



2026 SUN CONFERENCE

Deep AI Insights in the Operational Areas of Job Costing, Supply Chain Costs, Efficiency and More

Presented by:
Jay Janardhan & Raj Ethirajan
IntelliDash LLC
info@intellidash.net

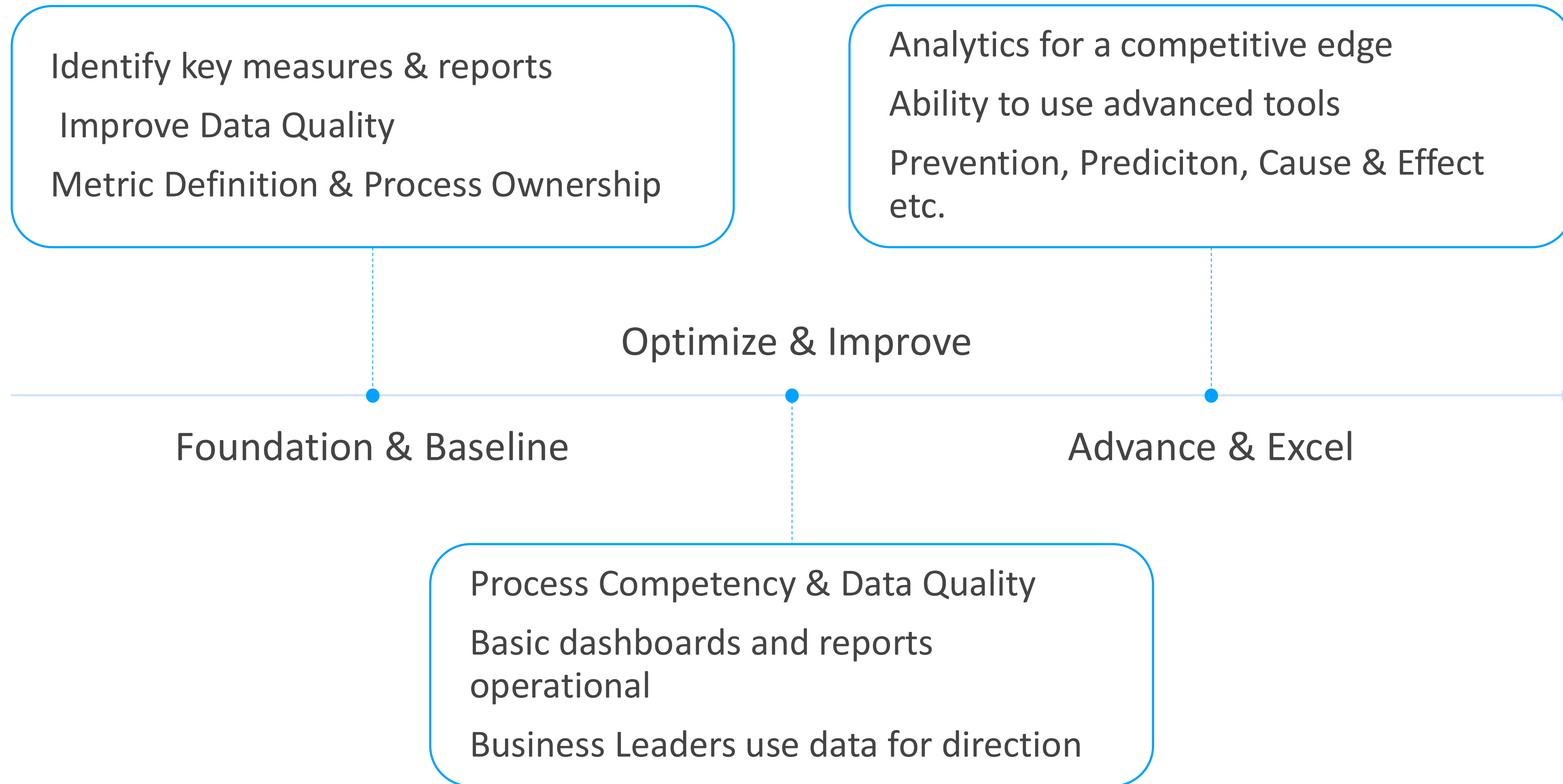


- What we do?
- Analytics Maturity Model
- GL Job Variance
- Challenges with traditional reporting
- What do we mean by Advanced Analytics?
- Demo
 - Customer-Item Recommendation
 - Supply Demand & Insights
 - BOM& Routing Graph
 - Sales Aura

What we do?

