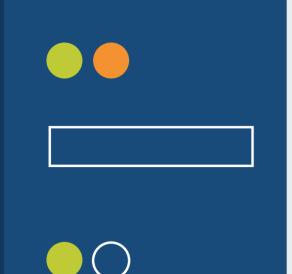
Your Path to **Connected Manufacturing**

A LIST OF CHECKPOINTS

Connected manufacturing paves the way for your enterprise's digital transformation, but finding the solution that fits your business needs can be a complicated and lengthy process.





How will you recognize your business needs?

What will success look like?

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- Are you able to execute on your strategy?
- Are you able to respond to market changes?

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Do you have inventory visibility and quality challenges? Are you operating in silos or do you have a unified, comprehensive view of your business?

How can you address those needs?

- Do you have the right technology to compete in the market?
- What functional solutions should you consider for your needs?
- Who needs to agree/decide?
- Do you have a business case?
- Do we need more modern software platforms?

What will you base your buying decision on?

- Do you have support from stakeholders throughout the business?
- Who should lead the process?
- Who will "own" and maintain the final solution?
- Does the solution solve for short and long-term concerns?
- Do you have functional requirements and are they cross-functionally aligned to your business needs?

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How will you compare solutions?

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Have you considered a cloud-based solution?

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- Do you have a prioritized/weighted solution wish list?
- Have you evaluated demos, trials, benchmarks, etc.?
- Are you seeking outside help from analysts and consultants?

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Have you asked customers and/or suppliers which solutions they use?

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How will you assess risk and negotiate as you get closer to a decision?

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Have you evaluated the implementation time/cost, pricing model, etc.?

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- Have you checked references and visited other users?
- Could you get more value by deploying across multiple plants?
- Would you get a deeper discount for a multi-year commitment?
- Have you performed an ROI/TCO calculation to see if the solution meets financial expectations?

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Now that you know the questions to ask yourself, take a look at 10 Critical Questions to Ask Your ERP Vendor



