



DISRUPT OR BE DISRUPTED: NAVIGATING YOUR IoT
DIGITAL TRANSFORMATION JOURNEY TO MITIGATE RISK
AND DELIVER ROI



In a world of connectivity, the future of industrial automation is now.

Over the last 20 years, automation in manufacturing has transformed factory floors and opened up a new era in manufacturing -- one in which humans and machines increasingly work side by side.

Between 2018 and 2020, the number of connected devices in the manufacturing industry will double, market analysts say, disrupting every part of the production process from development to supply chain management.

Ahead of the American Manufacturing Summit, Generis Group spoke with Shoplogix to discuss this disruption, the effects of automation on manufacturing and the future of the industry.

In this eBook, we explore how industrial automation is changing the manufacturing landscape; what manufacturers need to do to unlock the value of data from the production floor all the way up to the C-Suite; how organizations can leverage IoT to create a more efficient manufacturing process; and the benefits of implementing a performance management solution.

Industrial automation is changing the manufacturing landscape with digital leading the road to transformation.

Industrial automation takes investment. Starting down the path of digital transformation can help manufacturers justify capital investment by identifying the amount of lost production and the potential capacity increases they need to justify the automation projects they so desperately want to deliver.

Having an IoT Smart Factory platform can help justify these projects and ensure they are acquired for.

Manufacturers can leverage IoT to create a more efficient manufacturing process and deliver ROI.

Most organizations expect great ROI from IoT and digital transformation, but as organizations embark on this journey, they are quickly realizing that ROI has to be achieved in small steps. The key is to achieve your ROI in stages and continue the journey through a thin layered strategy to facilitate rapid deployment and layer on added functionality. This approach allows organizations to realize ROI quickly, thus maintaining executive support for additional capabilities to be added in future building to the Smart Factory.

Data: Enabling Real-Time Decision Making.

Existing business systems are often disconnected from the real-time happenings on the plant floor. The ability to measure and classify availability and performance downtime is key, with real-time feedback being a number one goal to drive action and accountability. With Shoplogix's Performance Management Software for Smart Factory, reporting can be viewed across users in a variety of formats depending on user level and data can be seen for each machine or process -- or summarized across an entire plant, region or enterprise. This sort of accessible data allows for enterprise visibility and integration across plants that drives more informed decision making and reduced operational costs.

Unlocking the value of data from the production floor to the C-Suite.

As big data grows as a result of digital transformation, organizations will start to realize that employees at different levels of the typical manufacturing organization consume information differently. Any solution you build or buy should deal with disseminating information to every level in the right way, in the right amount, at the right time.

Adoption of these platforms is the only way to unlock the value the platforms can deliver. So part of any solution should be the ability to provide oversight by management and executives. They can utilize information to make investment and capacity decisions.

Smart Factory Platform: Buy vs Build?

Many companies have approached the digital transformation journey by enlisting talented IT and engineering staff to develop the connections, software and reports needed to deliver their plans.

To answer the question of buy vs build, a manufacturer should first determine the answer to three additional questions:

- Can you ensure that these employees are dedicated, available and employed with your organization for the life of the project?
- Can these employees be 100% dedicated to this initiative or do they have other functions to address?
- Have they done this before and do they have the level of expertise required?

Working with a technology partner eliminates the trial and error stages, provides direct access to a knowledge base and can often be deployed in significantly less time than building internally. A technology partner has perfected the solution through the evolution of learnings based on customer deployments over the years. Comparatively, it would take years to reach that level of expertise internally, constantly lagging behind what is available in the market. Partnering with an industry leading solution provider can deploy the technology in as little as one week.

The question manufacturers need to ask themselves is: How long would it take to build the technology solution internally? Can the manufacturer deliver it in a week?

For most organizations, the answer would be no.

Data analytics can lead to noticeable improvements across operations.

Most studies and business surveys suggest that the biggest impacts provided by Digital Transformation are around:

- Improved Operational Efficiency
- Improved Employee Productivity
- Predictive Maintenance Analytics to drive machine reliability
- Reduced operation expenses
- Greater insight and control of processes

Manufacturing industry prediction: the next 5-10 years.

There is a level of uncertainty over how to start and deliver the promise of Digital Transformation. The road to a Smart Factory is a lengthy journey that requires integrating people, processes, systems and data across the enterprise. Over the next 5 years, manufacturers will focus on the adoption of Smart Factory components and implement these solutions to drive their competitive advantage and profitability. They will start by deploying technology to eliminate the manual process currently in place in many NA plants. As employees become comfortable with this new way of working with technology, they will build on the infrastructure and truly digitally transform their organizations.

As part of that process, system integration across all functions of the manufacturing and supply chain will become increasingly important. As manufacturers increasingly rely on technology, the need to up-level and train employees to become more tech-savvy will drive organizations' priorities to create a Smart Factory. By the end of the next 5 years, we will see organizations leverage aspects of AI on a broader scale to drive efficiency, reduce maintenance, increase quality and reduce costs -- saving time, money and resources.

The Shoplogix Difference.

Our philosophy of continuous improvement is very much aligned to our customers' desire to find innovative and better ways to deliver products to the market. Our goal is to help our customers do this more profitably. As a result, Shoplogix is uniquely positioned to provide our industry-leading Smart Factory platform based on our knowledge base from our proven enterprise deployments.

We have been helping manufacturers improve their overall efficiency and plant floor engagement for over 15 years. Our client base has grown to over 1,000 plant installations across 32 countries and as a result, coverage via direct channels has grown to provide local support. We are constantly working with our clients to enhance our solution so that it can scale to support enterprise visibility around operational efficiency.

Our growth and client success can be attributed to the following key aspects that allow us to deliver a Rapid ROI for clients:



Join Shoplogix at the American Manufacturing Summit 2019.



Nick Marchioli, VP of Sales at Shoplogix will present on the topic, Disrupt or be Disrupted: Navigating Your IoT Digital Transformation Journey to Mitigate Risks and Deliver ROI. His discussion will focus on implementing IoT in a pragmatic thin layered approach to deliver ROI; addressing the obstacles of infrastructure, connectivity, skilled labor, and end user requirements; and transforming factories to be as smart as the people operating them. Visit the [event program](#) to find out more.