



From Blind Spots to Full Visibility

How Indian Manufacturers Are Winning Back Lost Productivity

*"You can't improve what you can't see.
What gets measured gets managed."*

— Peter Drucker



The Problem No One Talks About Openly

Ask any plant owner and they'll say the same thing: "Our machines run. Our people work. But our output never quite matches what it should."

That gap, between what a factory should produce and what it actually does, is not a mystery. It is made up of small, daily, invisible losses. None of them show up on a daily report. All of them add up to lakhs of rupees in lost production every month.

This is exactly what Spotem was built to solve.



What Is Spotem?

Spotem is an AI-powered operational intelligence platform that integrates with a factory's **existing CCTV cameras**, no disruption, and turns them into a real-time productivity monitoring system.

From machine downtime to operator inactivity, shift discipline to multi-location performance, it delivers **instant alerts and actionable dashboards** to managers, wherever they are.



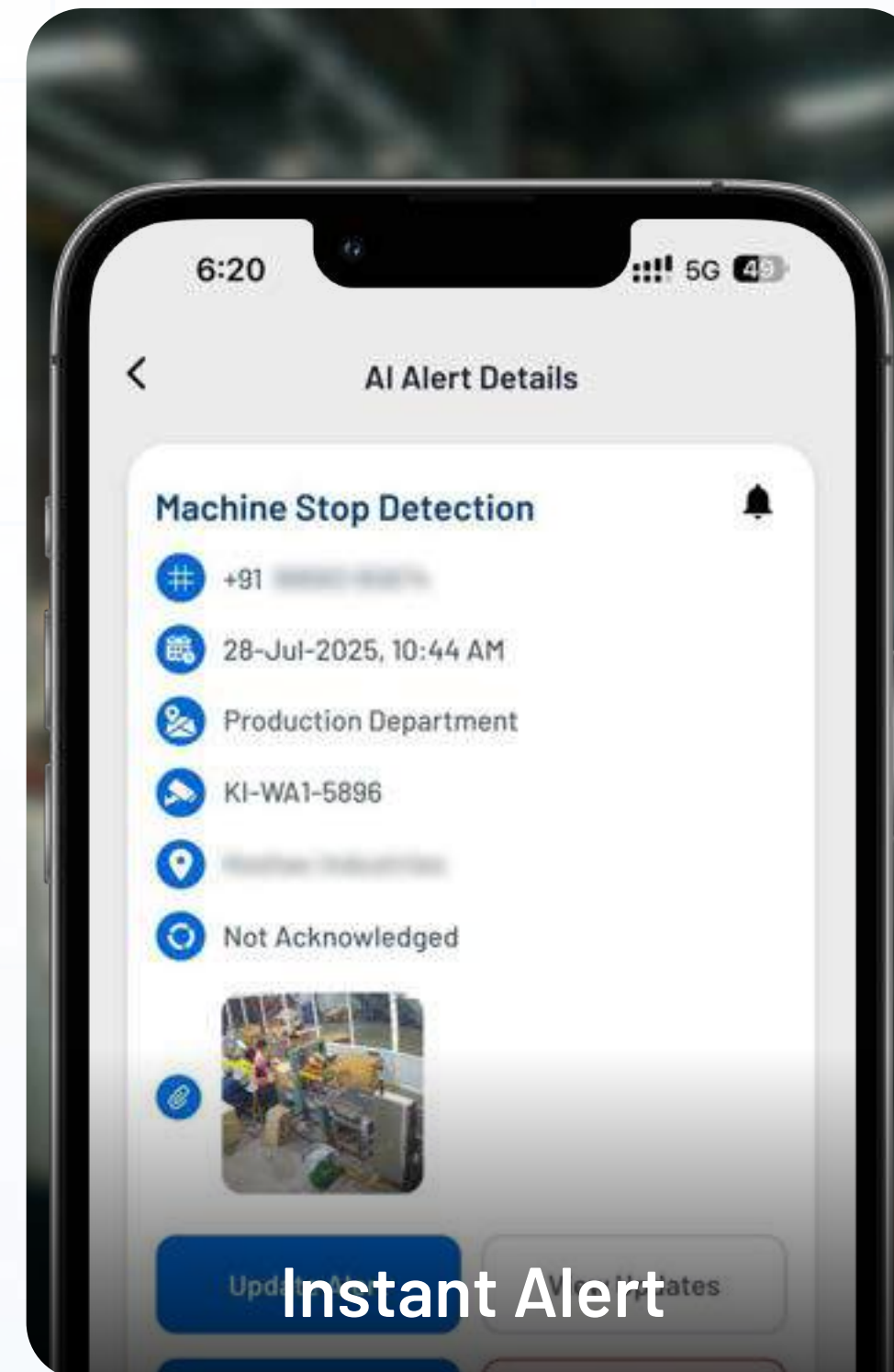
Three Manufacturers.

Three very different shop floors. One common outcome.

Instant Alerts: Downtime and People Gathering

PowerDrive

"We used to find out a machine was down at the end of the shift."



Client: **Power Drive (Manufacturer of Bearings, V-Belts, Sprockets & Power Transmission Components)**

Power Drive's production floor runs **precision-heavy machinery**: lathes, gear-cutting machines, and assembly lines where a **single stoppage** cascades into **delays across the entire batch**.

