



4 quality strategies that help maximize ROI in challenging markets

EBOOK

Discover how quality-focused strategies can achieve up to 3x ROI

Executive summary

Octave provides the technology quality professionals need to build a culture of quality and safety that delivers business value.

When markets contract and costs rise, improving quality is one of the fastest ways to protect margins and drive measurable ROI. You can turn quality into a strategic advantage by:

1. Consolidating your quality systems to eliminate redundant tools and hidden costs while giving leaders a unified view of performance and risk
2. Centralizing supplier management to close compliance gaps, accelerate collaboration and improve ROI
3. Turning compliance into innovation by automating workflows and enabling teams to build new quality solutions that save time and money
4. Integrating quality with operations so shop-floor data drives real-time decisions, helping to reduce the cost of quality

Together, these strategies have helped manufacturers reduce waste and strengthen resilience during market volatility, while generating ROI potential of up to 3x (or more).



01

Consolidate your quality systems

Most manufacturers run dozens of disconnected quality tools across sites. Each one requires separate maintenance, administration and audits.

That redundancy doesn't just cost money — it hides systemic issues and slows decision-making. Consolidating into a single platform can eliminate millions in waste and create a unified view of risk and performance.

The fix

- Consolidate document control, CAPA, change management, supplier quality and analytics into one configurable QMS platform
- Start by inventorying systems, licenses and administrative hours to identify redundancies
- Replace site-level tools with unified workflows and reporting to ensure quality data flows seamlessly across the enterprise

The ROI

FUJIFILM cut servers from 7 to 3, reduced administration time from 1,500 to 750 hours per year and saved \$60,000 annually after consolidating onto Octave Reliance (formerly ETQ Reliance).

FUJIFILM



Decrease
servers from
7 to 3



Reduced
administration hours
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750 per year



Saved
\$60,000
annually

02

Centralize supplier contract management

Supplier data often lives in spreadsheets, shared drives and inboxes scattered across regions. That fragmentation slows approvals, increases compliance risk and exposes sensitive data. Without a single secure source of truth, teams lose time chasing files instead of managing performance.

The fix

- Create a single secure system of record for supplier contracts using role-based access controls
- Integrate supplier profiles, audit results and spend data so every stakeholder sees one trusted version of supplier performance
- Use supplier portals to enable two-way collaboration without exposing your internal network
- Use your supplier scorecards to keep track of the rules of import and export from each country to gain visibility into your options

The ROI

Kimberly-Clark built a centralized Contract Management module in Octave Reliance and extended it with the Reliance Cloud Portal for secure collaboration, achieving a 3,200% ROI by replacing manual processes and redundant tools.



Built
centralized
module



Create
secure
collaboration



Replaced
manual processes
and redundant
tools

03

Automate compliance for proactive change

In many organizations, compliance work is slow, manual and reactive. Every change request becomes an IT ticket and innovation stalls under the weight of paperwork. Treating compliance as a process to automate rather than a burden to endure delivers enormous productivity gains.

The fix

- Enable teams to configure forms, workflows and validations directly in the QMS without coding
- Build an internal “development life cycle” process to standardize how new quality applications are requested, built and deployed
- Track hours saved and rework avoided to demonstrate how compliance automation drives ROI

The ROI

Rheem used Octave Reliance to create its Reliance Development Life Cycle (RDLC), automating new application development and saving 3,000 man-hours across three projects, achieving a 650% ROI within the first year.



Created
customized
development
lifecycle



Automated
new application
development



Saved
3,000 hours

04 Integrate quality operations

Quality assurance and quality control often work in silos. When inspection results and shop-floor data aren't connected to the QMS, problems are discovered too late, leading to rework, scrap and missed delivery dates. Integrating QA and QC closes the loop between production and quality, turning data into real-time decisions.

That redundancy doesn't just cost money — it hides systemic issues and slows decision-making. Consolidating into a single platform can eliminate millions in waste and create a unified view of risk and performance.

The fix

- Integrate with enterprise systems, such as ERP, CRM, PLM and MES directly with your QMS to capture nonconformance data in real time
- Automate defect detection, disposition and traceability so teams can act immediately when issues arise
- Use integrated dashboards to measure rework, scrap and supplier performance continuously rather than after the fact

The ROI

Wabtec connected Hexagon metrology systems with Octave Reliance to capture defects automatically and feed them into nonconformance workflows, reducing its total cost of quality by more than one-third while improving on-time delivery.

A large diesel-electric locomotive producer for freight and passenger applications



Captured
defects
automatically



Reduced
total cost of
quality by more
than 33%



Improved
on-time
delivery

About Octave

Octave is a leader in enterprise software, turning data into decisive action and intelligence into your edge. Our software solves for and simplifies complexity, from the design and build to operations and protection of people, property and assets – for any scope, at any scale. For decades, we’ve partnered with customers to sharpen performance, elevate efficiency and amplify results. From factory floors to entire cities, our solutions are tuned to scale up what’s possible from day one onward.

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