



**UnoPro**  
*guiding to excellence*

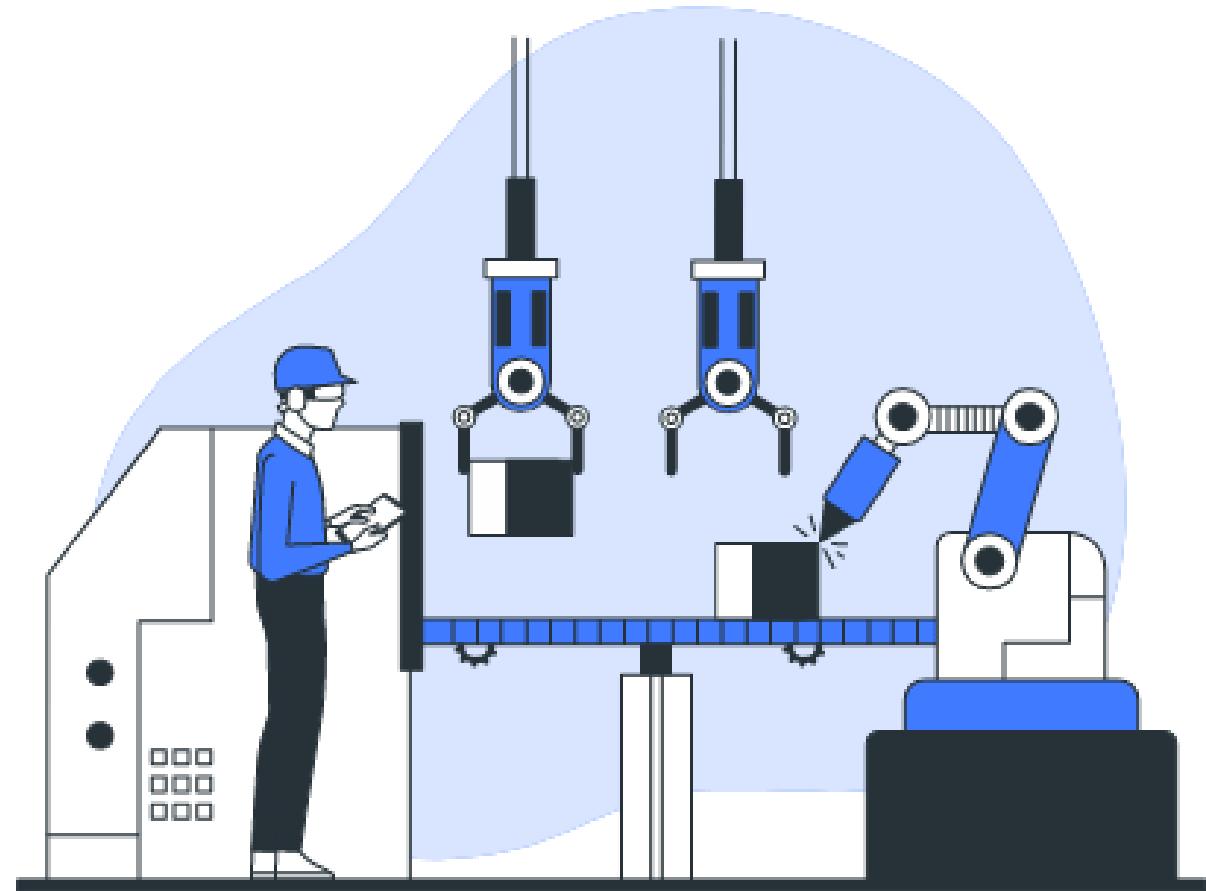


On the journey to Industry 4.0;

- By improving processes,
- Redesigning systems,
- Developing skills
- We provide most applicable and value adding solutions to organizations, guiding to sustainable success.

**Within the scope of Industry 4.0 Digital – Lean**

**Transformation, we are Turkey's leading training and consulting organization providing end-to-end service from factory setup to Industry 4.0 transformation.**



**UnoPro has developed 4 of the 8 Model Factories in Turkey from scratch, locally and nationally.** Model Factories are jointly owned by the Ministry of Industry and Technology - General Directorate of Strategic Research and Productivity and the United Nations Development Program and **the first Model Factory has been established in Ankara by McKinsey Consulting.** UnoPro is the only local consulting company with the capability to develop model factories.





**Operational &  
Organisational  
Excellence**

**Digital Model  
Factory**

**Lean  
Transformation**

**Digital  
Transformation**

**Digital Twins**

Lean and Digital Transformation approach aligned to Shingo Enterprise Excellence Model makes it possible for organizations to achieve both operational and organizational excellence, producing sustainable results as a result of lean and digital systems shaped by sustainable culture.

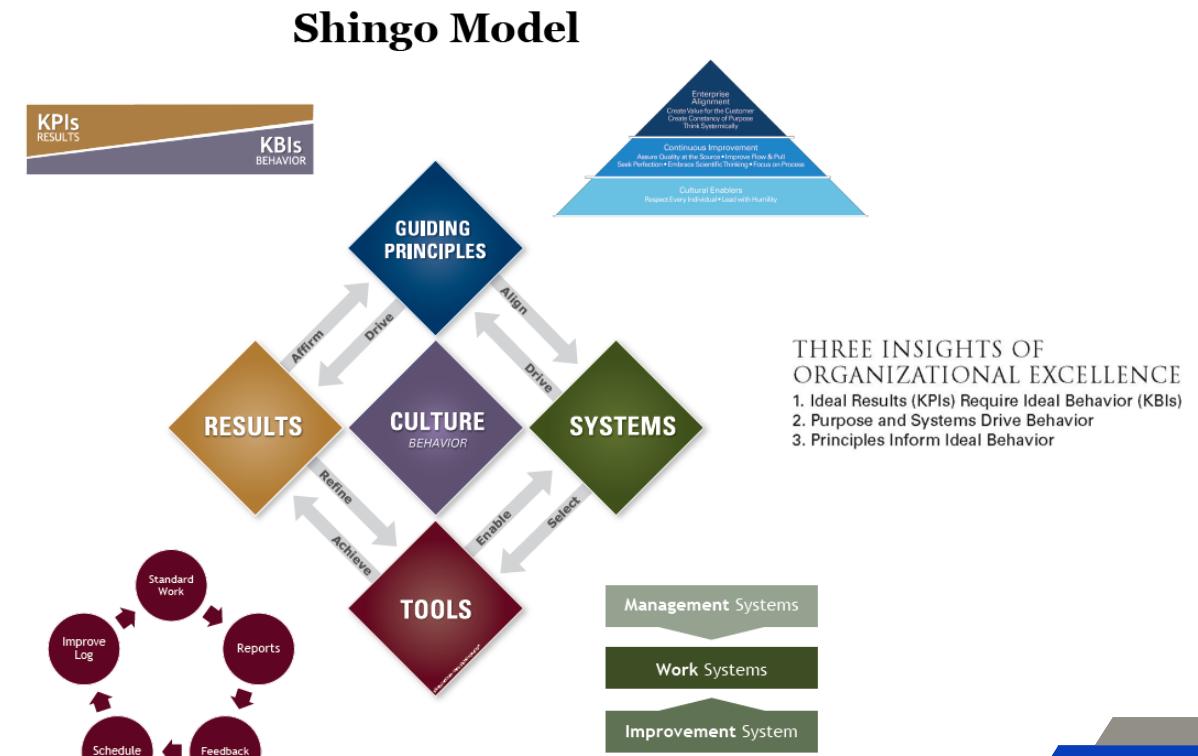
Within the scope of Industry 4.0; systems that produce sustainable results must continuously be improved, they have to be lean and digital.

Digitalization is part of the enterprise excellence journey.

