



# smart

## SOLUTIONS SUMMIT

### **Identifying and Capitalizing on Your Value Streams**

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## SOLUTIONS SUMMIT

**X** It's A Complex  
World Full of  
Distractions

**X** Understanding  
Value Streams And  
Capabilities

**X** How Do I Get  
Started?



# Unrelenting Set of Priorities



**Empower and  
augment workforce**



**Optimize  
production**



**Protect brand  
integrity**



**Accelerate  
business growth**



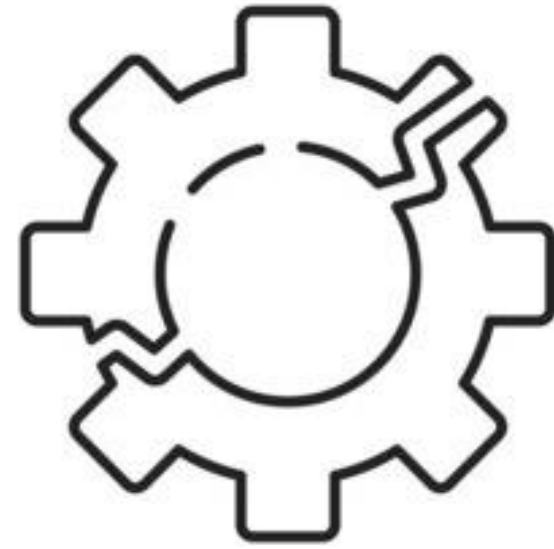
**Drive  
sustainability**

**Cybersecurity**

*Source: 8th Annual State of Smart Manufacturing Report*

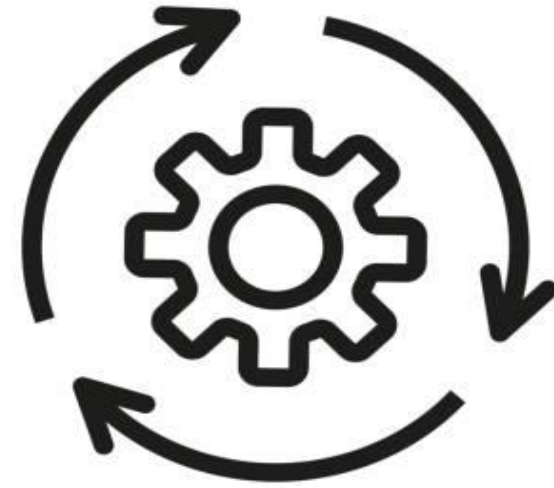
# Cultivate Ambition

**True transformation  
doesn't start with  
