



# The Adaptive ERP for Manufacturing

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# Introduction



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# Where Did I Go Wrong?

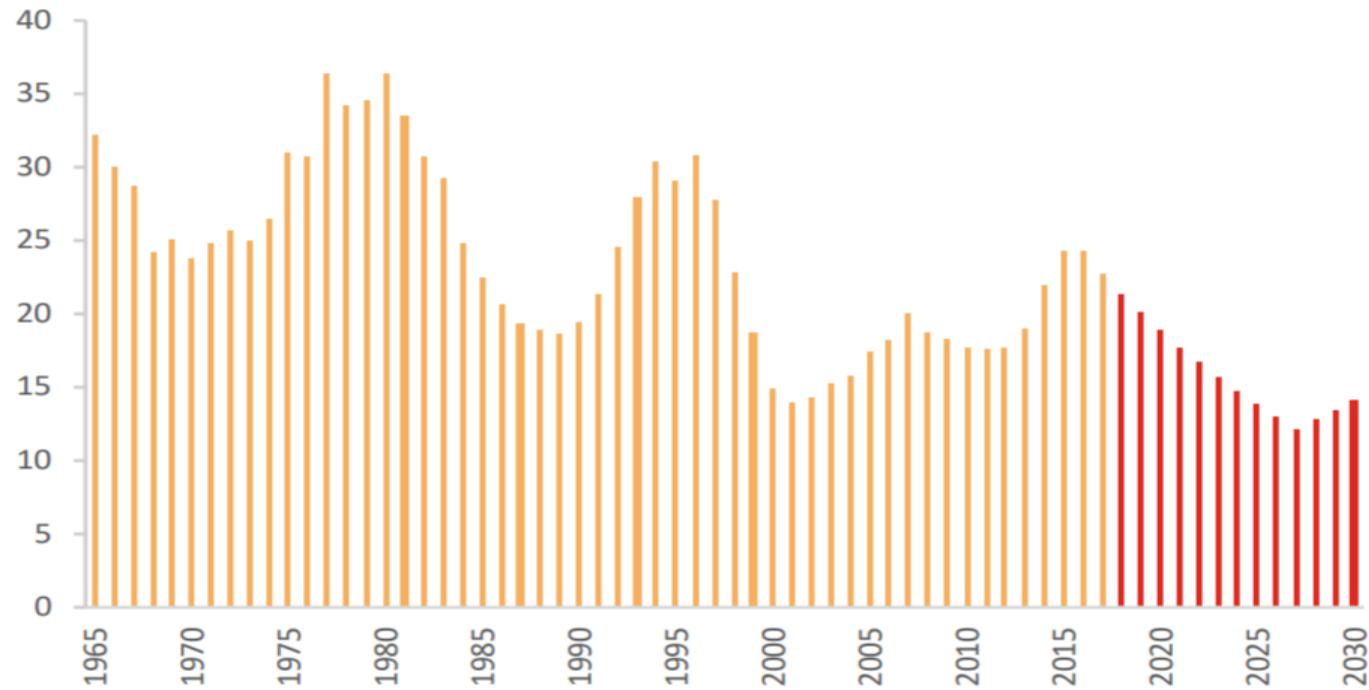


# Where Did I Go Wrong?



# The All Important “S” – Existing or Exiting?

**Chart 1: Average Company Lifespan on S&P 500 Index**  
Years, rolling 7-year average



Data: Innosight analysis based on public S&P 500 data sources. See endnote on methodology. [www.innosight.com](http://www.innosight.com)

By 2027, the average company lifespan on the S&P 500 will be less than 12 years



# Will Your Company Be Here in 10 Years?

“My company is ready for disruption”

“We will deal with disruption when it gets here”

“We will follow the lead of the customer”

“We don't have a plan”



HOPE IS NOT  
A STRATEGY.

