



Manufacturing and Supply Chain Industry Special

# Whitepaper

*The all-inclusive handbook to converting prospects to long-term clients*

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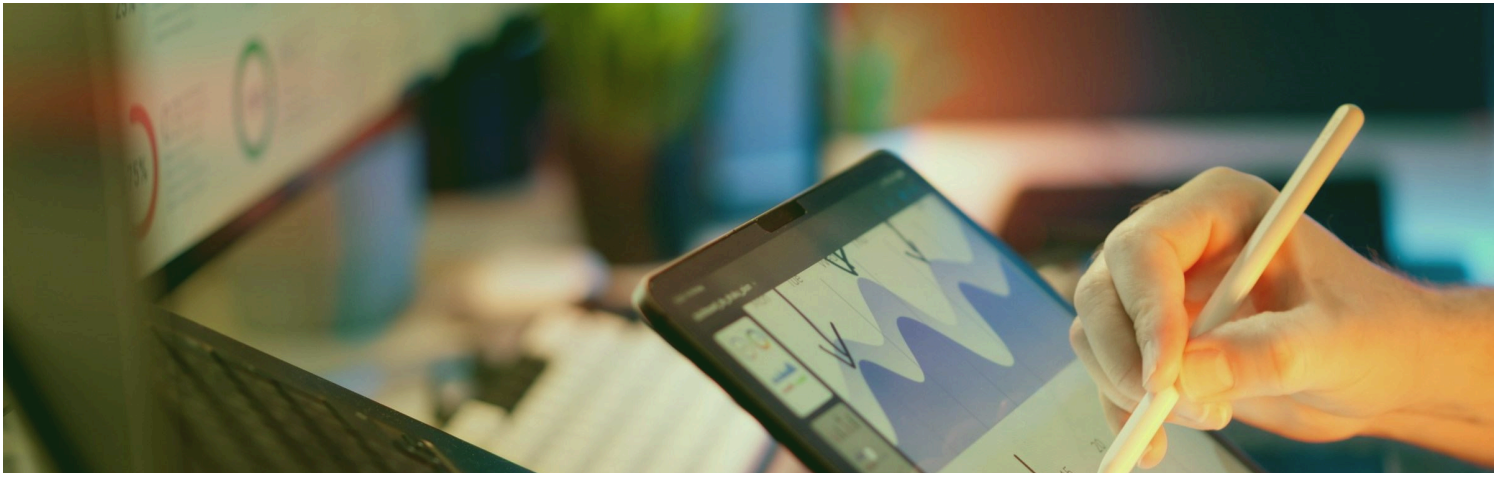
