

IS YOUR DREAM SMART FACTORY WORTH THE COST?

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... IT DEPENDS ON

1

YOUR EXPECTATIONS

HOW SMART SHOULD YOUR FACTORY BE AND BY WHEN?

**HOW ARE YOU GOING TO MEASURE THE RESULTS?
ARE THEY MEASURABLE?**

HOW DO YOU DEAL WITH UNCERTAINTIES?

2

YOUR ACTIONS

**STATUS QUO EVALUATION AND SUSTAINABLE
DIGITALIZATION STRATEGY**

**TRANSFORMATIVE CULTURE: CONVERGENCE
OF PEOPLE, TECHNOLOGY, AND SYSTEMS
CULTURE OF CHANGE AND COLLABORATION**

WHY INVEST? WHERE CAN DIGITAL TECHNOLOGIES HELP?

RISK MITIGATION AND COST REDUCTION

Cybersecurity tools, predictive maintenance, sustainability and energy efficiency tools, analytics for the supply chain



BRIDGING THE SKILLS GAP

Generative AI chatbots and virtual assistants, low code programming, remote operations, predictive maintenance, automating digital tasks



EFFICIENT OPERATIONS

Centralized data management: data analytics, digital twin, virtualization, visualization, edge and cloud, flexible architecture



WHAT ABOUT RESULTS OF DIGITAL PROJECTS?

