



manufacturing + engineering week

Stand: **E75**





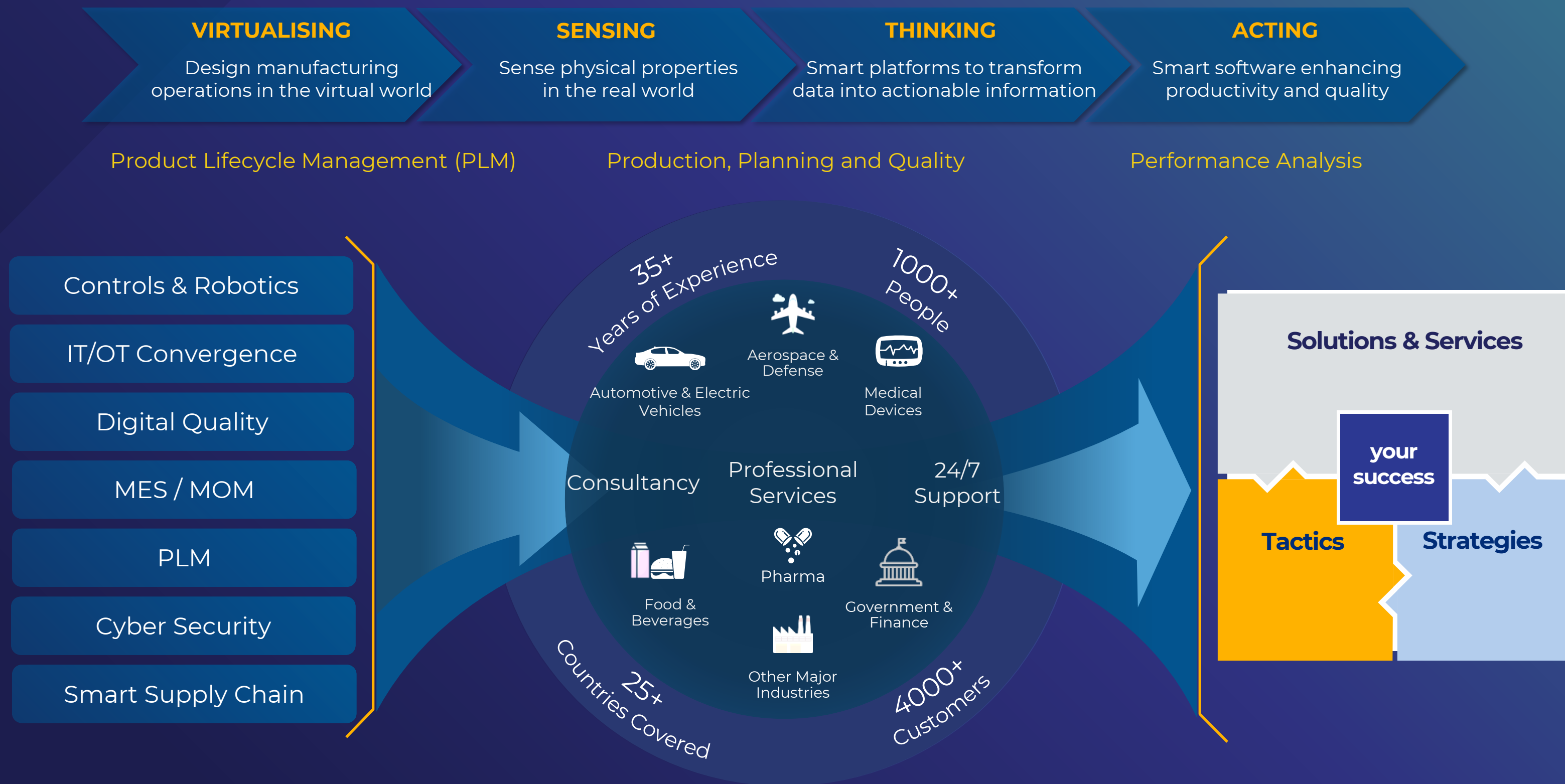
Mark Priestley

“Digital transformation is not a technology project, it is business transformation”

