

SOLUTION

# Technology

Digitally Transform Operations. Maximise Business Value.

## Does your organisation struggle to:

- Garner stakeholder alignment around technology investments
- Control technology spending
- Vet new technologies and opportunities for organisational and operational fit
- Launch technology projects and keep them on track
- Realise business value from technology investments

## With the TBM approach to digital transformation, you will:

- Invest strategically in technologies that support your business goals and objectives
- Clearly define and quantify the intended results from each technology project and investment
- Invest incrementally and keep projects moving according to predefined milestones and timelines
- Measure, validate, and sustain the benefits generated by technology investments, including competitive differentiation, capacity and revenue growth, and double digit productivity gain

## Maximise business value with a pragmatic approach to digital manufacturing.

Many organisations reach a point where they need a deeper level of data and analytics to identify root causes of failure and to solve the problems affecting safety, quality, delivery, and cost. Digital technologies often provide the catalyst for productivity acceleration, increased revenue, and earnings. However, organisations must marry lean with industry 4.0 (what we call Lean 4.0) in order fully unlock the additional, untapped, unRealised performance gains. We use a lean lens to identify and deliver up to 20% in additional productivity improvements, efficiency gains, lower costs per unit, as well as raw material and labour price variances. We know how to pair process excellence with digital adoption.

**Build Digital Transformation Roadmaps:** Before investing in new digital transformation technologies, TBM first helps you clearly define the objectives and value you hope to achieve, such as increasing capacity, supporting new revenue creation, or reducing direct costs. Then we help you develop an action plan and timeline, complete with well-defined milestones, for closing the gaps between your current technological and operational capabilities and the digital future you envision.

**Vet and Select IIoT/Digital Manufacturing Solutions:** Using your digital transformation roadmap as a guide, TBM helps you choose and leverage the best technologies to achieve your operational and smart manufacturing goals. These technologies can include digital management systems, analytics capabilities, process automation, and specialised digital solutions for what-if scenario planning and cost modelling.

**Implement and Manage Pilot Projects:** With a focus on driving rapid results, TBM technology consultants work with you to support your team throughout the entire process of implementing and managing your new digital transformation technology investments. We help you evaluate and measure the impact of pilot efforts and then scale the programme to build on your initial success.

We believe that it is possible to make both strategic and pragmatic investments in technology. With our approach, you can evaluate as you go and optimise your budget and resources to ensure that new digital technologies deliver tangible value at every phase of your digital transformation journey.

## Digital Transformation Results

### RUGGED STORAGE SYSTEMS FOR DEMANDING APPLICATIONS

#### Automation Roadmap Helps Engineer-to-Order Business Meet Delivery Dates and Understand Product Profitability

- Helped management speak insightfully about time and money throughout the business and within process flows and functions
- Conducted an operations and digital assessment, defined digital solution, created an implementation roadmap, defined change management and business process changes required to support, got buy-in from shareholders and board of directors to proceed
- Delivered quick win recommendations with good/better/best options for people, process and technology
- Started phase 1 of project to build the foundation for digital improvements

### U.S.-BASED BUILDING MATERIALS COMPANY

#### IIoT Solution Keeps Operators on Pace with Company Goals

- Implemented Dploy Solutions [Factory Floor Connectivity](#), [KPI Management](#), and [Analytics](#) capabilities to understand downtime root causes and facilitate problem solving
- Enabled real-time monitoring and alerts on critical operational metrics, including throughput and scrap rate, to keep operators on track and identify problems immediately
- Increased ability to track availability, performance, quality and calculate OEE

## Align digital initiatives with your business objectives.

When technology projects fail, it's often because their business purpose isn't clear. By starting with the end in mind, and keeping teams focused on the intended business value at every step, TBM helps accelerate technology project timelines, control costs, and validate the bottom-line value of your digital transformation investments.

### The TBM Approach to Digital Transformation

#### Design

TBM consultants assess your organisation's digital readiness, identify digital priorities based on your business goals, and develop a roadmap for achieving desired results. We keep your team focused on the prize—the quantifiable benefits and improved processes that will result from your technology project.

#### Vet

We help you compare potential manufacturing and analytics technologies by providing a comprehensive cost/benefit and risk analysis for each possible solution. We recommend technologies that can drive the greatest business value in the right timeframe for your business.

#### Implement

From implementation planning, to project launch, to post-launch review, TBM helps streamline and expedite technology projects to avoid false starts, delays and disruptions. We ensure alignment of technologies with production processes, and we help verify intended impact.

#### Manage

TBM offers comprehensive project management services during the technology vetting and implementation phases. We provide the expertise, skill sets, and process discipline needed to ensure your project's success and set the stage for sustaining the process improvements and benefits gained from your technology investments.

Digitally transform operations.

Maximise business value with TBM



## Speed wins every time.

TBM specialises in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3–5x faster than your peers.