TOP TARGETS OF DIGITAL PROJECTS

PRODUCTIVITY YIELD AND THROUGHPUT

ENERGY MANAGEMENT AND COSTS

CUSTOMER ENGAGEMENT

MAINTENANCE

PROCESS VISIBILITY

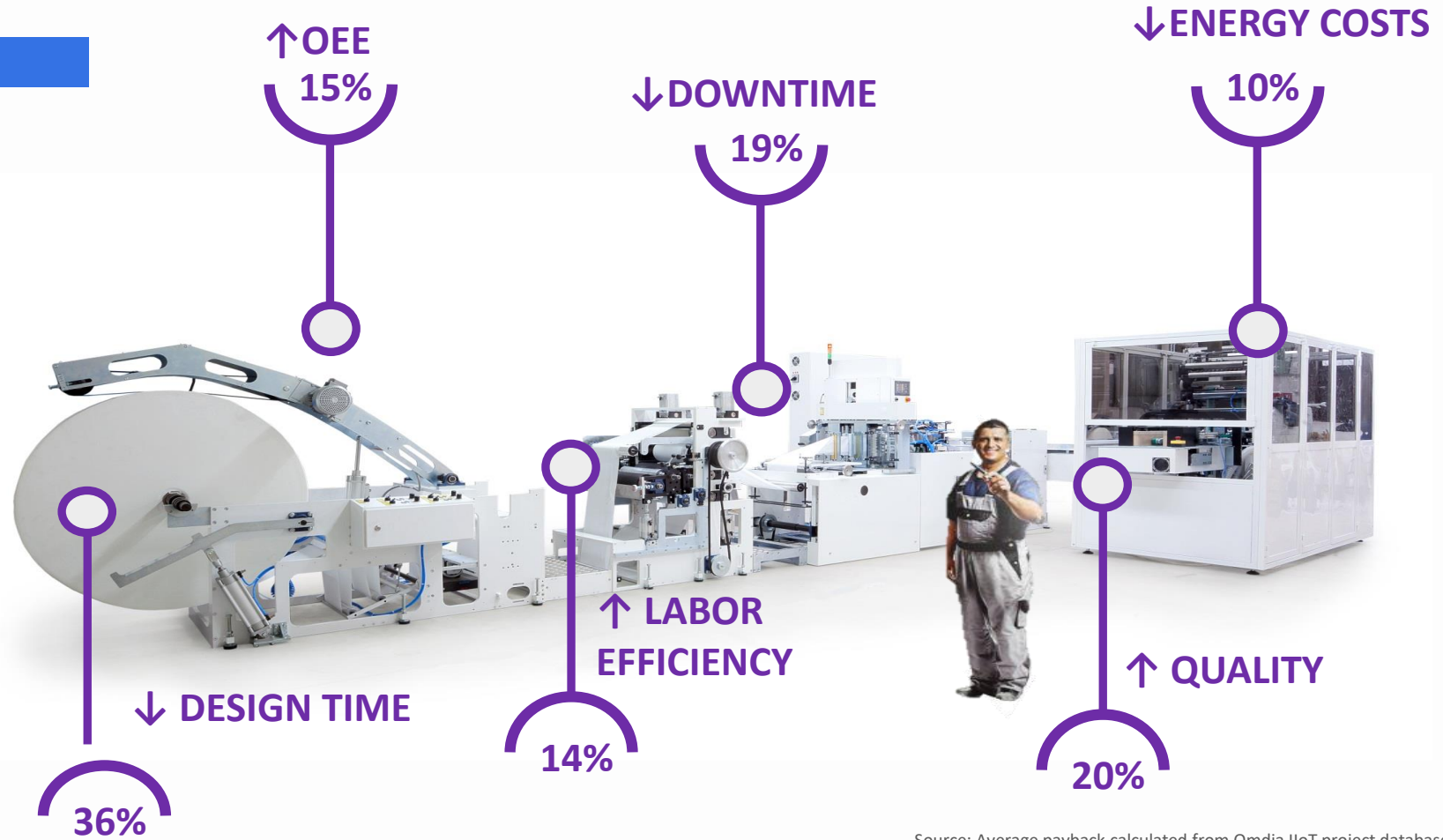
QUALITY

SUSTAINABILITY

REDUCE DOWNTIME

VS.

