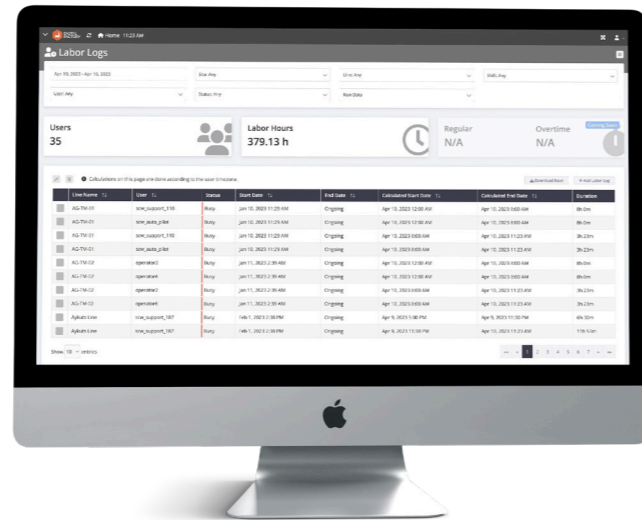


LABOR  
TRACKER



# Solution Capabilities :

- ✔ Track facility access rules using live locations of staff and equipment within the factory floor
- ✔ Find out relationships & correlations between operational activities and staff locations
- ✔ Optimize activities of your staff to improve day-to-day operations
- ✔ Act fast to comply with health & safety regulations and emergency plans using live location tracking



Reduce Overtime



Digitize Time Sheets



Training & Skills Matrix

VP Operations  
Global Food & Beverage Manufacturer

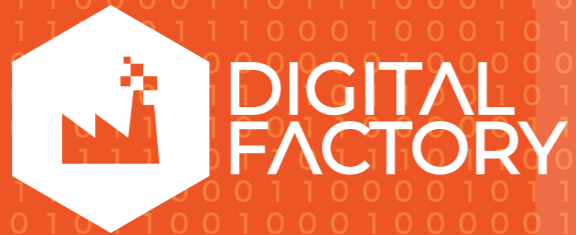
*"The tool is pretty user-friendly and our team really liked it!"*



## What Our Client Say About Us?

*use case examples:*





**ASSET  
TRACKER**

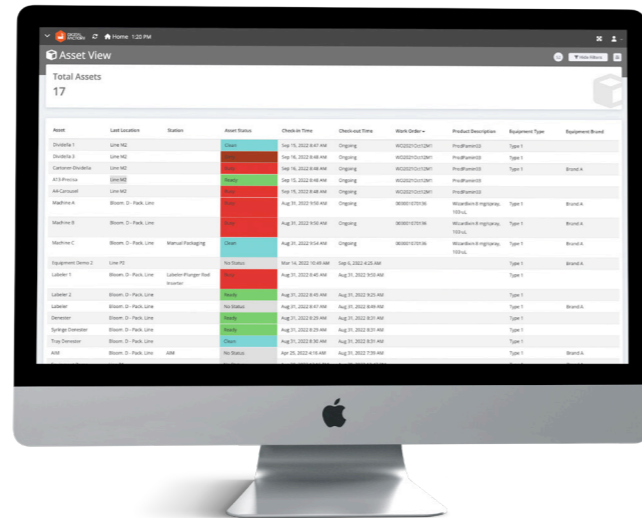


*Director of Operations  
Global Pharma Contract Manufacturer*

*"We need to know where our mobile assets are at all times. This system makes it easy to track everything."*

## Solution Capabilities :

- ✔ Track your valuable assets across production lines in real time for better operational planning
- ✔ Understand availability of each asset resources, and improve scheduling of assets for production
- ✔ Optimize quantity of assets & overall investment needed to run the operation efficiently