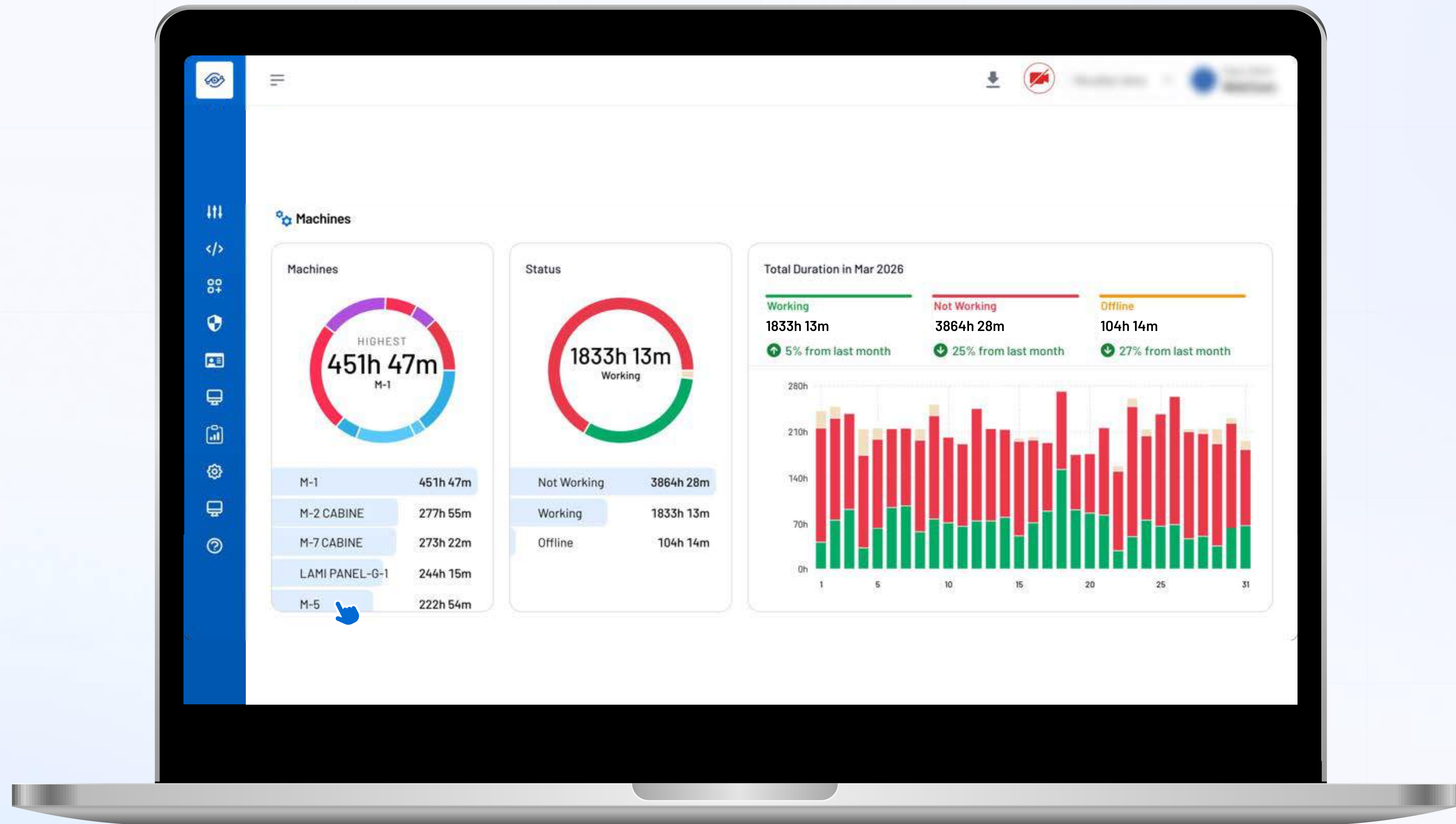
Before Spotem, when a machine **tripped or stopped mid-cycle**, the operator would either wait, walk to find a supervisor, or simply sit idle. By the time the issue was escalated and maintenance arrived, **30 to 60 minutes** had already been lost, often silently, with **no record**.

With Spotem, the moment a machine goes **OFF unexpectedly**, an alert triggers to the **floor supervisor and plant manager's mobile within seconds**. Maintenance teams are **dispatched immediately**.

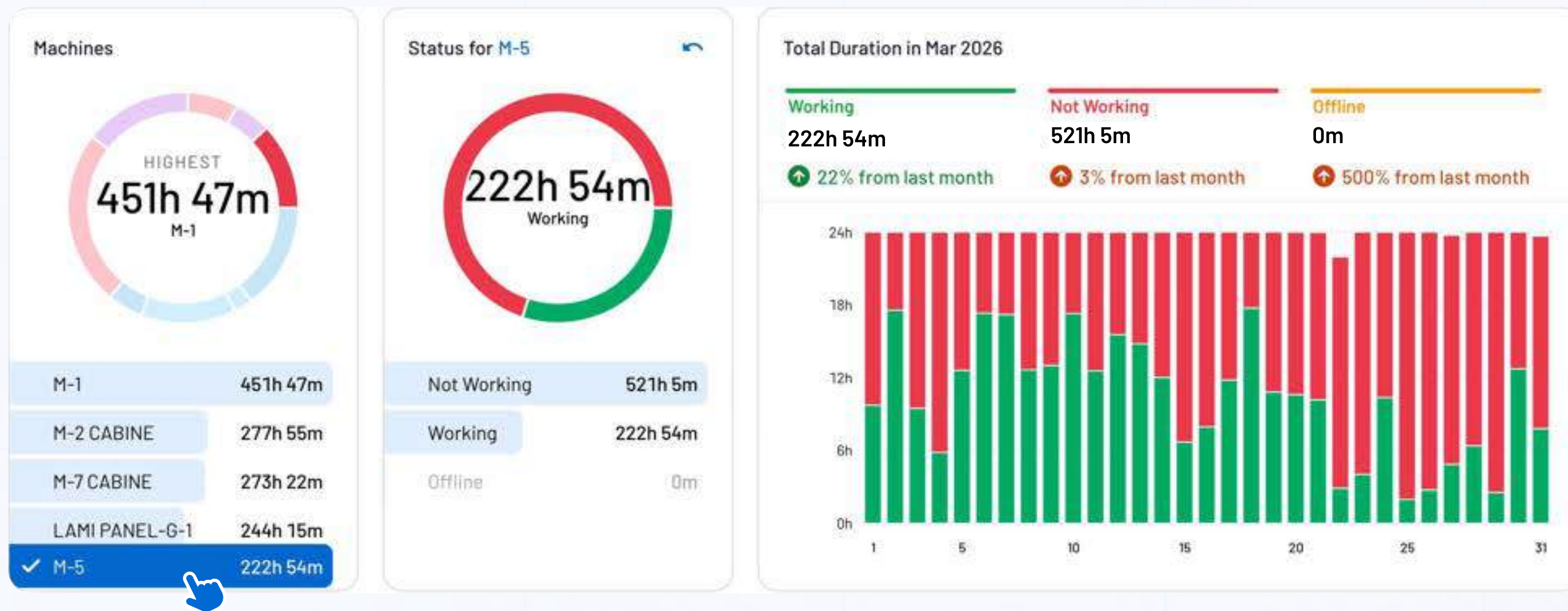
But more importantly, Spotem **logs every stoppage**: time, duration, frequency, and machine ID. Within the **first month**, management could see that two specific machines were stopping **5 to 7 times per shift** due to the same recurring fault. Targeted preventive maintenance was scheduled. Repeat stoppages on those machines fell by over **60%**.

Beyond downtime, **People Gathering detection** flagged clusters of workers congregating on the floor during production hours. An immediate alert was sent to the supervisor, ensuring unplanned gatherings were addressed before they turned into prolonged productivity losses.