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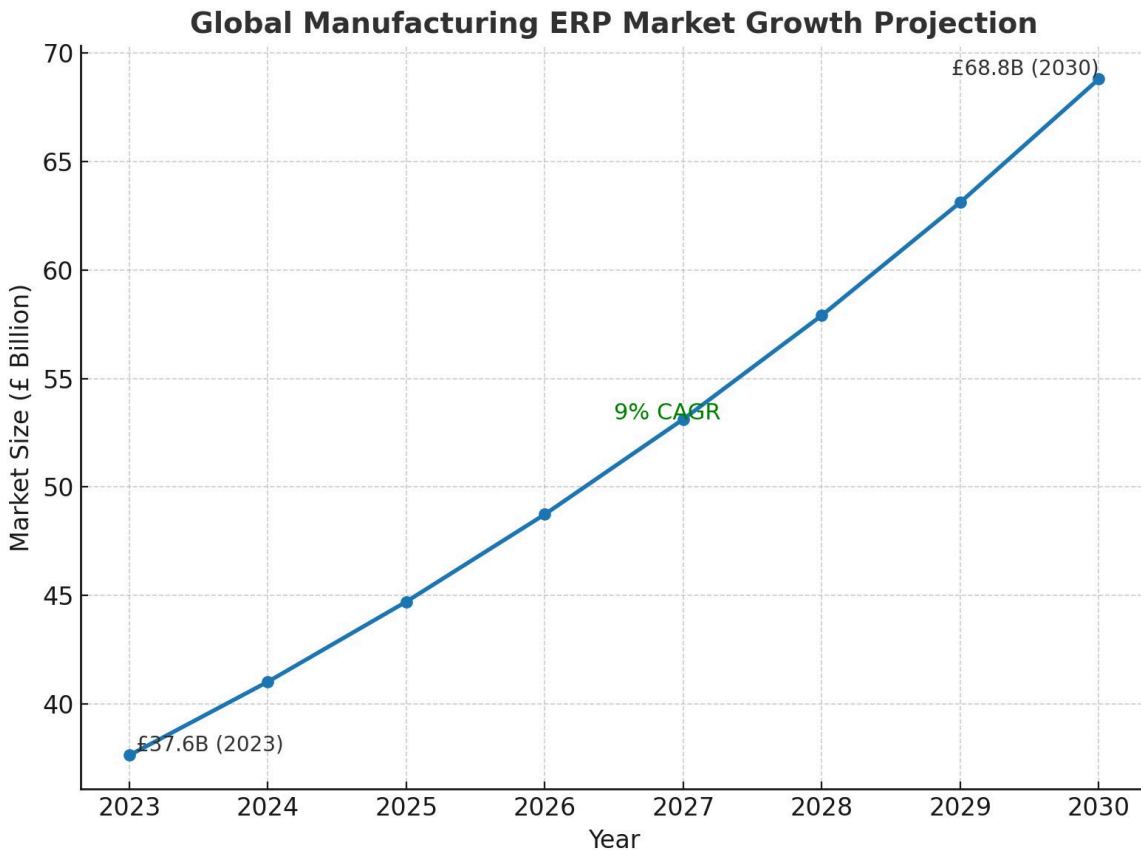
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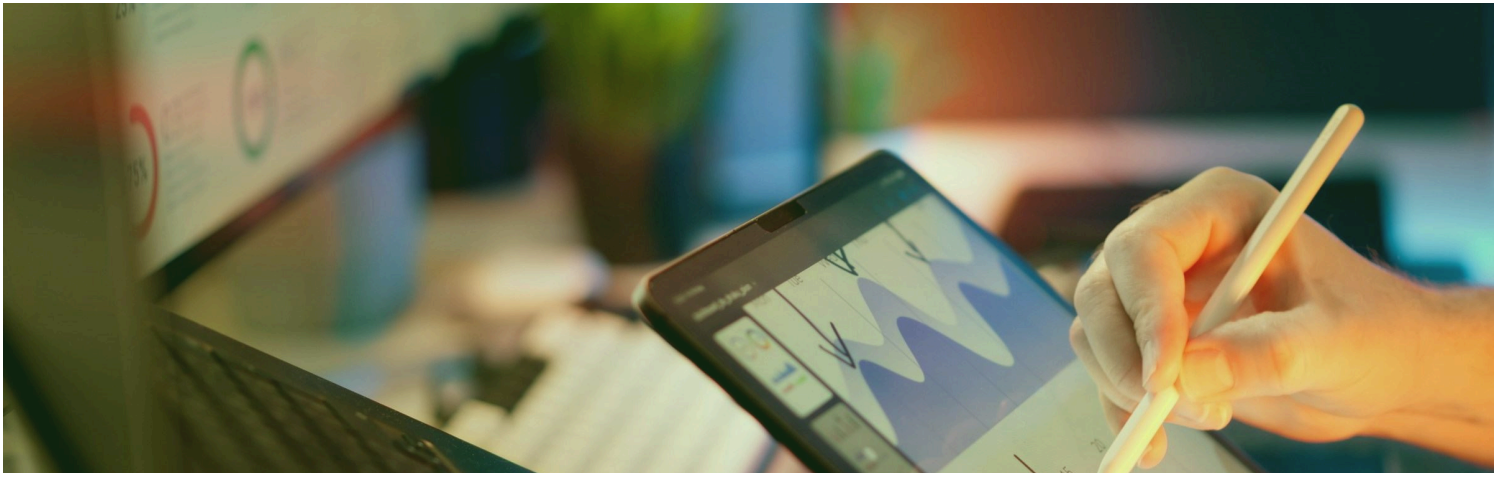


