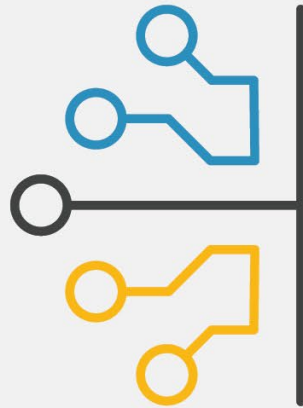


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**EXPO**<sup>®</sup>

# Maximize ROI: AI-Driven Solutions for Textile Businesses

Presented by:  infopine



Manu Venkataramu,  
COO



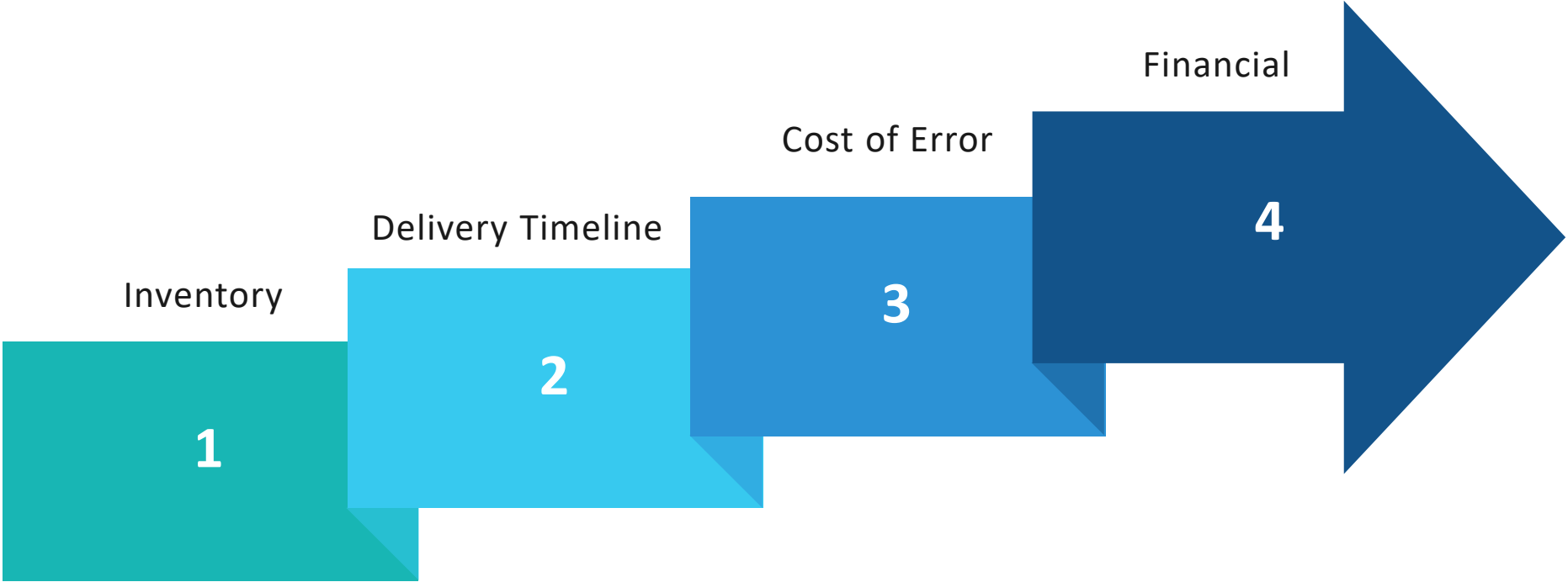
Jeffery Brown,  
VP of Delivery



Todd Morgan,  
VP of Sales



# Multiple Ways to Calculate ERP ROI



**AI Driven Return on Investment from ERP**

# AI Driven ROI Through Better Inventory Management

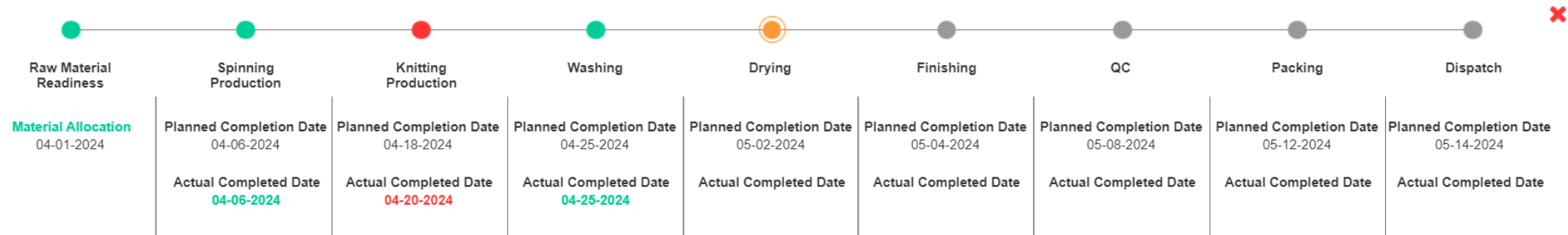
Inventory	Your annual sales revenue	\$ 30,000,000
	What is your current avg inventory value?	\$ 3,500,000
	What is your current monthly inventory carrying cost?	1.0%
	Your current monthly inventory carrying cost	\$ 35,000
	Your current inventory turns:	6
	What is your target inventory turn?	7
	Your targeted avg. montly inventory value:	\$ 3,000,000
	Your targeted annual carrying cost	\$ 30,000
	Monthly carrying cost saving	\$ 5,000
	<b><i>One-time Cost Savings</i></b>	<b>\$ 500,000</b>
	<b><i>Annual Carrying Cost Savings</i></b>	<b>\$ 60,000</b>

# AI Driven ROI Through Better Finance

Receivables	What is the current value of your receivables?	\$ 5,000,000
	Your current days sales outstanding (DSO):	65
	What is your target days sales outstanding (DSO)?	60
	What's the best financing rate available to you?	5.5%
	<b>Annual Cash Savings</b>	<b>\$ 384,615</b>
	<b>Annual Financing Cost Savings</b>	<b>\$ 21,154</b>
Profit Margin	What is your annual revenue?	\$ 30,000,000
	Your average profit margin	9.5%
	Your targeted increase in profit margin	0.5%
