



FOR IMMEDIATE RELEASE

## Synchrono® Director Kirk Studdiford Receives Distinction from Supply & Demand Chain Executive

*Studdiford recognized as a **2018 Pro to Know** for vast knowledge of Lean and Demand-Driven Manufacturing strategies that help manufacturers impact production performance and throughput*

ST. PAUL, Minn. – February 27, 2018 - Synchrono®, a leader in modern demand-driven manufacturing software, today announced that Director of Client Services, Kirk Studdiford, has been named a 2018 **Pros to Know** by Supply & Demand Chain Executive.

The Supply & Demand Chain Executive **Pros to Know Awards** recognize supply chain executives, and manufacturing and non-manufacturing enterprises, that are leading initiatives to help prepare their companies' or client's supply chains for the significant challenges of today's business climate.

Studdiford was recognized for his ability to immediately establish credibility with manufacturing operations, supply chain, IT leaders and more based on a career spent implementing and successfully proving the merits of Lean and Demand-Driven Manufacturing principles. "It's extremely satisfying to help customers shift from old paradigms to more modern methods such as Demand-Driven Manufacturing – and measure the results", noted Studdiford. Through his guidance, Synchrono clients have improved on-time delivery, increased production flow, optimized stock buffer and inventory levels, reduced downtime and more. In many cases, Studdiford and his team have saved clients millions annually.

Studdiford instills knowledge, high performance and a laser focus on what's important to the customer throughout his team of like-minded professionals. According to client Tom Howard of Pyrotek, Studdiford and his team possess a "high level of expertise; they understand what Lean is and the principles that are important. The knowledge and understanding of the Synchrono team is just outstanding compared to what you find in most places."

As the head of the Synchrono Client Services team, Kirk is ultimately responsible for customer satisfaction. As such, he takes great care to match the skills of the Synchrono professional services team to the manufacturer's needs and has developed a six-phased methodology to

streamline and accelerate the Synchrono® software implementation process. Due to the value Studdiford and his team provides, clients began asking for consulting and specialized support services beyond the software implementation process. This led to the development of the Synchrono® InSync™ Program which provides clients with post-implementation consulting services for delivering continuous improvement. Once again, Studdiford developed a process for working with clients to determine their desired outcomes, putting strategies into place and measuring ROI. Some of the initiatives and results of the InSync Program include:

- Compliance and quality improvements
- Reduced cycle time (33%)
- Reduced lead time (60%)
- Improved inventory turns (50%)
- Reduced work-in-process (WIP) inventory
- Lowered operating expenses (+10%)
- Enhanced resource management using a cost-benefit analysis
- How to leverage increased capacity (in some cases, resulting in 100% ROI)
- Growing return on investment across the enterprise (+25%)
- Customer profitability improvement

“I’m grateful to Supply & Demand Chain Executive for this recognition. My greatest reward comes from working closely with our customers - getting to know their manufacturing operations and supply chain – and guiding them through process and technology improvements that have a substantial monetary impact on their business,” Studdiford summarized.

More information on Kirk Studdiford and the Synchrono InSync Services Program is available at [synchrono.com](http://synchrono.com).

### **About Synchrono**

Synchrono® LLC enables the modern, digital demand-driven visual factory of the future; synchronizing people, processes, machines, materials and data to drive production flow from order inception to delivery. The award winning Synchrono Demand-Driven Manufacturing Platform includes a production planning, scheduling and execution system; ekanban inventory replenishment and supply chain collaboration software; a data collection, historian and automated workflow engine; alert management and monitoring software; and a real-time visual factory information system. The Platform components may be implemented independently or collectively to enable the Internet of Things and an unprecedented foundation for communication, collaboration and continuous improvement. Synchrono helps clients manage constraints, improve flow and drive on-time delivery to maintain a competitive edge. Sync with us at [www.synchrono.com](http://www.synchrono.com) and follow the Demand-Driven Matters blog at [www.synchrono.com/blog](http://www.synchrono.com/blog).

### **About Supply & Demand Chain Executive**

*Supply & Demand Chain Executive* is the executive's user manual for successful supply and

demand chain transformation, utilizing hard-hitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. Visit us on the web at [www.SDCExec.com](http://www.SDCExec.com).

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