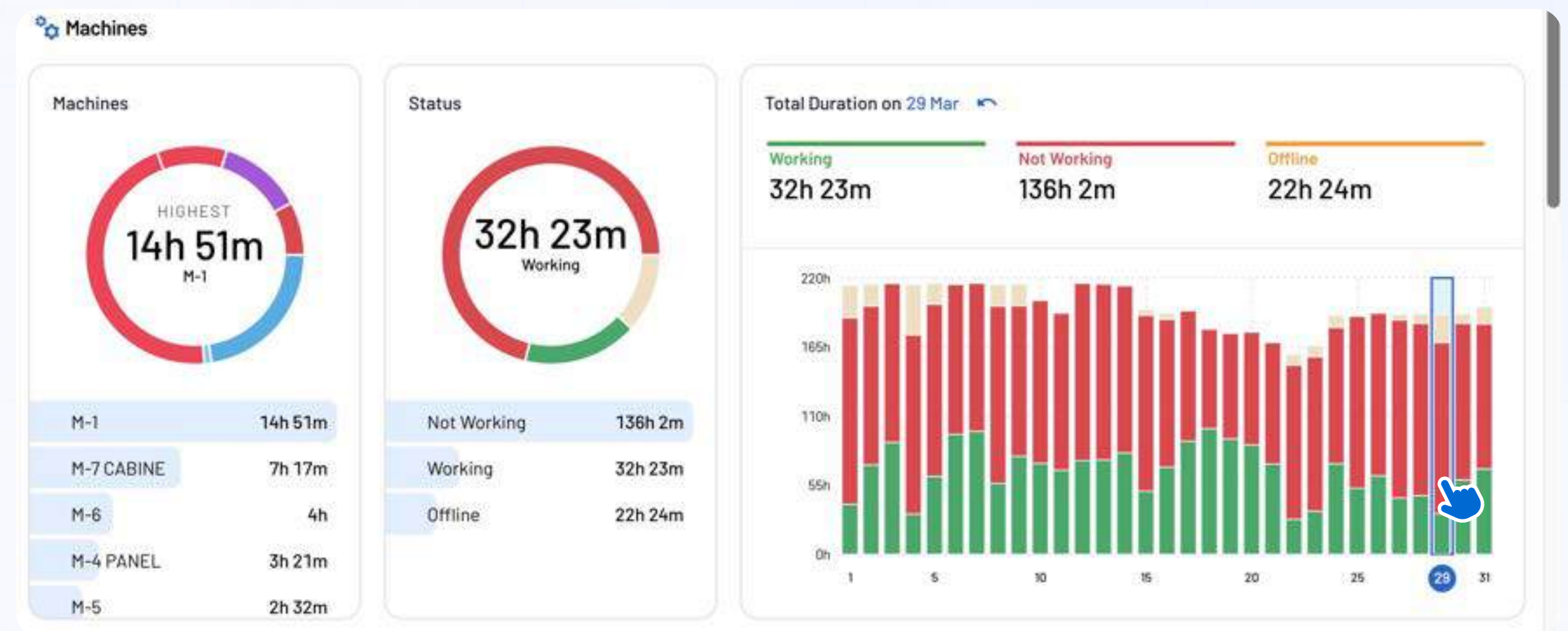
The real ROI is not just in fixing downtime faster. It is in reaching a point where it barely happens at all.



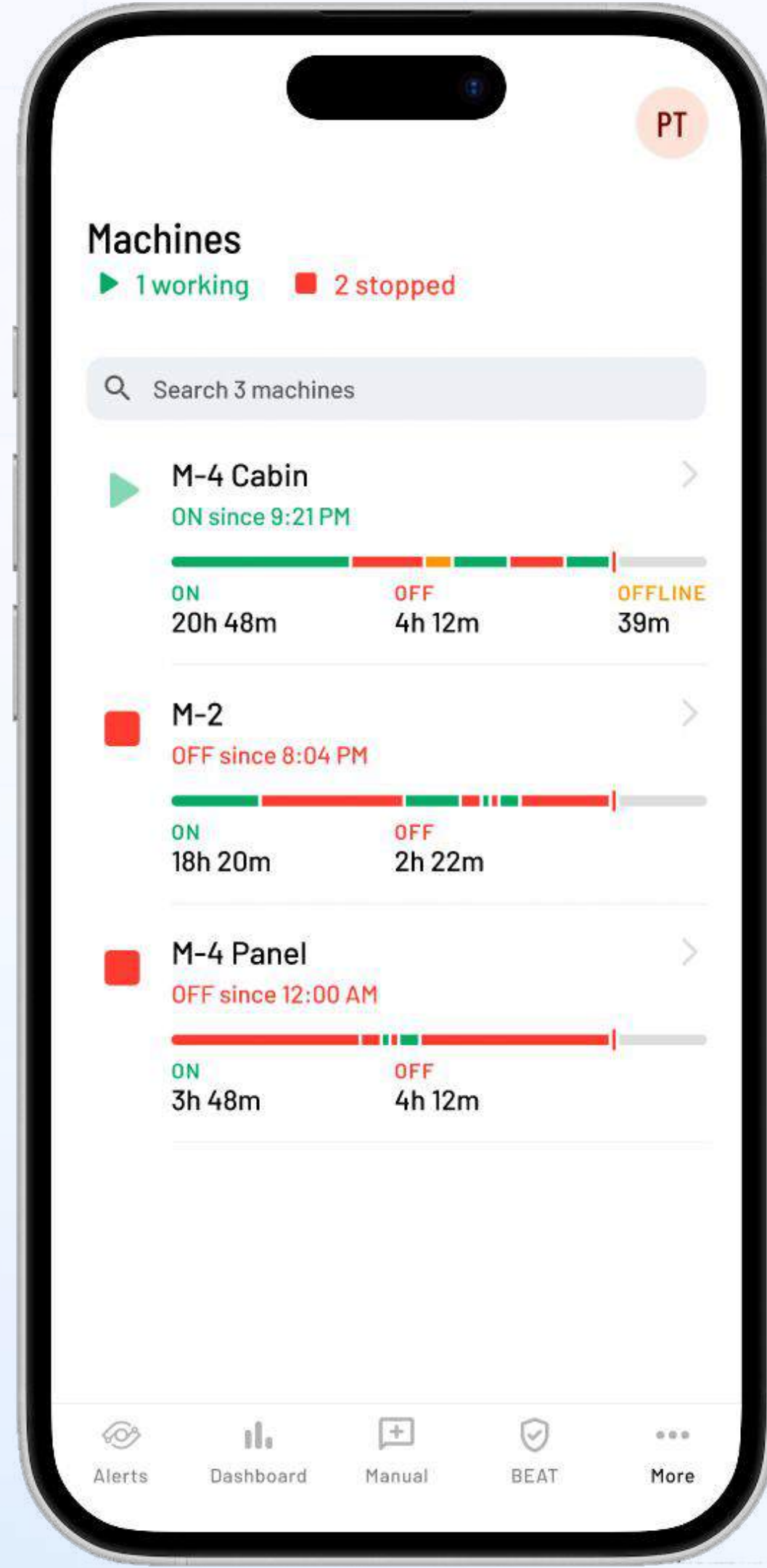
Overall dashboard showing total working and non-working hours across all machines.



