SOLUTION ACCELERATORS

SmartStart: Transformation™

Create a blueprint for Digital Transformation success.

Maximize the Benefits and Minimize the Risks of Digital Transformation

Every successful project starts with a clear understanding of the goals, process, timeline, budgets, and expected results — and nowhere is that more true than in Digital Transformation, which will likely impact every aspect of your operations.

Through our SmartStart: Transformation™ digital transformation planning process, we help you create a comprehensive picture of where you are today and where you want to be, and we help you develop strategies and programs to achieve your goals with a minimum of cost and risk. The result is a custom plan for your Digital Transformation initiative, including:

- Business goals
- Capabilities and architecture
- Regulatory requirements
- Implementation plans
- Resource requirements
- Training, support needs
- Budgets
- Timelines

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The Era of Industrial Digital Transformation is (Finally) Here

Analysts have been promising for almost a decade that Digital Transformation (DT) for industry is coming. It's finally here. Investment in industrial DT has been accelerating in the last few years and today industrial companies are investing at least 5% of their annual revenue in DT projects, with higher investments to come. (IDC forecasts $3.9 trillion in global spend on DT technologies and services for these programs by 2027.) Why are companies making these investments? Done right, industrial DT drives strategic, operational, and efficiency goals across the enterprise. And, no surprise, the most successful strategies align DT goals with business value.

Research shows 92% of industrial companies are executing digital transformation initiatives. But what are their goals? Across a wide range of projects, the goals focus on three areas of benefit: cost and efficiency, growth, and quality paired with customer experience.

Improve Quality

Quality is at the heart of your brand's value, and must be guarded vigilantly and improved wherever possible. DT can help you generate consistent product quality, create unique customer experiences, and deliver higher levels of service.

Reduce Costs

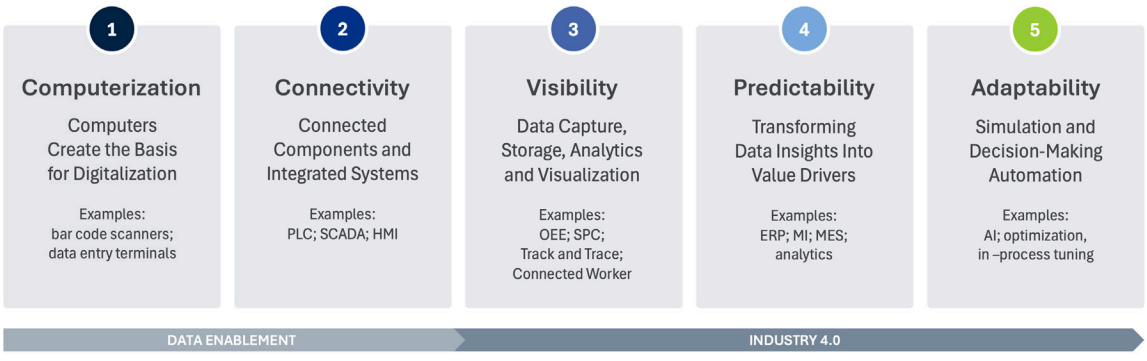
The lowest barrier to entry with DT is finding efficiencies, driving productivity, and reducing costs. According to Gartner, 62% of companies are adopting a cost-first mindset for digital transformation initiatives.

Drive Growth

Organizations are investing in areas with high growth and attainable market share. Initiatives include reducing time-to-market, introducing new products and business models, or increasing throughput.

Digital Transformation, One Step at a Time

The role of digital technology in operations has never been more important. But there's more to it than plugging in a few cables and boxes. You need a game plan. That's why we created our Digital Maturity Model. It provides context for our Digital Transformation Discovery & Assessment process and gives you a clear roadmap to follow in your digital journey.



Digital Transformation Assessment and Planning Process

Digital Transformation (DT) in operations involves leveraging digital technologies to improve productivity, agility, and competitiveness. A well-structured assessment and planning process ensures alignment between business goals, operational challenges, and technology solutions. Here is our four-step process:

1. Discovery & Information Gathering

The process begins with a comprehensive review of the manufacturing organization's current state, focusing on four key domains:

- Operations (production workflows, quality control, asset utilization)
- IT-OT Infrastructure (networking, cybersecurity, system interoperability)
- Data Landscape (MES, SCADA, ERP, historian, and analytics tools)
- People & Culture (digital skills, change readiness, leadership support)

Activities in this phase include:

- Stakeholder interviews (plant managers, IT leaders, production supervisors, quality, and maintenance teams)
- Facility walkthroughs to observe current processes and equipment
- Document reviews, including SOPs, system architecture diagrams, and performance reports
- Surveys to assess technology maturity and digital readiness

2. Strategy & Collaboration Workshops

Live interactive sessions are conducted with cross-functional teams to:

- Validate findings from the discovery phase
- Map critical processes and identify pain points or inefficiencies
- Prioritize business objectives, such as reducing downtime, improving OEE, or enabling traceability
- Explore use cases for emerging technologies (e.g., AI/ML, IoT, digital twins) These workshops foster alignment between executives and frontline teams, ensuring digital initiatives address both strategic and operational needs.