- An enterprise-grade analytics provider for organizations of all sizes.
- **IntelliDash** - 450+ prebuilt dashboards for SyteLine. Go live in 10 business days
- **AristoCAST** - Centralized content display solution for your facilities
- **Shop Floor Analytics** - Real-Time Shop Floor dashboards for vital metrics
- **Advanced Analytics** - AI-based Insights generation for Manufacturing & Supply Chain operations

Analytics Maturity Model



Job Variance Analysis

- Variances – Comprehension by visualization
- Visualization of variances by Job
- Components of Variance
- Root cause of the variance.
- Impact of the variance

Job Variance Analysis



IntelliDash

Search KPIs...

- Home
- Executive
- Finance**
- Forecast
- Inventory
- Machines
- Payroll
- Production
- Projects
- Purchasing
- Quality
- Sales
- Services

- Manage CAST Screens
- Settings
- Support

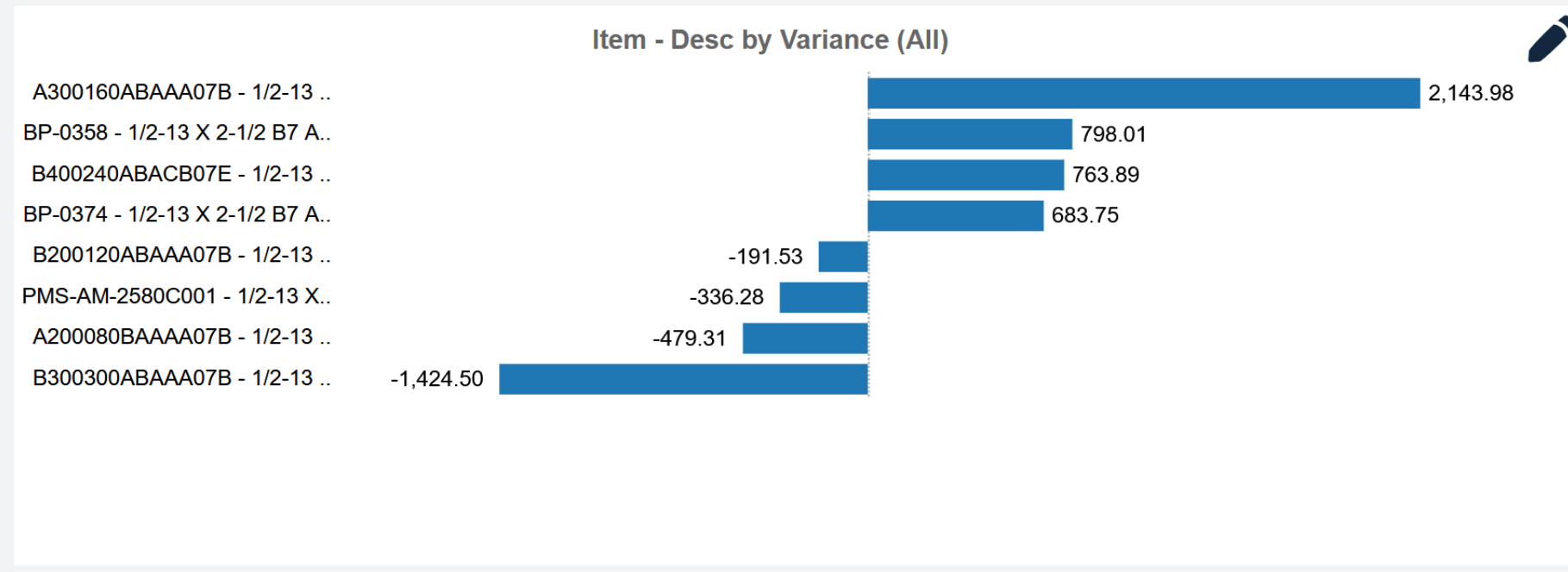
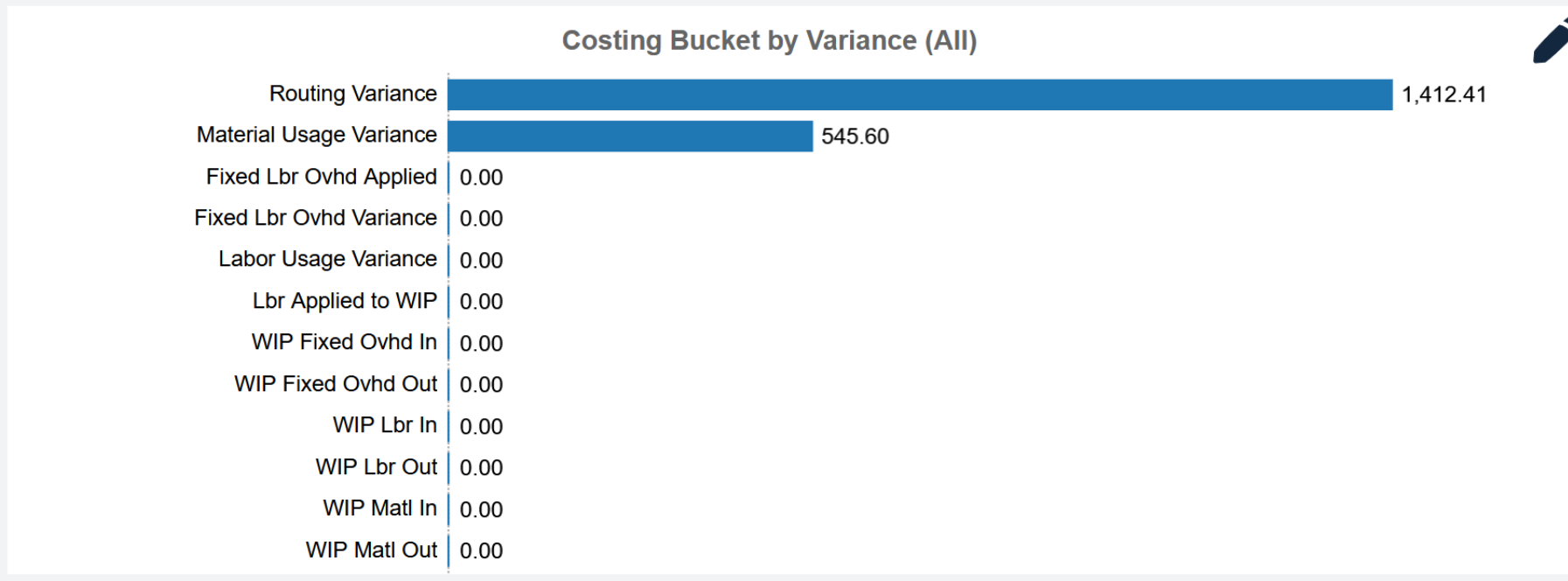
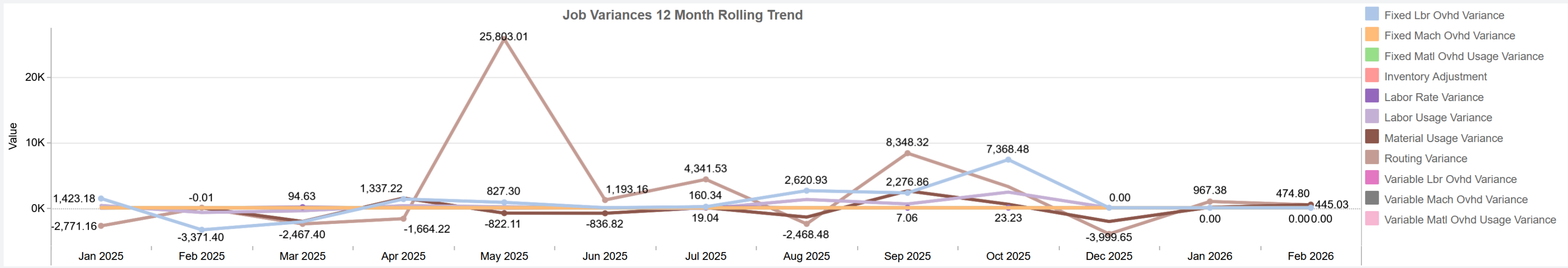
Module: Finance -> Job GL Variances (Beta) -> Job Variance Analysis -> Original

View: [Navigation icons] Jay

Job Variance Analysis | YoY & MoM Job Variance | Job Variance Trend | Job Variance Pareto | GL Acc Job Cost Breakdown Re... | Setup/Lbr/Machine-caused Va...