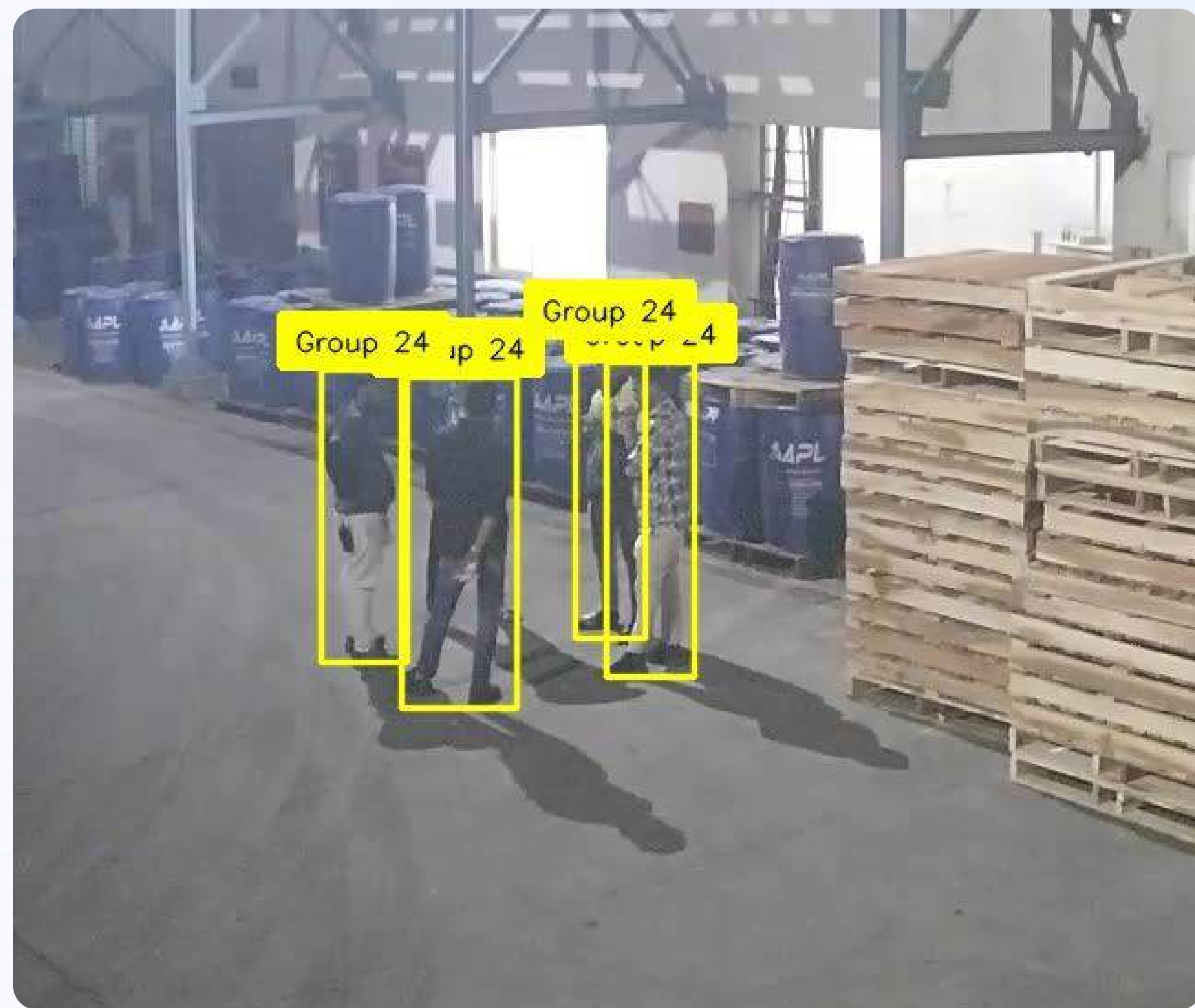
Detailed view of working and non-working hours for the selected machine (M5).



Detailed breakdown of all machine hours for the selected date (29th March)