Asset Replacement Strategy



Hopper/Bin Location & Availability

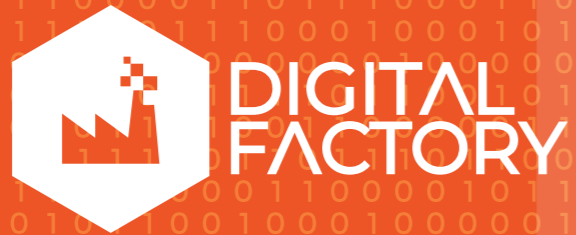


Asset Utilization KPIs

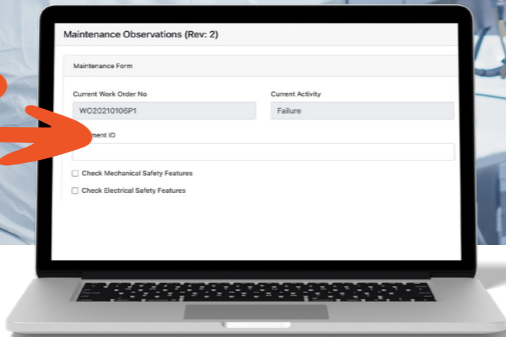


**What Our Client Say About Us?**

*use case examples:*



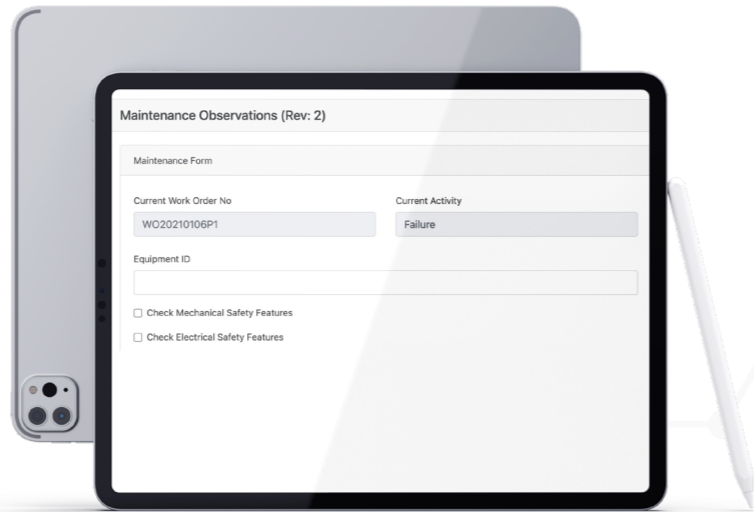
DIGITAL  
FORMS



*Project/Engineering Manager  
North American Pharma Manufacturer*  
*"The software has been tailored to our needs and  
for ease of use for all operators."*

# Solution Capabilities :

- ✔ Digitize maintenance or quality forms
- ✔ Design & deploy work instructions & checklists
- ✔ Launch new forms within minutes to collect data, pictures or videos from shop floor
- ✔ Associate & report form data with production work orders and performance variables



Quality Observations

Maintenance Issues & Actions

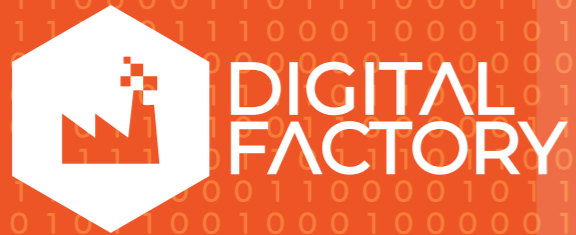
Work Instructions

Covid-19 Daily Survey



## What **Our Client** Say About Us?

*use case examples:*



DIGITAL  
LOGBOOK



**Data Integrity & Quality Leader  
Global Pharma Contract Manufacturer**

*"The flexibility and user friendliness of Digital Logbook is very very positive. I cannot imagine anything like this happening with our MES solution provider."*

## Solution Capabilities :

- ✔ Digitize all room logs and forms capturing activities on the factory floor
- ✔ Access your data easily and remotely any time
- ✔ Improve security and quality by using personal digital signatures
- ✔ Comply with GMP regulations
- ✔ Follow SOPs and workflows for log entry and/or logbook design changes



