Faclon Labs

About Faclon Labs

Faclon Labs is a start-up that helps collect, process, and analyze data points to provide insights regarding water usage, quality, and costs. Founded by IIT students, this budding venture is making data useful for practical purposes. What's more, all the information can be accessed at any time and from anywhere on their web or mobiles.

Scale-Up Intervention

Faclon Labs was a fledgling innovation when they joined the cohort. They lacked a clear and specific business model and processes – a classic trait of a new startup.

We turned to our **external mentor - Mr. Ravi Mariwala,** Managing Director at Scientific Precision Pvt. Ltd. who helped them craft a model that tilted toward the channel partner route. This would work best as the channel partners would have established connects in the industry. Moreover, he also helped them study various consumer segments to create a robust pricing model and value proposition for each of them. Faclon Labs now had a scientific approach in running the business.

They also faced a functional challenge - the production and operations were not optimized leading to the increased cost of production and poor quality of output. The team didn't have the expertise and experience to scale up their production processes. We brought in **Rishabh Jain, Supply Chain Manager at Marico Limited** as a mentor on the project to solve for the challenge.

The mentor suggested that, in order to cut down on losses and service the expected orders, the manufacturing systems and processes at the back end needed to be more robust.

This could be done by focussing on :

1 Production line optimization i.e. set up processes for efficient assembling and fabrication of final products. The outcome can be measured by yield rate, resource utilization, and consistency.

2 Quality assurance check-points so products consistently meet the quality requirements. Setting up of standardized practices and checks will ensure.

3 Deploy efficient vendor management systems so as to ensure quality delivery and competitive pricing. Parameters like quality, cost, consistency and lead time could be used to judge vendors.

While we were working with the mentors and Team Faclon Labs, we also had a young trio – a student team from S. P. Jain Institute of Management and Research who joined our scaling up the journey. The experience of the mentor mingled with the fresh perspectives from the students to identify on-ground workable solutions.

Conducted a complete diagnosis of the manufacturing cycle and created SOPs and KPIs for all processes.

Created distinct roles for the different interfaces in the systems.

Standardized operational timelines to streamline workflow and cycle time.

Created an inventory tracking process to provide high visibility and prompt support.

Impact Generated:

Faclon Labs took the insights and adapted the learnings to best suit the organization. The result?
From manufacturing up to 5 devices per day they are rolling up to 50 devices per day. This increase in manufacturing capacity has enabled Faclon Labs to service more client orders and in a more systematic manner. They were able to fulfill orders at a faster rate leading to an increase in client base and faster installations.