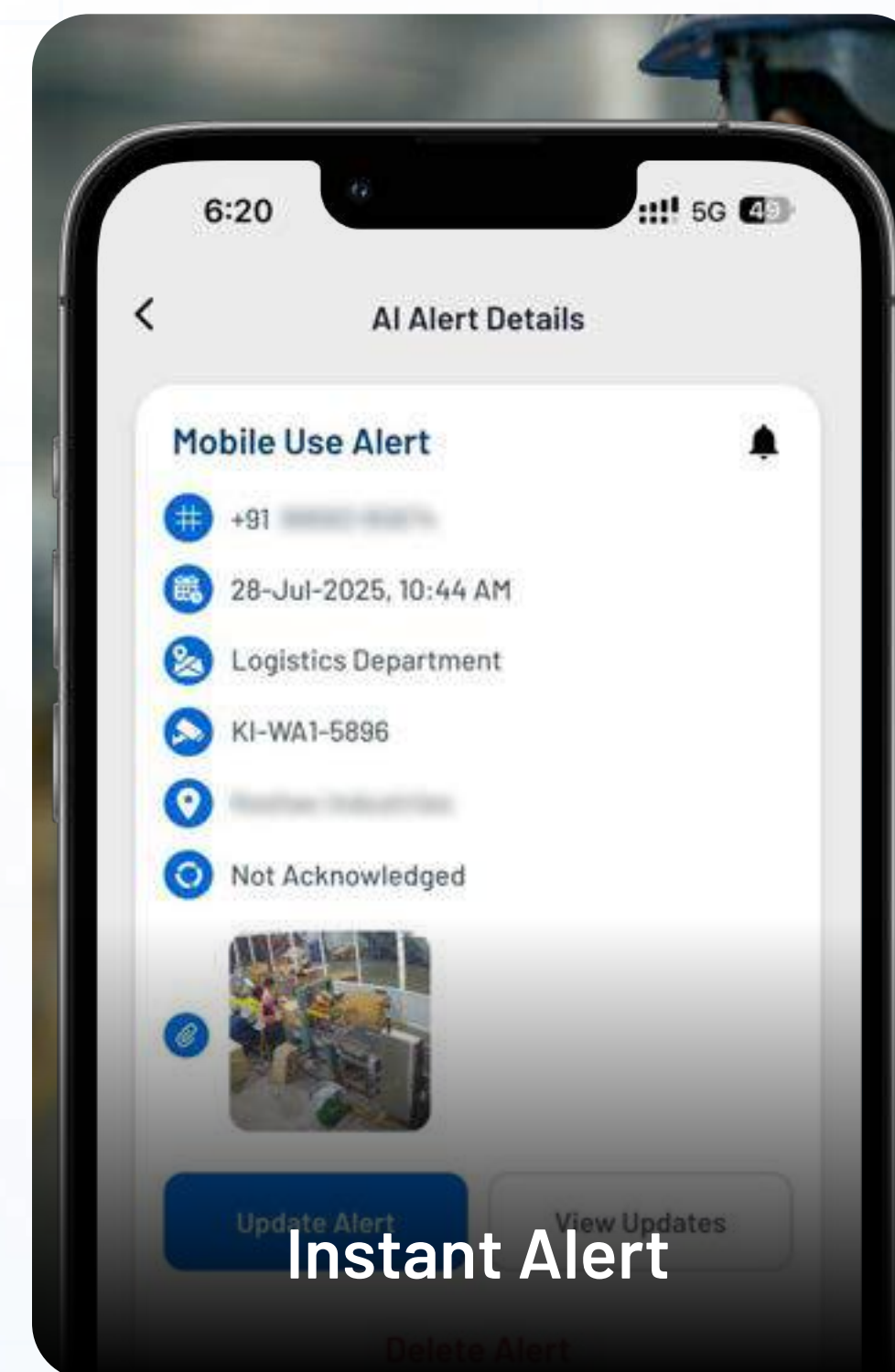
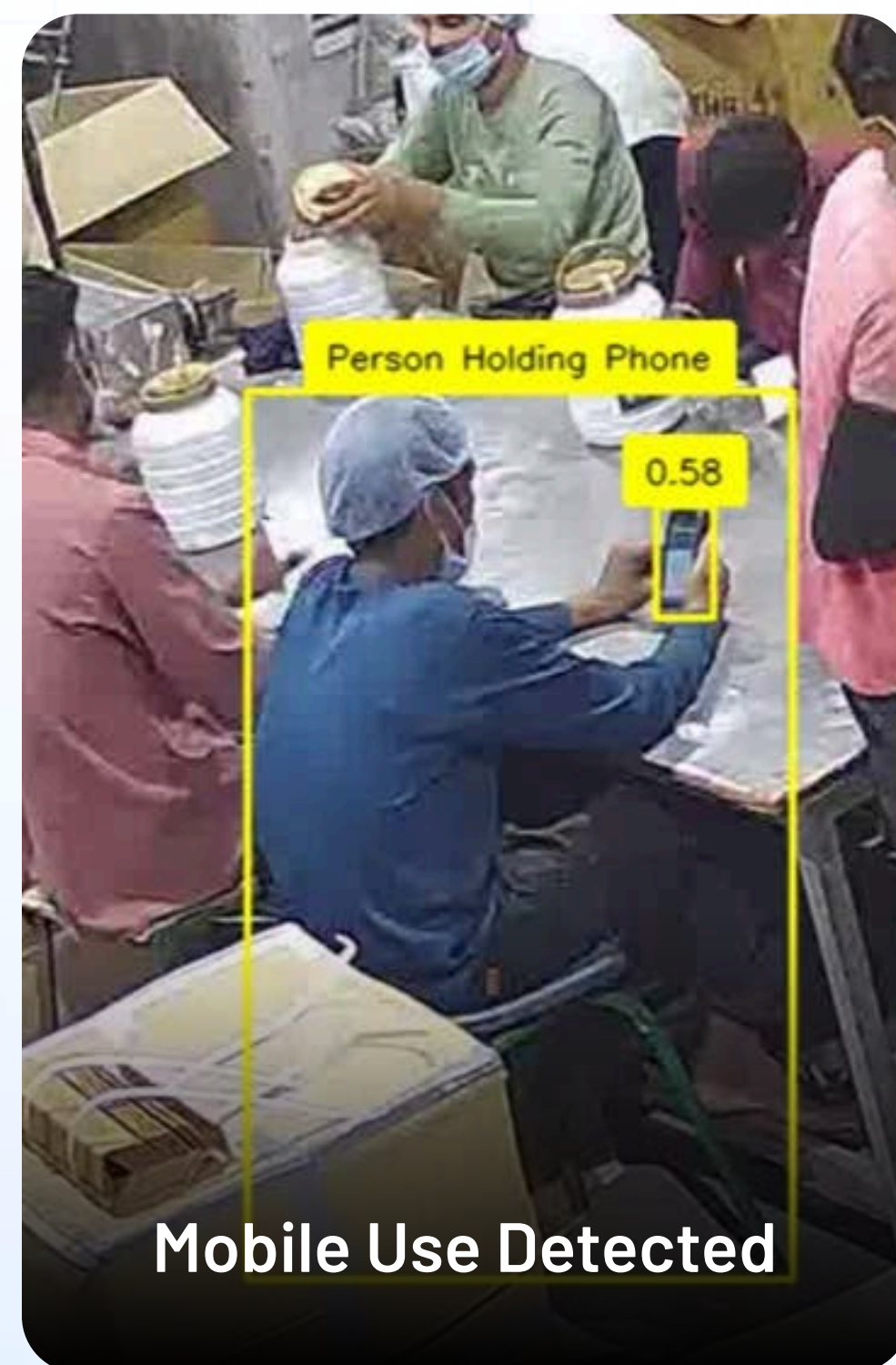
Mobile screen view of every machine's current status with real-time camera feed accessible.



Images of people gathering alerts.

Shift Discipline, Time Recovery & Pattern Intelligence

We were losing 30 minutes every shift without realizing it, and certain shifts were silently worse than others.



Client: Dhanuka Agritech (Agri-inputs & Crop Protection Product Manufacturing)

Dhanuka's facilities run **multiple shifts across** large production floors. Management noticed **output targets** were being missed consistently, but shift logs showed machines running for the full duration.

Spotem's **daily and monthly machine working hours report** told a different story.

Machines were, on average, **starting 18 to 20 minutes late** at shift beginning and going OFF **10 to 12 minutes early** before the shift officially ended. Across **3 shifts** and multiple lines, this added up to nearly **1.5 hours of lost machine time** per day, per line, time that appeared nowhere in any report. Once this was visible, shift start and end discipline was enforced. The impact was immediate, with production hours increasing without adding a single resource or machine.