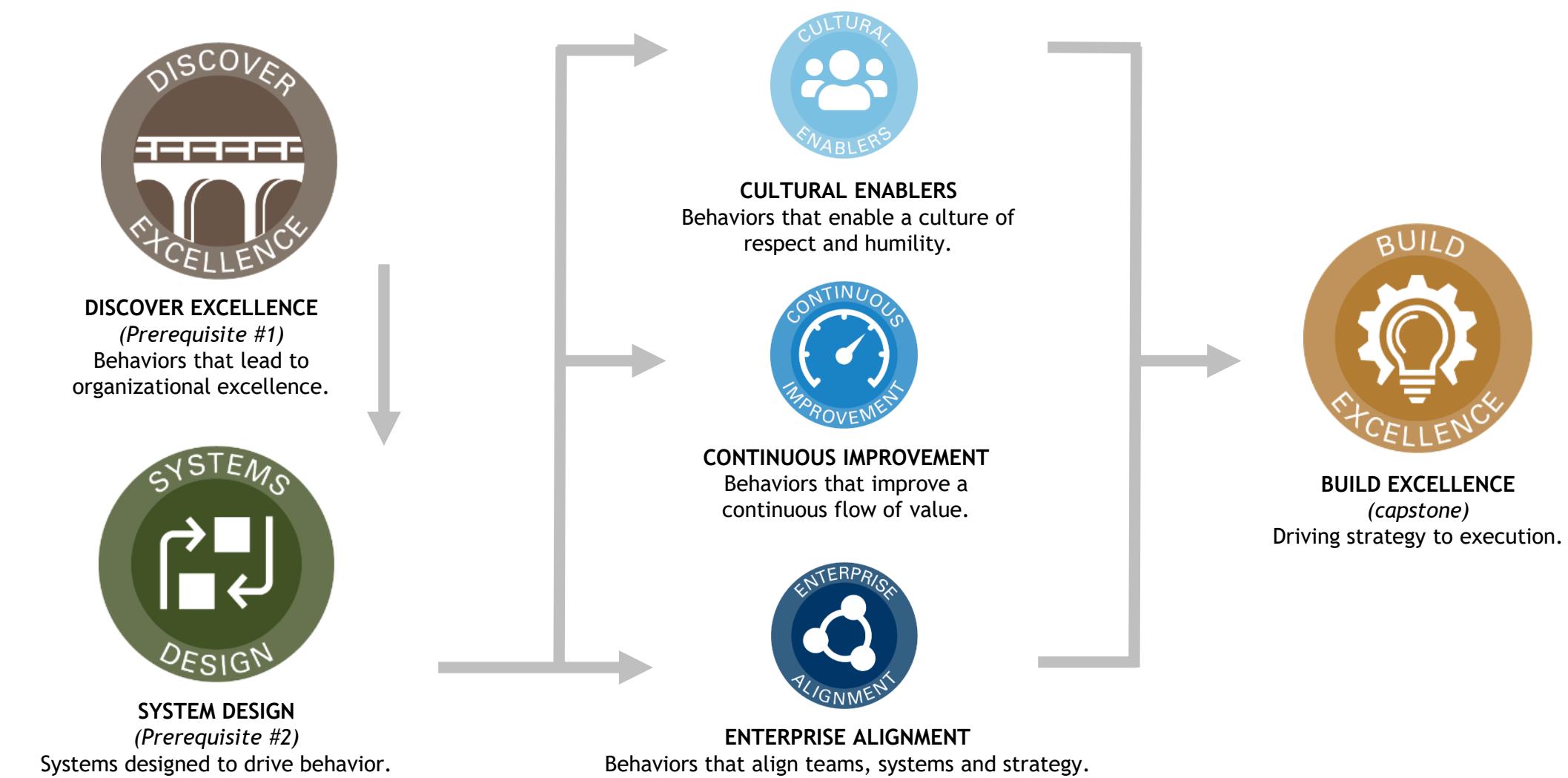


Enterprise excellence means not only operational excellence but also organizational excellence. With the Shingo Excellence Model, it is possible to acquire the competences necessary for the pursuit of excellence, design systems and develop a business culture that enables teams to take the right actions and commitments at the right time towards common goals.

With the Shingo Model, organizations can develop systems that will produce the right actions and results. With these systems, they can shape and protect their enterprise culture through their principles. Thus, organizations can easily achieve their goals with a sustainable corporate culture.



There are 6 Shingo workshops on the Enterprise Excellence journey.



While the 6 enterprise excellence workshops in the Shingo Model are being delivered to senior and mid-level teams and implemented within the organization, UnoPro guides the entire process with its previous experience to ensure the correct design and development of systems, making the principles a part of the enterprise culture and ensuring total engagement towards enterprise excellence goals.



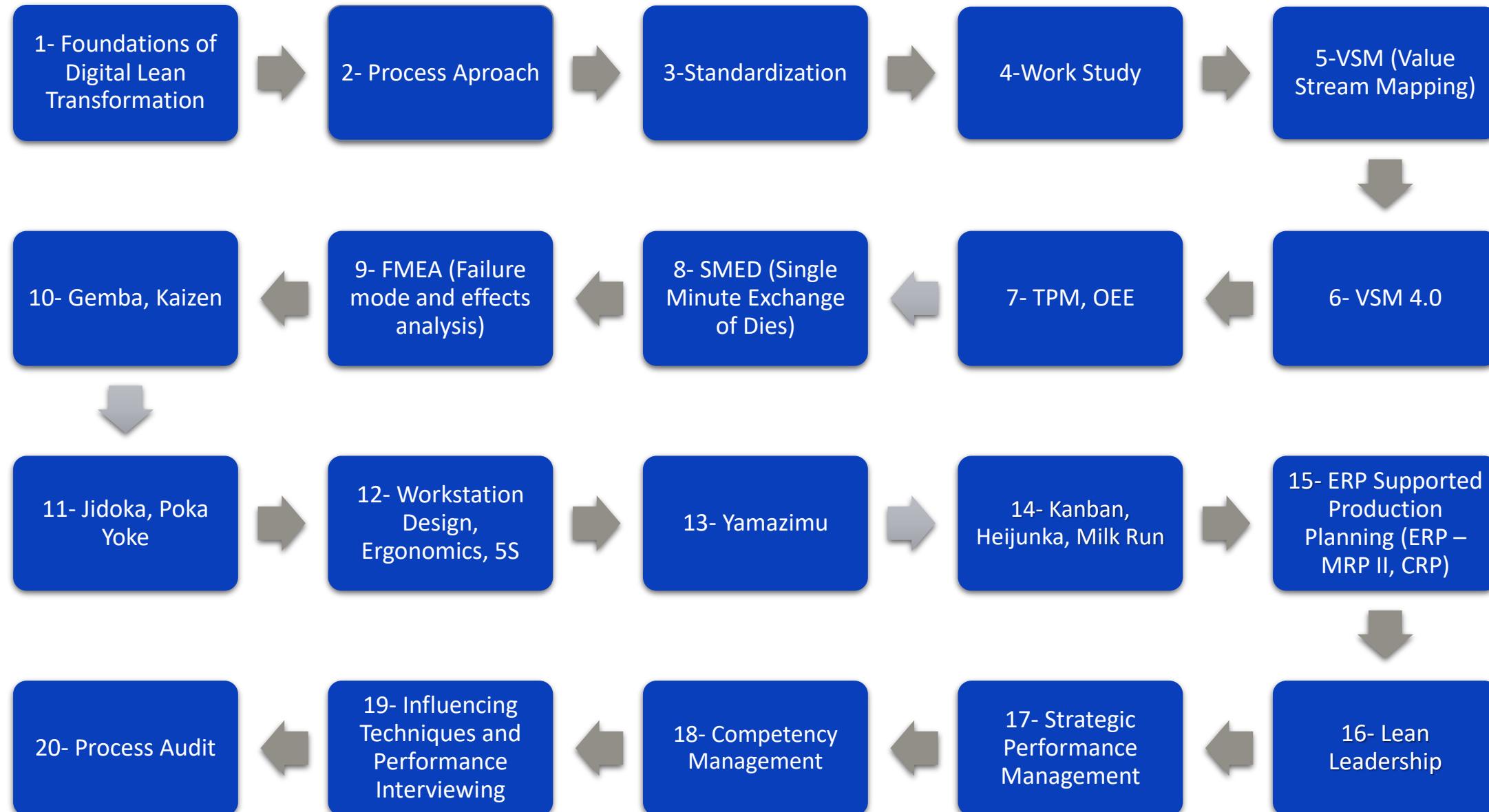
With Digital-Lean Transformation workshops, middle and lower-level teams are able to implement systems aligned to enterprise excellence principles and produce the expected results sustainably by using the necessary tools in the best way.