	<b>Increased Profit</b>	<b>\$ 150,000</b>

# AI Driven ROI Through Better Delivery Timeline

Overall Efficiency	Annual Revenue	\$ 30,000,000
	Increase in upsell and cross-sell from improved delivery	5%
	Increase in sales by being ESG compliant	3%
	Annual Increased Sales - Upselling	\$ 2,400,000
	<b>Profit @ 10% on upselling</b>	<b>\$ 240,000</b>



● Completed on Time   
 ● Delay   
 ● In Progress   
 ● Yet to Start

# AI Driven ROI Through Better Delivery Timeline

## Machine Planning

[Home](#) > Machine Planning

### Search Panel

Expected Delivery Date

From  To

Production Process

All

Product Category

Select

SEARCH

CLEAR SEARCH

### Order List

WO No.	Product	Order Qty in Pcs	Expected Delivery Date
101	Product 1	25000	09-04-2024
102	Product 2	20500	09-09-2024
103	Product 3	23000	09-12-2024
104	Product 4	28000	09-13-2024

### OrderTray

WO No.	Order Qty	Planned Qty	Plan Days	Completion Date
101	25000	25000	12 Days	26 Aug 2024

### Section 1

42	53	76	124	91	92
95	96	97	98	99	100
101	102	121	126	135	103
106	144	145	146	147	148
188	189	190	71	72	73

### Section - 2

604	605	104	105	106	107
263	264	265	267	57	58
98	99	100	101	102	103
106	144	145	146	147	148
188	189	190	71	72	73

### Section 3

400	670	18	19	20	21
61	62	346	234	65	66
12	13	14	15	16	111
151	152	153	154	155	156
76	77	78	79	80	201

### Section-4

603	402	108	109	22	23
262	262	59	60	67	68
97	97	104	105	112	113
142	142	501	870	157	158
187	187	74	75	202	203

■ Available 
 ■ Release within 5 Days 
 ■ Release in 5-15 Days 
 ■ Release after 15 Days