Access controlled & User-friendly Homepage



CFR part 11 compliant digital signatures and audit trail



Logbook Custom Workflows



**What Our Client Say About Us?**



*use case examples:*



**DIGITAL  
FACTORY**



**SCHEDULER**

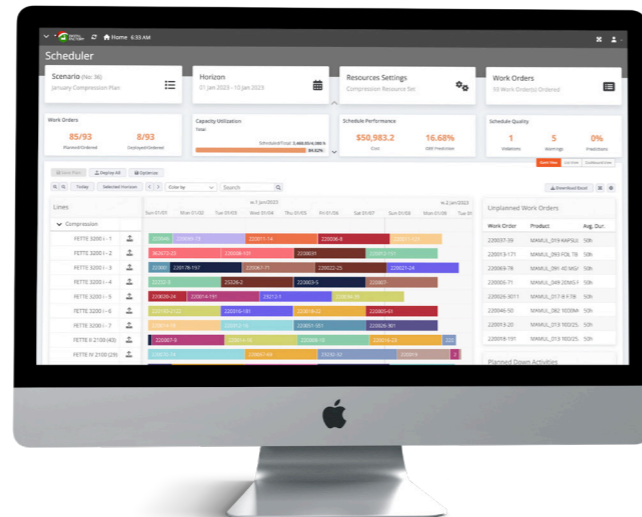



*Supply Chain Manager  
European Pharma Manufacturer*

*"This is a powerful system and has impressive capabilities to provide us with everything we are looking for."*

## Solution Capabilities :

- ✔ Enable automatic and optimum scheduling that is transparent, data driven and live
- ✔ Ability to schedule with different objectives: minimum cost, minimum duration or minimum inventory
- ✔ Advanced analytics capabilities for optimization of work order allocation and overall costs
- ✔ Shop-floor integration capabilities to streamline communication & frequent schedule changes



 Optimized production lines and staff schedules

 Visually Managed & Optimized Production Schedules With Shop-Floor Integration

 AI-based Production Scheduling Optimization with Enhanced KPI metrics



**What Our Client Say About Us?**

*use case examples:*





# Value Generation

## Client Examples



### Increase throughput

- Identify top downtime events
- Identify breaks in campaigns
- Build inventory to maximize throughput



### Reduce Overtime

- Track labor hours in real time
- Monitor overtime KPI's
- Identify the root causes and reduce excess overtime



### Minimize manual operator input

- Establish IoT sensor enabled auto-pilot feature
- Use vibration and counter sensors to determine run/down and quantity produced
- Automate the data collection via sensor inputs and simple operator adjustments



### Huddle meeting preparation / automation

- Create daily reports on productivity
- Flag critical events daily
- Send reports to all staff across all departments



### Data integrity and accessibility

- Digitize dashboards for maximum visibility
- Improve data access
- Enable processes to review and validate shift data



### Digitize time sheets

- Digitize manual time sheets across shifts and lines
- Reduce manual efforts
- Improve data integrity
- Automate reporting



### Enhanced communication

- Enable call support function
- Log all requests and analyze response times
- Contact support for IT, warehouse, maintenance, supervisors and quality



### Asset replacement strategy

- Report equipment based downtime
- Capture mean time to failure
- Make data-driven asset replacement decisions



### Real time visibility and work progress

- Connect IoT sensors directly to the PLC for real-time machine visibility
- Monitor production KPI's, uptime, and downtime
- Display work progress against scheduled plans

*Start your*  
**Digital Factory**  
transformation  
now!



**Expect to achieve  
transformational results in Year 1**

UP TO

**40%**

INCREASE IN  
THROUGHPUT  
& OEE

UP TO

**80%**

DECREASE IN  
MANUAL  
WORKLOADS

UP TO

**50%**

DECREASE IN  
OVERTIME  
LABOR

UP TO

**20%**

DECREASE IN  
PRODUCT  
COST

# What Our Client say about us?

Manufacturing Operations Manager  
Global Pharma Manufacturer

"SCW.AI's products have really amazing capabilities and features. Their knowledge of their systems is unbelievable."



Process Engineer  
Global Pharma Manufacturer

"The software is very easy to use and our Operators have adapted quickly to the change."



Process Engineer  
European Pharma Manufacturer

"The most impactful feature was the customizability offered with Tasks, Products, and Product Multipliers. The ability to put exactly what we want is amazing."



Continuous Improvement Manager  
Global Pharma Manufacturer

"The reports and data that they provided to us are truly eye-opening."



Continuous Improvement Manager  
North American Contract Manufacturer

"A software that is easy to use, with flexible KPIs and an intuitive design to be used by our operator/supervisor."



Director of Digital Transformation  
North American Contract Manufacturer

"Apparently, the SCW.AI Digital Factory is so damn good, it is being implemented in many sites."



Operations Manager  
Global Pharma & Biotech Manufacturer

"Customer Service is a big plus with quick responses and rapid results. They are always looking to improve."



COO  
European Contract Packager

"Very proactive to develop any reporting and data analysis tool."





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