AN EXECUTIVE BRIEF · OPERATIONS & IT LEADERSHIP

The Confidence Gap

What the growing distance between your ERP schedule and your actual floor is quietly costing you each quarter, and how to walk into the next planning review with a real number instead of a guess.

$48,644 / plant / year

The conservative cost of a plan the floor stopped trusting.

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Executive Summary

01

Most plants are not flying blind. They have an ERP, a schedule, a plan. The problem is quieter than that: the plan stops being true within hours of being published, and almost nobody is checking. That gap between what the system says and what the floor is actually doing has a quarterly price tag, and it compounds every quarter it goes unmeasured.

This brief quantifies the four signals where that trust erodes: schedule drift, planner confidence, adherence collapse, and the false comfort of buying more planning software to fix an execution problem. In a typical mid-size discrete plant, the coordination cost of that gap runs close to $48,600 a year, before a single customer ever asks where their order is.

> **63% of manufacturers say their ERP schedule does not update when production changes. The plan on the wall and the plant on the floor are describing two different days.**

What you'll get from this brief

- The four signals that quietly show a plan-versus-floor gap is forming, with the ranges we see in the research.
- A worked, sourced example you can adapt to your own floor in ten minutes.
- Why buying more ERP or scheduling software rarely closes this specific gap.
- A 90-day path from first agent deployed to a plan the floor actually trusts.
- Three questions to bring to your next operations review to move the conversation from opinion to number.

The Four Signals Behind the Gap

02

Ask a planner where the schedule breaks down and you'll get a shrug. Ask a controller and you'll get an overtime line item. Neither one sees the full pattern, because the four signals rarely show up in the same report.

01

63% no real-time update

Schedule drift

The schedule reflects Monday morning's plan, not Wednesday afternoon's reality. Every change since then lives in someone's head or a side spreadsheet.

02

42% rate trust at 5 of 10

Planner confidence

Not broken enough to replace, not trusted enough to run on faith either. That uncomfortable middle is where most plants actually operate.

03

65-85% vs. 90-100% target

Adherence collapse

When OEE is the only number on the shift board, schedule adherence erodes quietly in the background until a quarterly review forces the question.

04

73% of ERP projects miss objectives

The ERP fix that doesn't fix it

Discrete manufacturing ERP projects overrun budget by 215% on average. A second planning layer does not close an execution gap; it adds a second gap to manage.

A Worked Example: $48,644 Per Plant, Per Year

03

Here's the honest version, not a hypothetical: three real cost drivers with real numbers behind them. Swap in your own shipment counts and planner hours and the math still holds.

COST DRIVER	ASSUMPTION	ANNUAL COST
Rush shipments to cover a missed schedule	2/mo, 450 mi avg × $1.75/mi premium	**$18,900**
Planner rebuilding the schedule by hand	10 hrs/wk × $44/hr loaded × 52	**$22,880**
Changeovers lost to bad sequencing	45 min × 4/wk × $44/hr × 52	**$6,864**
Conservative annual cost, one plant		**$48,644**

Sources: expedited freight premium, Rocky Transport Inc., 2025 Expedited Freight Guide. Planner reconciliation hours, Taktora.AI, 2026. Loaded rate based on BLS median production planner salary, standard 1.4x burden multiplier. Excludes customer penalties and quality holds, which vary too much plant to plant to estimate without your own data.

Five plants running the same pattern puts you past $243,000 a year in coordination cost, before anyone accounts for a missed customer commitment.

Why Waiting a Quarter Compounds

04

The instinct is to treat a deferred fix as a rounding error, "we'll catch it up next quarter." In practice, the gap isn't static. Three things compound quietly:

Trust decays faster than it rebuilds.

Once a planner learns the schedule can't be trusted, they stop checking it and start managing from memory and side conversations. Getting that trust back takes far longer than losing it did.

Backlogged handoffs pile up.

A change that should have updated the plan today gets logged as a note for tomorrow's stand-up. Tomorrow's stand-up has its own backlog. Nobody owns the queue, so it just grows.

Premium spend hides where it won't get noticed.

Expedited freight and rush orders get buried in cost of goods sold. Nobody's tracking them against an adherence number, so a leak that would trigger a review if it showed up as a KPI just sits there quarter after quarter.

> An AI Workforce flips the compounding math. Every deviation is caught the shift it happens. Every plan reconciles automatically. That's the difference between a plant where the gap gets discovered at quarter-end, and one where it never opens in the first place.

What Changes with Agentic MES

05

Agentic MES is not another planning layer. It's the operational layer between the plan you already have and the floor reality your planners are managing around it. Decisyon delivers it through an AI Workforce, specialized agents working alongside the planners and supervisors already on the floor.

Fix Finder

Surfaces the corrective action that already worked on a similar deviation, before the team re-diagnoses it from zero.

Meeting Sense

Preps the shift stand-up before the planner walks in. Yesterday's variances, today's constraints, no manual reconciliation.

Compliance Manager

Monitors live operations against the standard and flags the moment reality drifts from plan, not at the next scheduled review.

Deep Find

Pulls the right SOP or work instruction the moment a deviation opens, so the fix is correct the first time.

None of these agents replace a planner. They take the manual reconciliation work off their plate so they're making decisions again, not copying rows and chasing status all day.

The 90-Day Recovery Path

06

Closing this gap does not require replacing your ERP. Agentic MES is designed to sit alongside it: one plant, one line, one quarter, the same window you'd otherwise lose.

WKS 1-3

Baseline

Instrument one line. Measure actual schedule adherence and planner confidence against real data, not a survey guess.

WKS 4-8

Deploy

Deploy Compliance Manager and Meeting Sense on the line. Deviations get flagged and logged the moment they happen, not at the next review.

WKS 9-12

Compounding starts

Add Fix Finder and Deep Find. The plan and the floor start reconciling automatically, and the gap that was costing six figures a year starts closing.

The pattern proves out in production. At Italfarmaco, Agentic MES closed this exact gap between plan and floor:

25%	15%	3%
FEWER NON-CONFORMITIES	BETTER PLAN CONFORMANCE	LIFT IN SERVICE LEVEL

Bring a Number, Not an Opinion

07

The single biggest reason this gets deferred is that operations walks into the review with a story about a rough Tuesday, and finance walks in with a spreadsheet that doesn't have a line item for it. Whoever brings the number wins the quarter.

Three questions to bring to your next operations review

- What is our actual schedule adherence rate this quarter, measured against the original plan, not a revised promise date?
- How many schedule changes last month never made it back into the ERP in real time, and who found out the hard way?
- What would closing a 20-point adherence gap on one line be worth this quarter, and what does it cost us to defer it again?

What to ignore

- Any pitch that requires replacing your ERP before value lands.
- Any "transformation" that measures its first outcome in quarters, not weeks.
- Any AI framing that removes the planner from the loop. Agentic MES works alongside them; they are the reason it lands.

See your plant's number in the ROI Report, under 60 seconds, no sales call.

decisyon.com/roi-advisor

DECISYON

THE PROMISE

Every deviation caught.
Every plan reconciled.
Every gap closed before it compounds.

Decisyon is the AI-Powered System of Execution for Manufacturing, an Agentic Platform that turns Industrial Intelligence into Operational Excellence through an AI Workforce of specialized AI Agents driving continuous improvement on the plant floor.

Start with the number. decisyon.com/roi-advisor