### Machine Tray

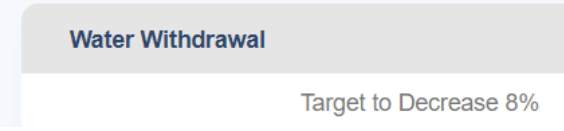
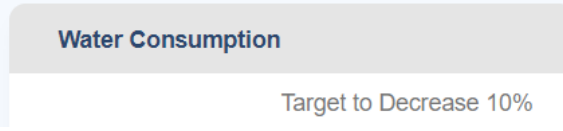
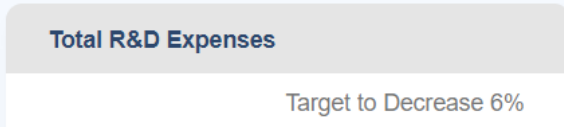
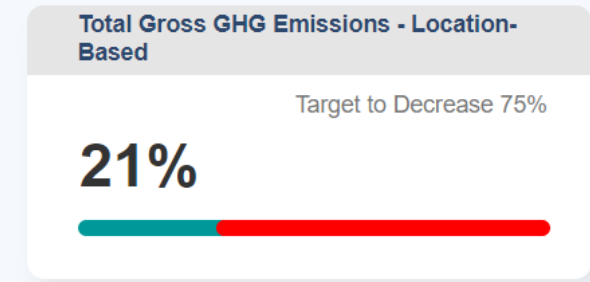
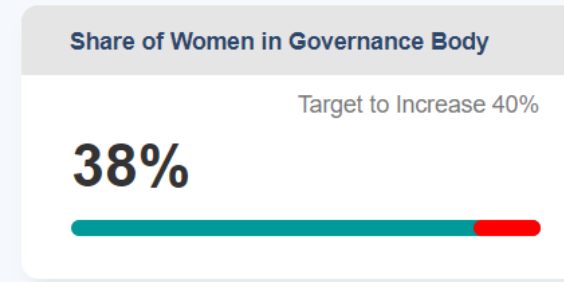
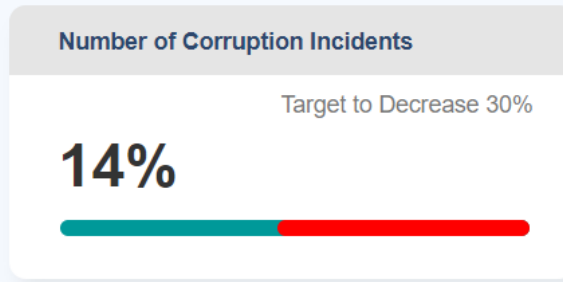
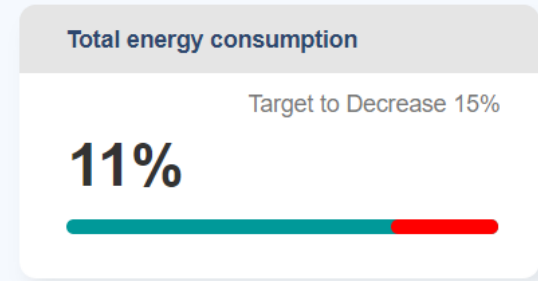
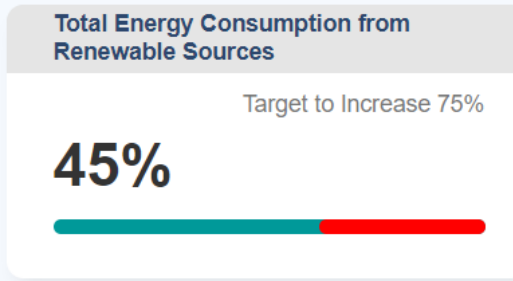
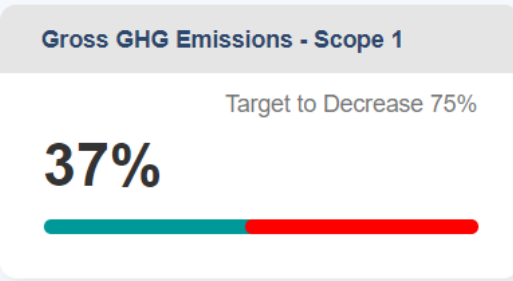
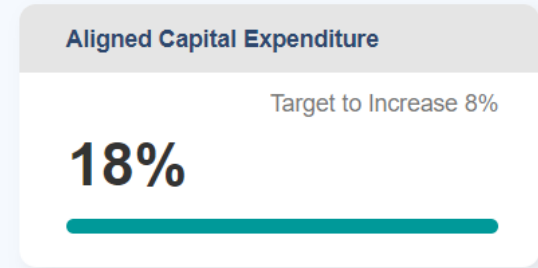
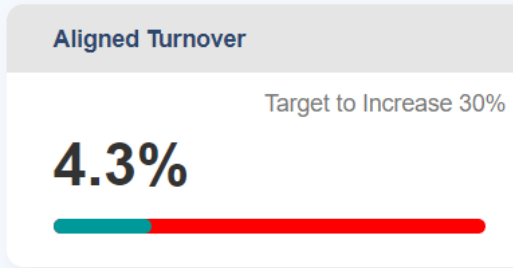
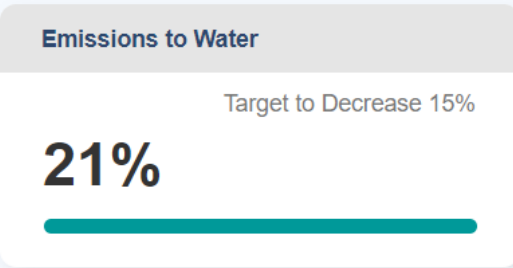
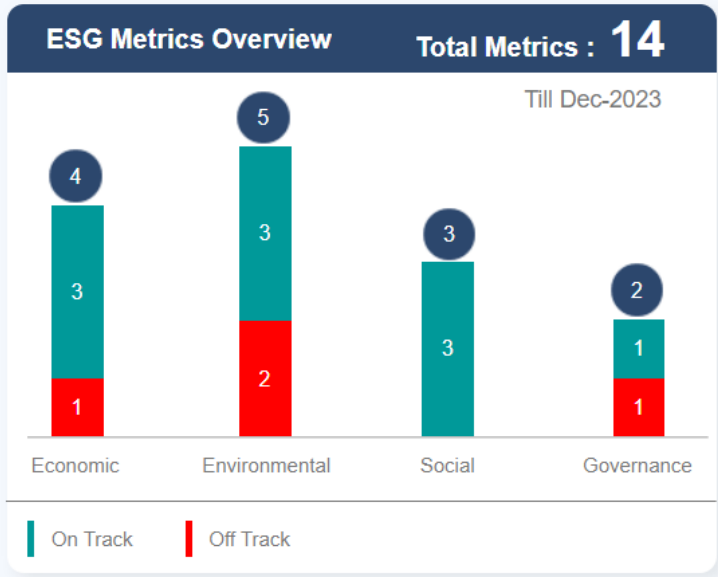
42	53	604		
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CLEAR TRAY