Thus, while the guiding principles are being deployed from the top and middle management to lower levels, the middle and lower levels can continuously improve correct systems to ensure alignment with the principles, goals and enterprise culture.

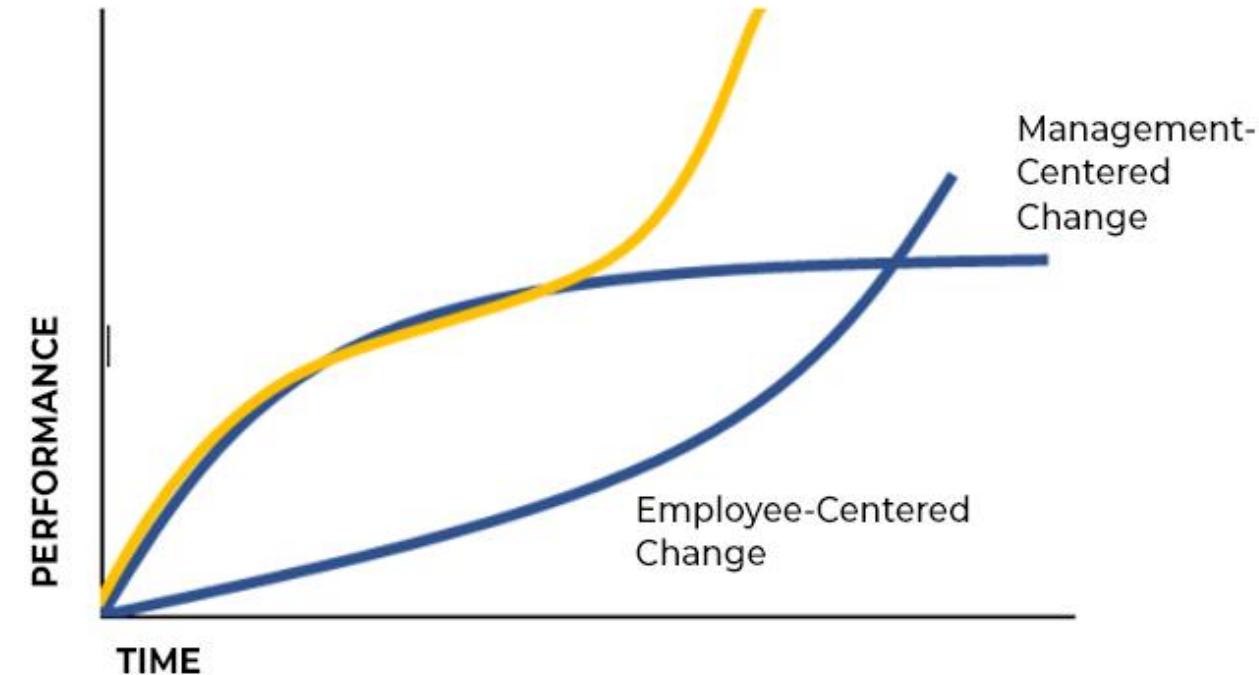


[Click here to watch the video of the application example.](#)

# Digital-Lean Transformation Roadmap

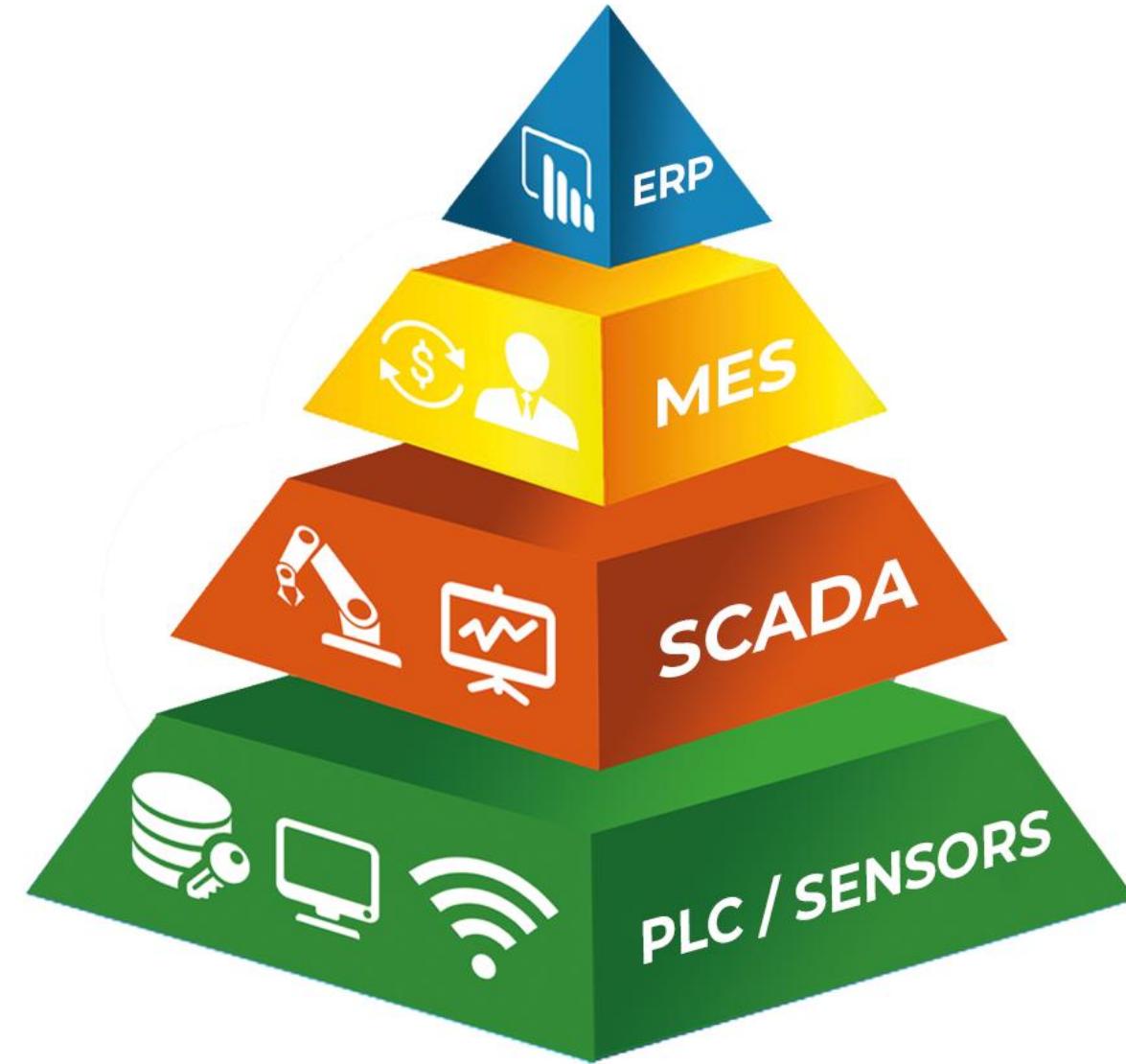


As seen in the graph, transformation initiated by management start fast, but then stall and fail if all teams are not involved. Transformation initiated by employees progress slowly but show stabil improvement. It is not possible for employees to initiate change on their own within a management system. Therefore, operational and organizational excellence, digital-lean transformation projects should be initiated by the management and then performance improvement should be deployed throughout the organization by ensuring the engagement of all teams.





