



Connected Manufacturing

Increasing Agility, Efficiency, and Business Outcomes with IoE

Round table with Analysts

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Complexities of the Manufacturing Value Chain



What Is the Opportunity?

\$3.9 TRILLION
Between 2013–2022

Fueled By:



Asset
Utilization
\$1.0T



Employee
Productivity
\$1.0T



Supply Chain/
Logistics
\$0.5T



Customer
Experience
\$0.4T



Innovation
\$1.0T

The Internet of Things represents an opportunity to grow aggregate global corporate profits approximately 35% by 2022.

Source: Cisco Internet Business Solutions Group, 2013

Solution Structure – Automation

Security

Flexibility

Cisco IE2000, IE3000

Cisco 3750 Cisco 4500

Cisco Product (Hardware/Software)

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Solution Structure – Wireless

Cisco Unified WLAN Architecture

Security

Cisco 2600

Cisco 7500 WLC Series

Cisco Product (Software/Hardware)

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Solution Structure – Energy Mgmt

HVAC Lighting Plant Energy

IE2000 Cisco 1550

CGR1000 Energy

Cisco Product

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Solution Structure – CF Security



Business Outcomes

- Reduce inadvertent downtime events
- Protect intellectual property
- Increased safety
- Enable new business model e.g secure remote access Machine-as-a-service and Data and Apps-as-a-service

IE3000 IE2000 3750

Hardware/Software/XaaS

+

Cisco Identity Services Engine Cisco Security Management

SOURCEfire **API** Cisco API Manager

Software (incl. Partners)

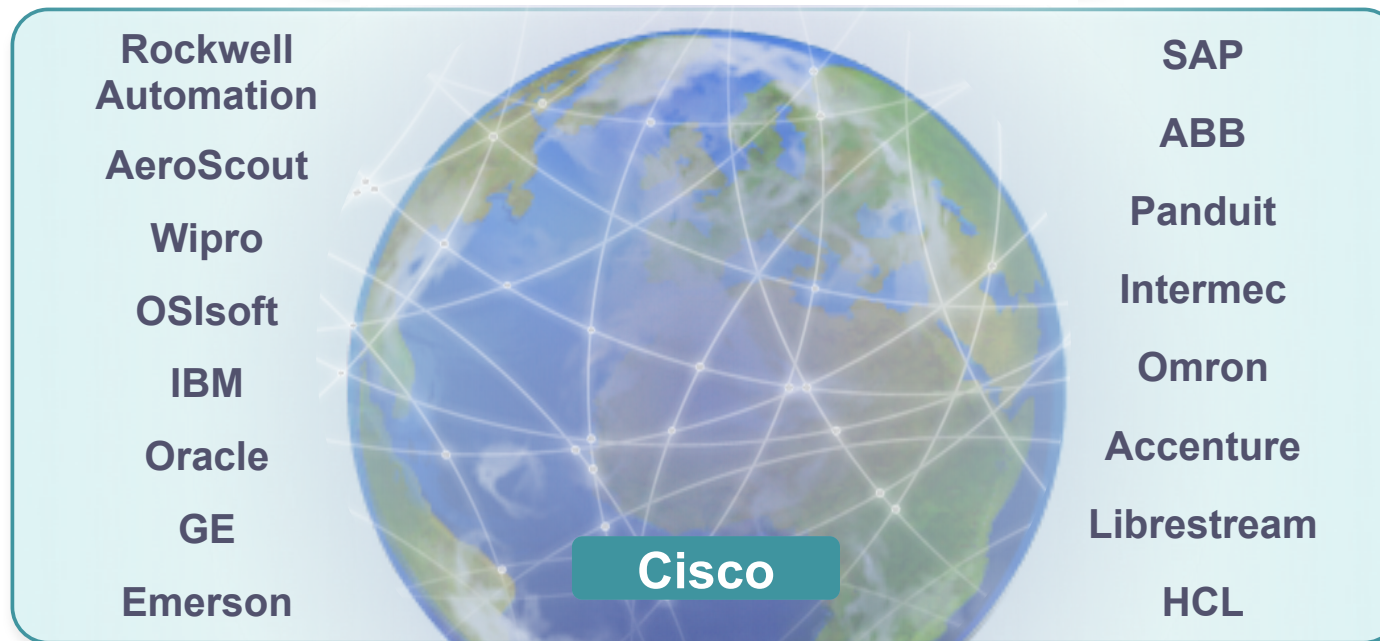
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Connected Factory Services:

- Discovery & Strategy Workshop
- Architecture Assessment
- Technology Assessment
- Architecture Planning & Design
- Infrastructure Buildout
- Solution Optimization
- Product Support

Services

Global Industry Partnerships



Global Standards

Wi-Fi

IEC

ISA

ODVA

Sercos

Stanley Black & Decker Reynosa

Transforming Operations with IoT

StanleyBlack&Decker

“With the help of the Cisco and AeroScout Industrial solution, we are on our way toward realizing our vision of a virtual warehouse and fully connected factory, with complete visibility and traceability.”

**-Gary Frederick, CIO Industrial Division,
Stanley Black & Decker**



Challenge

- Get better transparency of real-time production to schedule
- Dissect why actual labor costs exceeding standard costs
- Need to understand effects of shift changes
- Gain better visibility to real-time OEE

Solution

- Leverage Cisco WiFi in the plant
- Combine with AeroScout RFID tags
- Integrate RFID Tags to PLC to Quality Scale

Results

- 24% in OEE in router line
- Reduced labeling error rate by 16%
- Improved labor utilization from 80 to 92%
- Reduced inventory holding costs by 10%



Thank you.

