

Meridian Industrial — Your LOOP ROI Report

Prepared for James Hartwell, VP of Operations · Industrial Manufacturing · 3 plants

CONSERVATIVE ESTIMATES · REAL DEPLOYMENT BENCHMARKS

487%

ROI Year 1

2.1mo

Payback Period

\$176K

Annual Savings/Plant

1,761%

ROI 3 Years

OPERATIONAL ASSESSMENT

The Three Challenges Holding Meridian Industrial Back

CHALLENGE 01

Reactive Maintenance Culture Driving Unplanned Downtime

Meridian's three plants are running in reactive firefighting mode — machines fail, production stops, and teams scramble without a structured escalation path. At 1–2 hours of unplanned downtime per day across CNC and fabrication lines, the cost isn't just the stoppage itself. It's the customer delivery risk, the emergency maintenance premium (3–5x the cost of planned repair), and the recurring failures that happen because fixes are never captured or shared across shifts.

CHALLENGE 02

Institutional Knowledge Walking Out the Door Every Shift

With an aging workforce and no structured knowledge capture system, Meridian is one retirement away from losing critical operational expertise on every line. When a machine fails, the team spends 45–90 minutes searching for solutions that have already been solved — on a different shift, in a different plant — because there's no searchable resolution history. Every shift handover resets institutional knowledge to zero.

CHALLENGE 03

No Consistent Daily Management Cadence Across Three Plants

Meetings happen but outputs don't persist. Actions get assigned but never tracked. Each of Meridian's three plants runs its own version of daily management — different formats, different cadences, different levels of discipline. Leadership has no unified view of performance across sites, and best practices discovered at one plant never travel to the

others. As the operation scales, this inconsistency compounds into a measurable performance gap.

FINANCIAL ANALYSIS

Your Conservative ROI Estimate

Based on your inputs and benchmarks from real LOOP deployments. Conservative defaults throughout — replacing staff cost and downtime cost with your actual figures typically increases this estimate by 30–60%.

BENEFIT AREA	LOOP FEATURE	\$/YEAR
Auto meeting minutes & issue capture	MeetingSense	\$24,300
KPI data integration — eliminated manual prep	Data Connectors	\$34,650
Faster solution finding	FixFinder AI	\$60,750
Unplanned downtime reduction	Daily Mgmt + Escalation	\$56,250
OEE improvement	OEE Tracking + AI	\$24,000
Total Annual Savings — per plant		\$199,950

INVESTMENT

\$30K

per plant / year

ROI YEAR 1

487%

✓ Target ≥ 300%

PAYBACK

2.1mo

✓ Target ≤ 4mo

ROI 3 YEARS

1,761%

3 plants

✓ *Schneider Electric: +4–5% OEE across 200+ plants · 70% faster issue resolution · J&J: 3x ROI in six months · Conservative inputs used throughout.*

YOUR ACTION PLAN

3 Things You Can Do on LOOP to Capture This ROI

01 — ADDRESS CHALLENGE 1

Auto Escalation + Live KPI Dashboards → End Reactive Firefighting

LOOP replaces whiteboard tier boards with live, plant-aware dashboards showing OEE and machine status by line in real time. When a KPI drops or a machine event occurs, auto-escalation moves the issue from line to area to plant level instantly — with full context and ownership intact. Problems that previously spent 2–3 shifts in limbo get resolved in the same shift. Conservative benchmark: 10% reduction in unplanned downtime. At 1–2 hours/day across three plants, that recovers \$56,250/plant/year.

02 — ADDRESS CHALLENGE 2

FixFinder → Stop Solving the Same Machine Problems Twice

FixFinder performs semantic search across your full issue history, SOPs, and past resolutions — so when a CNC machine fails, the fix that worked last time surfaces in seconds, not after 90 minutes of asking colleagues. Every resolved issue across all three plants feeds the knowledge base automatically. Junior operators access senior expertise instantly. Benchmark: 70% faster issue resolution. Conservative model uses 50%.

03 — ADDRESS CHALLENGE 3

Structured Tier Meetings + Cross-Plant Knowledge Sharing → One Standard Across All Three Plants

LOOP's T1/T2/T3 meeting structure standardizes daily management across all three Meridian plants — same cadence, same data, same accountability chain. MeetingSense auto-generates structured minutes after every meeting. MeetingInsight lets leadership search all past decisions instantly. Best practices discovered at one plant travel automatically to the others. Schneider Electric standardized 200+ plants this way — achieving +4–5% OEE improvement across every site.

NEXT STEP

Start Your 14-Day LOOP Pilot — Prove ROI or Walk Away

Structured evaluation. Defined success criteria. Real data from your operation. At Day 14 you make a clear decision — no ambiguity, no pressure.

- Guided setup in your environment — not a sandbox demo
- Success criteria agreed upfront — one KPI, 14 days
- Connects to existing systems — no rip-and-replace
- Account continues seamlessly if pilot proves value
- Cancel before Day 14 — no charge

Book Your Pilot Qualification Call

Pilots are structured evaluations, not explorations. We'll confirm your use case, define success, and get you live within days of your call.



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