<https://www.linkedin.com/in/mark-priestley-ba4b5266/>



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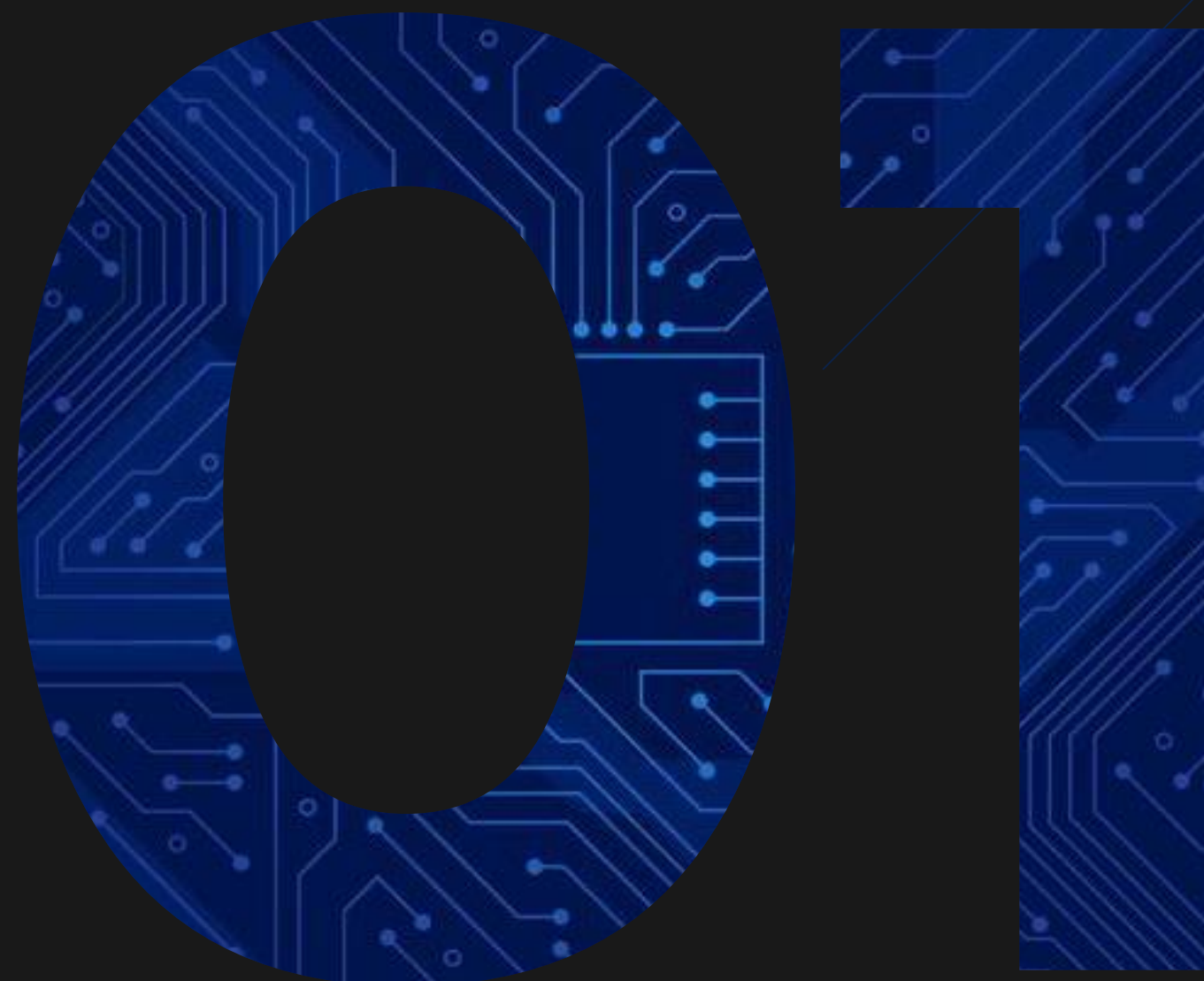
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Digital Rising

CHOOSING THE RIGHT
DIGITAL TRANSFORMATION STRATEGY

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**THE
WHY.**

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IT'S TIME.