Site: OHC | **Year (Last Trans Date):** 2026 | **Month (Last Trans Date):** (All) | **Last Transaction Date:** 01/12/2026 - 02/24/2026
Costing Category: (All) | **Costing Bucket:** (All) | **GL Account - Desc:** (All) | **Family Code - Desc:** PUMPS - PUMPS
Product Code - Desc: FTP - TRAVERSE PUMPS | **Item - Desc:** (All) | **Buyer - Desc:** Betty | **Planner Code - Desc:** CYL | **Cost Type - Desc:** S - Standard | **Job Status:** Completed | **Job - Suffix:** (All)

WIP In (All)	Applied (All)	WIP Out (All)	Variance (All)
61,398	18,036	-77,477	1,958



Job Variance Analysis



- IntelliDash
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Module: Finance Workbook: Job GL Variances (Beta) Dashboard: GL Acc Job Cost Breakdown Report View: Original

Job Variance Analysis | YoY & MoM Job Variance | Job Variance Trend | Job Variance Pareto | GL Acc Job Cost Breakdown Re... | Setup/Lbr/Machine-caused Va...

Site: OHC | Year (Last Trans Date): (All) | Month (Last Trans Date): (All) | Last Transaction Date: 01/08/2025 - 02/24/2026 | Costing Category: (All) | Costing Bucket: (All) | GL Account - Desc: (All) | Family Code - Desc: PUMPS - PUMPS

Product Code - Desc: FTP - TRAVERSE PUMPS | Item - Desc: (All) | Buyer - Desc: Betty | Planner Code - Desc: CYL | Cost Type - Desc: S - Standard | Job Status: Completed | Job - Suffix: (All)

WIP In (All)	Applied (All)	WIP Out (All)	Variance (All)
1,024,658	158,173	-931,037	43,291

Costing Category/Costing Bucket/GL Account/Reasons - Breakdown Report

Item - Desc	Site	Job Date	Last Transaction Date	Job Status	Qty Released	Qty Complete	Qty Scrapped	Costing Category	Costing Bucket	GL Account - Desc	Variance Reason
BP-0374 - 1/2-13 X 2-1/2 B7 ATS W/2 2H NUTS FPC	OHC	11/06/2024	01/08/2025	Completed	24	24	0	Variance Any	Routing Variance	51900 - Routing Variance	Mtl Std Cost Diff
								WIP In	WIP Fixed Ovhd In	12264 - WIP Fixed Overhead	
									WIP Matl In	12260 - WIP Material	
								Applied	Fixed Lbr Ovhd Applied	58000 - Fixed Labor Overhead Applied	
									Lbr Applied to WIP	59100 - Labor Applied to WIP	
								WIP Out	WIP Fixed Ovhd Out	12264 - WIP Fixed Overhead	
									WIP Matl Out	12260 - WIP Material	
								Variance Material	Material Usage Variance	51500 - Material Usage Variance	
								Variance Labor	Fixed Lbr Ovhd Variance	58400 - Variable Labor Overhead Variance	10 - HCT05 - Direct Labor Hrs is 18.00 while Earned Labor Hrs is 0.00
									Labor Rate Variance	51600 - Labor Rate Variance	10 - HCT05 - Standard Labor Rate is 23.96 while Actual Setup Rate is 19.10
	Labor Usage Variance	51700 - Labor Usage Variance	10 - HCT05 - Direct Labor Hrs is 18.00 while Earned Labor Hrs is 0.00								
B300100ABAJC07S - 1/2-13 X 2 B7 ATS W/2 2H NUTS FPC BLUE	OHC	11/22/2024	01/28/2025	Completed	1000	1000	0	Variance Any	Routing Variance	51900 - Routing Variance	
								WIP In	WIP Fixed Ovhd In	12264 - WIP Fixed Overhead	
									WIP Matl In	12260 - WIP Material	
								Applied	Fixed Lbr Ovhd Applied	58000 - Fixed Labor Overhead Applied	
									Lbr Applied to WIP	59100 - Labor Applied to WIP	
								WIP Out	WIP Fixed Ovhd Out	12264 - WIP Fixed Overhead	
									WIP Lbr Out	12262 - WIP Labor	
									WIP Matl Out	12260 - WIP Material	
								Variance Labor	Fixed Lbr Ovhd Variance	58400 - Variable Labor Overhead Variance	
									Labor Rate Variance	51600 - Labor Rate Variance	10 - HVA03 - Standard Labor Rate is 83.25 while Actual Setup Rate is 69.92..
	Labor Usage Variance	51700 - Labor Usage Variance									
BM-0040 - 1/2-13 X 2-1/2	OHC	10/25/2025	12/22/2025	Completed	12	12	0	Variance Any	Routing Variance	51900 - Routing Variance	
								WIP In	WIP Fixed Ovhd In	12264 - WIP Fixed Overhead	



Challenges with traditional reporting

- Focuses on just the "What?"
- Tables, Lines and Bar charts – Lack information on relationships
- Not very actionable for Manufacturing & Supply Chain operations
- Limits/potential already realized
- Data not organized for AI applications

"I know we failed, but Why?"

