

Top 6 Digitalization Roadblocks

...and how to overcome them.





ThingTrax uses AI and IoT technology to modernise your factories. With low capital expenditure and autonomous, smart manufacturing facilities, you can realise improved efficiency, quality control, employee safety and maintenance.

If you are a leader within a manufacturing business and have plans to increase your level of digitization in order to increase productivity and decrease costs then a few of these things may be blocking your progress.



01. Lack of Time

Your team is always busy. There never seems enough time to execute business as usual effectively never mind take on new projects.

There are two things you need to ask yourself:

What is the cost to your business of delaying the implementation of digitization?

Are there ways to get the financial benefits sooner while minimizing the burden on your team?

Firstly, ThingTrax can offer you a free consultation so that you can quantify the value of implementing digitization. Then you can understand the economic impact and decide the prioritization of your digitization initiative accordingly. Secondly, the ThingTrax platform is designed to install quickly and easily. The burden of coordination and 95% of the installation is handled by a ThingTrax Field Engineer. All your team has to do is provide ThingTrax access and help us get a signal from each of your machines. We handle the rest. Once installed, your ThingTrax Customer Success

Manager will take those people who will use ThingTrax through a short, practical series of guided learning and e-Learning modules to learn the principles as well as practicalities of using the ThingTrax platform. Thus, you can begin realizing the productivity and financial benefits of digitization with minimal effort or time on your side. Don't let the excuse of bandwidth limitations stall your progress and performance. The reality is you can get going with a minimal time commitment from your team and minimal disruption to your day to day.



02. You Stick to what you know

Many manufacturing businesses we speak to have an IT team or resource but fear their IT capability or capacity is insufficient to take on a project that appears technically complex.

There may be a concern that implementing a technology designed to improve digitization of your business will necessitate the installation of expensive infrastructure that is complicated to install. To be honest, that used to be true when digitization platforms required either the upgrading of machines or the establishment of wireless or wired networks to run a system. Such systems ARE complex and expensive to install and also main-tain. Avoid them! Thankfully, only antiquated technologies require this sort of infrastructure anymore. ThingTrax is a platform built on modern technology.

ThingTrax simply installs a box on each of your machines. Then, each box automatically communi-cates to all the other boxes creating their own, reliable network. A single gateway plugs into the factory's Internet service. It captures the signals from the ThingTrax self-creating network and sends the data to the ThingTrax software platform in the cloud. That's it. Don't let doubts about your IT team's capability or capacity stand in the way of your progress. The ThingTrax modern technology and Field Engineers will get you up and running no matter the size or quality of your IT team.



03. Legacy & mixed machines

You may have been concerned about your digital infrastructure, you may also have your doubts that a digitization technology could generate data from all the machines across your estate.

You may have different brand and model of machines. Some may be new but some may be old. Surely it is impossible or costly to get a full and wholistic digital view of such a factory. In reality, ThingTrax technology was specifically designed with you in mind because this is the reality of most factories. The ThingTrax platform is designed to bring digitization to all manufacturers – especially those businesses who would otherwise not be able to afford it or whose machines are a mix of brand and vintage.

As explained under point #2 above, the ThingTrax modern technology comes in a box. Simply install the box on each machine, regardless of brand or age, then work with the

ThingTrax Field Engineer to help us get a signal from each machine. It's as simple as that. Having multiple brands of machines or having some older machines and some newer machines is no obstacle at all for ThingTrax. Don't believe those who try to convince you that you need to invest heavily in upgrading your equipment to digitize. It just isn't true.

Digitize today with the machines you have. Then, use the data that ThingTrax provides to help you rationalize and prioritize your machine replacement and upgrade plan in order to improve your manufacturing Performance in the most economical way possible.



04. Lack of financial resources

Antiquated technologies used to be complex to install and require lots of investment in establishing network infrastructure.

Such systems do cost a fortune. Such systems used to be the only reliable option available. It's no doubt many organizations have been delaying digitization despite understanding that there would be business benefits. Since ThingTrax makes use of modern mesh network technology, it is much faster and more affordable to install. No large upfront capital investment is required.

ThingTrax provides all the hardware as part of its all inclusive package. All you pay is a subscription to the ThingTrax platform. The cost of the subscription is relative to the size of your factory, how many machines you have, and which ThingTrax modules you elect to utilize. It is priced to be accessible to all manufacturing businesses. Therefore, budget availability should no longer be a reason for

stalling your digitization initiative. Reach out to ThingTrax and find out just how affordable getting started can be. While we are at it, we will help you estimate the return on investment from adopting the ThingTrax platform. It is common for ThingTrax customers to see several hundred times ROI annually.

Making such an investment just makes business sense. This value to your business compounds month over month and year over year so it makes sense to start as soon as possible. With no large up front cost and an affordable subscription model every manufacturing business can benefit from digitization today.



05. Interdependency Concerns

Existing systems do not give you the full, holistic, real-time data view of your business needed to take decisions. A new approach is needed.

If you are like most manufacturing businesses we speak to, you have an ERP system or you are in the process of changing your ERP system (again)! You may have also already invested in other tools for planning or maintenance or whatever. None of these systems or tools give you the full, wholistic, real-time data view of your business needed to take decisions that will improve operational execution to capitalize on financial upside or cost saving opportunities. Nonetheless, you've gone through considerable effort and cost to implement these technologies, you run your business processes on them today, and you may worry that a new digitization platform won't interoperate with them or result in overlap.

ThingTrax is a Manufacturing Performance Platform that provides real-time data and operational tools to help you run your operations better. It is not an ERP. It can stand alone or, using our out-of-the-box ERP integrations, ThingTrax can sync job data with any modern ERP. Furthermore, the ThingTrax platform is modular. That means you only adopt the modules that you need. If you already have specialized tools, no problem. Keep using them.

Where it makes sense we can integrate with those tools. Or, over time you can eliminate the cost of some other tools and instead adopt the ThingTrax module instead. In other words, ThingTrax is a modern, open, and modular platform that can easily interoperate with your existing systems and accommodate your evolving needs..



06 Data Capture concerns

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THINGTRAX

We want to help you unleash the potential of your factory by turning it into a smart manufacturing hub.

Contact us today to find out how

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