KNOW THE RULE

It's a simple fact. Businesses become extinct when they don't adapt to their rapidly changing environments. The current disruption due to the COVID pandemic is creating a watershed movement akin to the financial crisis of 2008, which proved that companies who suffer the least are always the ones who are most able to adjust to their environment.



ADAPT TO THE ENVIRONMENT

Regardless of size and capacity, there is a clear divide in our current manufacturing industry between the companies that struggle to survive, and the ones who thrive. The common quality behind the success stories is their acceptance and embrace of the DIGITAL, as well as the ability to create a modern environment that allows learning, adapting and consequently improving.



MAKE THE CHOICE

It's a simple choice. Getting stuck on archaic but familiar methods and fearing to invest in change OR making the leap towards the future and going through a digital transformation that will ultimately optimize your business and evolve your company into its fullest potential.

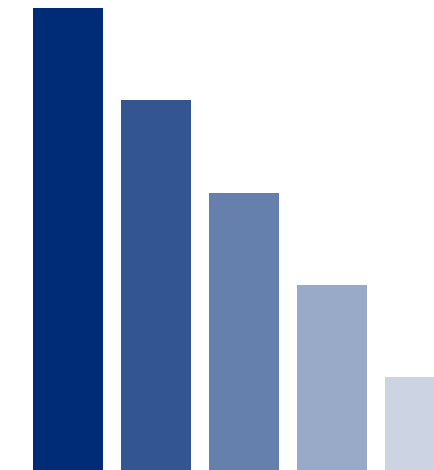
FAILED TO ADAPT.

At one time these companies were at the top of their respected industries, although they failed to adapt, it doesn't necessarily mean they aren't still operating. Which ones do you remember?

 **BlackBerry**



 **myspace**[®]
a place for friends



Polaroid


xerox[™]

YAHOO!





TRIED TO ADAPT.

66%
Recognize

\$1.3T
Invested

70%
Failed



Where are you with your digital strategy?



**THE
PROCESS.**

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CHOOSE WHERE TO FOCUS.

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EXPLORE



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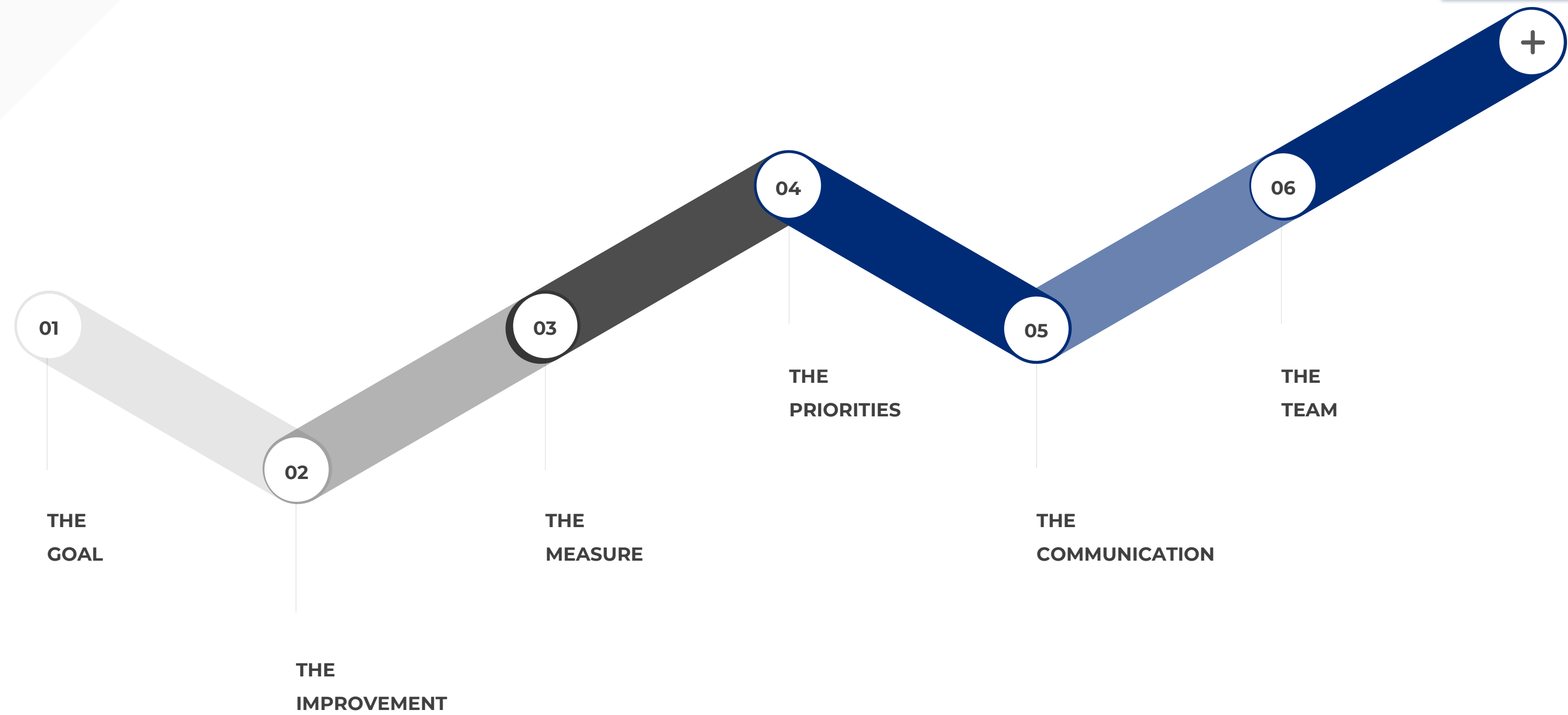
EVALUATE