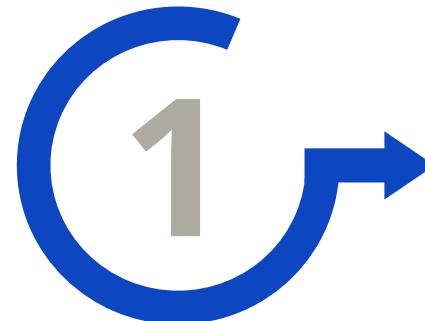
We can assess and improve your company according to EFQM Business Excellence model and help you align to UN Sustainable Development Goals



## UnoPro accelerates Digital Transformation, but how?

UnoPro pioneers this transformation, over the principle of added business value and improved efficiency with the model of **Digital Transformation Roadmap**.

### 4 Steps of Digital Transformation



Digital Maturity  
Level Assessment



Value Chain Optimization  
via  
Industry 4.0 Value Stream  
Mapping



Digital  
Transformation  
Scope Assessment



Selection of  
Appropriate  
Software and  
Technologies



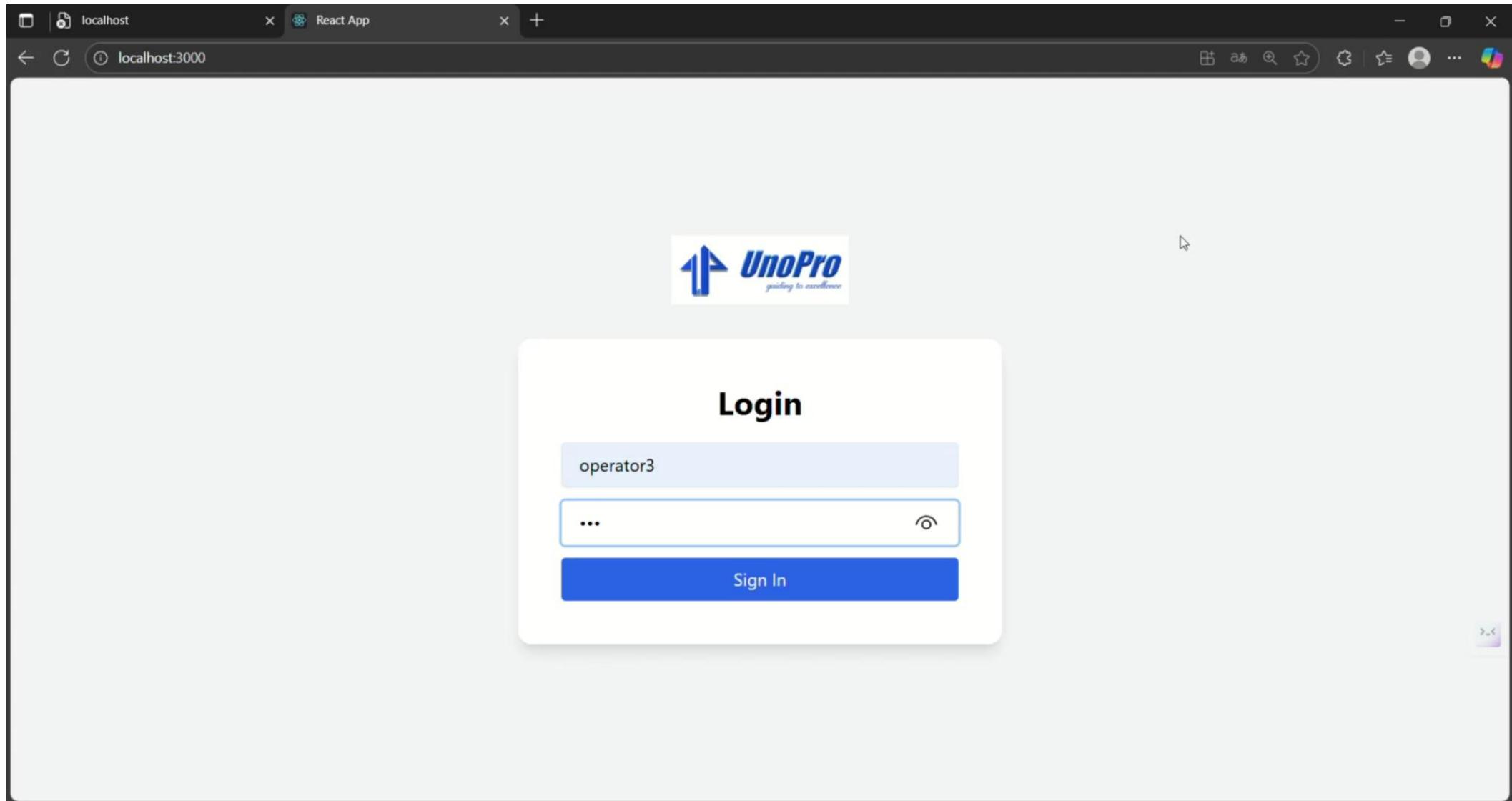
Within the scope of our end-to-end service approach, we can offer the installation, consultancy and training of **Dinamo ERP** software, of which we are business partners, as a whole package with customized solutions for your company.



We can offer the installation, consultancy and training of highly sophisticated **MES Softwares** in collaboration with our business partners, as a whole package with customized solutions for your company.

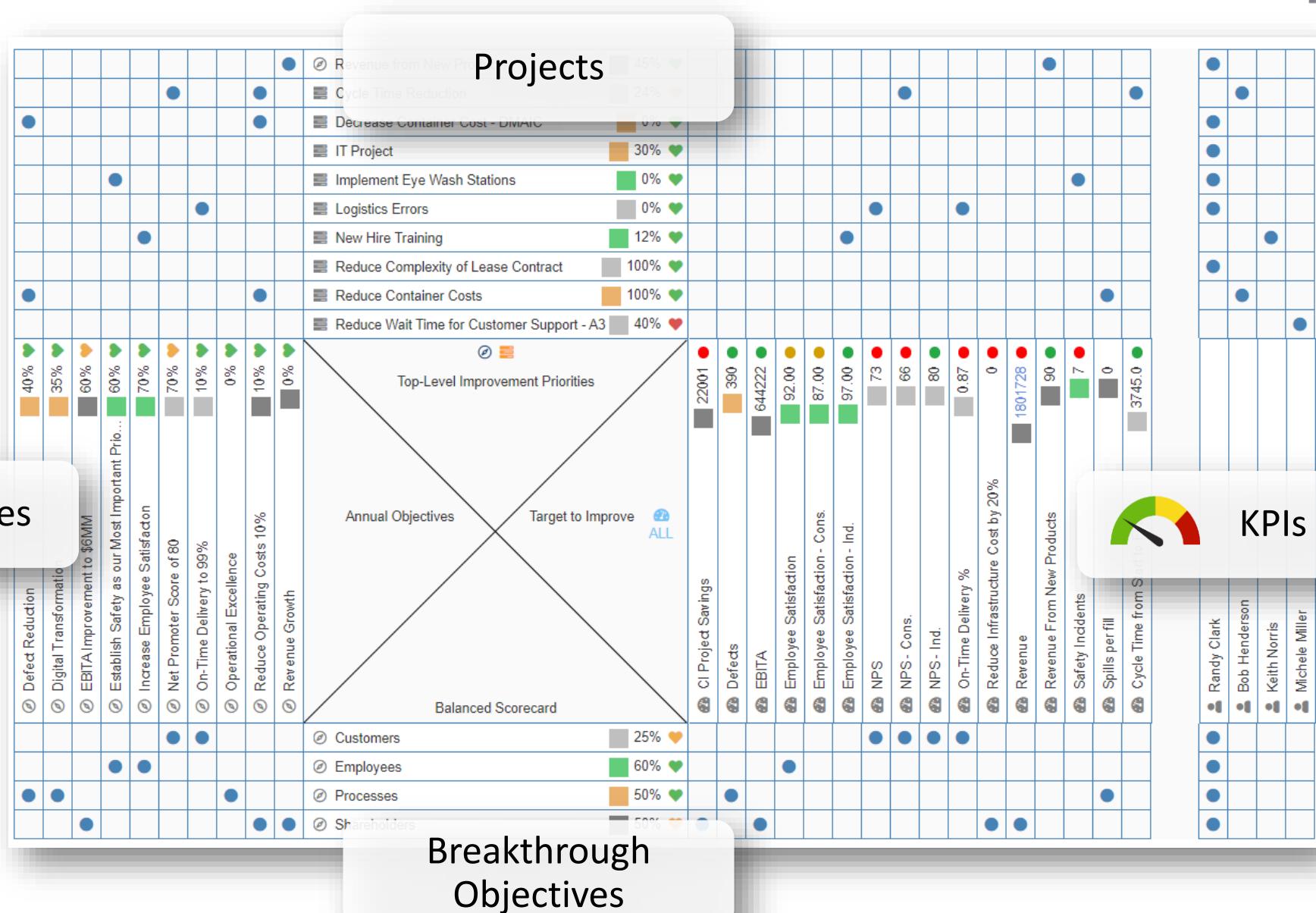
We can offer an economical solution with our own plug-and-play **MES** software as well.