Mobile phone usage detection further revealed that distraction peaked in the **30-minute window right after lunch**. Consistent alerts to supervisors during this window created a measurable behavioral shift within two weeks. No confrontations, no blame, just awareness that the system was watching.

But the deeper value came over time. As Spotem accumulated **shift data, patterns emerged** that no daily log could ever surface:

- **Operator idle time** on certain shifts was noticeably higher than others, with operators **sitting idle for long durations**. Once flagged, supervisors **reassigned work more effectively** and idle time **dropped noticeably within weeks**.
- Machine working hours were **consistently dropping in the last week of every month** due to month-end dispatch pressure pulling supervisors off the floor. A dedicated coordination process was put in place, ensuring **supervisors could manage dispatch without leaving the floor unattended**. As a result Last week output began to recover.

Effective machine utilization improved from roughly 5.5 hours to over 7 hours per shift within 6 weeks. More importantly, management stopped guessing and started deciding with data.

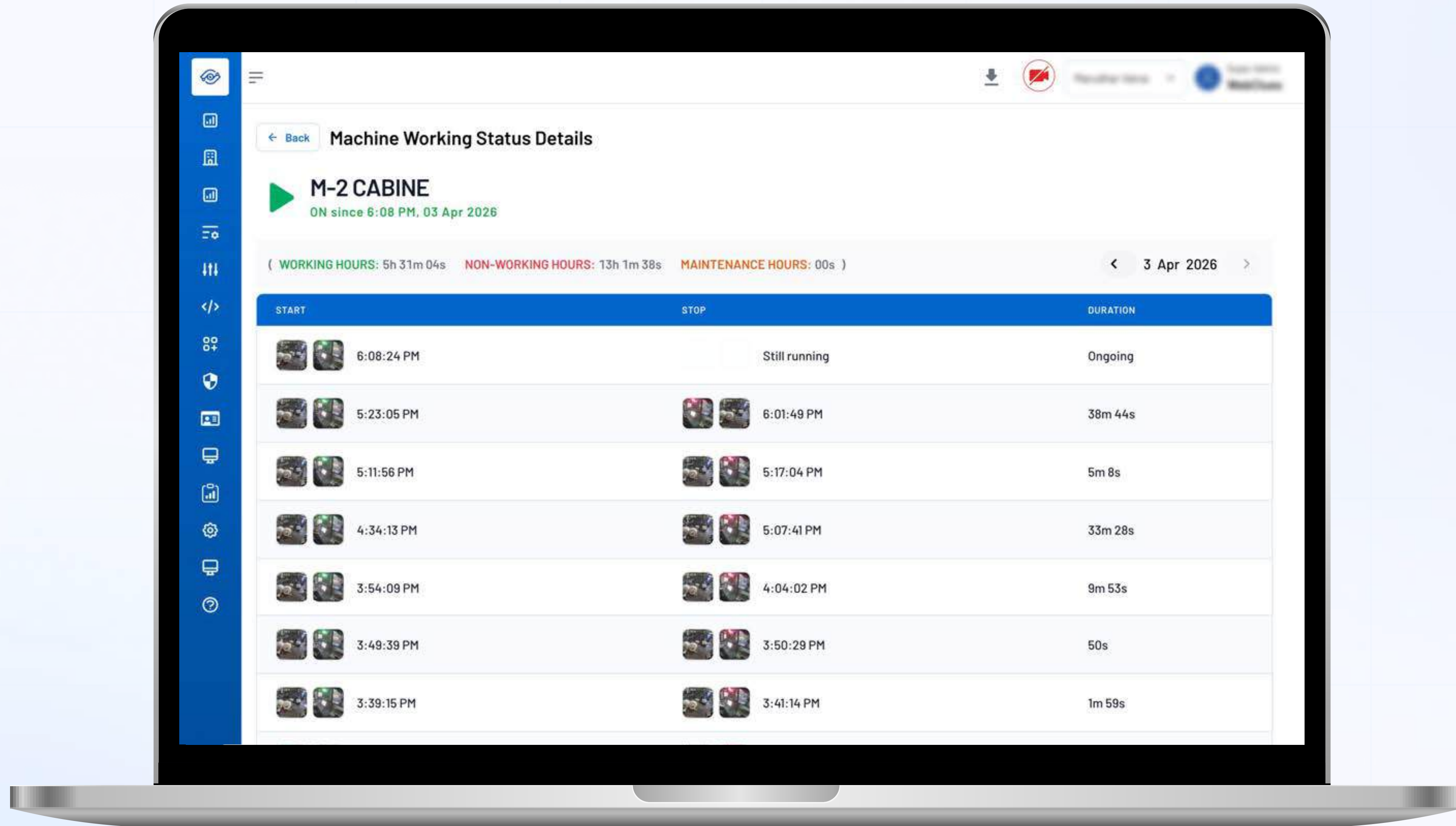
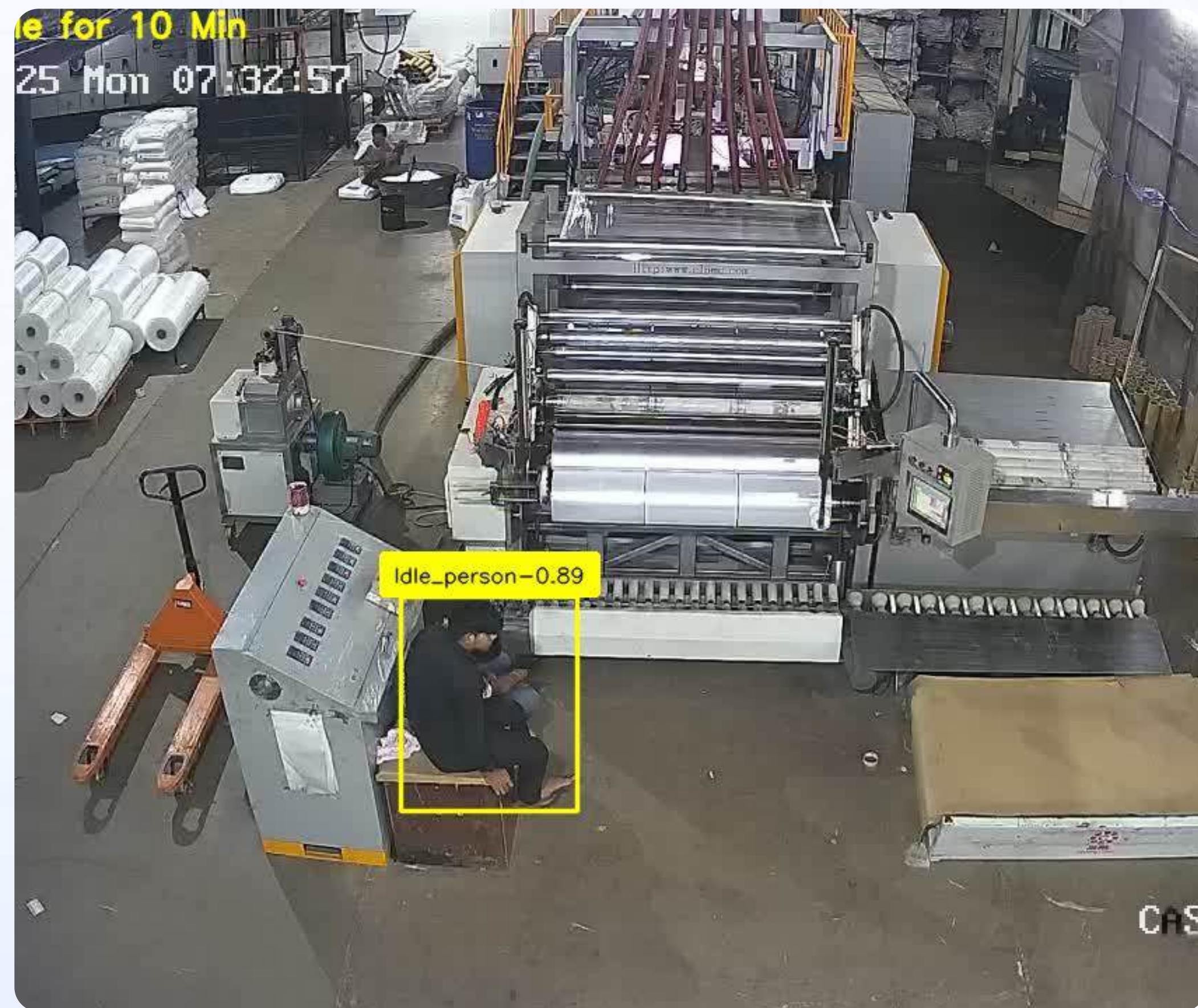