"I can't see the ripple effects of this delay across my operations"

"The dashboard already has too many charts" or "The report already has too many columns"

"We have the data, but our AI cannot read it"



What do we mean by Advanced Analytics?



- Focusing on the "Why?" and "How?"
 - Knowledge Graphs
 - Advanced Algorithms running on the pathways of these graphs
 - AI for Reasoning and Insight generation
- Better visualization of indirect relationships, dependencies & connectedness
- Deep insights in plain natural language



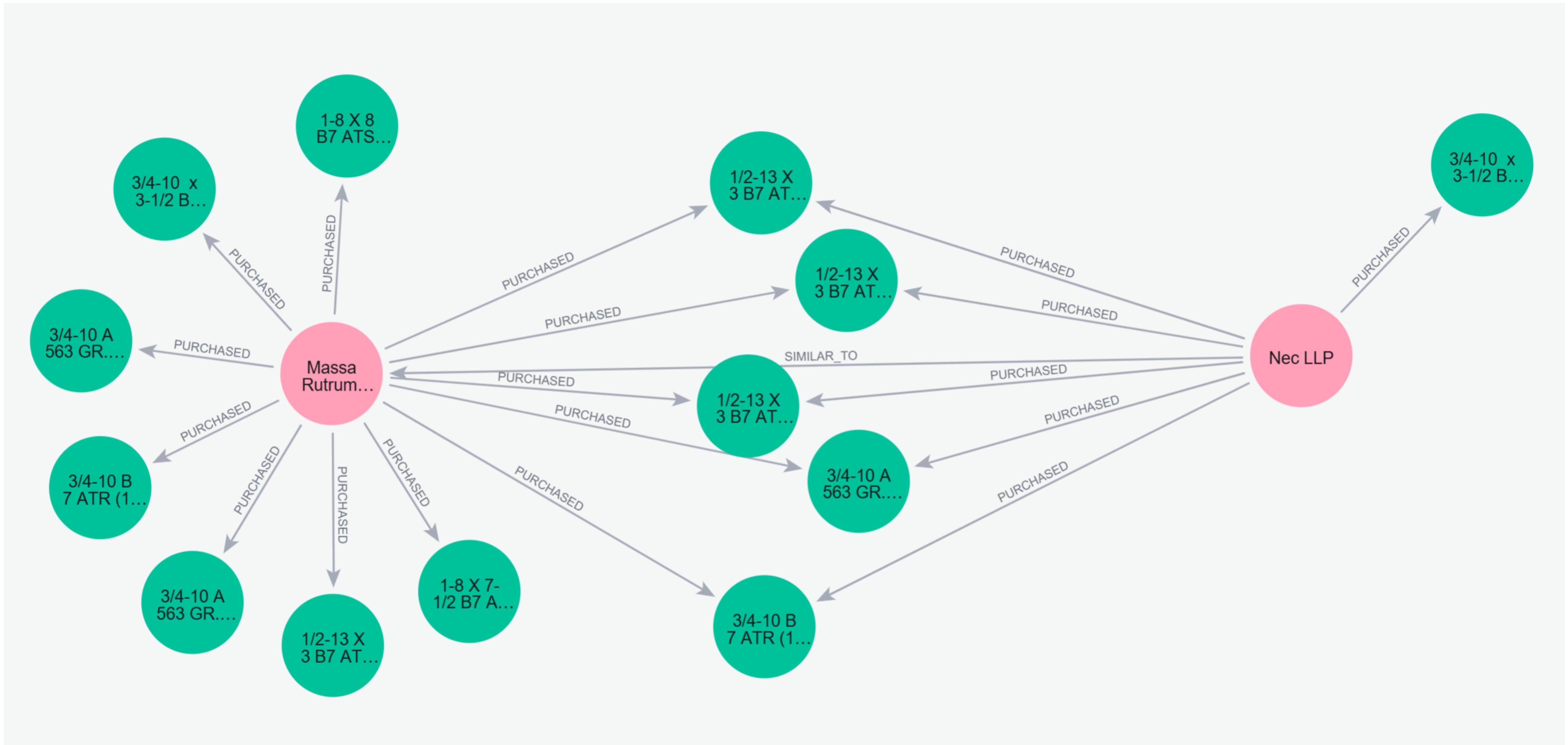
Customer-Item Recommendations



- Cluster and Group similar customers
- Models currently available
 - Similar Customer's Purchase Pattern
 - Parts Recommendation
- Scope to Ideate and Develop custom recommendation models



Customer-Item Recommendations



Customer-Item Recommendations



IntelliDash

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Module Workbook
Sales -> Customer-Item Recommendations

Navigation icons: back, star, folder, download, user profile (Jay), and share.