[Click here to watch the video of the application example](#)





# Business Improvement Solution



KPI FIRE    Goals    New Idea    Idea Funnel    Projects    Metrics    Search    + Add    1    Grid    Settings    Profile

1 - Executive Review    Edit View    + New Tile    Huddleboard Help

05-August-2022

**EBITDA Improvement to \$6MM**  
Acme    20% Green  
Maintain our prices and sell our customers on the value of our products and services.

**On-Time Delivery to 99%**  
Acme    10% Yellow  
Our customers demand products delivered on time as promised.

**Grow Organic Revenue \$2.1M**  
Acme    20% Yellow  
Grow revenue from existing products & services.  
[Go to Revenue Huddleboard](#)

**Reduce Costs 10% YOY (\$1M Savings)**  
Acme    15% Red  
Go to Cascade Cost Reduction Huddleboard  
[Go to Savings Budget Report](#)

**Increase Employee Satisfaction to 98%**  
Acme    70% Red  
Become the employer of choice for our people.  
[Go To Employee Goals & Metrics Huddleboard](#)

**EBITDA**  
Acme  
  
104%  
\$3,648,239 of \$3,500,000 YTD  
3648239 of 6000000 Year

**On-Time Delivery %**  
Acme  
  
95.38%  
0.94 of 0.99  
Average Chart Current Year

**Revenue**  
Acme  
  
84%  
3,548,053 of 4,200,023 YTD  
3548053 of 7950028 Year

**Reduce Costs 10% YOY - ACME**  
Acme  
  
12.27%  
\$10,224 of \$83,333  
Most Recent Chart Current Year

**Employee Satisfaction - Avg. BUs**  
Acme  
  
88.06%  
86.30 of 98  
Most Recent Chart Current Year

**EBITDA**  
Acme  
  
\$1,000,000  
\$500,000  
\$0

**On-Time Delivery %**  
Acme  
  
1  
0.5  
0

**Revenue**  
Acme  
  
1,000,000  
800,000  
600,000  
400,000  
200,000  
0

**Reduce Costs 30% YOY - Ind**  
Industrial  
  
3.56%  
\$2,222 of \$62,500  
Most Recent Chart Current Year

**Reduce Costs 5% YOY - Cons**  
Consumer  
  
38.41%  
\$8,002 of \$20,833  
Most Recent Chart Current Year

**Emp. Satisfaction - Ind**  
Industrial  
  
99.59%  
97.60 of 98  
Most Recent Chart Current Year

**Emp Satisfaction - Cons**  
Consumer  
  
76.53%  
75 of 98  
Most Recent Chart Current Year

**Stock Price (Weekly)**  
Acme  
  
\$20  
\$15  
\$10  
\$5  
\$0

**5 Most Wanted List**  
[Project Timeline Report](#)

**Logistics Errors**  
Detroit Plant  
Current Condition - Problem Statement:  
20% Red

**Decrease Container Cost - DMAIC**  
Detroit Plant  
Problem/Opportunity Statement:  
22% Green

**Americas: Strategic Objectives & 2021 Scorecard**  
Q3-2021

Financial: FCF Margin 2.5 (20%)  
Operational: Capital Discipline 4.5 (20%)  
Customer: Community & Government Support 3.3 (20%)  
Social: Female Representation 3.9 (25%)

