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Bringing Digital Transformation Into Focus
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Moderator

Don Pearson

Chief Strategy Officer

Inductive Automation

Agenda

- Introduction to Ignition and Today's Speakers
- What is Digital Transformation Really About?
- Processes, People, and Programs
- Real Examples
- Ignition and Digital Transformation
- Audience Q&A


Ignition!®
by inductive automation
The Unlimited Platform for SCADA and So Much More
• Connect, Design, Deploy Without Limits:
- One central hub for everything on the plant floor
- Create any kind of industrial application
- Web-deploy clients to desktops, industrial displays & mobile devices
• Unlimited licensing
• Industrial-strength security and stability
• Trusted by thousands of companies worldwide

Presenters

Kevin McClusky

Co-Director of Sales Engineering

Inductive Automation

Kent Melville

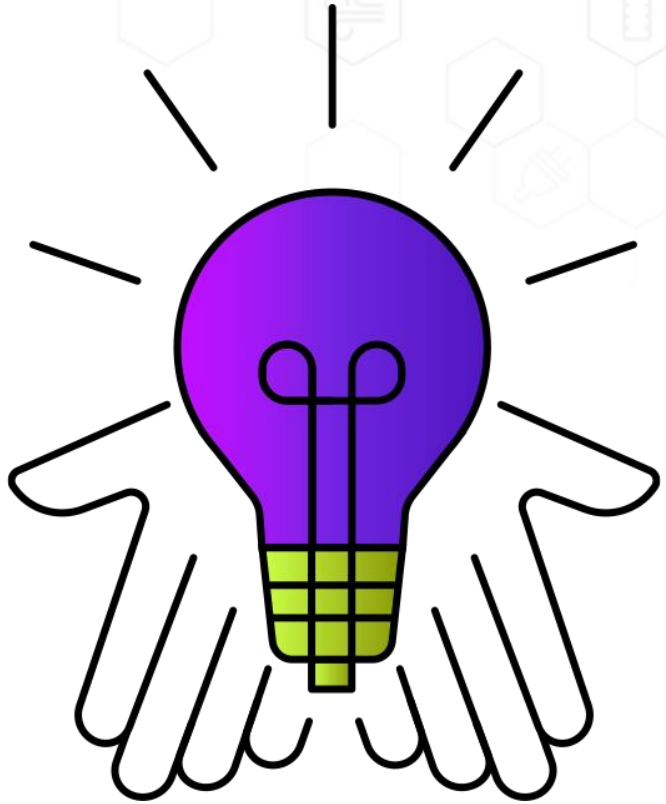
Sales Engineering Manager

Inductive Automation

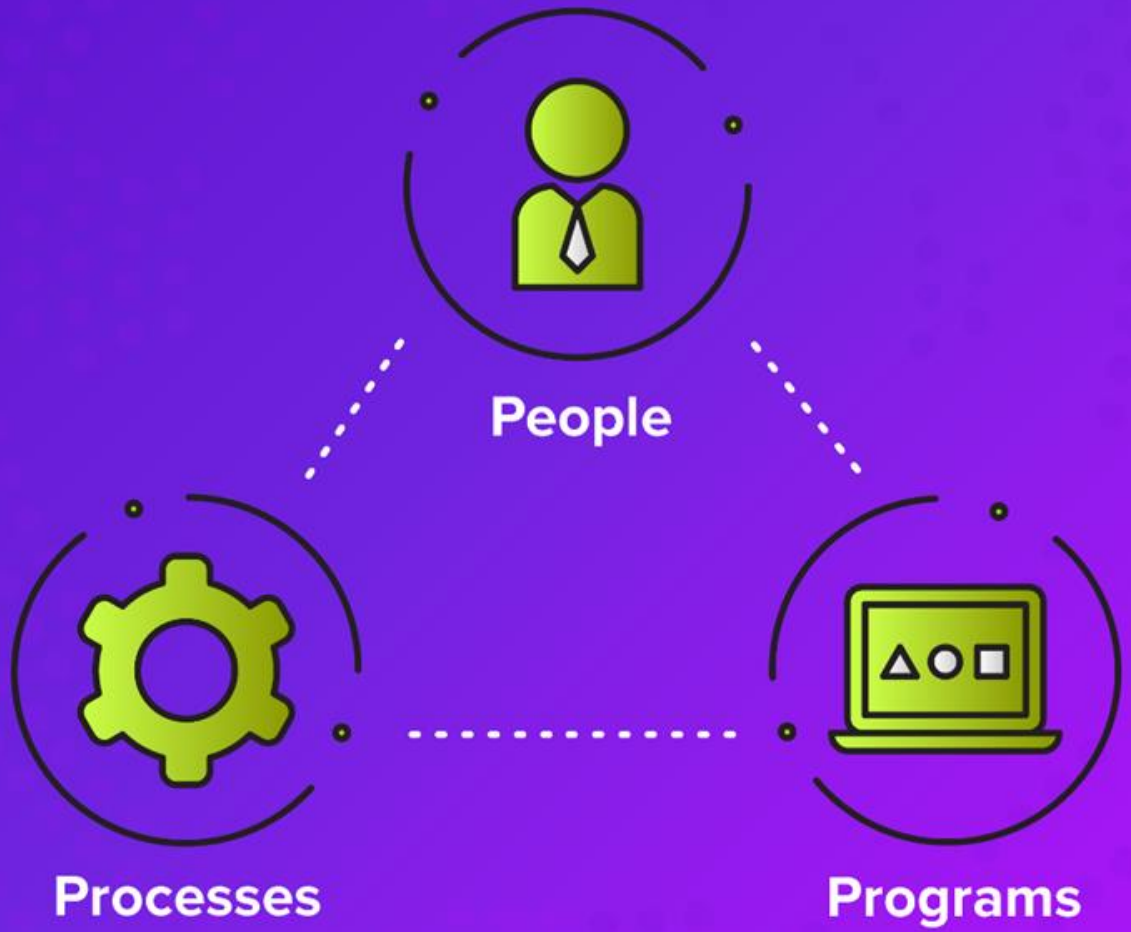
inductive automation | Ignition

What is Digital Transformation Really About?

- Digital Transformation is not just about technology, technology for technology's sake, or simply putting new tech on top of old tech.
- Digital Transformation is a more comprehensive shift in thinking and doing that impacts every aspect of the business.



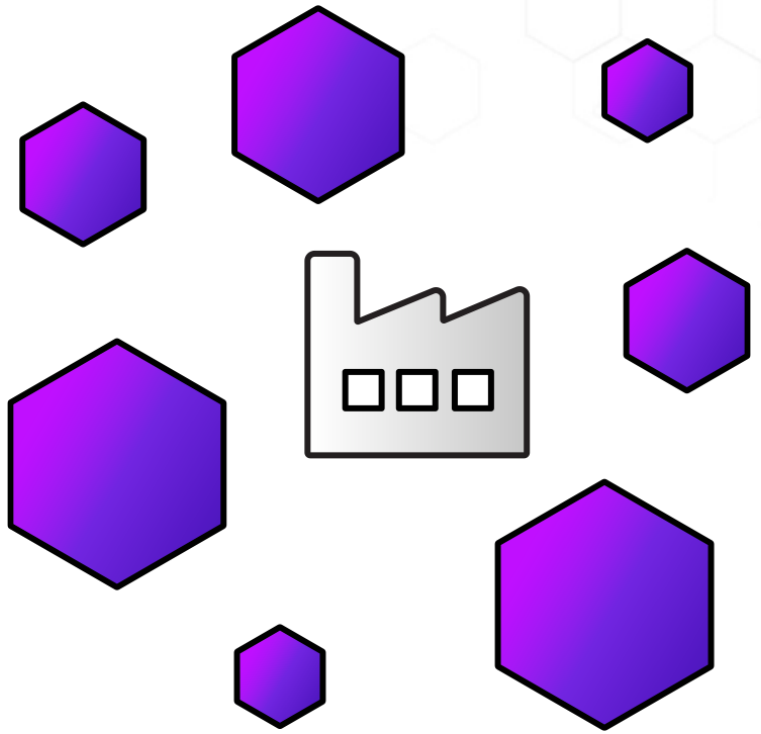
What is Digital Transformation Really About?