# We Will Not Go Quietly

- Exploit Advanced Technology
- Squeeze Out Waste and Cost
- Execute M&A Initiatives with Speed and Intent



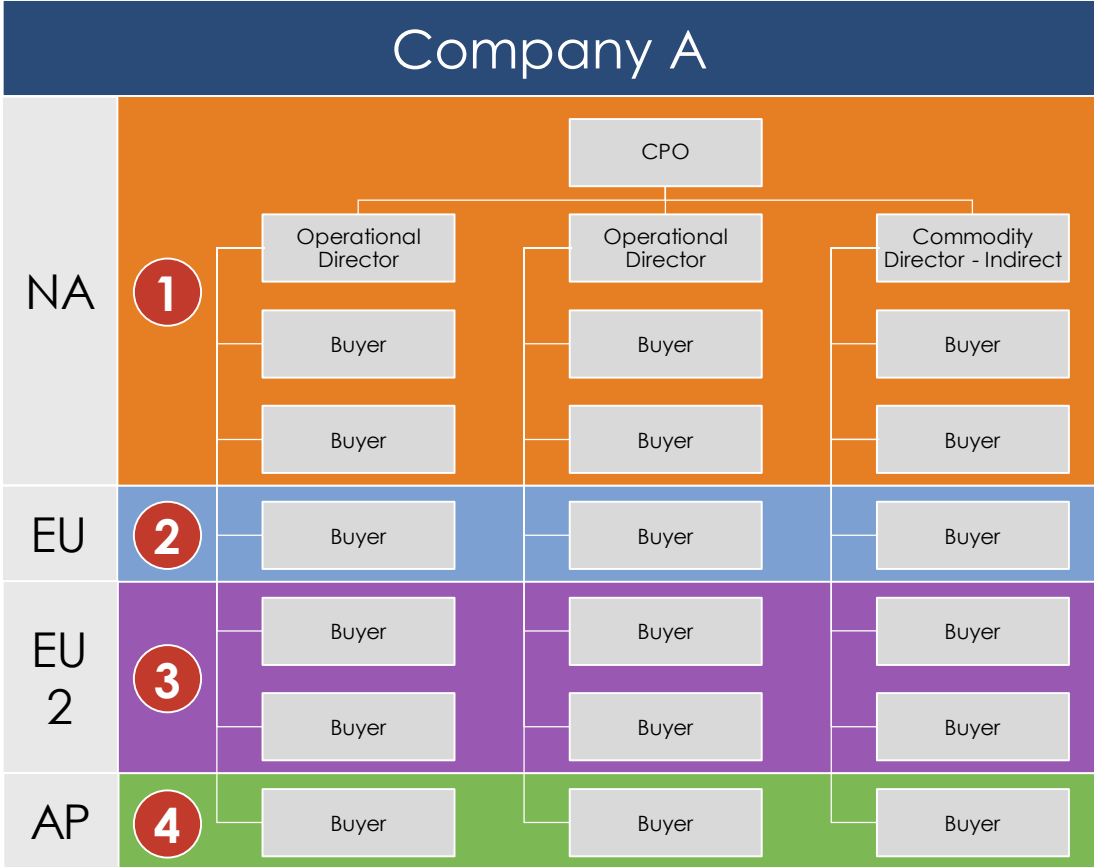
# Advanced Tech driving change – The Rise of 5G LTE

- Only companies that have moved to cloud operations will be able to fully benefit from the technology
- Manufacturing Plants with cloud based ERP and other systems may no longer need physical network gear or servers; may also no longer need server rooms and IT closets
- 5G may greatly reduce or even completely remove the need for full time plant IT employees
- Companies that can evolve their system landscape with speed in the next 5 years will be disruptors