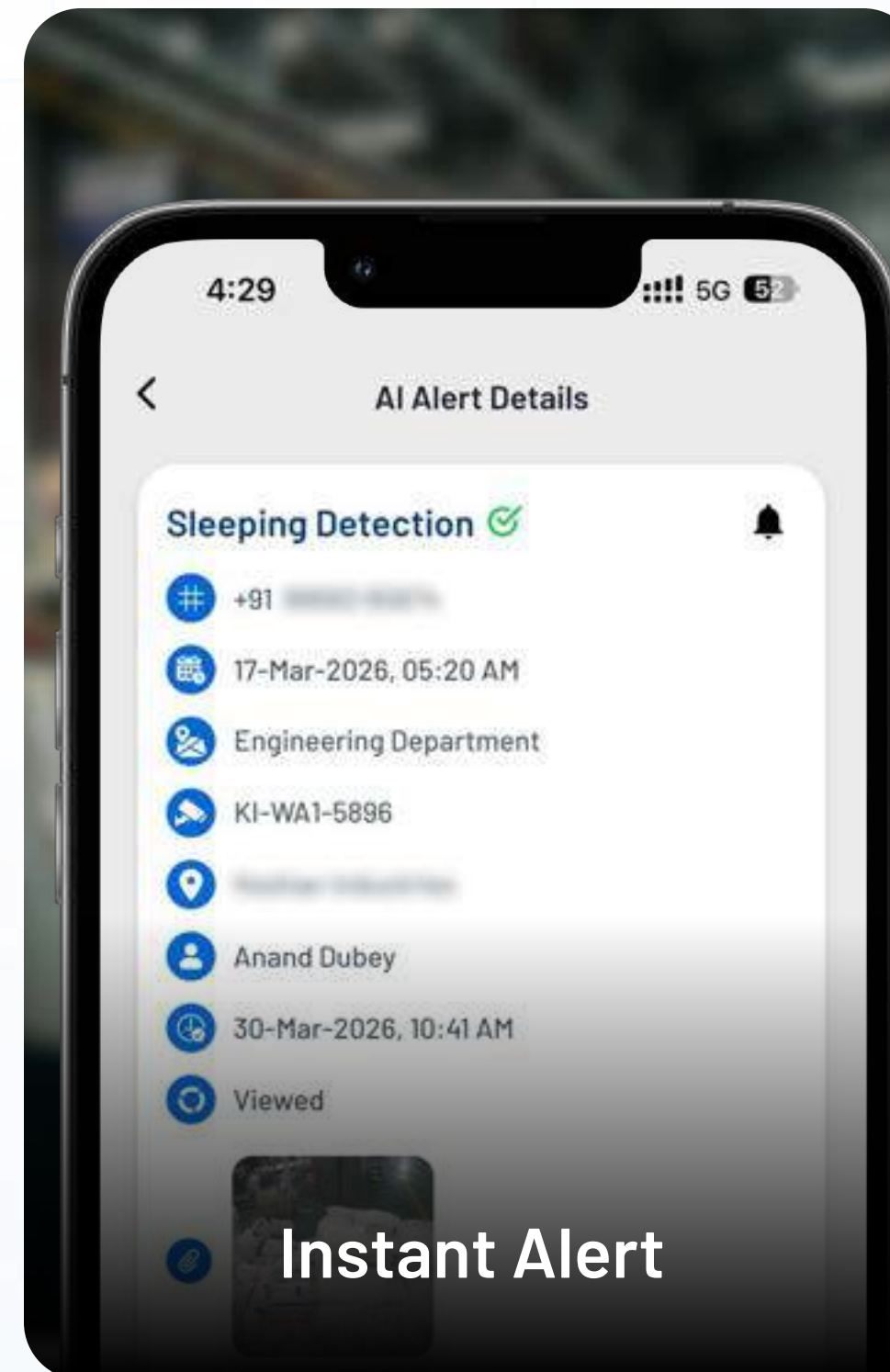
Image shows start and stop times of a machine for a selected date.



Images showing idle person detected from different angles.

Operator Accountability & Night Shift Productivity

We were spending more on maintenance every month and our night shift was consistently underperforming. Spotem showed us why.



