



# CONCEPTUAL PROCESS DESIGN



## OPPORTUNITY

KESI Management engaged with a client to provide solutions to improve yield and decrease labor costs in the production of their value-add ready to eat products. These improvements included driving out travel waste by streamlining current processes, incorporating equipment automation to the processing floor, and moving current personnel to positions where they would add more value. The problem faced was getting key stakeholders within the organization to understand the concept of the changes and get their input to ensure process sustainability and employee buy in.

## PLAN

KESI Management worked with the Client's Executive Team to identify what the future goals of the operation, in volume, revenue, and timing. During that time, Engineering Innovation Group (EIG) team, which is a division of KESI Management, developed a scaled layout of the current state production floor within AutoCAD. With this granular information, the EIG team used their experience and network contacts to develop a plan to achieve the desired outcome. The EIG team to created a future-state production floor scaled not for construction layouts to show key stakeholders exactly how the changes would look and where personnel would need to be located to meet goals.

## CHALLENGES

The Client had difficulty visualizing how new equipment or process changes could improve the operation to meet the future state goals as well as visualizing how the line would fit within their own facility. In an effort to articulate how recommended changes would look in their current operations, KESI's EIG team developed a scaled concept drawings within AutoCAD that showed detailed process flow changes and how new equipment could look once integrated into the current flow layout. EIG was able to present the drawings and equipment videos to the key stakeholder in the organization (Ownership to Floor Leads) and allowed the Client's team to give feedback on why these changes would or would not work within their current organization.

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## CHALLENGES, CNTD.

Using a collaborative approach, the EIG team was able to make updates to the layouts based on real-time feedback. This collaborative feedback loop from the Client's team with KESI's overall industry knowledge continued through weekly revisions until the Client's entire team believed that the improvements fit exactly with what they envisioned success to be and how they help achieve their future state goals.

## OUTCOME

The Client's equity team approved the KESI capital plan that helped the operation move toward a higher value add process. Implementation of the changes and equipment was a smoother process because the client was able to provide equipment manufactures and installers detailed conceptual plans to bid from, the operations team was invested in the plan/layout as they knew what was happening and had input to the changes, the client's installation team understood the complete project scope of work, and the entire organization was aligned with future state goals and the plan to achieve them. In addition, the future state drawings were published for other improvement projects as well as used for future capital investments.

## OUR PROCESS

IDENTIFY



PLAN



EXECUTE



SUSTAIN

## OUR LEADERSHIP

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