

**THE  
STATE OF  
MANUFACTURING  
TECHNOLOGY  
REPORT**

The Five Key Takeaways

You Need to Know →

It's no secret manufacturers are looking to realize the promise of smart manufacturing in order to drive growth and stay ahead of the competition. At Plex Systems, we wanted to know what was driving these innovative businesses, so we partnered with LNS Research, a leading research and advisory firm, to survey a diverse set of more than 200 manufacturing executives and managers across several sectors, geographies, and sizes.

## HERE'S WHAT WE FOUND:

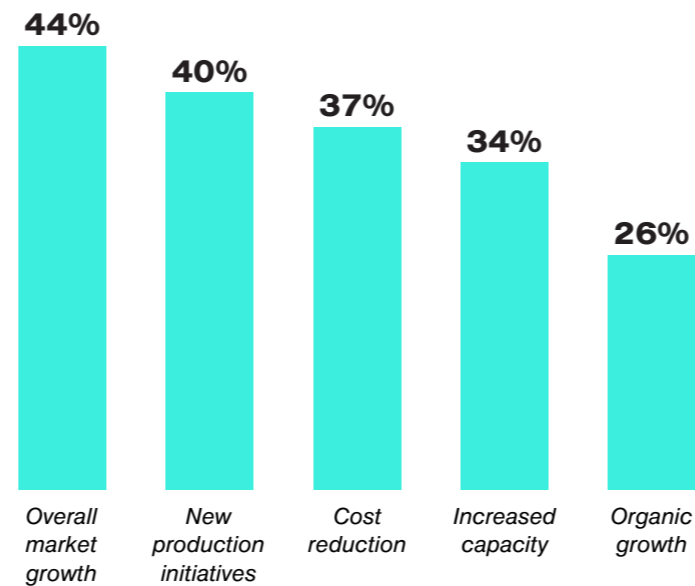
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### WHAT'S DRIVING GROWTH

Despite the many well publicized industry challenges of last year, 92% of manufacturers surveyed said their businesses were stable or even growing. And, even better news, manufacturers are planning for growth throughout 2020.

So, where is this growth coming from? According to our survey, manufacturers are looking to grow revenues and improve operationally.

*"What is currently driving or facilitating growth within your organization?"*

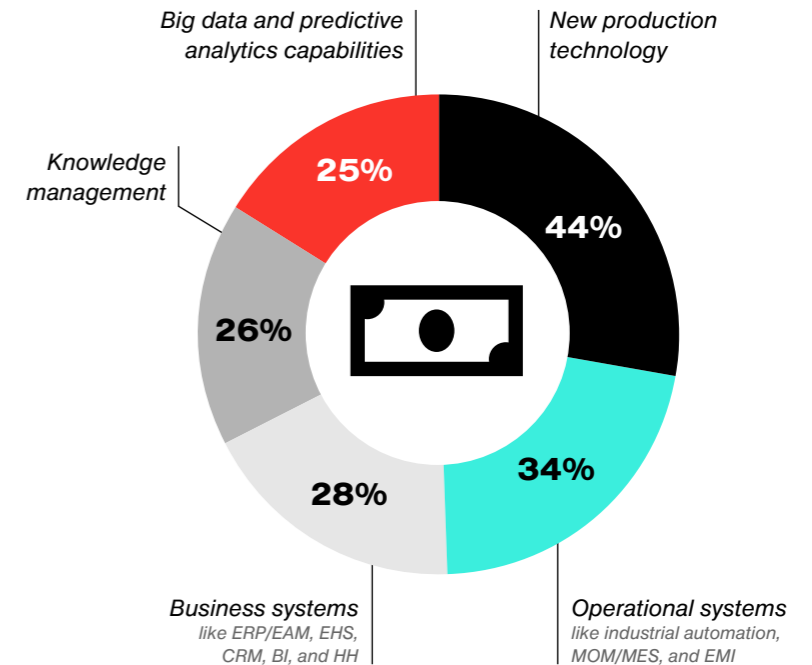


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### PRIORITIZING TECHNOLOGY

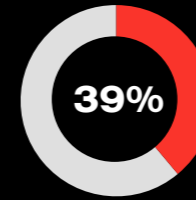
Manufacturers recognize that technology is key, but not all technologies are created equal. Professionals we surveyed are focused on technologies that will directly support or enhance the strategic growth initiatives they've put in place.

*"Where do you plan on making the most technology investments?"*



### 3 DATA-DRIVEN DECISION-MAKING

Manufacturers on the path to smart manufacturing are smart; they focus on technologies that collect and contextualize business and operational data to inform better decision-making and, in turn, better results. Leading manufacturers know that technologies that deliver visibility and insight are the keys to driving growth.



**of leaders are focusing their efforts on IT/OT convergence and Industrial IoT/Analytics systems**

### 4 THE TRANSFORMATION JOURNEY

To give them the leg up on the competition, manufacturers are looking to smart manufacturing. But, leading in smart manufacturing doesn't necessarily mean simply implementing the right technology. It's about using that technology to meaningfully transform the business.

According to LNS, leaders are those that have real success both in terms of business benefit and speed of the deployment of transformation programs. Most manufacturers we surveyed are in the early stages of their journey to smart manufacturing, but those that have made progress are successfully avoiding pilot purgatory and reaping the benefits.

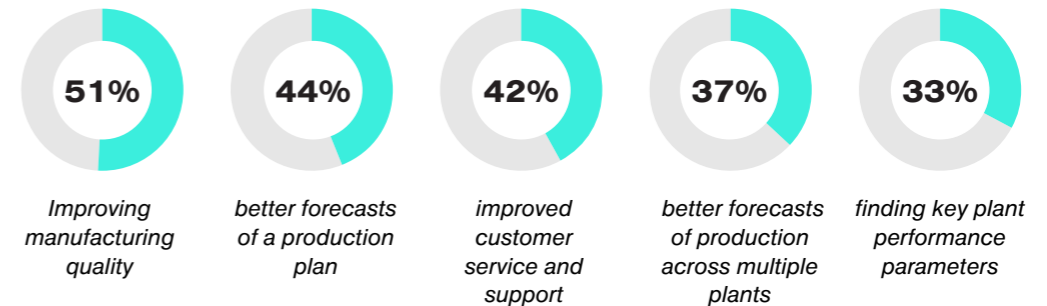
**"What is the general perception of your industrial transformation program?"**



### 5 TOMORROW'S TECHNOLOGY AND WORKFORCE

Smart manufacturers understand the future of work, including the skilled workforce shortage that will leave 2.4 million open positions vacant. But that doesn't mean companies are left without options. By using information to improve business and manufacturing performance across the enterprise, manufacturers automate, simplify, streamline, and reallocate their resources. All this puts people in charge of activities that provide higher value to the business. That's smart.

**"How are you using analytics to improve business and manufacturing performance across the enterprise?"**





# SO WHAT'S THE BOTTOM LINE?

## Smart manufacturers agree:

Technology, when applied strategically and executed solidly, is a defining factor in successfully overcoming industry and internal challenges to meet business objectives.

Plex Systems, Inc.® delivers the first smart manufacturing platform that empowers the world's leading innovators to make awesome products. Plex gives process and discrete manufacturers the ability to connect, automate, track and analyze every aspect of their business—from the shop floor to the top floor—to drive business transformation. Built in the cloud, the Plex Smart Manufacturing Platform includes MES, ERP, supply chain management, Industrial IoT, and analytics to connect people, systems, machines, and supply chains, enabling them to lead with precision, efficiency and agility in an ever-changing market. Learn more at [www.plex.com](http://www.plex.com).

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