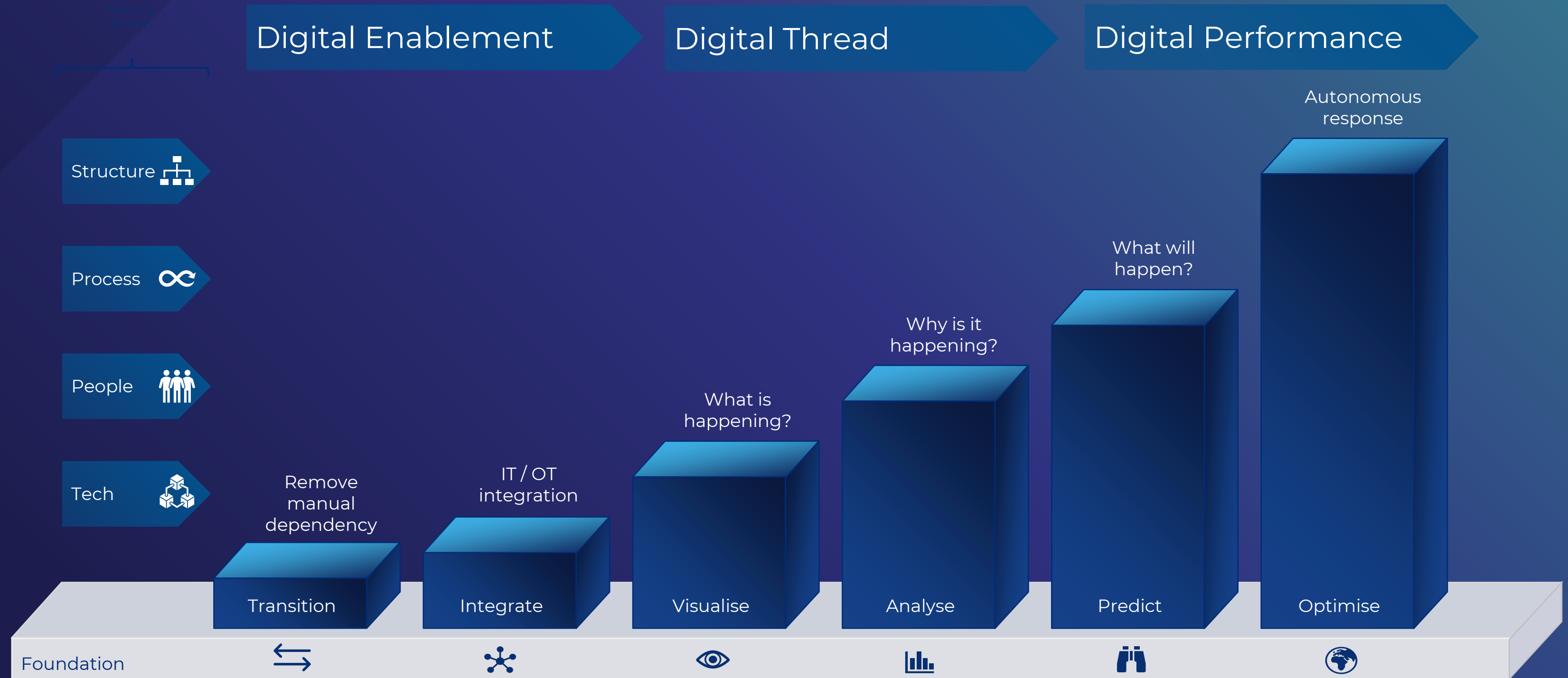
REALISE



LET'S GET DIGITAL



DIGITAL JOURNEY MATURITY





What is your Maturity level?

DIGITAL JOURNEY

IDENTIFY



Plan is continually changing	Investment in WIP too high	Bottle necks appear to drift	Inventory levels too high	Asset utilisation too low	WIP & FG
Equipment is incorrectly configured	Parts built to incorrect specification	Efficiency calculation is inaccurate	Ad-hoc quality measures	Downtime capture manual / inaccurate	Waste
Excessive overtime	Overproduction – making too much / too early	Over engineered design	Utility costs are too high	Hidden factory is reality	Indirect Costs
The wrong resources are being used	Work instructions are out of date	Paper based tracking is inefficient	Shop floor data collated is inaccurate	Paperwork is in storage / wrong / incomplete	Cost of Compliance
Operators unsure what to do next	Resources are unavailable at start of work	Equipment is inefficient and manual	Equipment fails during production	No visibility of production Issues	Cycle Time
Maintenance can't prioritise	Can't predict equipment failures	General asset care is not conducted	Equipment data isn't available	Do not receive auto notification of failures	Maintenance Costs
NPI's take too long	Production not agile enough for demand	Designs aren't fit for manufacturing	Configuration management isn't in control	Can't compare as built	NPI Cycle
Too many localised solutions	Network unable to support manufacturing	There is no defined master data source	Manual inaccurate reporting	Restrictive IT infrastructure	IT/OT Costs
Lack of technology strategy	Utilisation of in house knowledge	Inconsistent approach to projects	Projects fail to meet internal expectations	Solution support is risky	In-House Capability