Workshop Preparation

In order to be fully prepared to help you, prior to the workshop we will send you a request for information that we can review, including the items on the list below.

- Current systems and infrastructure
- Data sources and data collection protocols
- Execution and regulatory compliance
- Required specifications (URS, FDS, DDS, etc...)
- FAT and SAT plans
- Other required documentation

Workshop Agenda

Frequently we split the DT Discovery Workshop into two sessions: Day One and Day Two. We do this to allow sufficient time to gather information and foster thoughtful discussion and problem solving. We recommend in-person gatherings but can host sessions virtually, if needed.

Day One - Morning

Objective: Understand Challenges - capture specific pain points and challenges faced by existing systems or services.

Actions:

- Map and evaluate current manufacturing and data landscape and processes
- Identify challenges (e.g., downtime, outdated technology, inefficiencies)
- Highlight and review business-critical systems and priorities
- Discuss regulatory requirements
- Assess data flows, identify data silos, and discuss data integration challenges
- Evaluate adoption of modern protocols (e.g., MQTT, OPC UA) for data integration
- Review current analytics: Real-time monitoring, quality control, predictive maintenance capabilities, etc.
- Gap analysis and challenges

Day One - Afternoon

Objective: Outline desired outcomes or service levels the managed service should achieve, such as system uptime, response times, or enhanced functionality.

Actions:

- Brainstorm specific use cases
- Work collaboratively to map out solutions that align with the organization's goals
- Define data-centric strategy, propose a UNS hierarchy, design and governance for multi-site and global operations
- Map data integration, using new and existing systems
- Evaluate protocols (e.g., MQTT for real-time data, OPC UA)
- Identify challenges to scalability and flexibility for future growth

Day Two

Objective: Planning - Identify how to implement proposed solutions.

Actions:

- Summarize key insights and decisions
- Propose a draft roadmap for rolling out the proposed solutions
- Discuss change management strategies
- Gather input on training, documentation, and onboarding support
- Establish expectations, define roles, responsibilities, and collaboration workflows for smooth execution

3. Follow-Up & Gap Analysis

Following the workshops, we will send out additional targeted questions to fill any knowledge gaps, clarify assumptions, or dig deeper into areas such as:

- Data silos and integration challenges
- Specific asset reliability or quality issues
- Resource constraints for change implementation

This phase also involves benchmarking current capabilities against industry standards to identify digital maturity gaps across people, process, and technology.

4. Roadmap & Recommendations

The final output is a detailed Digital Transformation Roadmap and a set of prioritized recommendations, including:

- Goals, expectations, and timeline
- Execution plan, including:
  - Quick wins: Machine data monitoring; dashboards
  - Mid- to long-term projects: MES upgrades; predictive maintenance; digital thread integration; analytics; AI/ML
- Technology recommendations
  - Platform consolidation; edge computing; advanced analytics
  - Software licenses
  - Hardware requirements
  - Network and infrastructure requirements
  - Security, permissions, and administration
  - User interfaces and reports
- Organizational enablers
  - Training; governance models; change management strategies
  - Compliance requirements and documentation
- Itemized budgets

Each recommendation is mapped with:

- Business impact
- Investment and resource requirements
- Estimated timelines
- Success metrics

Your Expert Guides to Digital Transformation

From digital neophyte to data-driven pro, wherever you are in your journey to digital maturity, we can help. At InflexionPoint we have over 40 years of experience helping the world's largest and most demanding companies solve their toughest operational challenges — from automation and controls, to intelligence, analytics, and AI — and we help you navigate your unique DT journey, from business strategy to building and deploying solutions that enable you to leverage data from both new and existing systems for accelerated, informed decision-making.

Embrace the Future with Confidence

SmartStart: Transformation digital transformation planning process enables you and your team to take a confident, well-informed first step in your DT journey. It ensures your initiatives are grounded in operational realities, guided by strategic priorities, and supported by a phased, achievable roadmap for implementation.

Cost: $45,000 - $75,000 (depending on scope)

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