

ALIGNING MANUFACTURING GOALS

How to build consensus for success

Choosing a new software system in the rapidly changing manufacturing landscape is complex and confusing, with many stakeholders to satisfy.

On average, there are **6.8 influencers** involved in a technology purchase



Buyers give up on purchasing a software solution **39%** of the time, frustrated and overwhelmed as they attempt to get everyone to agree



With understanding and common goals for the outcome, you can focus on a solution that fully connects your manufacturing enterprise.

A TEAM EFFORT TOWARD CONNECTED MANUFACTURING

Your buying groups have common goals for this process



To meet these goals, each group must take specific actions



Document and communicate your group's needs; collaborate and align with peer groups



Convert points of disconnect to points of alignment



Agree on milestones and gate reviews to work through before proceeding to the next phase

KEY STAKEHOLDERS

MANUFACTURING OPERATIONS TEAM



FOCUS AREAS

- Improving resource productivity
- Managing inventory, job scheduling and quality assurance
- Satisfying customer expectations

CHALLENGES

- Finding appropriately skilled people
- Delivering quality to satisfy customer demands and regulatory compliance
- Leveraging real-time data to support decision making
- Finding intuitive and user-friendly systems

THE NEED FOR CONNECTED MANUFACTURING

With access to enterprise-wide data and tools needed for production control, the operations team will find opportunities to be leaner and more responsive to ever-changing customer demands.



BUSINESS MANAGEMENT TEAM

FOCUS AREAS

- Profitability and growth
- Meticulous revenue and cost management
- Robust, responsive and predictable supply chains
- Holistic, enterprise-wide planning

CHALLENGES

- Outdated and error-prone manual tools like spreadsheets
- Reconciling data from disparate systems with different file formats in order to produce accurate, reliable reports
- Lack of visibility to supply chain and production operations



THE NEED FOR CONNECTED MANUFACTURING

User access to enterprise-wide data enables holistic visibility across the business to make better, more informed decisions.

TECHNICAL STAFF



FOCUS AREAS

- Security, performance, accessibility, and reliability of IT infrastructure
- Serving internal and external customer needs for data reporting and analytics
- Automating and streamlining business and operational processes

CHALLENGES

- Time-consuming software maintenance and updates
- Keeping up with IT trends and new technology
- Stretching budgets to meet company needs
- Safeguarding current investments

THE NEED FOR CONNECTED MANUFACTURING

With manufacturing software delivered and managed in the cloud, you free up IT resources that can now address other high-value needs like data analysis and business process improvement.



See how Plex can be your expert resource for your connected manufacturing journey with the Definitive Guide to Connected Manufacturing at mfg.plex.com/DefinitiveGuideInfographicCTA



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