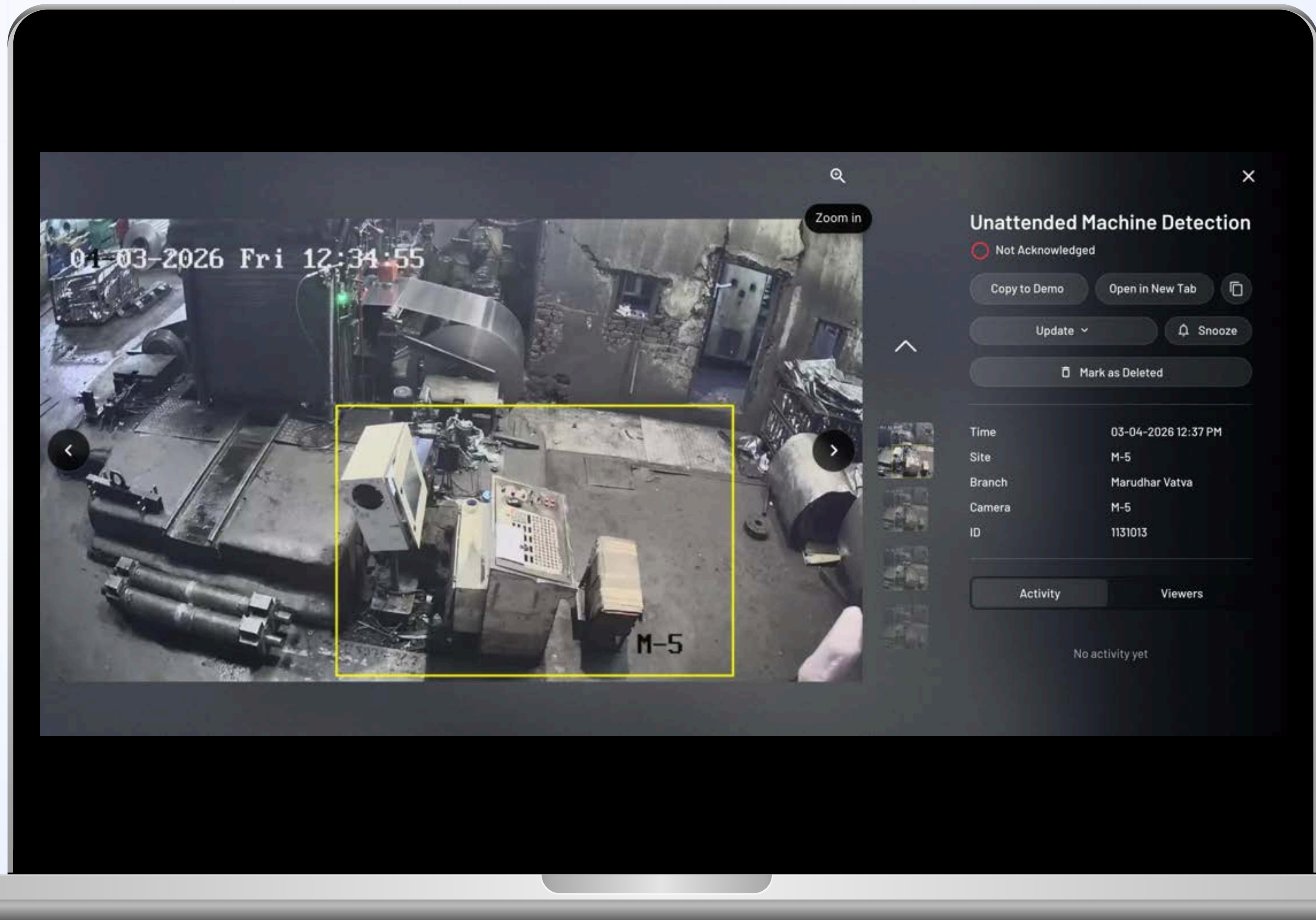
Client: Marudhar Industries Ltd. (Manufacturer of Aluminium Coils, Foils, Flexible Packaging & Retail Products)

On any production floor, if a machine is running but no one is watching it, things go wrong. At Marudhar Industries, this was a silent but consistent problem. Frequent machine breakdowns and inconsistent product quality had become a routine struggle, and the root cause was hiding in plain sight..

Spotem's **operator unavailability detection** changed that. The moment a running machine was detected **without an operator**, the system flagged it and sent an alert to the supervisor immediately. What previously went unnoticed now happened in plain sight. When confronted about the same, Operators became more disciplined and within weeks, the team began to **see fewer unplanned breakdowns, less wastage**, and a **more consistent output quality**, not because the machines had changed, but because the people running them were now accountable in a way they had never been before.

Spotem uncovered one more pattern that was quietly hurting night shift productivity. **Sleep detection** flagged workers found sleeping and an **immediate alert was sent to the supervisor**, allowing them to act without having to physically patrol the floor through the night. As a result, night shift output, which had historically been inconsistent, **began to stabilize within weeks**.

Unplanned breakdowns reduced, wastage dropped, and night shift output stabilized, not because anything changed on the floor, but because everyone on it knew they were no longer invisible



Detailed view of an unattended machine alert with image, location, time, and options to update the alert.



People detected sleeping in different positions.

THE RESULTS

Across All Three Manufacturers

WHAT CHANGED	IMPACT	ROI
Downtime response time	From 30 to 60 min to under 5 min	Less production loss per stoppage event
Repeat machine stoppages	Reduced by ~60% with preventive maintenance	Lower maintenance cost, higher output consistency
Effective machine utilization	Improved from 5.5 hours to over 7 hours per shift	More output from the same workforce and machinery
Mobile phone distraction on floor	Measurable behavioral shift within 2 weeks	Improved output without any additional headcount
Operator unavailability on machines	Flagged in real time, acted on immediately	Fewer machine breakdowns, less wastage and more consistent output quality
People gathering & sleep detection	Both flagged instantly, supervisors alerted	Night shift output stabilized without adding supervisory headcount
Performance decisions	Moved from assumption-based to data-backed	Faster, more accurate decisions at every level

WHY IT WORKS:

The Spotem Advantage

The reason Spotem delivers results quickly is simple:
it works with what you already have.

- ▶ **No new cameras. No lengthy IT projects. No disruption to production.** It plugs into **existing CCTV infrastructure** and is operational **within days**. The intelligence layer, alerts, dashboards, behavior detection, pattern analytics, sits on top invisibly, running **24/7**.
- ▶ And critically, **Accountability is handled with evidence**. Any confrontation is backed by **clear, consistent, and documented data**, not assumptions. That changes the **culture of a floor** faster than any policy ever could
- ▶ Manufacturers who have deployed Spotem typically see **returns** that go **well beyond productivity gains**. From **reduced energy costs** to **lower maintenance spend**, the **financial impact adds up faster** than most expect.



Spotem does not wait for incidents to happen. It tracks activity in real time, so the warning comes before the damage. The factories that will win the next decade are the ones with the ability to know what is happening on their floor, at any moment, and act on it right away.

Spotem gives you that.

See what Spotem finds on your floor.