## The next performance level from the shop floor

PREVENTIVE  
SOLUTIONS

ONLINE



IMPROVEMENT  
DRIVERS

Action  
Plans

Production  
Alerts

Improvement  
Ideas

Problem  
Solving

HSE  
Risks

## On-the-Job Training in VR



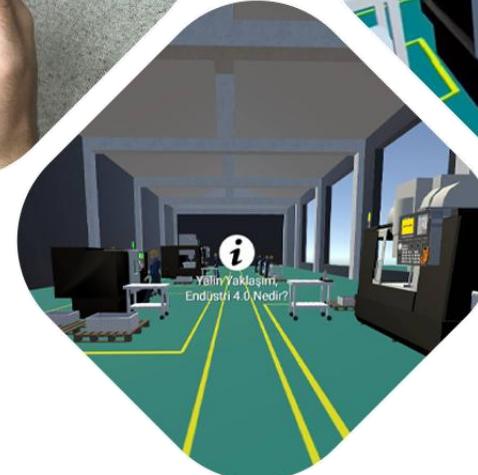
## Real-Time MES Integration



## Maintenance Tracking System with AR

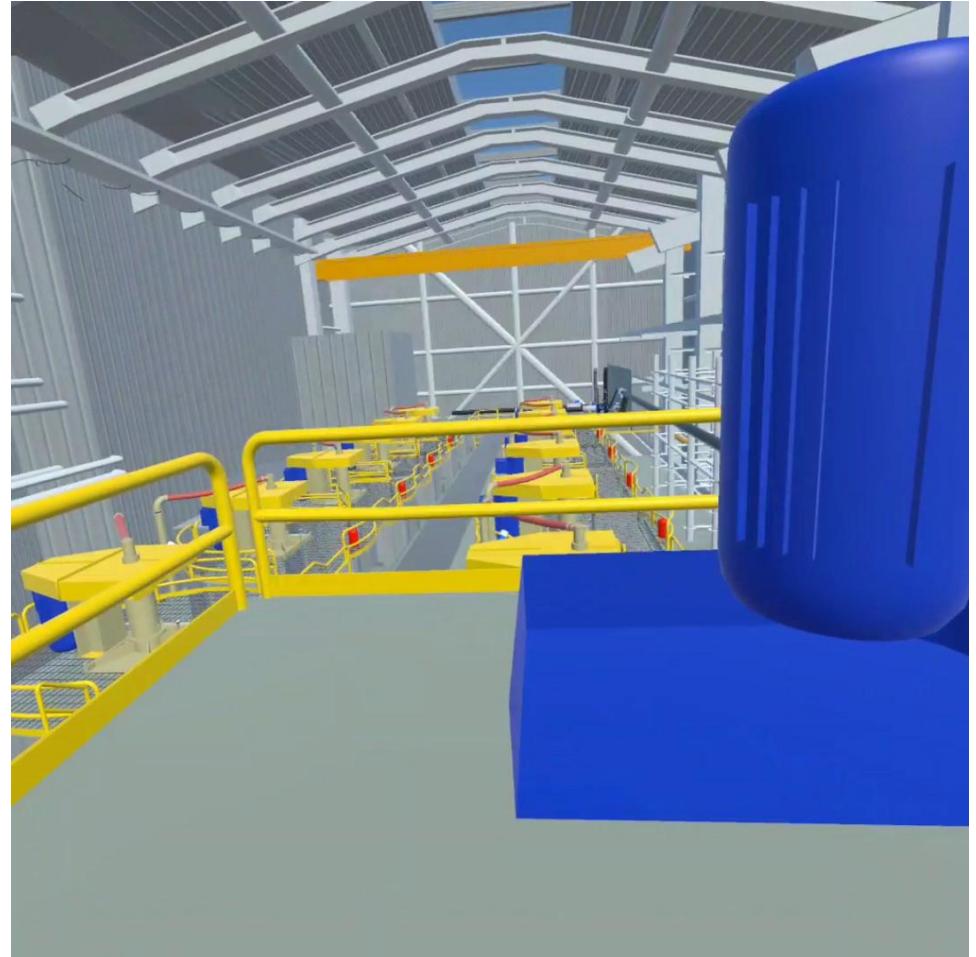


## Virtual Tour



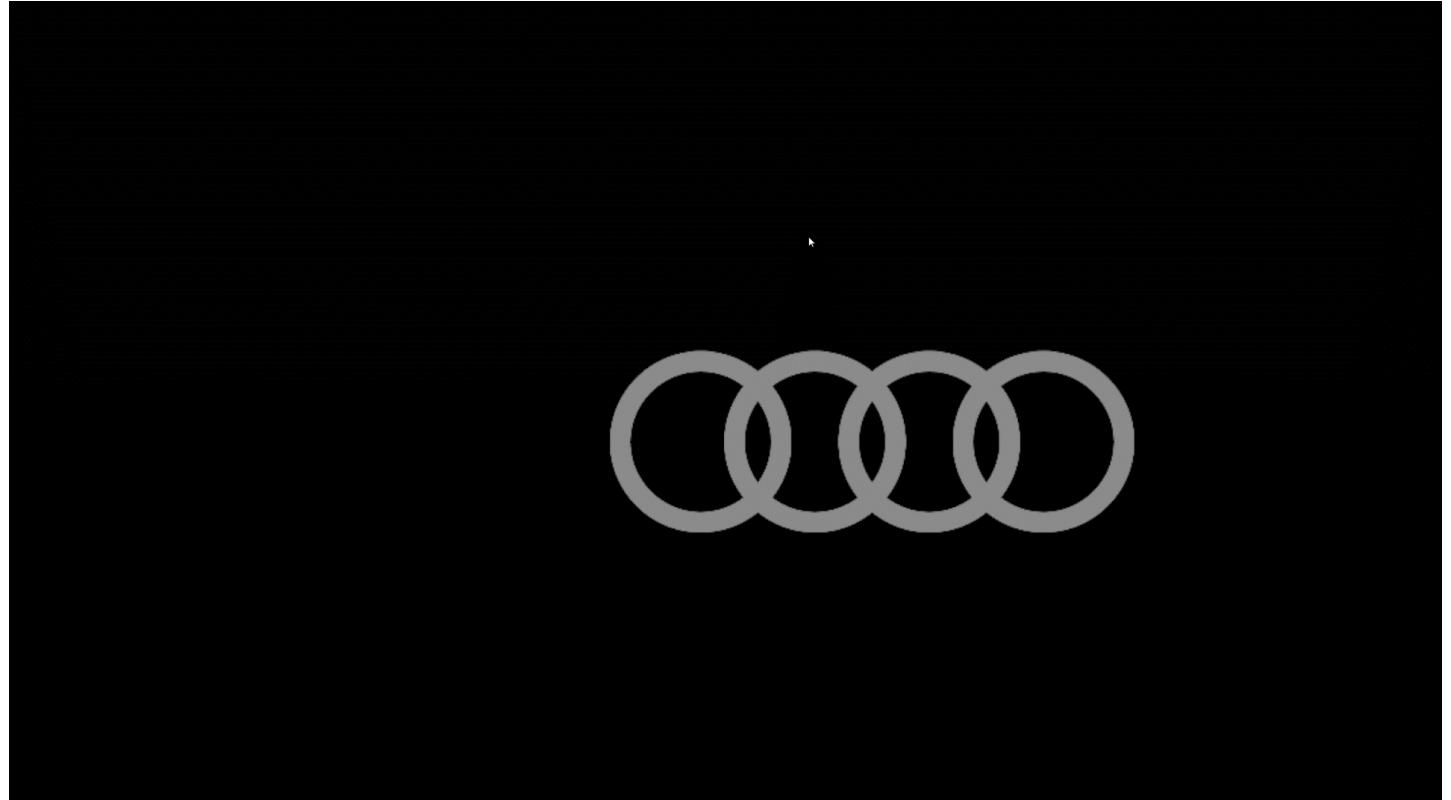
Virtual Reality (VR) is a technology used to create simulated environments where fictional events inspired by real life can be experienced in 360 degrees. In order to experience this technology, virtual reality headsets are used.

In the video on the side, you are watching on-the-job training in a virtual reality environment of a flotation facility.



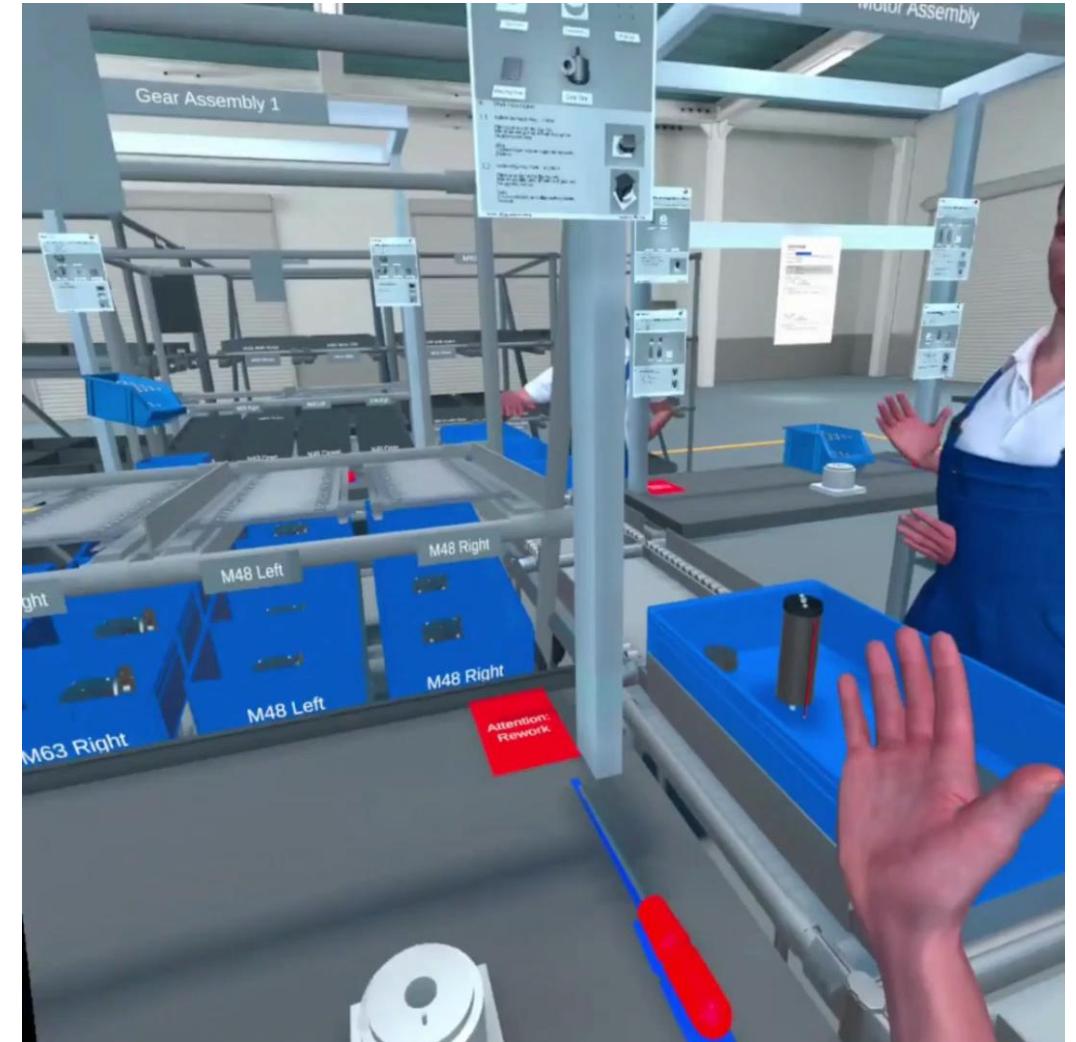
[Click here to watch the video of the application example.](#)

- ✓ With the audio and visual guidance in the software, the operator is able to receive on-the-job training on his/her own.
- ✓ The need to have a machine and a trainer during on-the-job training is eliminated.



