



**Hertzler Systems Inc.®**

*Turning Data into Knowledge*

Products  
Solutions  
Training  
Consulting

# GainSeeker Suite for Six Sigma

"I needed to automate my data collection system because doing it by hand was killing me. With GainSeeker I have a measurement system in place that has driven dozens of projects and saved my company hundreds of thousands of dollars."

Master Black Belt  
Financial Services Company

## Building a Measurement System

Six Sigma is one of the most exciting and beneficial practices to come into business management in recent years. Now in use at hundreds of major corporations around the world, Six Sigma enables organizations to reduce or eliminate scrap, waste and rework in business practices. When executed well it can save a company millions of dollars.

Six Sigma companies are data-driven. They make improvements that matter and they know the impact of those improvements because all changes are based on data. To build this data-driven culture you need cost effective ways to collect and manage the critical data that drives Six Sigma. That's where Hertzler's GainSeeker® Suite can help:

- Reduce costs and cycle times of Six Sigma projects by automatically collecting critical outcome data (Critical Y's) and the inputs that drive those outcomes (Critical Xs)
- Focus attention on improvement opportunities through innovative Defect Improvement Charts in service and manufacturing businesses
- Quickly uncover hidden sources of variation with the help of GainSeeker's unique Analysis Wizard.
- Drill down into data to quickly identify the significant opportunities for improvement
- Build a powerful enterprise database warehouse of data for Six Sigma
- Connect with other information systems to streamline and reduce operational costs
- Share data easily with MINITAB and other systems for advanced statistical analysis by Six Sigma Black Belts

GainSeeker is built to serve the needs of companies in a variety of industries including:

### Discrete Manufacturing

- Electronics
- Aerospace
- Plastics
- Metals and much more

### Services & Transactional

- Manufacturing back office
- Financial services
- Sales & Marketing
- Call centers

### Process Industries

- Foods
- Packaging
- Oil & Gas

## What role does GainSeeker play in the Six Sigma process?

### Situation

Six Sigma Champion for a major aerospace manufacturer.

### Critical Issue

His company had launched a corporate-wide Six Sigma initiative. However his team couldn't identify the improvements they needed to make, and they didn't have the data they needed to make those improvements.

### Reasons

According to the champion, "We had out-of-date and disparate systems throughout our plant. Our number one impediment to Six Sigma was getting data for the Analysis and Improvement phases as we trained our Black Belts. They were ready to go, but they couldn't get meaningful data."

### Vision

The champion envisioned automated data acquisition of massive amounts of data from software and devices including CMMs, gages, PLCs and production control software. He wanted to store this data in the company's Oracle data warehouse, and make it available to quality staff for standard reporting, or to the Six Sigma teams for use in all phases of their Six Sigma projects. Hertzler provided them with these capabilities with QA/S GainSeeker® SPC and GainSeeker Defect Management.

### Result

According to the Champion, "The Hertzler solution has enabled us to rapidly deploy and support dozens of Black Belts and Green Belts and realize substantial savings over the last year. Hertzler's solutions have been especially effective in helping us in the Measure and Control Phases of our Six Sigma Processes."

## GainSeeker Compliments MINITAB

Many Six Sigma practitioners already use MINITAB, the world's most popular advanced statistical software. MINITAB is an essential tool for the Six Sigma Black Belt, and GainSeeker compliments MINITAB by providing the most comprehensive and flexible automated data acquisition in the industry.

As J.P. Mulley, MINITAB Product Manager put it: "The number one enhancement request for MINITAB that's outside of our core competency to develop is automated, real-time data acquisition. Hertzler has an excellent package for this and we're pleased that they provide an easy-to-use link to MINITAB."

### First integration to MINITAB 14 Corporate Edition

Furthermore, GainSeeker is the first application to implement integration with MINITAB 14 Corporate Edition. This combination helps users address the thorny problem of bridging islands of data for MINITAB analysis.

GainSeeker doesn't care if data are stored in other databases, XML, Excel spreadsheets, an ERP system, or an OPC Historian. It has the capability to access the data and either provide a view into the existing data set or perform ETL (extraction, transformation, and loading) on the data in order to build a central repository of information. With the new link to MINITAB Corporate Edition, this data is even more readily available to MINITAB for analysis.

Traditionally, this information has been quality data. However, as more customers are focusing their Six Sigma efforts into the front office, we are increasingly dealing with transactional data such as cycle times, on-time delivery percentages, and profit margin numbers.



**Hertzler Systems Inc.®**

*Turning Data into Knowledge*

2312 Eisenhower Dr. N.  
Goshen, IN 46526  
Phone: (574) 533-0571  
Fax: (574) 533-3885  
Email: [info@hertzler.com](mailto:info@hertzler.com)  
[www.Hertzler.com](http://www.Hertzler.com)  
[www.EnablingSixSigma.com](http://www.EnablingSixSigma.com)

"We're very excited about Hertzler's integration with MINITAB Corporate Edition. They're the first vendor to take advantage of the Corporate Edition's new open integration and customization capabilities, and they've created tremendous value for their customers."

J.-P. Mulley  
Product Manager  
Minitab Inc.