

“Where Is Your Factory Losing 20–30% Capacity?

A Rapid Diagnostic for Manufacturing Leaders”



Most Production Lines Are Losing 20–30% Capacity—Without Knowing It

Even high-performing plants operate far below their true potential due to hidden operational losses.



The problem is not performance, it is visibility

"If you cannot quantify your losses, you cannot improve them."

Most companies are not losing due to lack of efforts, but due to:

- No structured loss identification
- No quantified opportunity sizing
- No clear prioritization



80% of these losses are “invisible” to leadership

Why?

- Not captured in reports
- Spread across small inefficiencies
- Hidden inside “normal operations”
- Not financially quantified



What hidden losses are costing you?

"15% to 35% of total productive capacity is typically lost due to operational inefficiencies"

- Capacity and speed losses : 5 to15%
- Changeover loss : 5 to 20%
- Quality loss : 2 to 10%
- Maintenance loss : 5 to 15%
- Planning and material loss : 5 to 10%



What can you potentially save?

Pharma (per line / area)

- Medium-sized line:
  - ₹40 Lakhs – ₹2 Crores / year
- High-value formulations:
  - ₹2–5 Crores

FMCG (per line)

- High-volume line:
  - ₹50 Lakhs – ₹3 Crores / year
- Multi-line plant:
  - ₹5–15 Crores total opportunity



Diagnostic framework

Loss Category	Typical Loss (%)	Key Causes	Business Impact
Capacity & Speed Loss	5% – 15%	Minor stops, reduced operating speed, operator variability	Reduced throughput and underutilized equipment
Changeover Loss	5% – 20%	Non-standard changeovers, cleaning delays, QA approvals, poor planning	Lost production time and lower asset utilization
Quality Loss	2% – 10%	Rejects, rework, batch failures, process variation	Increased cost, material waste, compliance risks
Maintenance Loss	5% – 15%	Equipment breakdowns, low preventive maintenance, repeat failures	Downtime, instability, firefighting culture
Planning & Material Flow Loss	5% – 10%	Material shortages, poor scheduling, waiting time	Line stoppages and inefficient production flow

Self assessment - “Be brutally honest”

Rating scale : 1 - Strongly disagree**, 2 -** Disagree**, 3 -** Inconsistent**, 4 -** Agree**, 5 -** Strongly agree

Key focus area	Assessment Statement	1	2	3	4	5
Capacity	Our production line consistently runs at expected speed	□	□	□	□	□
Capacity	Minor stops are tracked, analyzed, and reduced systematically	□	□	□	□	□
Changeover	Changeovers follow a standardized and documented process	□	□	□	□	□
Changeover	Changeover time is predictable and consistently achieved	□	□	□	□	□
Quality	Root causes of defects are regularly identified and eliminated	□	□	□	□	□
Quality	Rework and rejection levels are consistently low	□	□	□	□	□
Maintenance	Preventive maintenance is planned and consistently executed (>90%)	□	□	□	□	□
Maintenance	Breakdown frequency is low and repeat failures are rare	□	□	□	□	□
Planning	Materials are always available before production starts	□	□	□	□	□
Planning	Production scheduling minimizes changeovers and disruptions	□	□	□	□	□

Your Operational Maturity Level

if your total score is	Operations Maturity Level	Typical characteristics
0 to 20	**Level 1 -** Firefighting mode	Reactive operations, High instability
21 to 30	**Level 2:** Controlled Chaos	Some systems exist, but inconsistent
31 to 40	**Level 3:** Stable but Suboptimal	Good baseline, large hidden gains
41 to 50	**Level 4:** High Performance	Ready for advanced optimization



How leading organizations solve this?

- Current state VSM (Gemba-based)
- Ranked opportunity bank
- Benefit sizing (₹ impact)
- 90-day execution roadmap
- Immediate quick wins



If You Found Gaps, Here's Your Next Step

- **If your score is below 40**, you are likely leaving significant value on the table.
- **We offer** : **Free 30-Minute** Operational Diagnostic Call, with our Operational Excellence Experts.
- **What you get?**
  - Identification of top 3 losses
  - Rough benefit estimate
  - Clarity on next steps



Book your call now

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