



# Cisco Connected Manufacturing



# The Network is the Platform for Responsive Manufacturing

Cisco Connected Manufacturing solutions give you increased visibility to more accurate and timely information throughout your business.



## Staying Connected Is Staying Ahead

As a manufacturer in today's economy, you find yourself facing a whole new set of challenges. Regardless of size, manufacturers are feeling the pressure of increased regulatory demands and the effects of a more complex value chain that extends to global suppliers, customers, and colleagues. To further complicate matters, customer requirements are evolving more quickly, and increased outsourcing has fragmented the value chain, making it more difficult to respond quickly.

To successfully address these complexities, you need solutions that connect all the parts of your value chain, enabling you to quickly and easily share information throughout your business with every department, employee, partner, and customer.

## Be More Responsive with Cisco Connected Manufacturing Solutions

Connectivity that provides complete data visibility from product development through sales and service is crucial to making your manufacturing company more responsive and competitive. This level of connectivity extends access, visibility, and knowledge across the value chain. It makes it easier to collaborate across globally distributed teams, and it allows you to securely integrate information and knowledge throughout business workflows. Connectivity like this comes from Cisco® Connected Manufacturing solutions.

These solutions integrate with leading third-party partner solutions to help you be more responsive and competitive. Connected Manufacturing helps you respond more quickly and effectively to business needs by targeting every aspect of the manufacturing value chain: research and development, supply chain, production, and sales and service.

### Increase the rate of innovation in research and development

By integrating communications with business processes, Cisco Connected Manufacturing solutions enable you to speed product development and get to market faster. With accelerated information delivery, you can quickly recognize customer needs. Then you can respond to them more effectively through improved collaboration with design teams and partners, no matter where they are. Using a variety of communications capabilities, you're able to connect easily across distances for meetings and project reviews, securely share information in real time, and make simultaneous design changes with your suppliers and partners.

### Adapt your supply chain to changing markets

Communication and information are crucial to an efficient supply chain. Cisco Connected Manufacturing solutions bring together capabilities such as Cisco Unified Communications, industrial Ethernet connectivity, and wireless to improve communication between suppliers, partners, and customers. Securely extending access and visibility throughout the supply chain can help to promote efficiency and collaboration. This improved information and process visibility helps reduce excess inventory and allows you to respond to customers' actual needs and to make better business decisions.

### Improve production efficiency and flexibility

Cisco Connected Manufacturing solutions empower you to make business decisions based on real-time data, instead of depending on reports that come in hours or days after the fact. These solutions integrate communications and data into business workflows, plant systems, applications such as Manufacturing Execution Systems (MES), and business systems such as enterprise resource planning (ERP). With seamless communication from the factory floor to enterprise IT, you have immediate access to information about issues ranging from product problems to safety and compliance challenges, so you can improve event response and achieve faster resolution of downtime and production issues.

### Enhance customer intimacy in sales and service

You know that to keep good customers, you have to be responsive to their needs. But you can do that only if you know what those needs are and can share that knowledge quickly so you can act on it effectively. Cisco Connected Manufacturing solutions deliver the communication and collaboration tools you need to communicate with customers and respond knowledgeably to their orders, queries, product issues, and service requests. Beyond directly communicating with customers, you can also use these tools to enhance and extend your sales force and service capabilities by delivering virtual training and sharing information with mobile sales and service teams. You can also communicate more effectively and securely with channel partners and distributors.

### Optimize Your Manufacturing Value Chain

Cisco Connected Manufacturing solutions give you access to more accurate and timely information throughout your organization and across your supply chain, allowing you to make better-informed, more timely business decisions. Communication and collaboration tools from Cisco enable you to better manage increasingly complex product lines, introduce new products more quickly, and adjust products and processes to adapt to changing needs. You'll be better able to respond to dynamic sales trends and evolving customer needs while you reduce costs, waste, and inefficiencies at every step of the value chain.



## Why Cisco?

Cisco is committed to delivering trusted business solutions to the manufacturing industry, through its participation and leadership in standards organizations. In addition to business partnerships tailored for manufacturing, Cisco offers industrial products and collaboration solutions designed to provide your business a solid platform for growth.

## Learn More About Connected Manufacturing

To find out how responsive manufacturing with Cisco Connected Manufacturing solutions can benefit you, contact your local Cisco sales representative or visit us online at [www.cisco.com/go/manufacturing](http://www.cisco.com/go/manufacturing).



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