

## INDUSTRY OVERVIEW

# OpenText Industrial Manufacturing solutions

Transform products with connected, value-added data services while mitigating cybersecurity risks and achieving information governance for certification and compliance with OpenText Industrial Manufacturing solutions



**Monitor and optimize** supply chain performance



**Achieve operational efficiencies** and improve productivity



**Get insight** to improve business



**Mitigate compliance risk** and reduce liabilities

Industrial Manufacturers face increasing globalization, leading to **supply chain complexities** that can slow responses to shifting market conditions and customer expectations. With technologies such as sensors and RFID tags generating huge volumes of data, companies are challenged to transform information into business intelligence to boost agility and productivity. In addition, **mounting security threats**, heightened by the rise of IoT devices, as well as non-compliance with **regulatory requirements**, can disrupt operations and impact product safety.

### Monitor and optimize supply chain performance

An intelligent and connected supply chain serves as the foundation to enable Industrial Manufacturers to work more collaboratively with suppliers and customers. OpenText Industrial Manufacturing solutions allow companies to enhance the value of applications with analytics and mine B2B transaction data to identify trends and opportunities for process improvements.

By helping to meet current and future B2B integration needs, companies also accelerate the value of B2B transactions, improving supply chain optimization and supporting digital transformation initiatives.

***"There's one significant asset that manufacturers have not yet optimized: their own data. Process industries generate enormous volumes of data, but many have failed to make use of this mountain of potential intelligence."***

**McKinsey & Company,  
Manufacturing: Analytics  
unleashes productivity and  
profitability, 2017**

## Success story



As **CNH Industrial**, a world leader in the agricultural and construction equipment businesses, continues to grow and expand global operations, it became more complex and costly for the company to manage B2B programs and ERP integration requirements. With **OpenText™ B2B Managed Services**, the company gained a supply chain network with seamless integration between ERP systems, trading partner networks and transactions, resulting in the ability to quickly onboard new partners and scale services on-demand.

## Achieve operational efficiencies and improve productivity

Automating more knowledge-driven business processes enable Industrial Manufacturers to focus on core operations, driving down costs and ramping up productivity. OpenText Industrial Manufacturing solutions improve and simplify application development, speeding time to market for new applications by giving business owners and subject matter experts a direct role in developing digital business automation.

Companies can also leverage intelligent automation, artificial intelligence and fast access to valuable enterprise information to streamline customer-facing activities and reduce employee workloads.

## Get insight to improve business

Taking advantage of the deluge of manufacturing data requires that information be properly captured and managed, and then turned into valuable business insights that are accessible and related to critical business objectives. OpenText Industrial Manufacturing solutions, powered by advanced artificial intelligence, enable companies to access, explore and analyze data quickly to facilitate data-driven decision making. Unlocking the value of enterprise information results in faster detection of new business opportunities, improved B2B transaction visibility and asset performance optimization.

## Mitigate compliance risk and reduce liabilities

A strong compliance program reduces the risk of financial penalties, product safety issues and brand erosion. OpenText Industrial Manufacturing solutions help companies maintain compliance and support internal governance initiatives by automating supply chain processes to provide complete visibility, from procurement to payment.

In addition, by integrating enterprise-wide contracts into existing systems and processes and organizing unstructured content in financial agreements, companies accelerate cycle times, automate repetitive activities and enable audit capabilities for documents, data and processes.

## Success story



**MAN Diesel & Turbo**, the world's leading manufacturer of large-bore diesel engines and turbo-machinery, wanted a solution that could effectively manage extensive volumes of business content, including technical documents, contracts and maintenance reports. By deploying **OpenText® Extended ECM for SAP® Solutions**, the company digitized processes to reduce search time and cost and boost legal security.

## OpenText Industrial Manufacturing solutions

### Supply chain

#### OpenText® Business Network digital business integration

Connect electronically with trading partners, improve data quality and speed and modernize B2B processes

#### OpenText® B2B Managed Services

Augment internal IT staff with OpenText experts to manage daily B2B operations

#### OpenText supply chain optimization

Automate supply chain processes

#### OpenText® Trading Grid® Analytics

Gain operational and business insights into supply chain and communications performance

#### OpenText® Magellan™

Augment data-driven decision making and accelerate business

### Operations

#### OpenText Plant Asset Management

Optimize efficiency of plant asset documentation and maintenance activities

### Information technology

#### OpenText® Extended ECM Platform

Improve process productivity by bridging silos and enhancing information flows between applications

#### OpenText® Archiving for Content Server

Comply with information governance requirements, meet legal obligations and reduce overall archiving costs

#### OpenText® Brava!™

Keep content secure and controlled in one intuitive, browser-based interface

#### OpenText® Documentum™

Manage access and control of information assets

### Finance

#### OpenText® Business Network

Automate business processes to improve trading-partner communications and information exchange

#### OpenText® Vendor Invoice Management for SAP® Solutions

Streamline Accounts Payable operations

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## The OpenText advantage

OpenText offers solutions for the Industrial Manufacturing industry based on its market leading Enterprise Information Management (EIM) platform. Global manufacturers have access to the world's largest B2B supply chain network, providing 24/7 availability, reliability and security. The solutions work together to improve OEM supply chain visibility and resilience.

OpenText provides a fully integrated suite of solutions designed to support all stages of the Industrial Manufacturing process. It delivers a digital hub for the management, analysis and distribution of information, a digital backbone to share and enhance information locked in silos and a digital archive for product, manufacturing and business records.

## About OpenText

OpenText, The Information Company, enables organizations to gain insight through market leading information management solutions, on-premises or in the cloud. For more information about OpenText (NASDAQ: OTEX, TSX: OTEX) visit: [opentext.com](https://www.opentext.com).

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