

Action plan to grow your manufacturing agility and responsiveness in **the new normal**

The COVID-19 pandemic has created an immediate and seismic shift in the operations of manufacturers, large and small, far beyond what any risk management or business continuity planning could have imagined. Meeting-filled days around conference tables and in breakout rooms to discuss products and processes have been replaced by videoconferences and a patchwork of other remote work tools that weren't designed with the specific needs of manufacturers in mind.

At the same time, we're experiencing an urgent shift in manufacturing, unlike anything we've seen since World War II. Fulfilling the essential needs of the healthcare system in a time of crisis have put existing product development roadmaps in the shredder, as manufacturing giants like Apple are rapidly shifting operations to supply face shields while Ford manufactures ventilators and Bacardi produces hand sanitizer. While there's growing

evidence that the first wave of the COVID-19 has been somewhat mitigated, the reality is that epidemiologists expect a second wave of coronavirus to emerge in the fall of 2020, while a reliable vaccine is likely to be 18 months away. The time to prepare is now.

“More than 44% of respondents do not have a plan in place to address supply disruption from China and 23% of respondents report current disruptions.”
— ISM Survey, March 2020

“Supply chains are being disrupted around the world, but the full impacts have not yet been felt.”
— McKinsey & Company¹

¹“COVID-19: Briefing Materials, Global Health and Crisis Response”,
McKinsey & Co., 2020

Why the Time is Now...to Prepare for What's Next

If you're like many business owners or managers, you're asking yourself

- “What do I need to do to keep moving my business forward during this global disruption?”
- “Is it possible to manufacture something entirely different, using the shop and tools that I have, in a market that has changed significantly — and with much of my staff working remotely?”

Small and mid-size industrial organizations who pivot quickly have an opportunity not just to survive but to thrive, no matter what future disruptions are in store.

Here's what you can do now to position your organization for manufacturing success, based on three-time horizons:

Respond — Ensure all your employees have the hardware, software, and access they need to work productively and securely from home. Audit your technology stack and identify opportunities to upgrade consumer-focused triage solutions with enterprise-level, industry specific solutions for long-term use.

Rethink — Develop detailed plans for multiple “new normal” scenarios over the next 12 – 24 months — long-term remote work, phased return to on-premise work, and a rapid shifting from one scenario to the other.

Revitalize — Look at your processes and platforms in the context of the “new normal” — what does your organization need to do to optimize effectiveness, efficiency and productivity in these scenarios? Take stock of regulatory changes, as well as how your competitors will be affected.

Accelerating Manufacturing Collaboration and Transformation in times of Supply-Chain Disruption

If you're currently struggling with a hodgepodge of email and IM to Slack, Zoom, WebEx and Microsoft Teams, you're not alone — and let's face it, those tools are leaving you short when it comes to complex design.

You need industry-specific, enterprise-grade tools you can rely on, at a price you can afford. Tools that are purpose-built with the manufacturing process in mind, that adapt to your processes and allow you to realize and maximize value in just days.

That's why Persistent has created the Collaboration Workshop

The Collaboration Workshop from Persistent is a fast, low-cost, low-risk, pilot program that shows how you can harness the performance and flexibility of an all-digital, manufacturing-specific collaboration platform to work for your organization right away.

That platform is 3DEXPERIENCE, a cloud-based and lightweight collaboration framework from Dassault Systèmes®, the world leader in 3D design and engineering software.

The Collaboration Workshop

- Delivers a **benchmark of your current processes and digital maturity against your industry peers**, so you can quickly identify and close performance gaps and maximize competitive advantages.
- Provides access to a secure virtual environment **where your teams can try the collaboration**

and business management capabilities of 3DEXPERIENCE along with best practices.

- \ Gives you **action plans for “quick wins” to help you quickly adopt and realize the benefits of an all-digital, manufacturing-specific collaboration platform**, as well as a customized roadmap to accelerate your digital transformation.

Collaboration Workshop: Accelerating Manufacturing’s Digital Transformation

For manufacturers, our Collaboration Workshop is the ideal way to ensure your business continuity and ability to execute today, with the speed and agility to make more informed decisions even with a remote workforce contributing from different locations.

Once you’ve completed your Collaboration Workshop, you’ll

- \ Receive a digital maturity assessment report, with areas to improve upon based on our findings, including benchmarks with market references. This report also includes recommendations and a roadmap of initiatives focused on incremental improvement and quick wins.
- \ Have a clear understanding of how your organization would benefit from a secure cloud-based, manufacturing specific collaboration platform, including
 - Roles that are purpose-built to support your product development process
Executive leadership, Engineering
Manufacturing, Marketing, Sales, IT

- Realistic use cases that showcase “a day in the life” of a collaborative, end-to-end product development process.
- Governance and analytics capabilities that enable better, more secure monitoring and management anywhere, any time.

Collaboration Workshop

Agenda — 1 Day

Introduction to Enterprise Collaboration on the Cloud

Hands-on Session:

- \ Understanding of roles, current processes, projects, and KPIs
- \ Set-up of the Collaborative environment for all the participants
- \ Proof of technology with relevant use cases

Follow-up post workshop

3DEXPERIENCE: The Manufacturing Collaboration Platform for the “New Normal”

Given below are a few of the 3DEXPERIENCE advantages for manufacturers large and small

- \ **Single, easy-to-use interface:** The 3DEXPERIENCE platform enables process execution and excellence across all phases of your product development, including 3D design, analysis, simulation, and intelligence in a seamless experience.
- \ **CAD aware:** As the industry’s only CAD-native platform, it ensures that you can maintain “one version of truth” with your CAD data, tracking, and synchronizing changes in real-time.

- Fast implementation and scalability: With 3DEXPERIENCE's cloud-based solution, your company can be up and running in hours, and your user base can quickly grow with you as your needs do.
- Inexpensive: Trial and Starter packages are available for startups and mid-sized businesses.
- Re-compose your supply chain quickly: You get immediate access to 200+ suppliers and 300+ qualified component configurations through the 3DEXPERIENCE Digital Marketplace, plus alternative manufacturing options like Additive Manufacturing.

Do you have the right plan, systems and tools in place to ensure your operations are as resilient and agile as they will need to be?

If not, contact us below to take advantage of license discounts up to 50% off for a limited time and book your complimentary Collaboration Workshop (virtual or onsite)!

“While digital transformation was happening before, COVID-19 will further accelerate the pace of change. This speed of transformation is going to force those lagging behind to the sidelines, with an even greater concentration on digital leaders.”

— Publicis Sapient²

² [COVID-19 Solutions: Digital Transformation for Accelerated Efficiency and Cost Savings](#), Publicis Sapient, 2020

About Persistent

Persistent Systems (BSE & NSE: PERSISTENT) builds software that drives our customers' business; enterprises and software product companies with software at the core of their digital transformation.

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