Select Site:

Select Target Customer:

Item Recommendation Model:

Model Info
This model identifies "Similar Customers" to the given "Target Customer" and recommends items that are purchased by the "Similar Customer" but not the "Target Customer". The ranking of recommendations is carried out based on the most number of distinct "Similar Customers" that have purchased the item.

Model Parameters Generate Recommendations

Customer Similarity Score (Greater Than)

No. of Similar Customers that purchased the Item (Greater Than)

Target Customer	Recommendations	No of Similar Customers Purchased	Rank	Similar Customers
Accumsan Neque Associates	DS-4AIE	10	1	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	PMCK-B200000	10	1	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	RD-2575-T4-ESA1	10	1	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	RD512CA5A4B1	10	1	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	RDRS-150-16	10	1	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	RV-2H	10	1	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	190400001	9	2	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	20I2J	9	2	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C
Accumsan Neque Associates	DS-1AIE	9	2	A Associates, A Consulting, A Inc., A LLP, Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin Orci Industrie
Accumsan Neque Associates	PMCK-B250000	9	2	A Associates, A Consulting, A Inc., A LLP, A Purus Inc., Aliquam Erat Volutpat LLP, Aliquam Iaculis Lacus Foundation, A Sollicitudin C

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Supply Demand Graph

- Identify operational choke points
- Revenue impact of Vendors, POs, PO Lines & Jobs
- Natural language summary of Concerns, Causes and Recommended Actions

Supply Demand Graph

- IntelliDash
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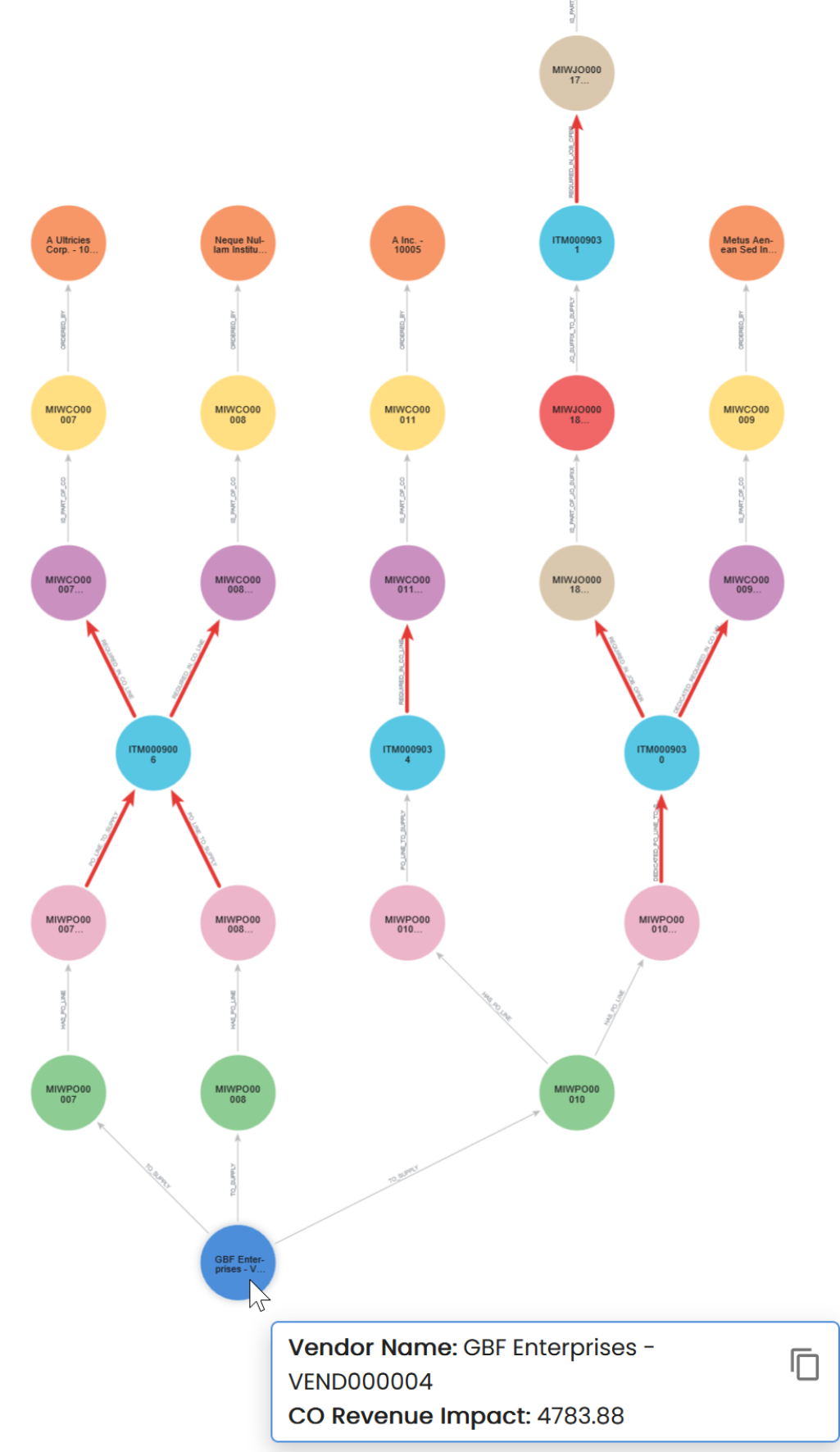
Module: Production Workbook: Supply Demand Graph

