North American Manufacturing Sector
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Manufacturing Growth in North America

Trends

- Clients need to **continue to grow** and are exploring organic, inorganic and hybrid models to achieve growth targets.

- Customer needs **continue to evolve**: Clients need to explore a Business Model Change...Products to Lifecycle Services.

- Shareholder pressure to **expand and be more profitable**: Digital/Cloud/Automation...reducing operational costs, opening new markets.

- The majority of manufacturers (56%) have aligned $100 million or more towards smart factories in last five years. Despite such enthusiasm, **only 6% of manufacturers are digital masters**.

Result

In response, Capgemini has focused on operations with offers such as:

- **smart factory** (Industrial IoT)
- **connected services**
- **asset performance management**
Current Client Examples

Electronics company that manufactures connectivity and sensor products:
full digital manufacturing transformation and innovation

Leader in making manufacturing technologies:
B2B commerce and insights and data COE for resale

Supplier of high-quality air-conditioning and heating systems for vehicles:
IoT platform implementation

Top global automobile manufacturer:
asset performance and predictive quality
Disruption in Service Lifecycle Management

One of the world’s largest aerospace companies.

Capgemini is focused on disruption and innovation of service lifecycle management in aviation.
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