

# Our Solutions

## CONNECT®

Machine and shop floor data collection with powerful analytics for continuous improvement

## CONNECT® API

Enable automatic integration of job level information into MIS/ERP systems for accurate job costing

## LYNK™

Effective direct machine data collection with essential analytics and remote monitoring

## AUTOMATER™

Smart IIoT module seamlessly integrating any non-digital/analog machines with monitoring and analytics capabilities of LYNK and CONNECT

# About Us

**SpencerMetrics** revolutionizes printing operations by converting production data into profit. Our CONNECT and LYNK platforms collect real-time data from any printing equipment—digital or analog, across manufacturers—and generate actionable insights that drive productivity improvements.

## What We Deliver

**Immediate ROI:** Productivity increases of 5-55% and waste reduction within months

**Multi-vendor integration:** Unified system for your entire production floor

**Automation that works:** Precise, automated data collection replacing manual tracking

**Real-time visibility:** Dashboards and analytics for informed decision-making

**Cloud-based simplicity:** Easy implementation with minimal IT overhead

Leveraging over 30 years of industry expertise from Spencer Associates Group, we understand print production challenges. **Our solutions are designed to maximize return on equipment, labor, and overhead investments.**

SpencerMetrics: Your independent partner for data-driven productivity improvement—delivering the operational excellence you need to compete.

445 Broadhollow Road, Suite 25  
Melville, NY 11747

+1 (631) 367-6655

[spencermetrics@spencermetrics.com](mailto:spencermetrics@spencermetrics.com)

[www.spencermetrics.com](http://www.spencermetrics.com)



**SPENCERMETRICS**  
DATA-DRIVEN PRODUCTIVITY

## Operational Excellence

## Multi-Vendor Connectivity

## Data-Driven Productivity

## Real-Time Analytics

# Your Challenges

## Data Collection & Reporting

- Manual data collection that is inefficient, inaccurate, and unreliable
- Lack of real-time visibility into operations
- No automated tracking of what was not/was printed

## Operational Challenges

- Equipment utilization issues
- Lost orders leading to costly reprints
- Balancing order volume with available capacity and resources

## Business Optimization

- Lack of accurate job costing
- Need to understand true production costs
- Need for data to drive continuous improvement

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*"CONNECT allows us to know what is going well and also what is not going as expected so we can take action before the problem escalates." - Elias Jo, Entourage Yearbooks*

# Our Solutions

## Technology Implementation

- Multi-vendor, multi-technology support
- Automated shop floor data collection
- API for integration with MIS/ERP systems

## Real-Time Monitoring

- Live dashboards for immediate visibility
- Automated tracking of machine status, jobs, and counts
- Real-time alerts and notifications for critical downtime issues

## Analytics Capabilities

- Equipment, operator, and job performance analysis
- Historical data analysis for trends identification and continuous improvement
- Key Performance Indicators (OEE, utilization, productivity)

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**Contact us:**  
[spencermetrics@spencermetrics.com](mailto:spencermetrics@spencermetrics.com)  
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# Your Results

## Productivity Improvements

- Higher OEE (55+% improvement)
- Increased production rates (35+% increase)
- Sellable output increases (10+% increase)

## Waste Reduction

- Reduced waste prints (5+% reduction)
- Fewer reprints due to lost orders
- Improved equipment uptime

## Financial Impact

- Significant additional annual revenue potential
- ROI achieved within first production season
- Increased profits without additional resources

## Operational Improvements

- Enhanced ability to meet customer deadlines
- Improved job scheduling
- Better equipment and labor utilization

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*"We are now able to make informed, proactive decisions about shop floor productivity and better understand equipment utilization and capacity planning." - Joe Davis, 4over*