# Industry Statistics & Market Snapshot

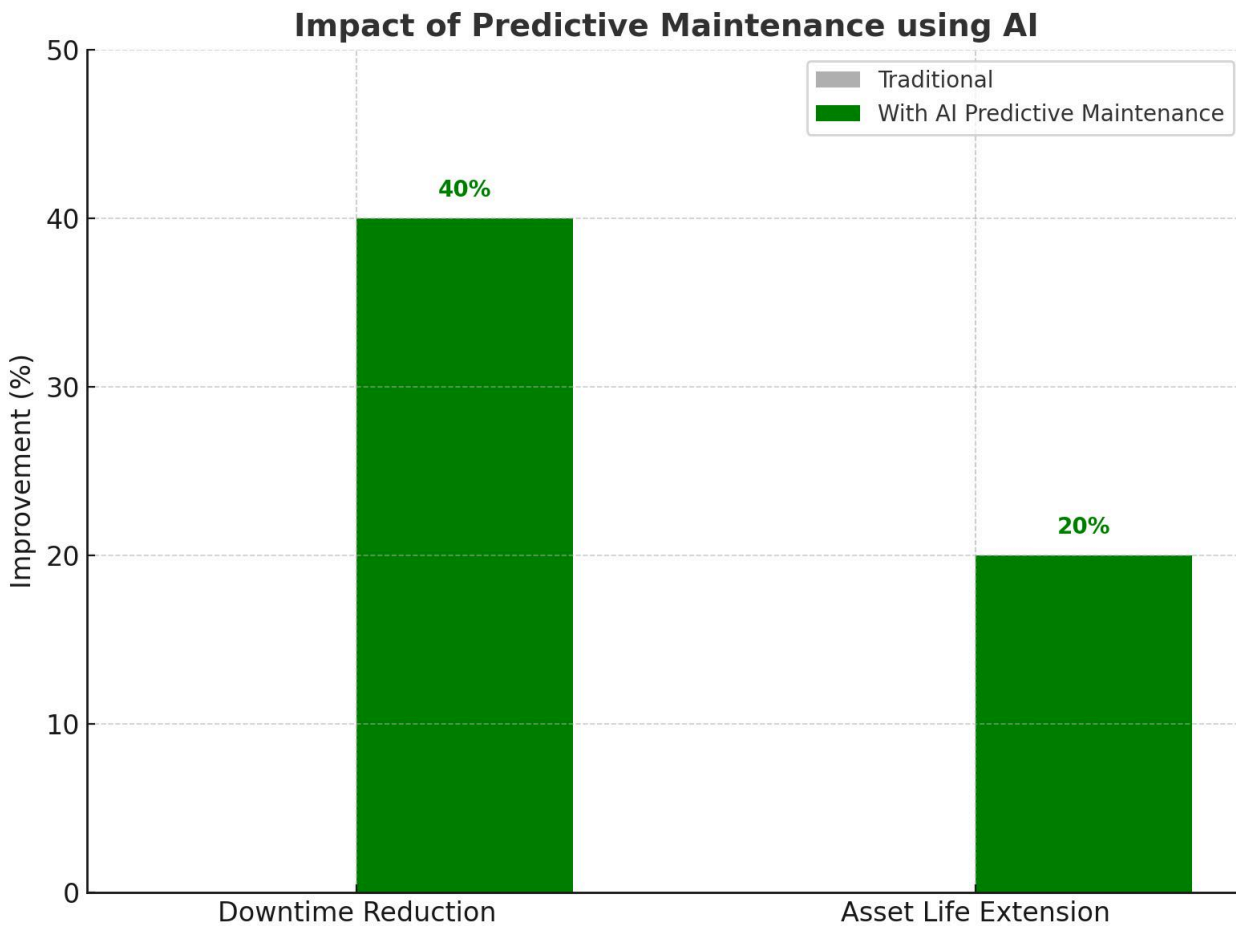


## Market Growth

- The global manufacturing ERP market is projected to reach £68.8 billion by 2030, growing at 9% CAGR (MarketsandMarkets).
- Over 70% of manufacturers are increasing Automation adoption to strengthen supply chain visibility and resilience (Deloitte).
- Cloud-based supply chain solutions reduce operational costs by 20–30% and improve lead-time accuracy by 25% (PwC).