### Delivery Details

Release	Machine No	Process	Speed	Efficiency	Planned Qty	Machine Running Hrs/Day	Per Day Target	Preperation Time	Total Production Days	Start Date	End Date
	SP-42	Dyeing	950	85%	8333.33	8	926	0	04	08-14-2024	08-26-2024
	SP-53	Dyeing	950	85%	8333.33	8	926	0	04	08-14-2024	08-26-2024
	WV-604	Dyeing	950	95%	8333.33	8	926	0	04	08-14-2024	08-26-2024

# AI Driven ROI Through Better Delivery Timeline





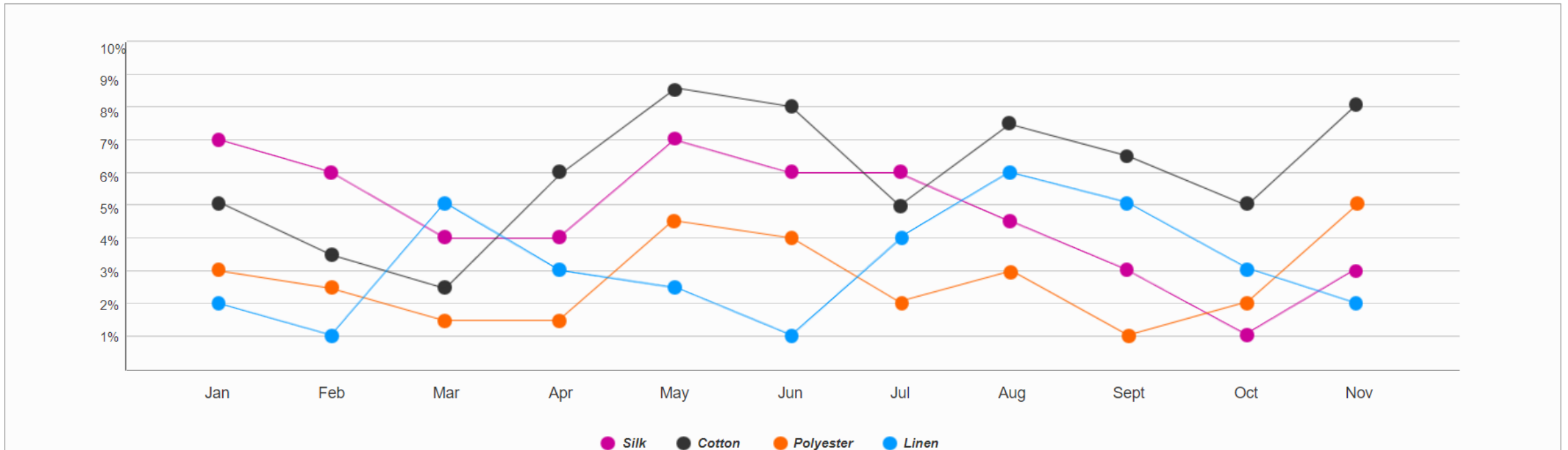
# AI Driven ROI Through Reduced Error

Cost of Errors	How many shipments do you have per week?	50
	What percent of your shipments are accurate?	98.00%
	The number of customer returns you process per week:	1
	What is your target shipment accuracy?	99.00%
	Your target number of customer returns per week:	0.5
	What is the cost to process a customer return?	\$ 500
	Reduced production wastage and improved quality	\$ 10,000
	<b><i>Annual Savings from Reduced Errors</i></b>	<b>\$ 23,000</b>