modernization**



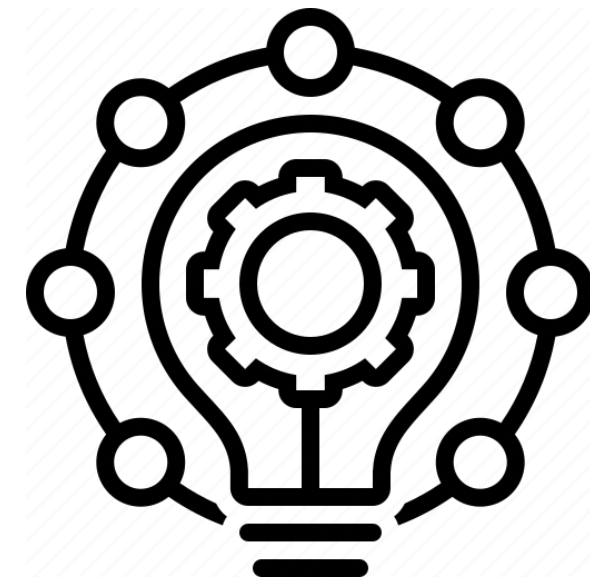
## DISRUPT

- Business Model
- Competitive Posture
- Value Proposition



## TRANSFORM

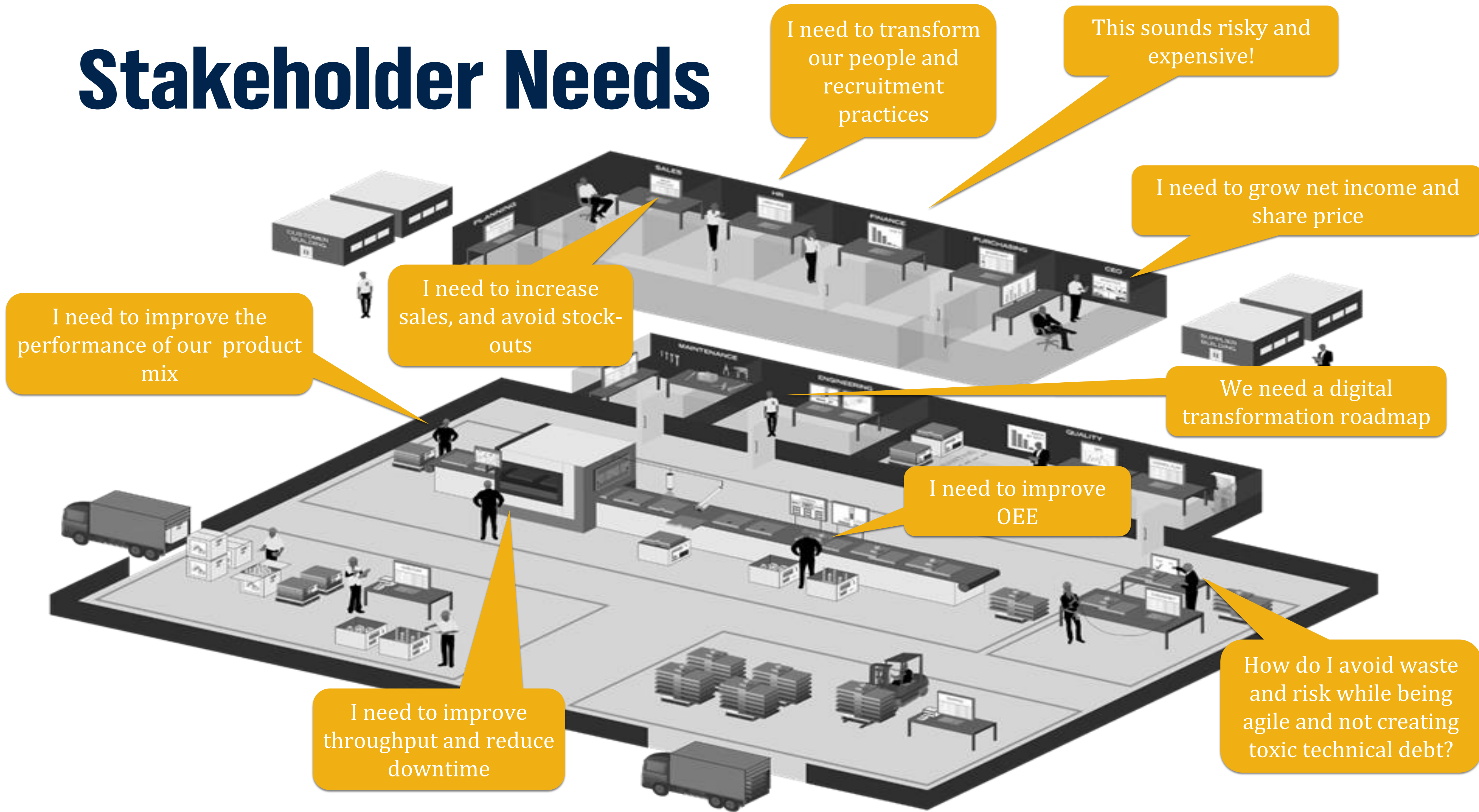
- Operating Model
- People
- Empowerment



## MODERNIZE

- Hardware
- Networks
- Software
- Security

# Stakeholder Needs



# Digital Transformation Obstacles

61%

## Insufficient ROI\*

Many manufacturers see insufficient ROI as a barrier to a successful transformation strategy.

70%

## Skills Gap†

Organizations do not have the required skills to adapt.

59%

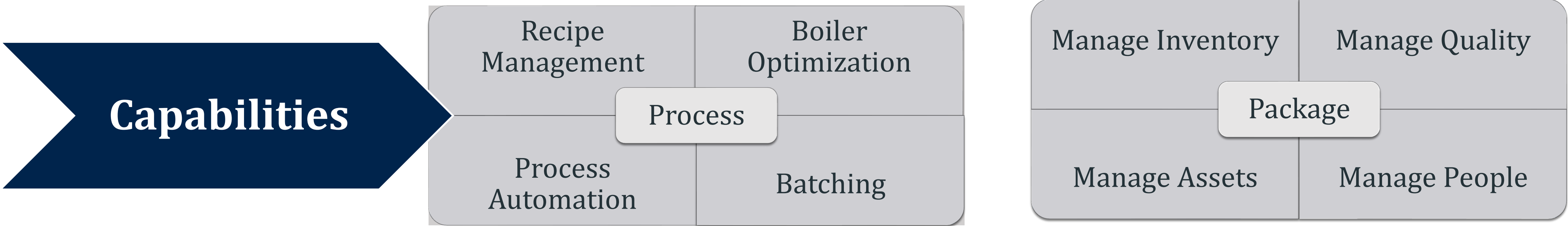
## Lack of Vision\*

With a daunting list of questions, it is difficult to know even where to start.