# Industry Statistics & Market Snapshot



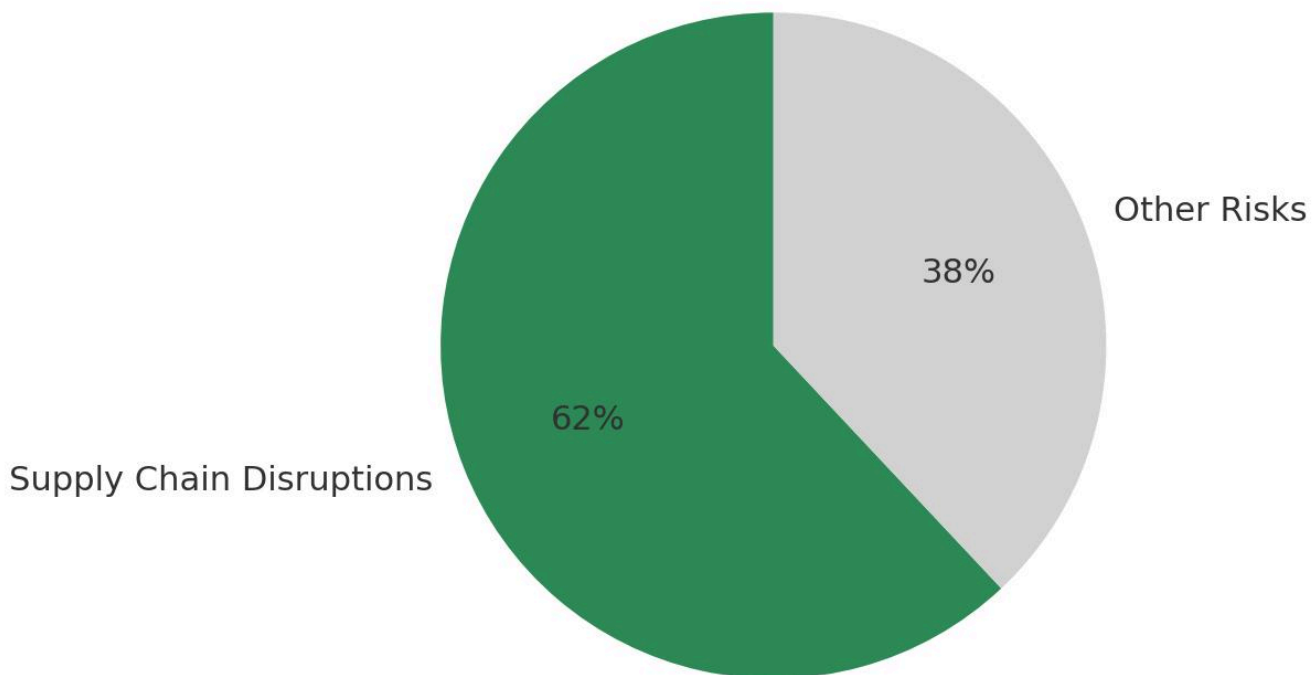
## AI & Automation in Manufacturing

- Predictive maintenance using AI reduces equipment downtime by up to 40% and extends asset life by 20%.
- AI-powered demand forecasting improves accuracy by 50%, reducing excess inventory and shortages.
- Robotic Process Automation (RPA) cuts manual logistics paperwork by 35%.



# Industry Statistics & Market Snapshot

## Top Risks Reported by Global Manufacturers (McKinsey)

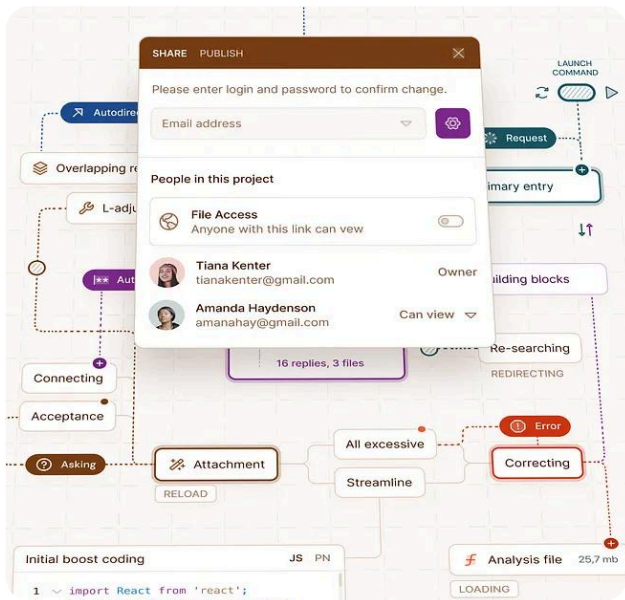


## Supply Chain Trends

- 62% of global manufacturers report supply chain disruptions as their top risk (McKinsey).
- ERP with IoT integration provides real-time monitoring of goods, reducing lost shipments by 15–20%.
- AI-powered logistics optimisation lowers transportation costs by 10–15%.



