

Connecting a manufacturing enterprise

In less than two years, Gartner says, the greatest source of competitive advantage for a third of all organizations will come from the workforce's ability to creatively exploit digital technologies. The manufacturing industry is no different as it addresses digital disruption, competes for new sources of revenue, and contends with the pace of change, inside and outside the enterprise.

Digitally connected workplaces open up many opportunities for competitive advantage in manufacturing because they touch every task performed by the people and machines that run the enterprise.

Digital workplace technologies unlock many competitive advantages, such as:

- Small-batch and personalized production of everything from automobiles to yogurt
- Faster implementation of ideas enabled by fluid collaboration
- Continuously optimized quality and output
- Complex and highly personalized service-based customer relationships beyond the sale
- Mitigated risks of breaches related to compliance and operational integrity

Complete Digital Workplace functionality for manufacturing



Trusted partner for your **Digital Journey**

Atos

Download the full white paper to learn:

- What's driving the business case for connected workplaces
- A simple but effective four-step process to connecting a manufacturing enterprise
- The role of cloud and its ability to deliver connected environments
- How behavioral analytics, device and machine learning can improve operational intelligence

Learn more about how a connected workplace would really work in your manufacturing enterprise.

To read the full version of this paper, visit:

<https://pages.atos.net/connecting-manufacturing-enterprise/>

Do you think a connected enterprise is too expensive?

By Paul Allan, Senior Vice President, Siemens Accounts, Atos North America

IoT devices typically range in cost from \$5-\$10, at the low end, to \$1,000 or more per device at the higher end. To begin a digital transformation journey, you don't need thousands of IoT devices to start seeing value in IoT technologies. You only really require 5 to 10 devices to build an ROI analysis and begin to understand the value that IoT can bring to your business. Ongoing configuration and support costs for these devices are minimal. Simply give the devices access to the internet via your corporate LAN/WAN, and the machine data will flow into the cloud in a pay-as-you-go model. You're talking hundreds of dollars investment, not millions.

These devices are all meant to be quickly and easily connected to begin the digital information flow. The cost of enabling the digital flow is actually relatively small compared to the benefits received from the data gathered.

To connect the people and processes in the rest of the enterprise, Atos delivers its Digital Workplace services in a monthly subscription model billed per-user. There's little to no capital expenditure. The devices for people are different from the devices for machines: phones and computers instead of IoT sensors. But per-user, it's a very low price because every component, from automated device provisioning to self-service tech support, is designed to reduce costs and increase efficiencies.

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