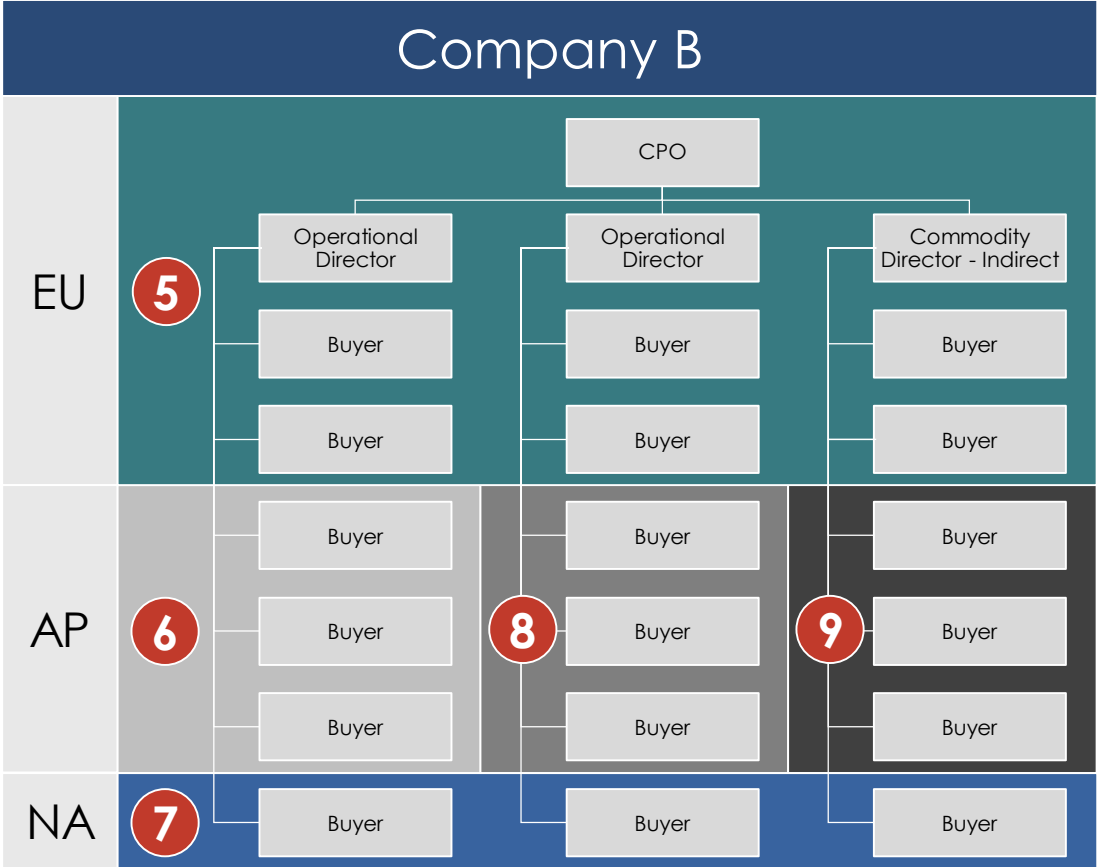


**Will manufacturers need data centers and physical networks in 3-5 years?**

# Inorganic Growth Can Drive Waste



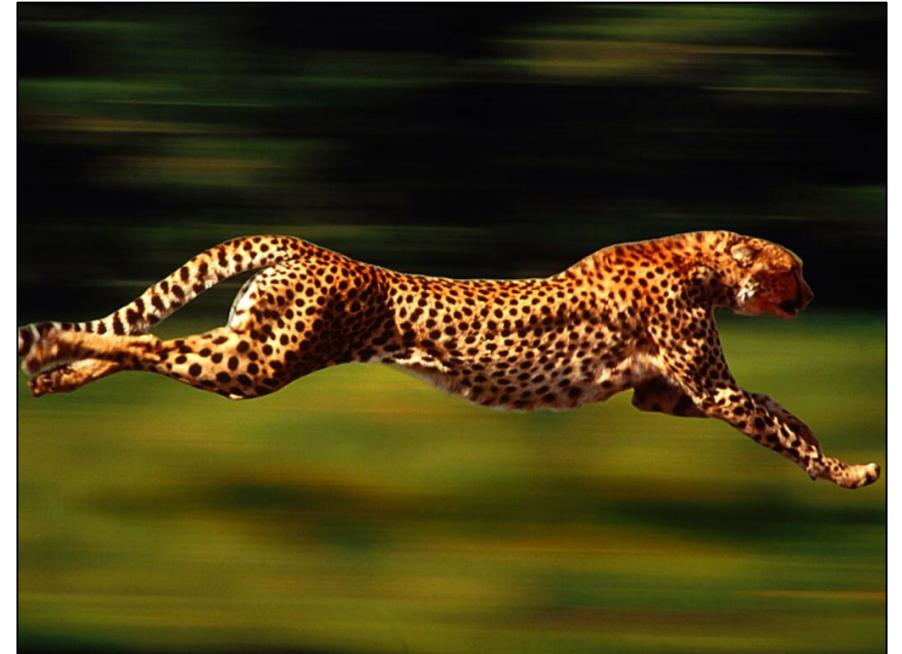
HOW DO YOU Consolidate ?



