



ABB Motors
Customer demand:
 xxx orders/year
 xxx orderlines/year
 xxx k€ /year
 xxx k€ Avg. Weekly

Avg. order size xxx orderlines/week
Suppliers' OTD x %

xx kEUR

Castings, deliveries only to xxx

Machined components, deliveries only to xxx

Machined components, deliveries either to xxx or to Motors

Summary about KPIs 2010:

Green flow : MTS -orders to xxx	Total ordervalue xxx kEUR (xx %)
	Total leadtime x weeks
	Total storage values xxx kEUR
	OTD xx%
Blue flow : MTS -orders to xxx	Total ordervalue xxx kEUR (xx %)
	Total leadtime xx weeks
	Total storage values xx kEUR
	OTD xx%
Blue flow : MTS -orders to xxx	Total ordervalue xx kEUR (xx %)
	Total leadtime x weeks
	Total storage values xx kEUR
	OTD xx%
Magenta flow : MTS -orders to xxx	Total ordervalue xx kEUR (xx %)
	Total leadtime xx weeks
	Total storage values x kEUR
Orange flow : MTS -orders to xxx	Total ordervalue xxx kEUR (xx %)
	Total leadtime: See detailed
	Total storage values x kEUR
Black flow : MTS to xxx and Motors & ETO -orders to Motors	Total ordervalue xx kEUR (xx %)
	Total leadtime x or x days
	Total storage values x kEUR
Red flow : MTS & ETO -orders to Motors	Total ordervalue xx kEUR (xx %)
	Total leadtime xx days
	Total storage values x kEUR

OTD Included in (xxx)
 Order value xxx kEUR
 Total leadtime x weeks

OTD
 Order value xxx kEUR
 Total leadtime xxx weeks

OTD xxx %
 Order value xxx kEUR
 Total leadtime x weeks

OTD xxx %
 Order value xxx kEUR
 Total leadtime xxx weeks

OTD xxx %
 Order value xxx kEUR
 Total leadtime xx days

OTD xxx %
 Order value xxx kEUR
 Total leadtime xx days

OTD xxx %
 Order value xxx kEUR
 Total leadtime xxx weeks

OTD xx % Order value xxx kEUR
 OTD xx % Order value xxx kEUR
 OTD xx % Order value xxx kEUR
 OTD xx % Order value xxx kEUR
 OTD x % Order value xxx kEUR
 OTD xx % Order value xxx kEUR
 OTD xx % Order value xxx kEUR
 OTD xx % Order value xxx kEUR

Foundry

xxx