# Key Pain Points in Manufacturing & Supply Chain Automation & ERP



## Operational Challenges

- Legacy ERP systems failing to support globalised, just-in-time supply chains.
- Inefficient demand forecasting leading to costly overproduction or stockouts.
- Lack of visibility into supplier performance and real-time inventory.

## Compliance & Risk Concerns

- Difficulty meeting sustainability regulations such as ISO 14001 and government carbon reporting standards.
- Rising risks of cyberattacks on IoT-enabled supply chains.
- Regulatory requirements for traceability in industries like pharma and food manufacturing.

## Customer Experience Gaps

- Inability to provide accurate delivery ETAs to customers.
- High backorder rates leading to lost contracts.
- Poor integration with distributors, retailers, and 3PL partners.

# Our Automation Solutions for Manufacturing & Supply Chain



## 1. Manufacturing ERP Suite

- Modules for production planning, inventory, procurement, logistics, HR, and compliance.
- Cloud-native with mobile-first dashboards for floor managers.

## 3. Integration Hub

- API connectors for logistics providers, IoT devices, supplier systems, and e-commerce platforms.
- Centralised dashboard for supplier performance and inventory health.

## 5. Outcome-Based Pricing

- Plans tied to measurable KPIs such as downtime reduction, inventory accuracy, or lead-time improvement.

## 2. AI-Powered Automation

- Predictive maintenance for machinery and fleet assets.
- AI-driven demand and supply forecasting.
- RPA bots for purchase order approvals, invoicing, and customs paperwork.

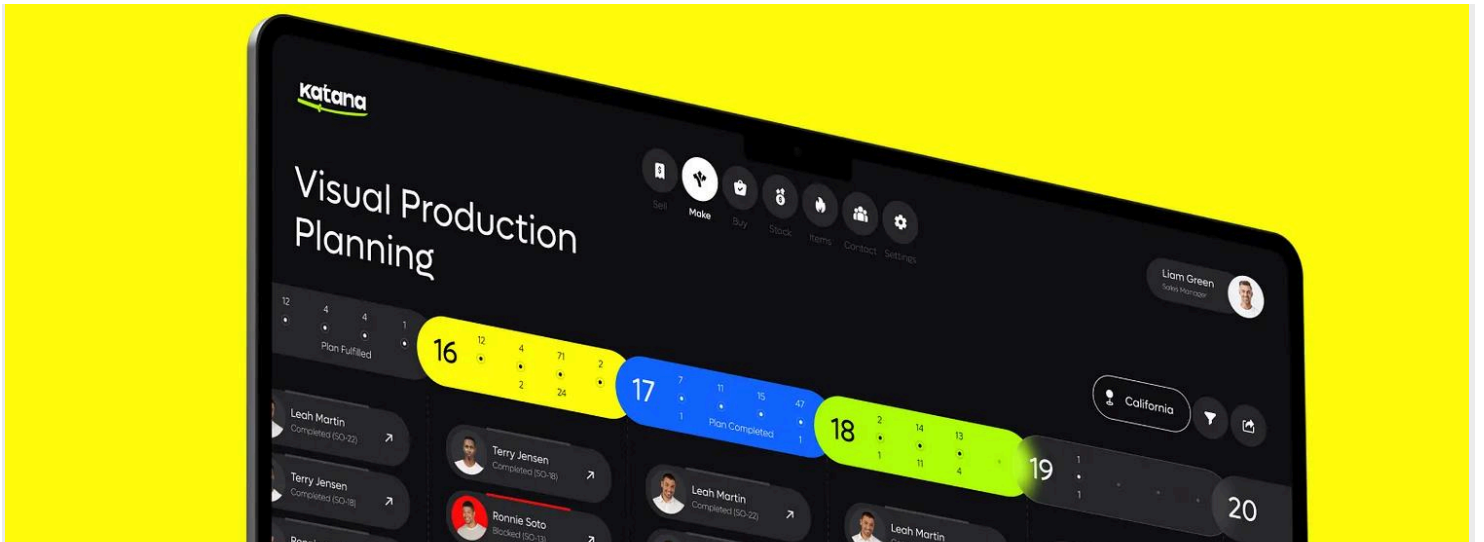
## 4. Compliance & Sustainability Suite

- Automated reporting for ISO, OSHA, and carbon footprint compliance.
- Blockchain-ready modules for product traceability.
- AI anomaly detection for risk prevention.