Company A merges with / acquires Company B, with immediate blind task reduction in overall spend and FTEs without a planned process roadmap.

# The Best Positioned Companies

- Speed to Market
  - Leverage advanced technology
  - Identify Tools that enable your business
- Adaptive Environments
  - Change is the only constant
  - Do your tools provide the flexibility your business needs
- Effective now and into the future
  - M&A can lead to waste and bloat your company's landscape
  - Tools that scale with your expanding business



# But, What If...?



# Owning the Disruption

## The Best Practices for Absorbing Technological Change

Single Code set/Process Template/Master Data

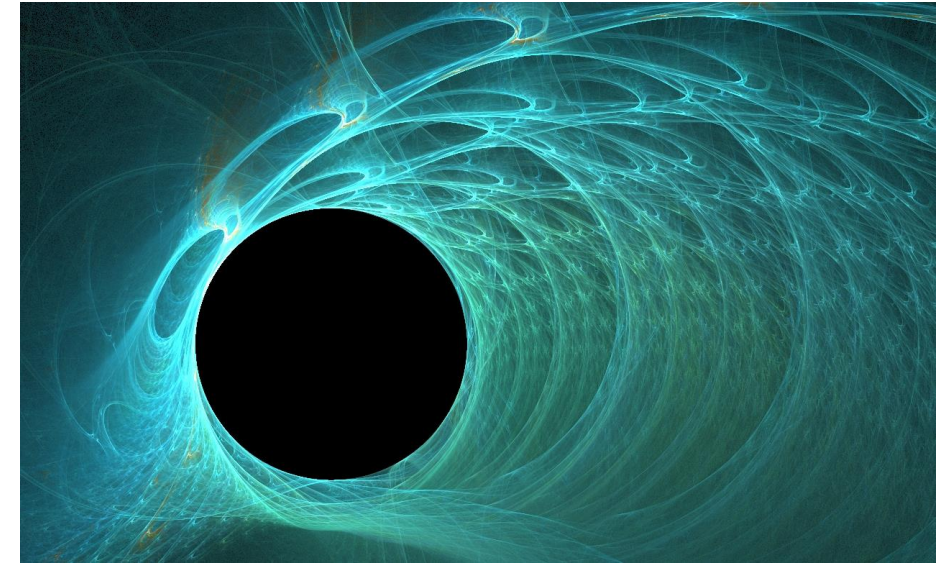
High System Adaptability

Cloud

Embedded Industry 4.0 technologies

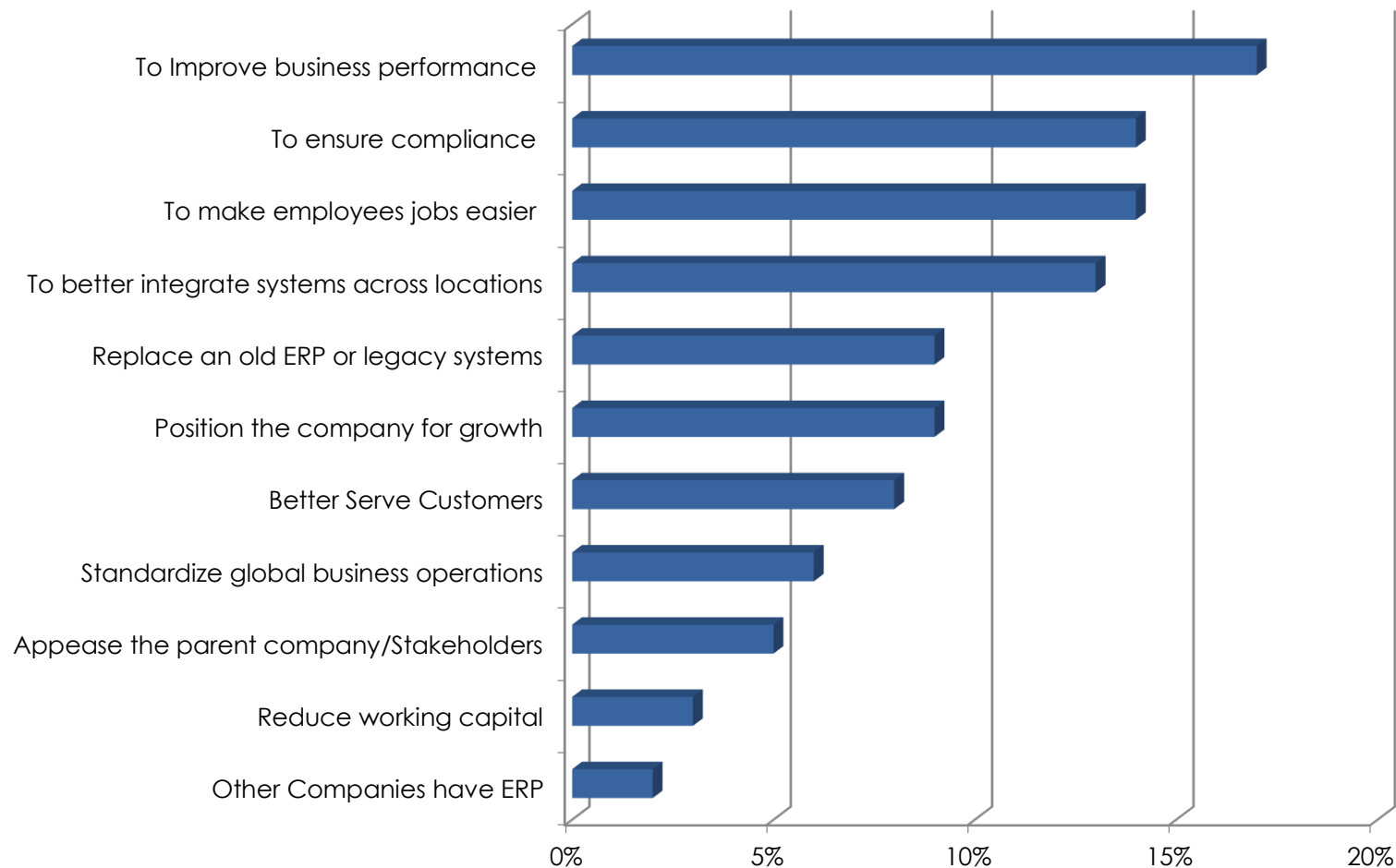
Technology ready workforce today and tomorrow