DIGITAL JOURNEY

VALUE



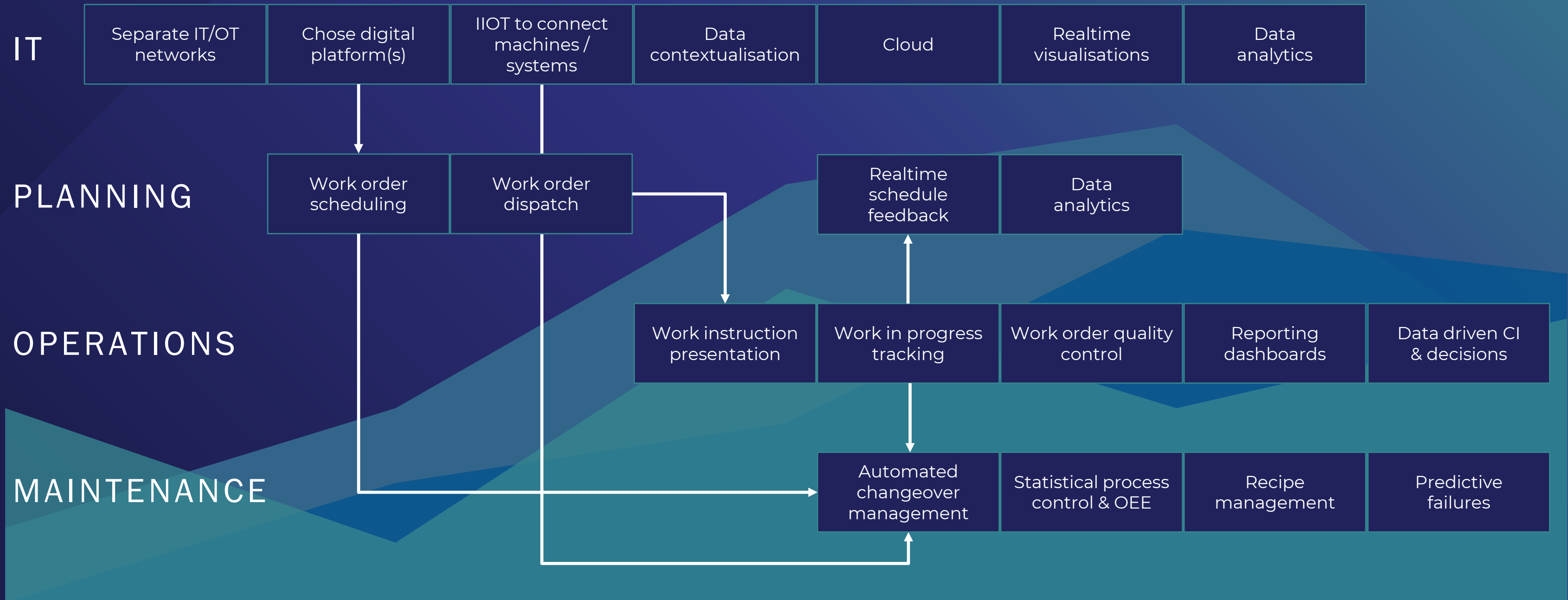
3Y COSTS	VS	Plan is constantly changing -£60k	Investment in WIP too high £17k	Bottle necks appear to drift £15k	Inventory levels too high £126k	Asset utilisation too low £1,4m	WIP & FG
		Equipment is incorrectly configured £8k	Parts built to specification £473k	Efficiency calculation is inaccurate £16k	Ad-hoc quality measures -£695k	Downtime captured / inaccurate -£297k	Waste
		Excessive overtime £79k	Overproduction – not too much / too early £134k	Over engineered design £268k	Utility costs are too high £240k	Hidden factory is reality £Unknown	Indirect Costs
		The wrong results are being used £150k	Work instructions are out of date £87k	Paper based transcription is inefficient £89k	Shop floor data collection is inaccurate £120k	Paperwork is in storage / incomplete £28k	Cost of Compliance
INVESTMENT	VS	Operators unsure what to do next £24k	Resources are unavailable at start of work £146k	Equipment is inefficient and manual £657k	Equipment fails production £398k	No visibility of production issues £69k	Cycle Time
		Maintenance can't prioritise £57k	Can't predict equipment failures £1,1m	General asset condition not conducted £159k	Equipment data isn't available £142k	Do not receive automation of failures £75k	Maintenance Costs
		NPI's take too long £240k	Production not agile enough for demand -£2,5m	Designs aren't for manufacturing £145k	Configuration management isn't in control £437k	Can't compare as built £59k	NPI Cycle
		Too many different solutions £129k	Network unable to start manufacturing £165k	There is no defined master data source £28k	Manual input into reporting £80k	Restrictive IT infrastructure £25k	IT/OT Costs
TIME	VS	Lack of technology strategy £342k	Utilisation of in-house knowledge £45k	Inconsistent approach to projects £39k	Projects fail to meet initial expectations £750k	Solution support is risky £Unknown	In-House Capability

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What are your biggest challenges?



DIGITAL JOURNEY MAPPING





Q&A.

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Audience Q&A Session

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Thank you

