

**North American
Manufacturing Sector**
Michael Mittelstadt

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**CAPITAL
MARKET DAY**
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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

Global automotive OEM

Top global automobile manufacturer:

asset performance and predictive quality





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