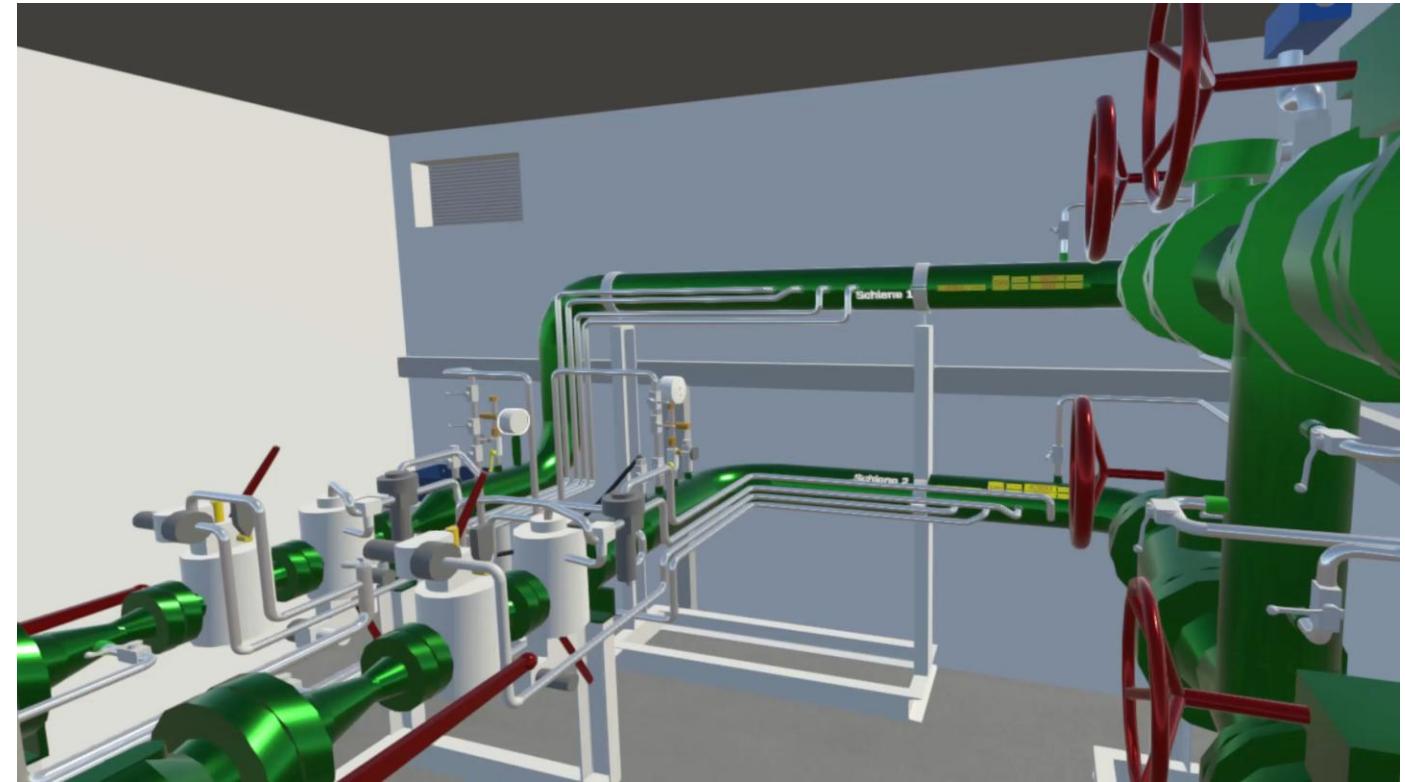
[Click here to watch the video of the application example.](#)

- ✓ Virtual Learning Framework makes on-the-job training more comprehensive, stimulating, and less costly.
- ✓ It ensures that the training is completed without endangering the operator in work areas and machines that require challenging training and without any casualties from the tools used.



[Click here to watch the video of the application example.](#)

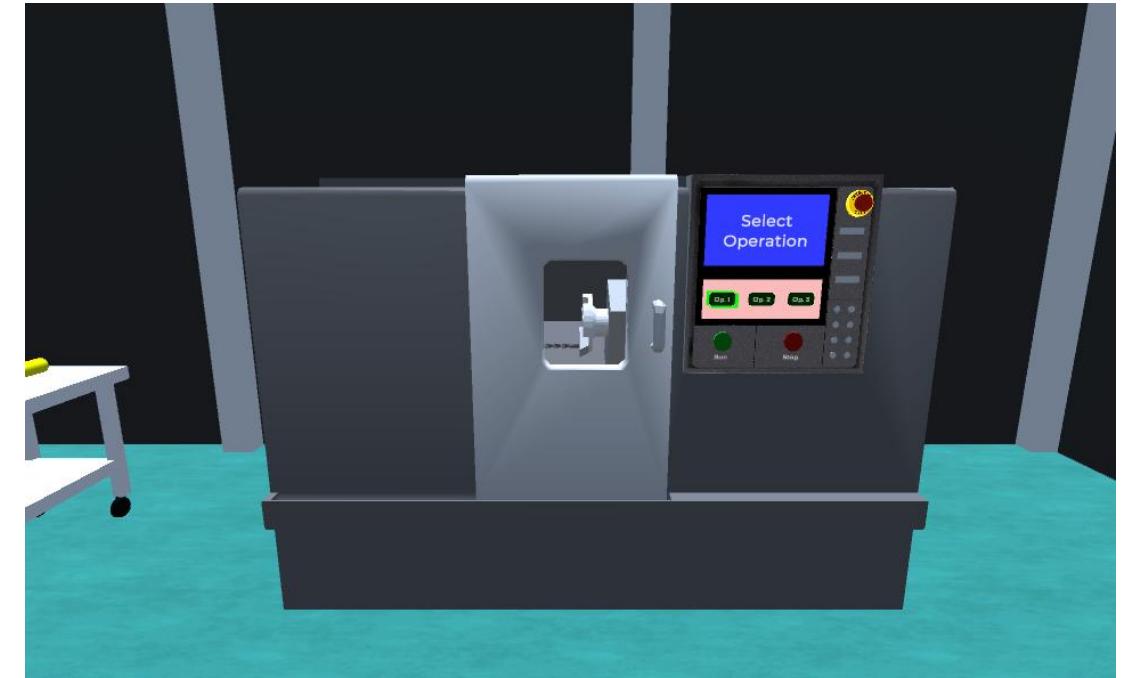
- ✓ Operators can experience trainings that are difficult to remember and consist of complex processes more than once.
- ✓ Operators can document what they have learned by being tested at the end of their learning, and their learning can be integrated with competency matrices.