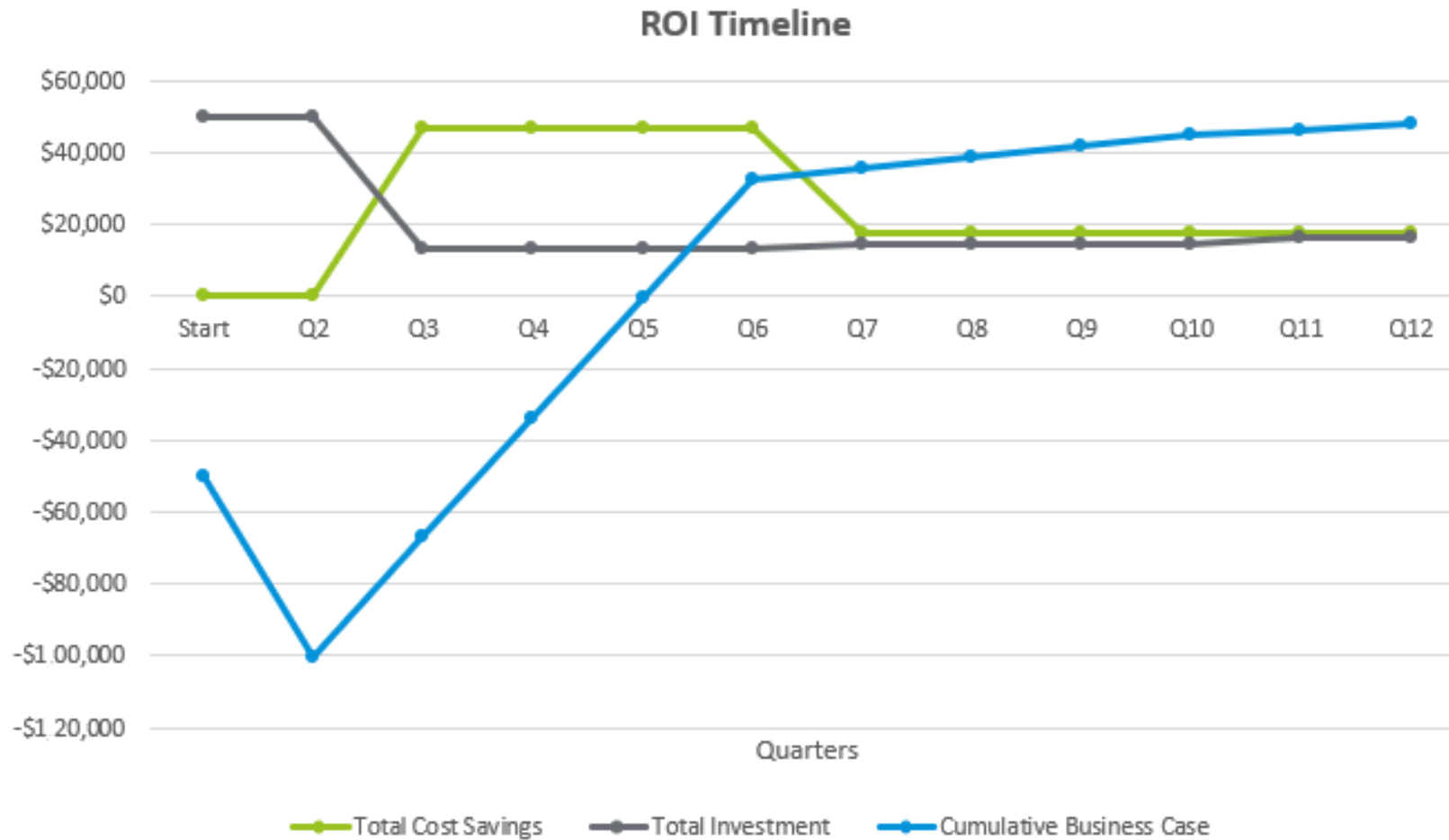
# AI Driven ROI Through Reduced Error

Monthly Wastage Analysis

From   To  



# ROI: Investment vs Benefit Timeline



# Key Challenges in AI Adoption



## Technology and data

- Low external ecosystem maturity (56%)
- Low digitization (53%)
- Inadequate training data (36%)
- Disparate datasets (34%)



## Ability to quantify ROI

- Inability to objectively quantify benefits (53%)
- Inadequate number of use cases (44%)



## Talent and culture

- Talent Shortage (40%)
- Cultural or behavioral impediments (38%)
- Workforce Displacement (33%)



## Trust, ethics and regulations

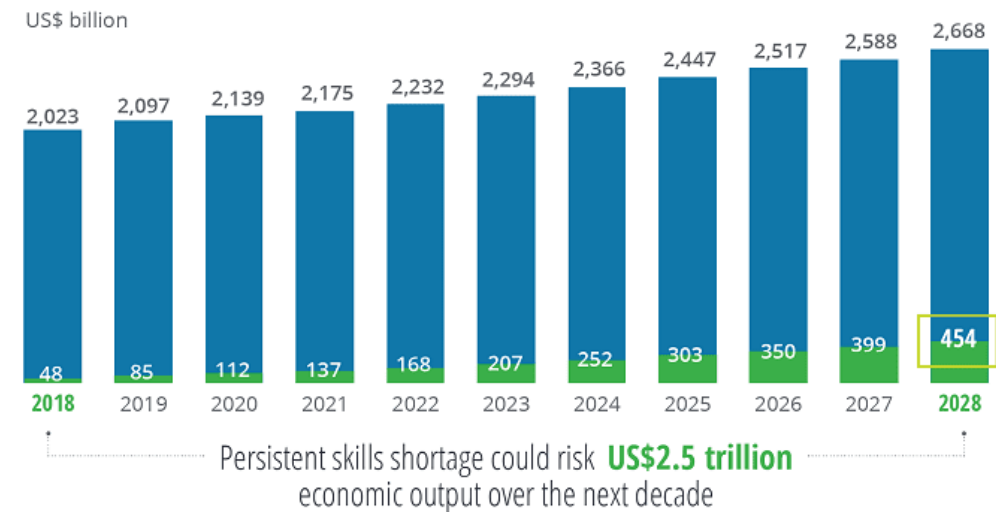
- AI Explainability (47%)
- Unintended consequence of AI decisions (38%)
- Regulations & Compliance (36%)
- Bias (20%)
- Ethics (18%)

# The Growing Resource Challenge

- As experienced workers retire, fewer new workers are entering the industry
- Finding and retaining skilled workers is becoming harder
- AI can make existing resources more efficient and reduce workload
- Helps improve work-life balance for employees

## Skills shortage could put US\$454 billion of manufacturing GDP at risk in 2028 alone

■ US manufacturing output/GDP ■ Manufacturing output/GDP at risk due to skills shortage



Note: 2017 base year.

Source: Data from BLS and Oxford Economics Model, Deloitte and Manufacturing Institute skills research initiative.

# The Risks of Falling Behind



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BUSINESSES THAT DELAY AI  
INTEGRATION RISK BECOMING  
UNCOMPETITIVE



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NEW TECHNOLOGIES WILL FIND IT  
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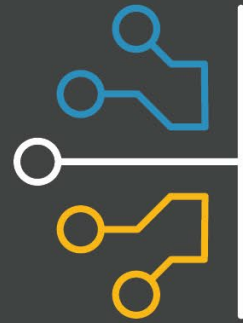
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*See you next year!*



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