AVERAGE PAYBACK OF DIGITAL PROJECTS

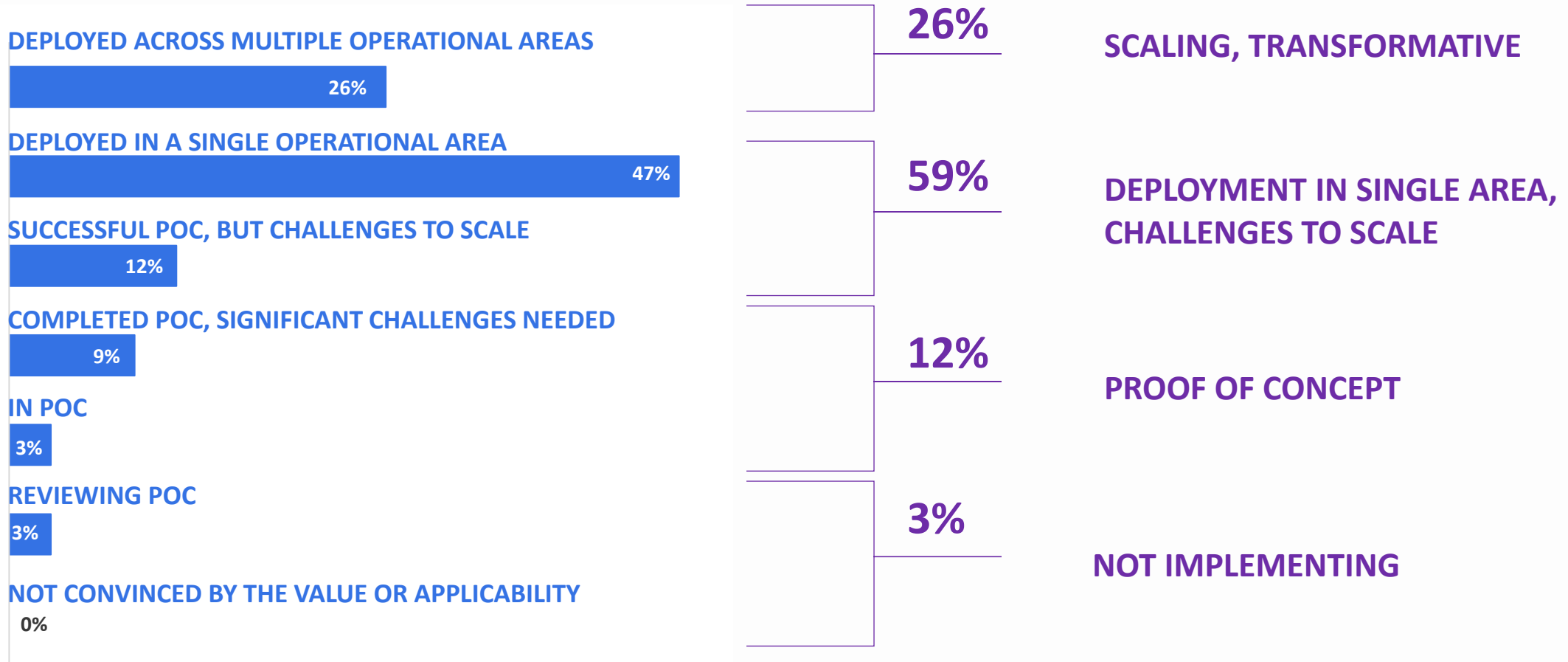


Source: Omdia IT Enterprise Insights Survey 2024, Sample Size 309

Source: Average payback calculated from Omdia IIoT project database

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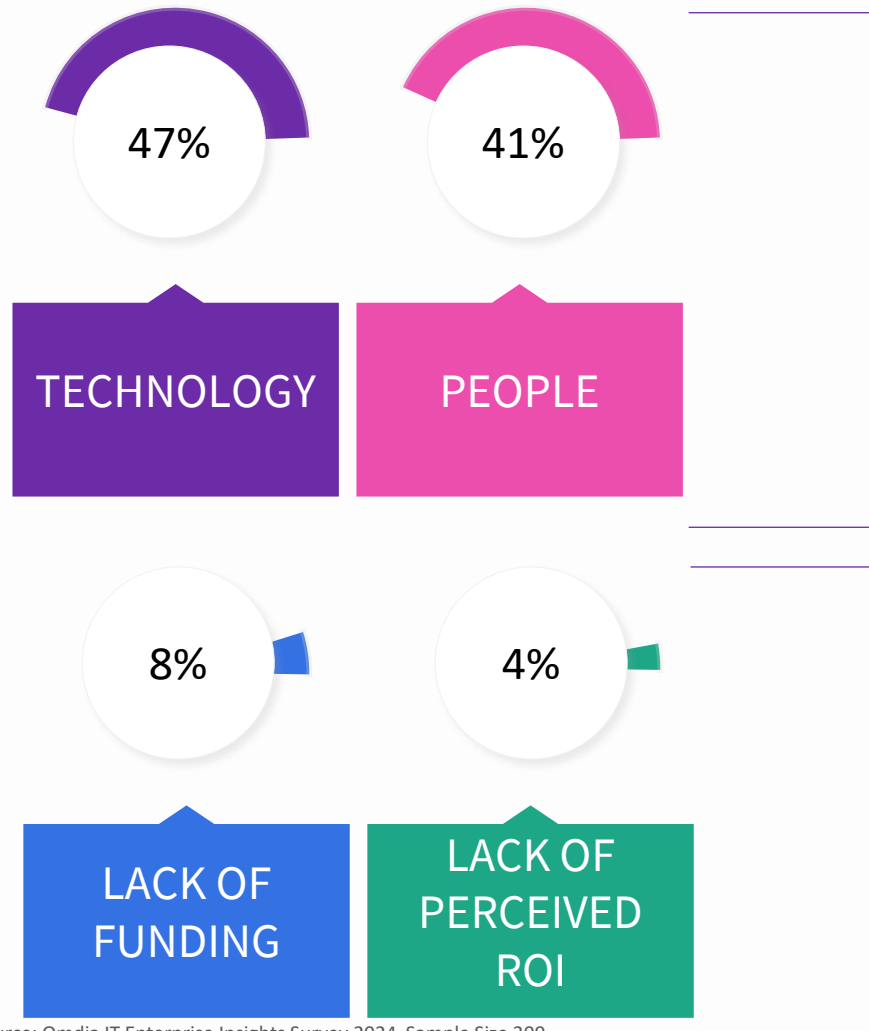
HOW MANY DIGITALIZATION PROJECTS ARE SUCCESSFUL?