[Click here to watch the video of the application example.](#)

### Problems of Skill Improvement

- High training costs
- High turnover leading to repeated training costs
- Work accidents due to insufficient competence
- Productivity loss cost (ramp-up)
- Rehiring costs
- Travel and accommodation costs due to training being spread across a large field
- Work loss cost (trainee, trainer, equipment)
- Travel and accommodation costs due to the need to train service specialists at the central facility



[Click here to go to the app demo.](#)

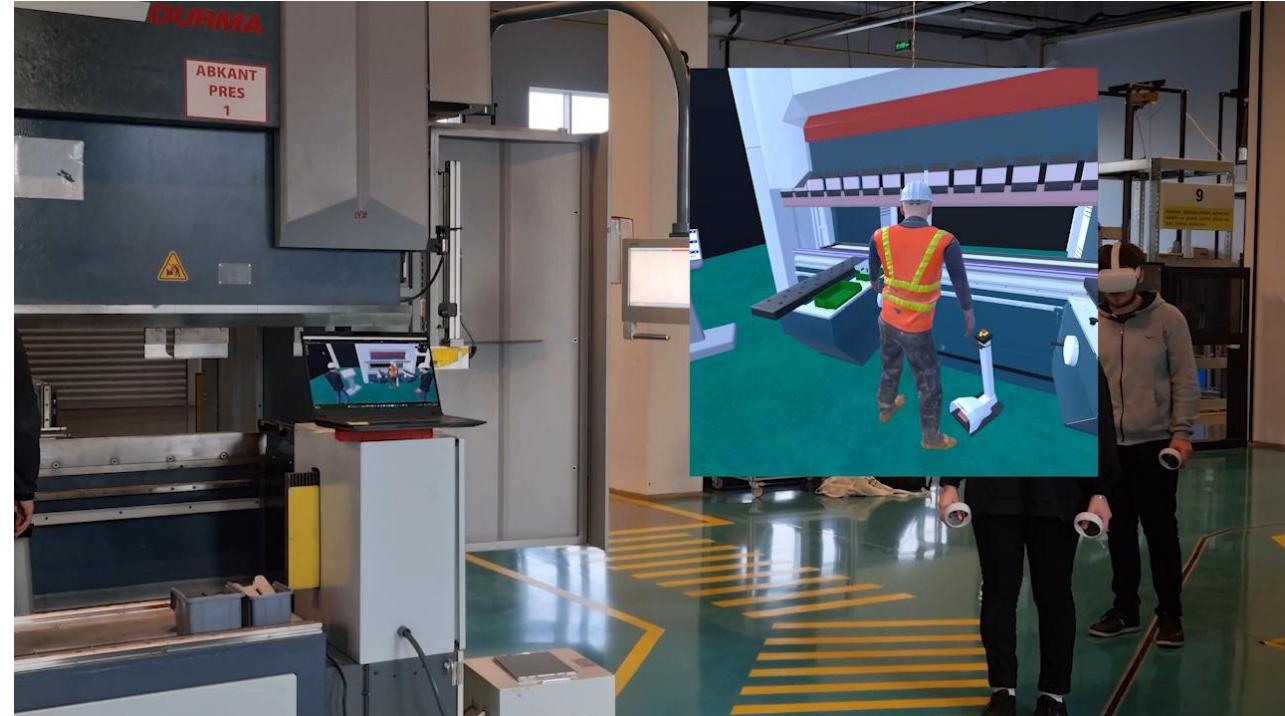
### VR-based multiplayer platform

- Free interaction with objects
- Training recording
- Observing, pausing, rewinding, and repeating the training instead of passive watching
- Hands-on experience and practice with highlight guidance4
- Test mode for self-assessment
- Correct interaction scoring
- HR reporting
- Objective decision-making and unbiased evaluation
- Scalable competency development processes
- Low and measurable costs



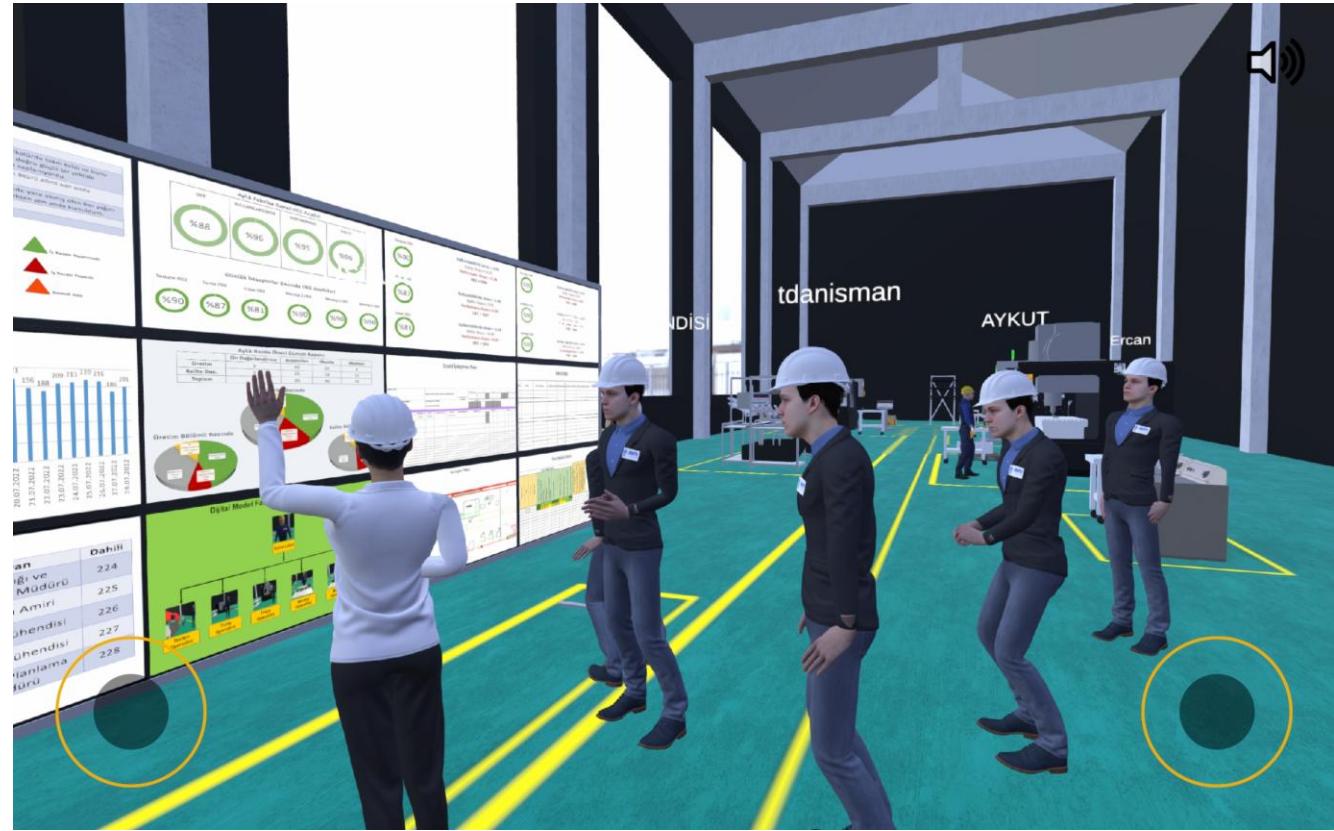
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- ✓ The detection of bottlenecks in the production process makes it possible to digitally monitor and manage the manufacturing process through the (MES) integration applications.
- ✓ This big data, which we obtain from all stages of the production process and make meaningful, can be monitored simultaneously or retrospectively.



[Click here to watch the video of the application example.](#)

- ✓ With Digital Twin systems, the visual management system and the performance management system become the most effective.
- ✓ Operation components can be monitored, disruptions can be detected quickly, and parameters can be changed with remote intervention.
- ✓ Different scenarios for future situation predictions can be implemented and tested in the Digital Twin environment.



- ✓ It allows users to complete maintenance and repair or receive training from technicians much faster and failure-free.
- ✓ The data that users need is digitally transferred through augmented reality, without the need for users to look in separate places to obtain information and try to complete the process.



[Click here to watch the video of the application example.](#)

## Our References

**BALSU**

**OSAKA**  
TEL VE TELBANT SAN. TİC. LTD. ŞTİ.

TechNova

**ONURFIX®**

**BELGiN**

**HONDA**  
 **HAYAT**



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