Processes

Why Processes are important to Digital Transformation

- The ability to quickly adjust existing processes and create new processes is critical to Digital Transformation.

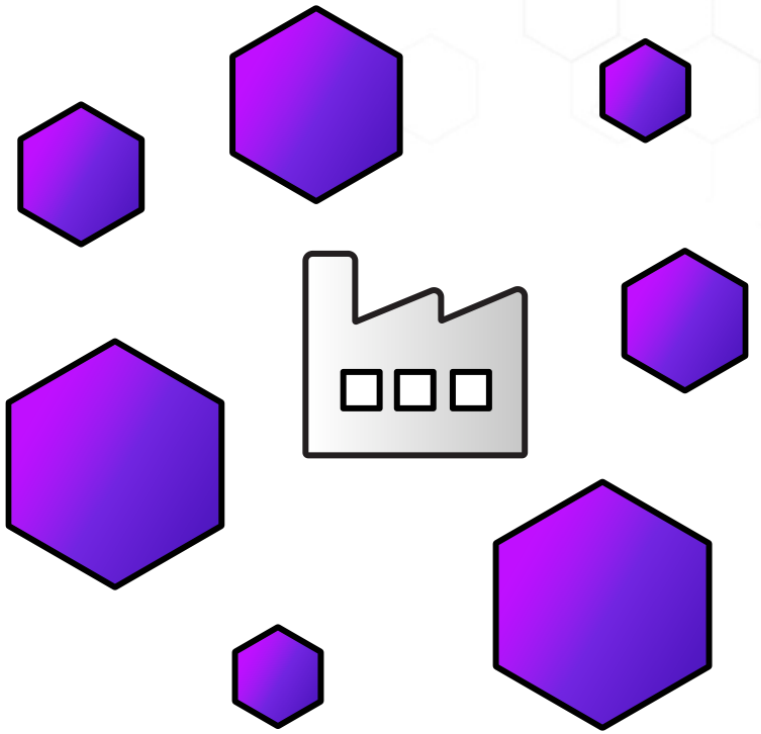


Processes

Digital Transformation opportunities related to processes

- Streamlining existing processes to make them more efficient

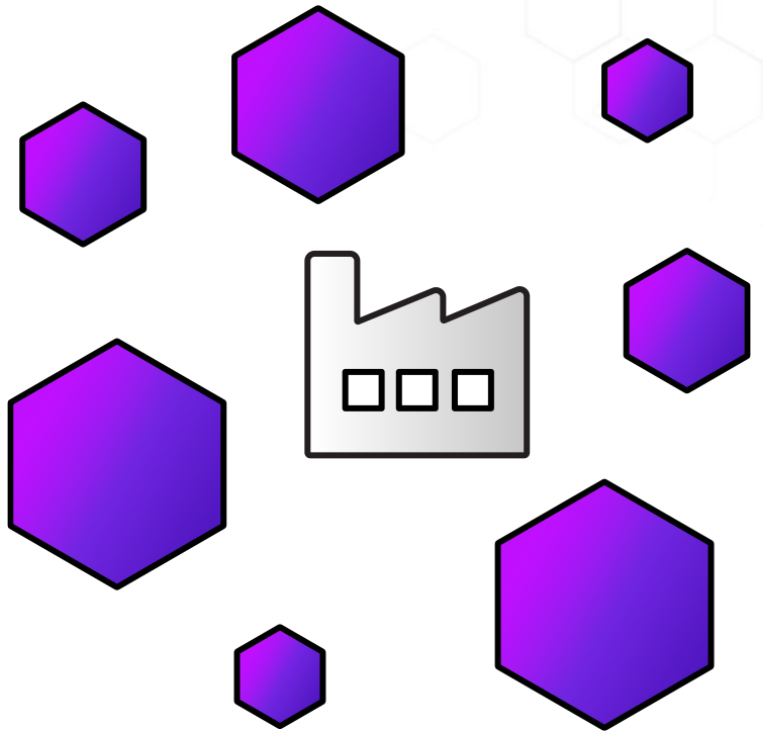
- Using digital technologies (cloud, edge, machine learning, etc.) to rethink existing processes and create new processes
  - Example: Going from manual data collection to automated data collection, then pushing data to an MQTT cloud broker that devices or applications can instantly subscribe to.



