Manufacturing Industries is one of the prime beneficiaries of Digital, capturing nearly $8 trillion growth delivering New customer experiences, driving new efficiencies & vastly improving asset utilization.

**EMBEDDED INTELLIGENCE IS FUTURE OF MANUFACTURING ENABLING:**
- Innovation in operations- Operation Model Transformation
- Generate New Revenue Streams- New Business Models
- Data Enabled Services- New Customer experience/Selling Products Smarter

**DIGITAL INVESTMENTS IN MANUFACTURING ARE NO MORE UNCOMMON**
- **50-60%** IOT Adoption
- **Industry/Auto top of 41.6 Bn connected devices**
- **6-8%** Blockchain Adoption in Mfg
- **$9.4 Bn-AIOPs investments**

**YET THERE ARE CHALLENGES**
- **3.5 Bn** - Recall costs
- **2 Bn** - Inefficiencies in Supplier Management
- **Counterfeit goods - $461 Bn**
- **Poor Maintenance - 5-10%**
- **Downtimes - $50 Bn**
- **Waste/Losses - $5 Tn**
- **Warranty Rate 1-4%**
- **Supplier Recovery < 20%**
- **User Engagement < 60%**
Digital Technologies such as AI & Blockchain are enabling Fourth Industrial Revolution, but they are working in siloes & hence their capacity isn't completed utilized. Tech Mahindra has made investments with top IOT Platform providers, Niche startups, partnerships with AI product vendors, online Marketplace platform GAIA for delivering IIOT and AI solutions.

TechM’s POV is to leverage convergence of these technologies & enable smart function processes in Manufacturing Value chain with increased productivity & Efficiency, improved visibility & Traceability & Optimized Manufacturing Operations. Solution leverages provenance & secure features of blockchain to ensure data is accurate & safe for enhanced AI Insights.

**OUR OFFERINGS AND VALUE PROPOSITION**

- **Platforms/Partners**
  - IP Platforms – Tactix/Socio/Uno
  - Partners with: - IOT Platform IBM/MS/AWS - Niche Startups of Various Geos

- **Mfgops.ai**
  - Distributed Market-place
  - Entire AI/ML Lifecycle management
  - White Labeling
  - Contributor of Accumos Linux

- **GAIA - Online Marketplace**

- **COE Services**
  - E2E Manufacturing Catalogue enabled Toolkit containing vast suite of AI algorithms & Blockchain
  - AI Labs in Munich, Shangai

- **E2E Manufacturing**
  - Consult/Build/Support
  - Joint COE Models with Design Thinking Approach
  - Industry Aligned Assessment Frameworks
  - AI lifecycle Methodologies

- **Industry Solutions**

- **Our Offering & Value Proposition**

**POTENTIAL USE CASES IN MFGOPS.AI**

- **Improving Vendor Selection**
  - Enhance/Automate the labor intensive Vendor Selection Process @ Procurement. Leveraging Blockchain for Vendor Owing & AI to Vendor Evaluation

- **Improved Vendor Management**
  - Build an E2E Visibility across the Aero Ecosystem enhancing MRO functionality leveraging Blockchain & AI

- **Proactive Asset Management**
  - Enhance the proactive asset management process by leveraging AI to get real time insights & Blockchain for Procurement of necessary parts

- **Responsible Minerals Initiative**
  - Leverage Blockchain to validate Provenance of conflict minerals sourcing & AI @ multiple instances across the sourcing cycle to enhance entire sourcing process

**SMART PROCESSES ENABLES IMPROVED**

<table>
<thead>
<tr>
<th>EFFICIENCY</th>
<th>PRODUCTIVITY</th>
<th>VISIBILITY</th>
<th>TRACEABILITY</th>
<th>OPTIMIZATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>10% Reduction in MRO Operations</td>
<td>5% increase in production throughput</td>
<td>5% Savings from Supplier Reconciliation</td>
<td>5% Enhance Supplier Recovery</td>
<td>25% Reduction inspection time</td>
</tr>
</tbody>
</table>

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