# Case Studies

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# GlobalTech Components

## Challenges:

- Frequent machine breakdowns causing 18% downtime.
- Delays in fulfilling customer orders due to poor demand planning.
- High energy consumption without sustainability tracking.

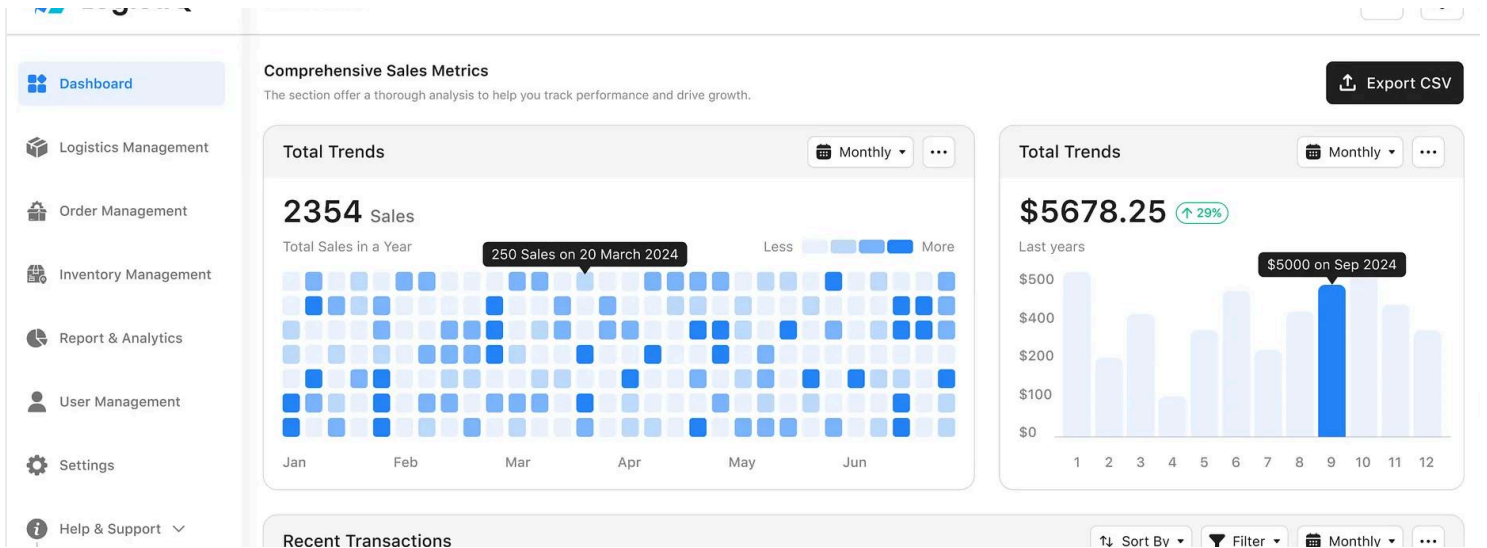
## Solution:

- ERP with AI-driven predictive maintenance.
- Integrated demand forecasting model with real-time supplier inputs.
- Sustainability reporting module tracking carbon footprint.

## Results:

- Downtime reduced by 34%.
- Order fulfillment improved by 27%.
- Energy usage reduced by 12%, meeting sustainability goals.

**ROI:** Break-even in 11 months, £6.4M annual savings.



# LogiChain Distributors

## Challenges:

- Lost shipments costing £2M annually.
- Manual customs paperwork causing delays at borders.
- Poor ETA accuracy leading to client churn.