Source: Omdia, Industrial Cloud and Edge Compute Survey - 2023

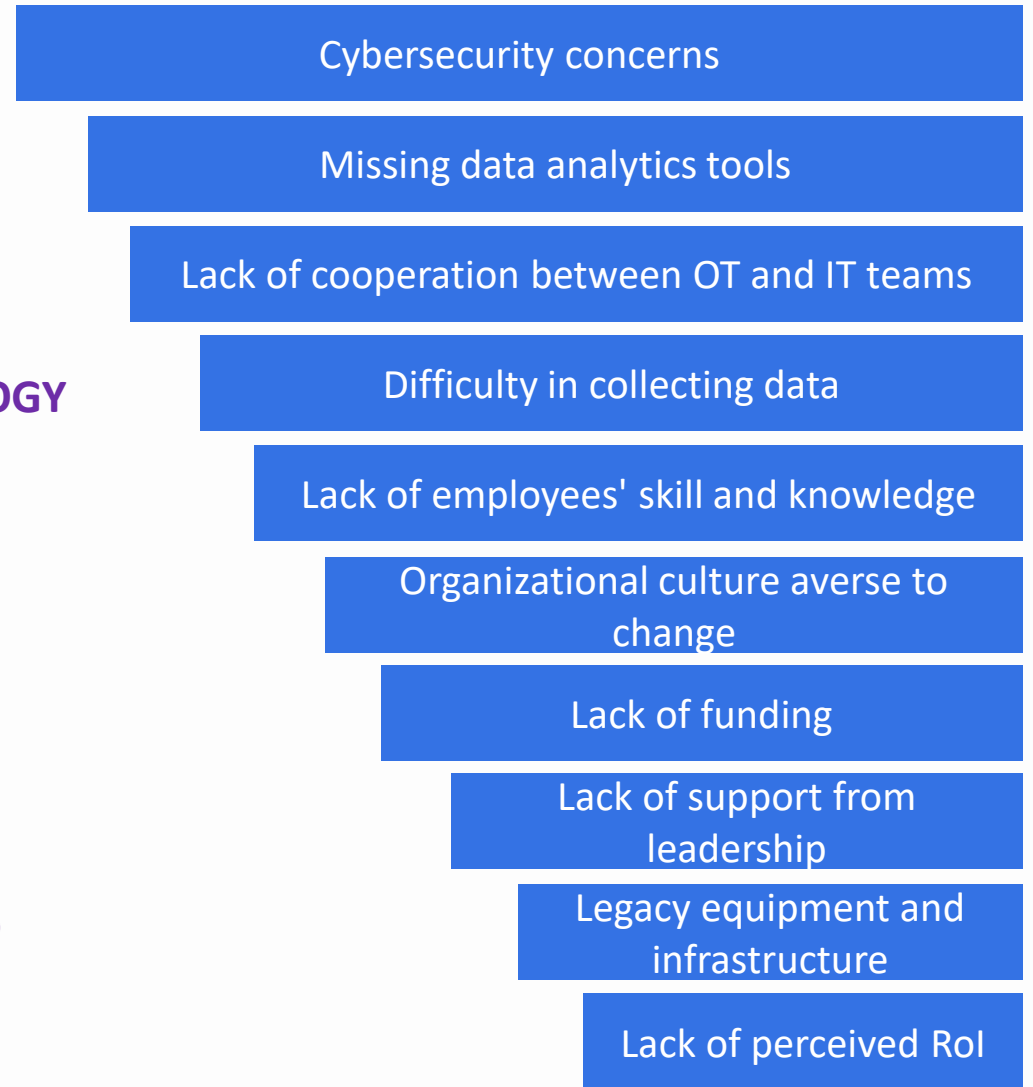
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THE MAIN CHALLENGES?