# UNDERSTANDING YOUR VALUE STREAMS

Create focus within the context of your broader landscape



# Asset Health and Visibility

Reduce Downtime Costs by Improving Performance



## Value Drivers

- Increase Capacity/Throughput
- Reduce Unplanned Downtime



## Relevant Metrics

- Number of Unplanned Downtime Events per Month
- Average Duration of Unplanned Downtime Events



## Business Impact

- Revenue Growth
- Margin Improvement
- Risk Reduction



# Getting Started



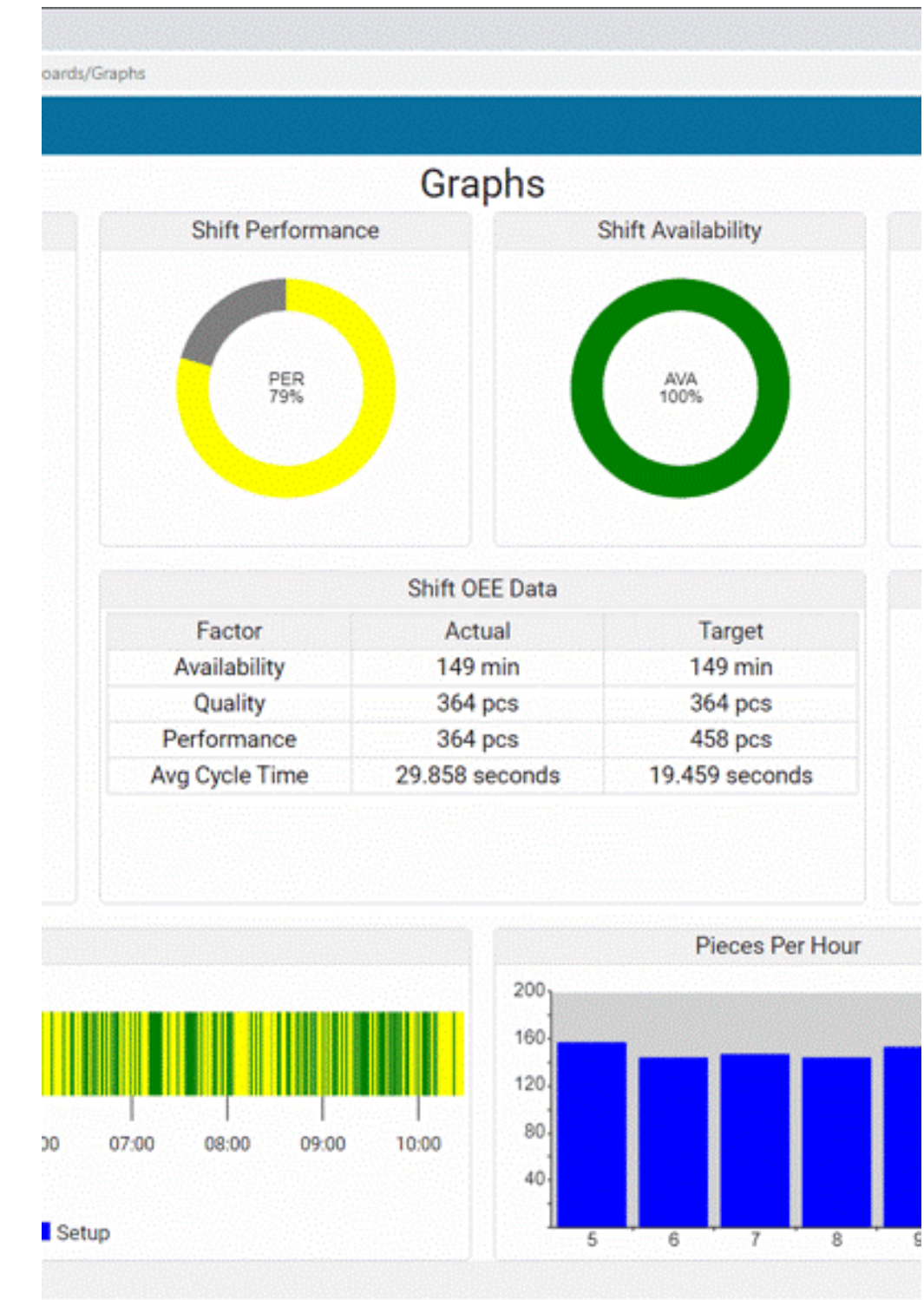
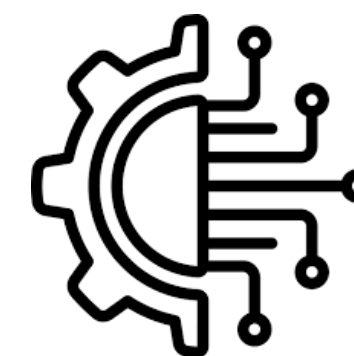
## Cross Functional Team