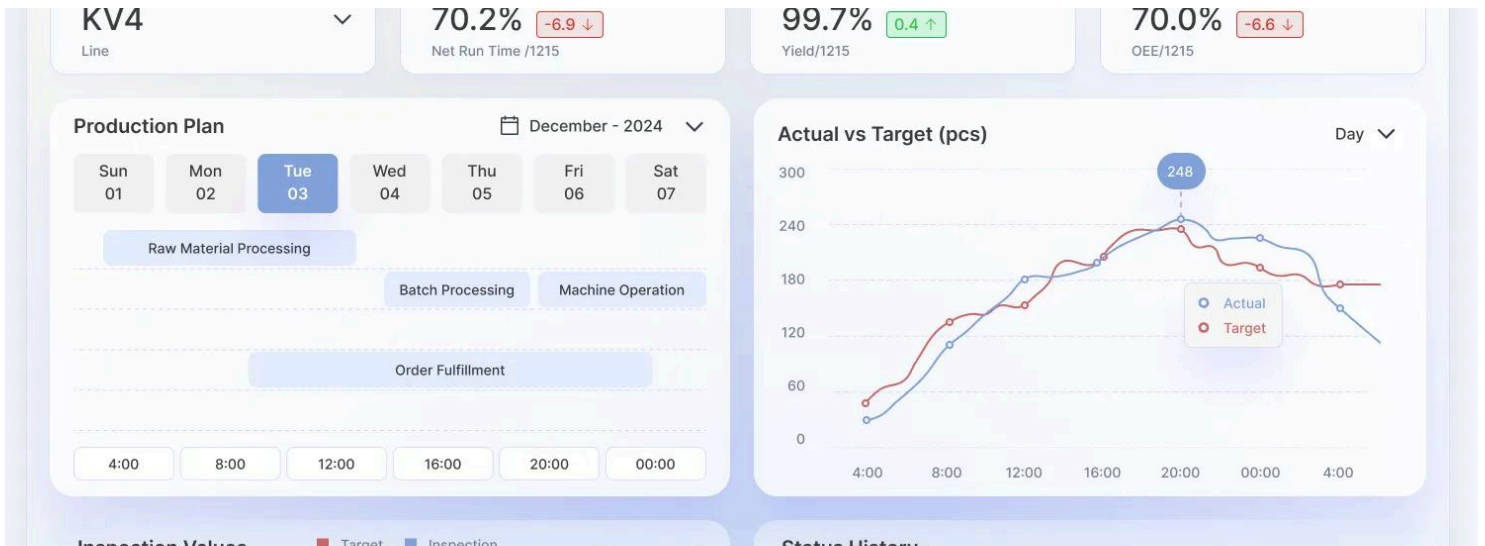
## Solution:

- ERP with IoT tracking for shipment visibility.
- RPA bots for automated customs clearance documentation.
- AI-powered route optimisation for logistics.

## Results:

- Lost shipments reduced by 19%.
- Customs clearance time cut by 45%.
- Client churn reduced by 22% thanks to accurate ETAs.

**ROI:** Paid back in 9 months, £3.2M annual gain.



# EcoSteel Manufacturing

## Challenges:

- Struggling to comply with new carbon emission regulations.
- Lack of transparency in supplier ESG practices.
- Inefficient workforce scheduling during peak production.

## Solution:

- Cloud ERP with carbon footprint tracking dashboards.
- Supplier performance scoring with ESG compliance integration.
- AI-powered workforce scheduling.

## Results:

- Carbon compliance reporting time reduced by 60%.
- Supplier compliance visibility increased by 35%.
- Workforce costs reduced by 14% during peak cycles.

**ROI:** Achieved in 8 months, saving £4.1M annually.



# Go-to-Market Tactics for Manufacturing & Supply Chain

## Target Segments

- Mid-to-large manufacturers upgrading legacy ERP systems.
- Logistics and 3PL providers needing real-time visibility.
- Sustainability-driven firms in regulated industries (food, pharma, steel, energy).

## Messaging & Positioning

- “AI-driven ERP for Manufacturing & Supply Chain: Boost efficiency, cut costs, and meet compliance.”
- Stress supply chain visibility, predictive maintenance, and sustainability compliance.
- Emphasize ROI in under 12 months with tangible efficiency gains.

## Lead Generation Channels

- Industry webinars on predictive maintenance and sustainability reporting.
- Whitepapers on AI reducing supply chain disruptions.
- Partnerships with IoT providers, logistics associations, and trade bodies.
- Free 90-day pilot for predictive maintenance or shipment visibility modules.

## Customer Success & Retention

- Dedicated manufacturing success managers for compliance and efficiency KPIs.
- Quarterly efficiency reviews with downtime, lead-time, and energy savings metrics.
- AI-driven adoption dashboards showing real-time ROI to operations leaders.

# Summary Table

Area	Retail & E-commerce Insight
Market Growth	£68.8B by 2030; 70% of manufacturers investing in Automation for supply chain resilience
Pain Points	Downtime, poor demand forecasting, compliance, shipment losses, ESG visibility
We Deliver	AI ERP for predictive maintenance, demand forecasting, IoT logistics, compliance
Wins	Downtime ↓ 34%, shipments losses ↓ 19%, carbon compliance reporting 60% faster
Go-to-Market	IoT partnerships, ESG-focused messaging, predictive maintenance pilots