88%
PEOPLE AND TECHNOLOGY CONVERGENCE

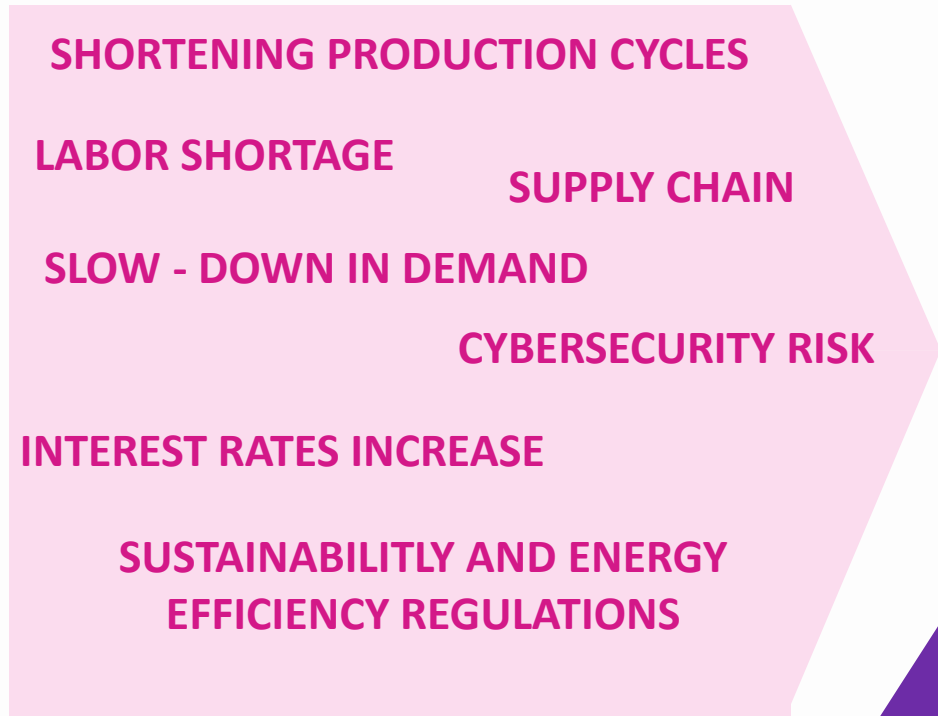
12%
INVESTMENTS AND MISSING ROI



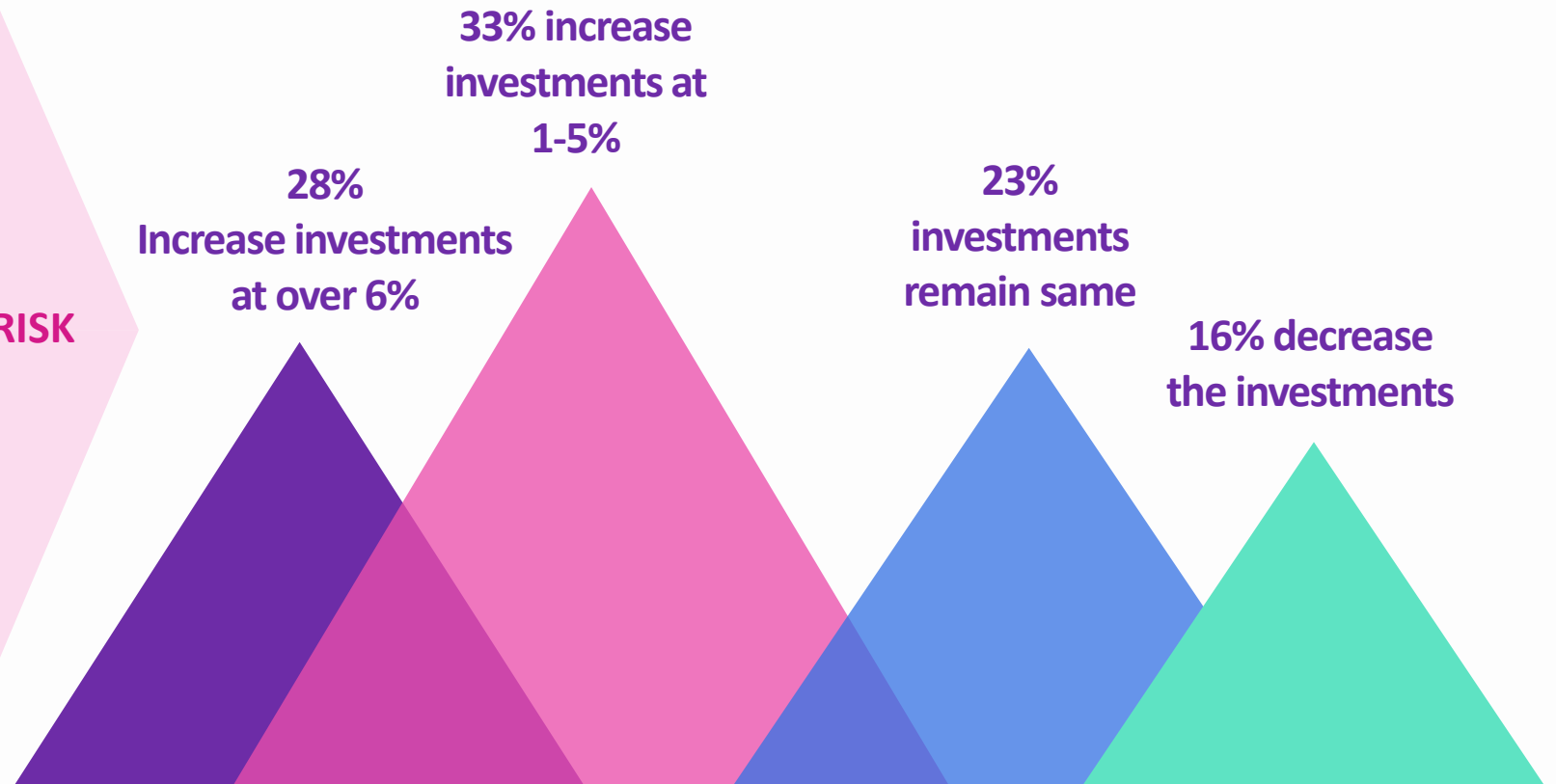
Source: Omdia IT Enterprise Insights Survey 2024, Sample Size 309

DO WE HAVE A CHOICE?

CHALLENGES IN MANUFACTURING



Over 60% of manufacturing companies are increasing the investments in the IT projects in the next 18 month



Source: Omdia IT Enterprise Insights Survey 2024, Sample Size 309

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HOW TO MAKE (AND TO KEEP) YOUR DREAM SMART FACTORY
WORTH THE COSTS?