

Manufacturing Profitability Through the IoT

Four ways in which manufacturers are using the IoT to enable services-led business models:

Availability Services

The IoT allows real-time access to product data, which enables remote diagnosis and efficient response times

Manufacturers offer their customers guaranteed up-time, managing and controlling their risk thanks to the visibility of the product provided by the IoT

Process Optimisation

Manufacturers gain data and insight about how their products are used

They use this to advise customers how to improve the processes in which the product is used

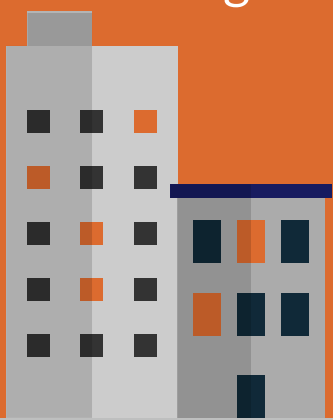
GE Aviation advises customers on navigation, fuel management and take-off angles



Business Optimisation

Manufacturers use IoT technology and their product expertise to provide critical business capabilities to customers

Healthcare technology manufacturer Abbott uses IoT to provide diagnostic capabilities to healthcare organisations worldwide



Business Transformation

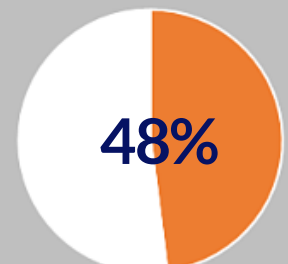
Manufacturers use technology to provide new value propositions that address the root cause of the customer's service requirements

Xerox uses IoT to help customers optimise their content management and workflow, reducing their printing needs

Proportion of revenue generated from services:



Weir



Rolls Royce

More about how manufacturers are using the IoT to enable them to compete through services: advancedservicesgroup.co.uk/iot