## SILO



## Agree on Capabilities



## Performance, Gaps and Value

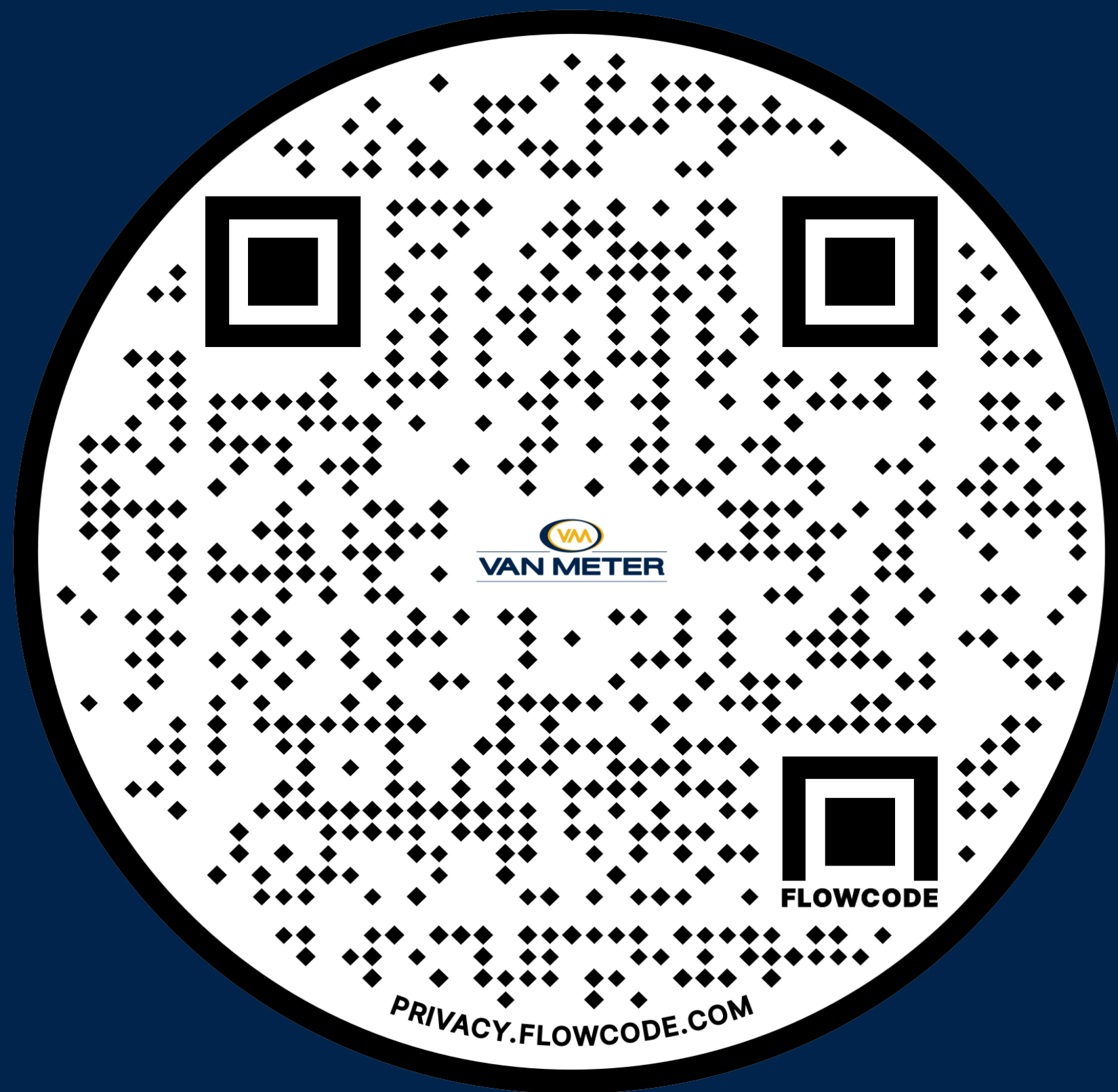




# Small Starts

## Avoid the Paralysis

For More Information Please Visit: [www.vanmeterinc.com/smart-manufacturing](http://www.vanmeterinc.com/smart-manufacturing)







# QUESTIONS?



# THANK YOU!

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WE WANT TO HEAR FROM YOU!

# BREAKOUT SESSION FEEDBACK