Select Site: MIW

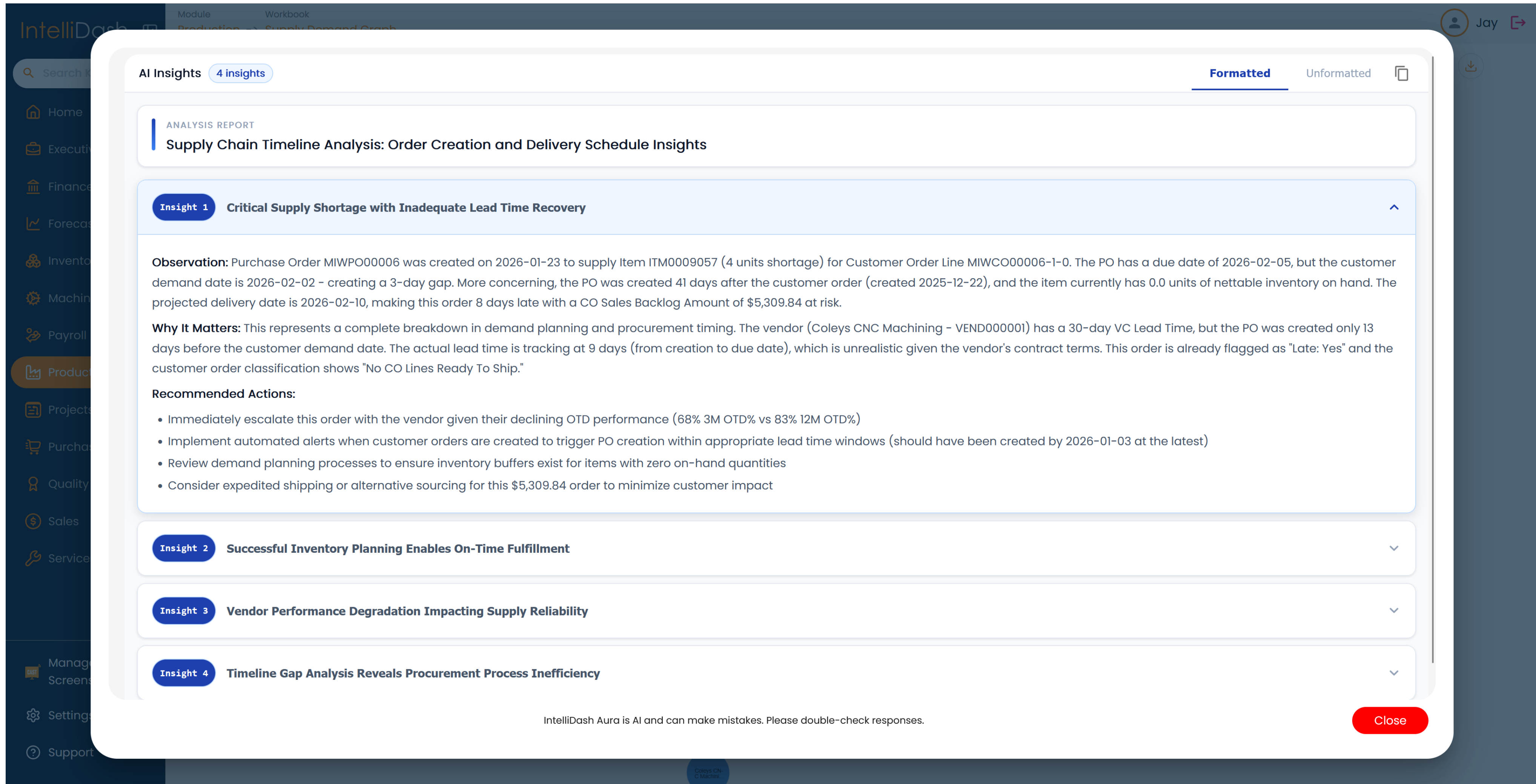
Supply/Demand Query: Dependencies on the Vendor