Processes

Digital Transformation obstacles to process improvements

- Convincing others that Digital Transformation is a lot more than just digitalization
- Entrenched ways of doing things
- Locating where the problem is
- Scaling out your process



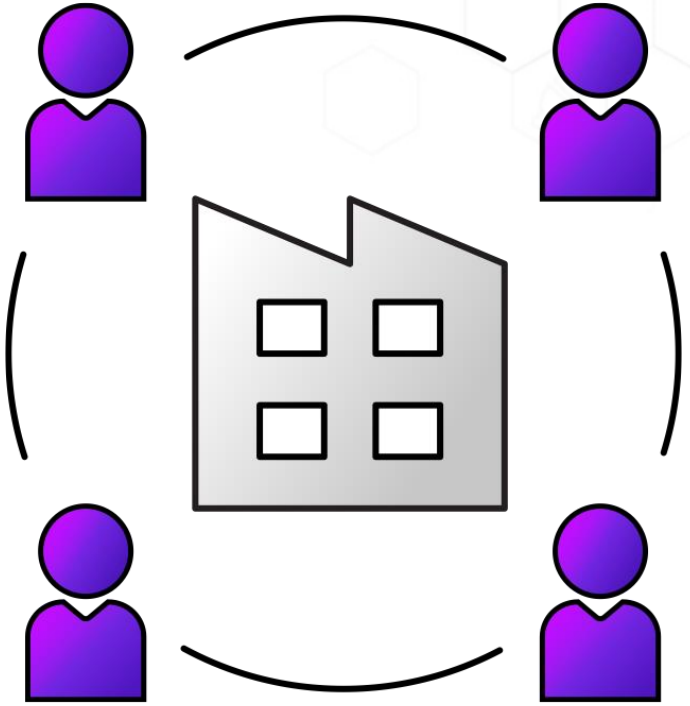
People

Why People are important to Digital Transformation

- People and organizational culture are a huge part of Digital Transformation. Take the human factor into account as you start this journey.

- Make sure that key stakeholders are onboard. Focus on big-picture goals and benefits rather than deep technical details.

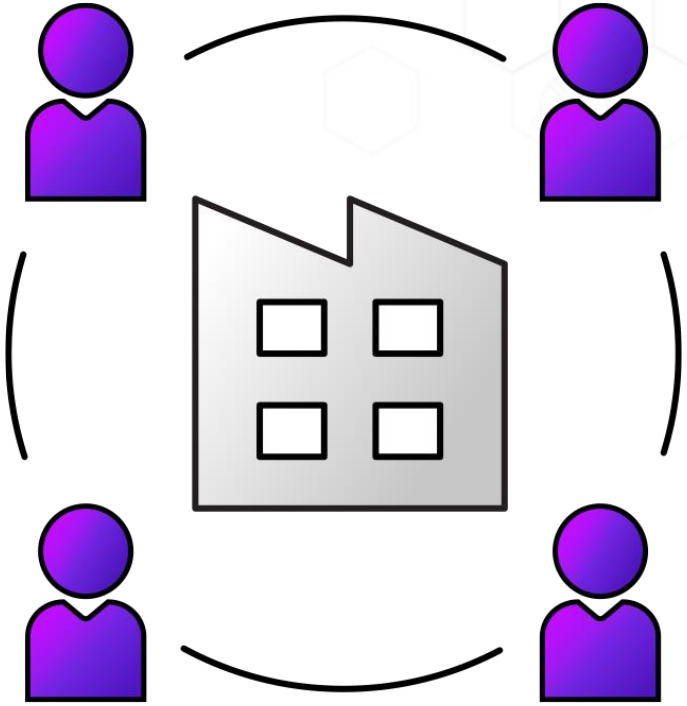
- Staffing: You need the right people in the right positions to support the initiatives.



