Restoring holistic, sustainable value creation in Manufacturing and supply chain operations

software AG

The post pandemic world brings inflationary pressures, supply chain uncertainty, labor shortages, non-traditional sales channels and heightened sustainability challenges.

17%
of the total purchase journey is spent meeting with suppliers.[1]

25%
reduction in operational costs by combining hyperautomation technologies with redesigned operational processes.[2]

35%
market growth rate for XaaS with $131B in revenue up for grabs by 2025.[3]

1 - 5 ways the future of B2B buying will rewrite the rules of effective selling

2 - 2021 top trends in manufacturing industries

3 - IoT & Analytics, entering the decade of equipment as a service – characteristics of the machine outcome economy

Refocusing **priorities:**

Omnichannel Excellence

Reimagining sustainable, efficient operations

Connected Products as a Service

2/3

of B2B buyers prefer remote human interactions or digital self service.[4]

75%

of the top 20 global consumer goods companies will engage in an ecosystem partnership contributing to growth and sustainability goals by 2024.[5]

20%

of industrial equipment manufacturers will support equipment as a service (EaaS) by 2023.[6]

Drive sales through traditional and digital channels for B2B & new B2B channels like DTC.

Secure sustainable revenues & profits through digitalization of supply chains & operations coupled with resilient strategies and tactics.

Enable Smart Products that changes cost structures, services and revenue models.

4 - Omnichannel in B2B sales: the new normal in a year that has been anything but
5 - Top 5 strategic business trends in manufacturing industries for 2021
6 - Top 5 strategic business trends in manufacturing industries for 2021

These focuses come **with challenges**

Data Silo's Inhibit Successful Adoption

Information is not available to make correct, consistent and fast decisions to support a fast, personalized channel.

> Many manufacturing organizations have a complex mix of data sources and repositories that operate in silos with limited transparency, preventing strategic decisions from being made in a timely fashion.
>
> **Gartner[7]**

Comprehensive inclusion & consistent measurement

Consistently understanding operational costs and impacts impedes digitalization and consistent combining or cost, risk and environmental impact.

> Retail associates must be equipped and empowered for flexibility to improve productivity gains.
>
> **Gartner[8]**

Overcoming Nebulous IIoT Returns

A single "silver bullet" use case is rarely found due to varying customer requirements so providing multiple forms of services supported by a common technology is an absolute need.

> IIoT growth will be driven through a footprint of applications typically yielding $10 million to $100 million in revenue so implementing multiple use cases and scaling over time matters more than a single use case
>
> **McKinsey[9]**

7 - Gartner; Data strategy in manufacturing organizations, part 1: How to build It

8 - Gartner, Use total cost of ownership to optimize costs and increase savings

9 - McKinsey, Leveraging Industrial IoT and advanced technologies for digital transformation

What if you could generate holistic, sustainable value from transformed operations?

Critical capabilities
you need:
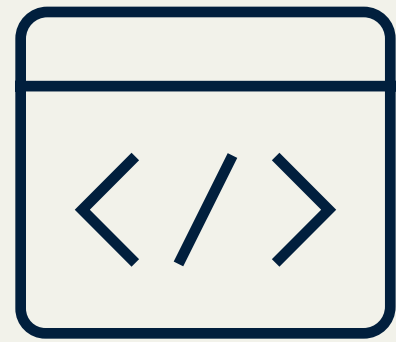
Data is a competitive pillar in your omni-channel offering:

A single low code platform to integrate applications on premises, in the cloud, or in IoT devices with Centralized visibility, management, and control of microservices & APIs.
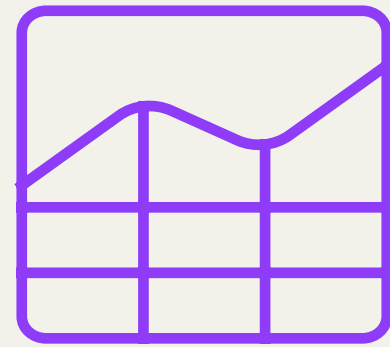
Comprehensive understanding of operations and strategy:

Continuous analysis and measurement of operating methods, impacts, outcomes and how this supports strategy and transformation initiatives.

Start Focused, Scale Far & Wide:

Self-service, low code IoT platform with integrated, advanced analytic capabilities including event streaming, predictive and visual analytics.

Take the next step

For more on how Manufacturers are delivering sustainable value see

↗ www.SoftwareAG.com/manufacturing

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