Vendor: GBF Enterprises - VEND000004

Buttons: Generate Pathways, Generate AI Insights



Supply Demand Graph



AI Insights 4 insights Formatted Unformatted

ANALYSIS REPORT
Supply Chain Timeline Analysis: Order Creation and Delivery Schedule Insights

Insight 1 Critical Supply Shortage with Inadequate Lead Time Recovery

Observation: Purchase Order MIWPO00006 was created on 2026-01-23 to supply Item ITM0009057 (4 units shortage) for Customer Order Line MIWCO00006-1-0. The PO has a due date of 2026-02-05, but the customer demand date is 2026-02-02 - creating a 3-day gap. More concerning, the PO was created 41 days after the customer order (created 2025-12-22), and the item currently has 0.0 units of nettable inventory on hand. The projected delivery date is 2026-02-10, making this order 8 days late with a CO Sales Backlog Amount of \$5,309.84 at risk.

Why It Matters: This represents a complete breakdown in demand planning and procurement timing. The vendor (Coleys CNC Machining - VEND000001) has a 30-day VC Lead Time, but the PO was created only 13 days before the customer demand date. The actual lead time is tracking at 9 days (from creation to due date), which is unrealistic given the vendor's contract terms. This order is already flagged as "Late: Yes" and the customer order classification shows "No CO Lines Ready To Ship."

Recommended Actions:

- Immediately escalate this order with the vendor given their declining OTD performance (68% 3M OTD% vs 83% 12M OTD%)
- Implement automated alerts when customer orders are created to trigger PO creation within appropriate lead time windows (should have been created by 2026-01-03 at the latest)
- Review demand planning processes to ensure inventory buffers exist for items with zero on-hand quantities
- Consider expedited shipping or alternative sourcing for this \$5,309.84 order to minimize customer impact

Insight 2 Successful Inventory Planning Enables On-Time Fulfillment

Insight 3 Vendor Performance Degradation Impacting Supply Reliability

Insight 4 Timeline Gap Analysis Reveals Procurement Process Inefficiency

IntelliDash Aura is AI and can make mistakes. Please double-check responses. Close

BOM & Routing Graph

- Visualize Current and Standard BOM
- Visualize Current and Standard Routing
- Identify importance of an item across your BOMs

BOM & Routing Graph

Module: Production Workbook: BOM Routing Graph

Select Site: MIW BOM/Routing Query: Dependencies of a Item across all Curren ... Item: 660290205A

Buttons: Generate Pathways, Generate AI Insights

User: Jay

Item Details (671600077):

- % of Stock-Outs (Weekends): 98.08
- RankIVendNameNum: Lectus Rutrum Urna Foundation - 426
- Status Desc: A - Active
- Item Criticality Score: 233
- ProductCodeDesc: VPC - VACUMN PARTS & COMPONENTS
- FamilyCodeDesc: VALVES - VALVES
- Item Num: 671600077
- PMT Code Desc: P - Purchased
- ItemDescription: 1/2 F/W USS 304SS (18-8)

Chat with Data (Prototype)

- Conversation with data using natural language (English)
- AI designed to look for patterns and trends in the data set for specific metrics
- AI not trained with customer data

What's cooking in R&D?

- What caused the delay of a Customer Order and what could have prevented it?
- Which task to prioritize to get max revenue impact?
- AI-Powered Chat with Data experience
- "IntelliDash MCP" - Seamlessly/Securely connect to IntelliDash from 3rd party AI platform (Claude, Gemini, etc.)
- Create and manage follow up tasks from AI Insights page within IntelliDash
- AI Insights across all IntelliDash workbooks

Q&A

**Thanks for attending the session.
Reach us to get your free 30-day trial.**

Presented by:

Jay Janardhan & Raj Ethirajan

IntelliDash LLC

info@intellidash.net