People

Digital Transformation opportunities related to people

- Improving communication and collaboration across the organization.
- Empowerment and improved decision-making through wider availability of data.
- Using digital technologies to improve user experiences.
- People get to learn new skills.

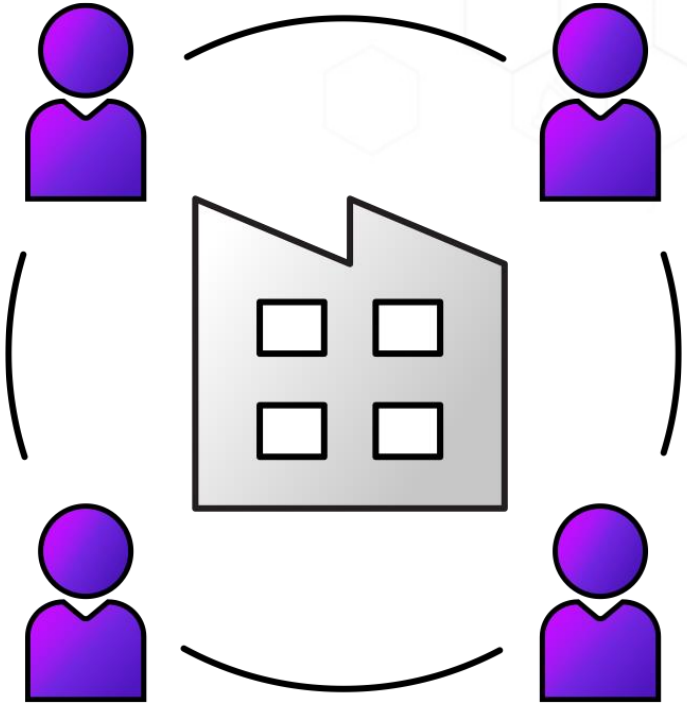


People

Digital Transformation obstacles related to people

- Resistance to change; fixed mindsets

- Perceptions about DT:
  - Seems too time-consuming, difficult, or risky
  - Steep learning curve
  - Cybersecurity worries

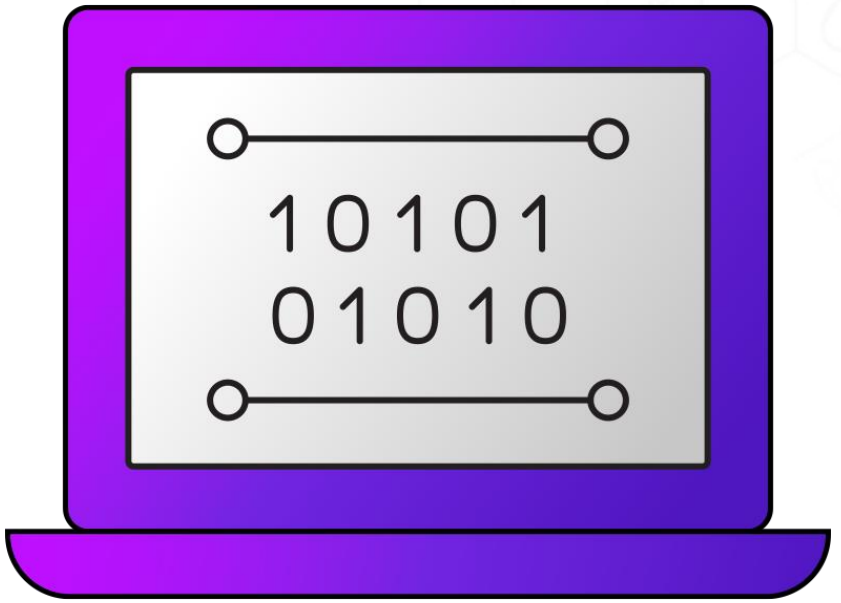


Programs

Why programs are important to Digital Transformation

- New technologies are the linchpin of digital transformation. Employing modern software programs is necessary to realize all the benefits it can bring.