Swiftly acting today to absorb the change of tomorrow



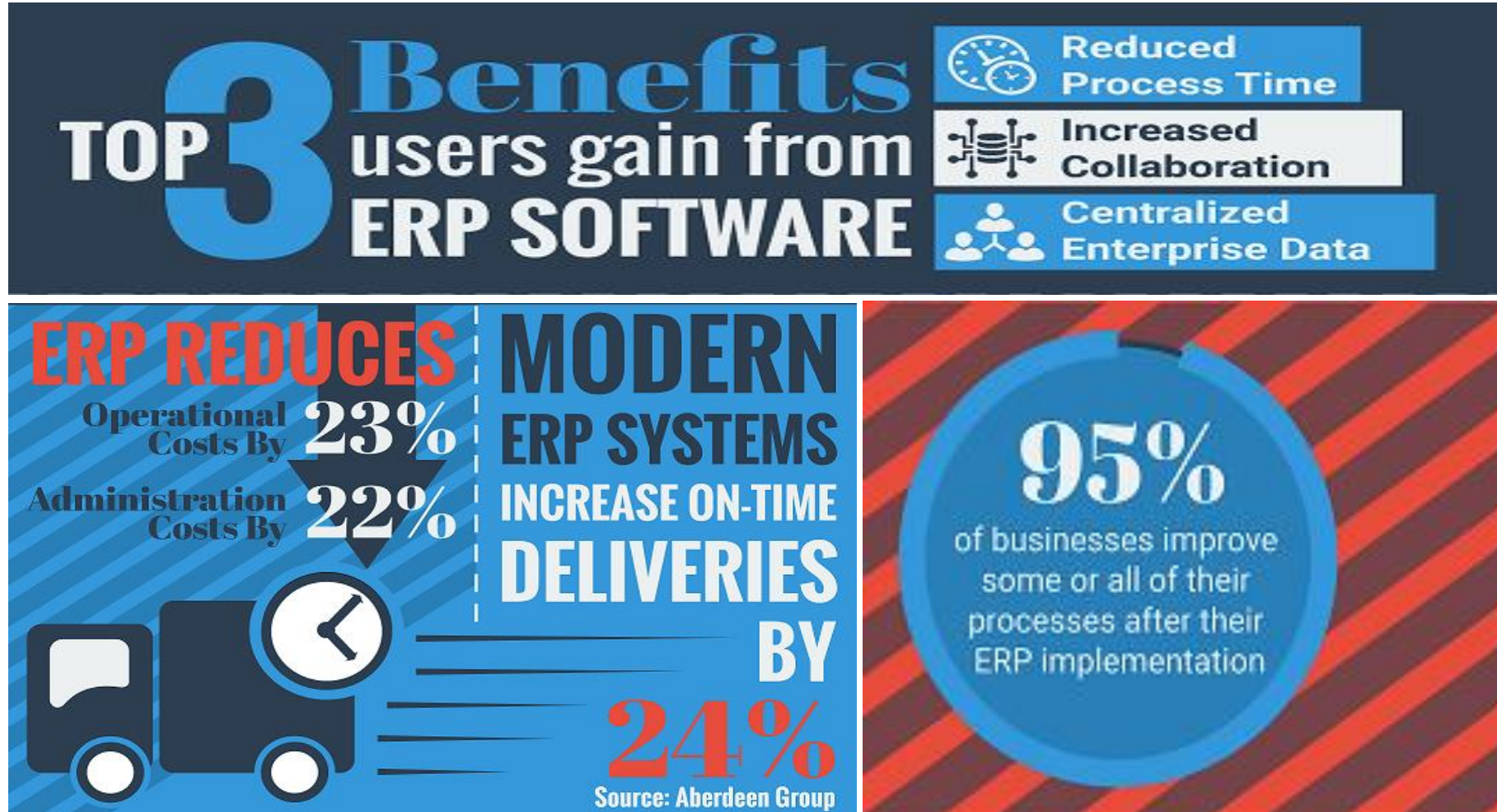
**Companies moving now to transform their operations have a massive competitive and cost advantage over the unprepared**

# Why Are Companies Implementing ERP?



Source: Panorama Consulting Solutions, 2017

# Benefits of an ERP



Source: DATIX Inc., 2019

# What if you get it wrong?



60%

of ERP implementations deliver less than half of the expected benefits



21%

of ERP implementations fail to go live



55%

are over budget



75%

take longer to implement than planned



72%

of ERP selection projects have a feature (technical) focus

Source: Panorama Consulting Solutions, 2015



# Pushing back against the Failure rates

- Select the right ERP for your business
  - Is the ERP right for your current business and can it scale to the changing industry
- Know your solution provider
  - What are the success rates from the solution provider
- How does implementation look for your global business
  - TCO of first plant through last plant
  - Can you measure your implementation in months or years?



# Why should you focus on Rapid, Agile, Effective

**Change** is the only constant...  
and it is accelerating

Meeting the needs of the  
**current** business environment  
is **not sufficient**

ADAPTIBILITY is the new competitive advantage\*

To be **effective**, manufacturers need an **agile** ERP  
platform that enables **rapid** response to change

\*Credit: Martin Reeves & Mike Deimler - Boston Consulting Group

# A New Way of Thinking



**FIT**

Today & Tomorrow

**SPEED**

to Benefit

**LOWER**

Cost Ecosystem

# Question and Answer



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