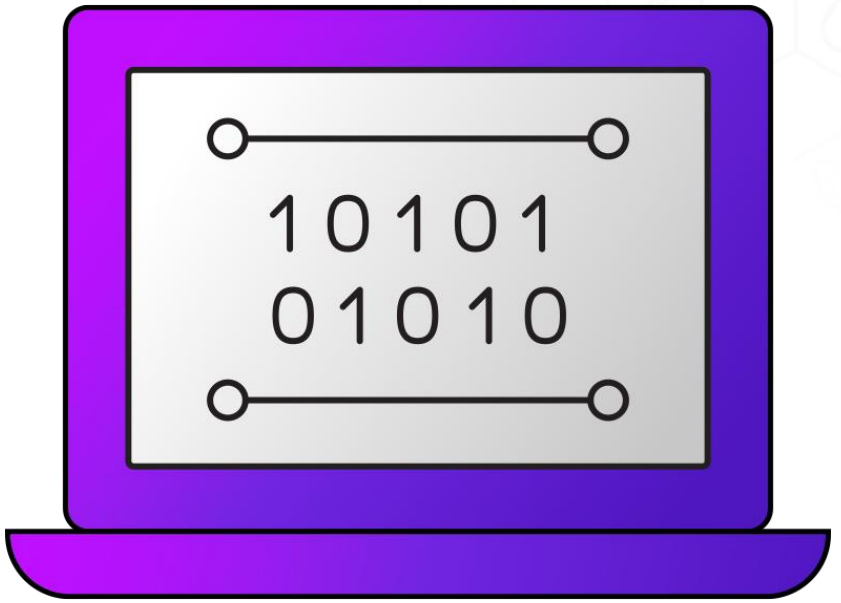
- New technologies that you add need to work alongside the technologies you have in place.



Programs

Digital Transformation opportunities related to programs

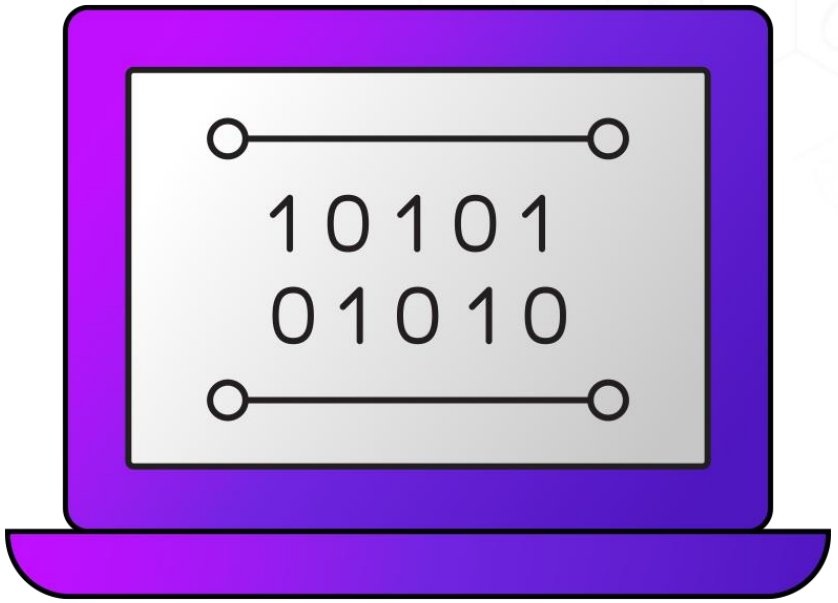
- Improving operational efficiency
- Time & money savings
- Removing limits imposed by outdated technology

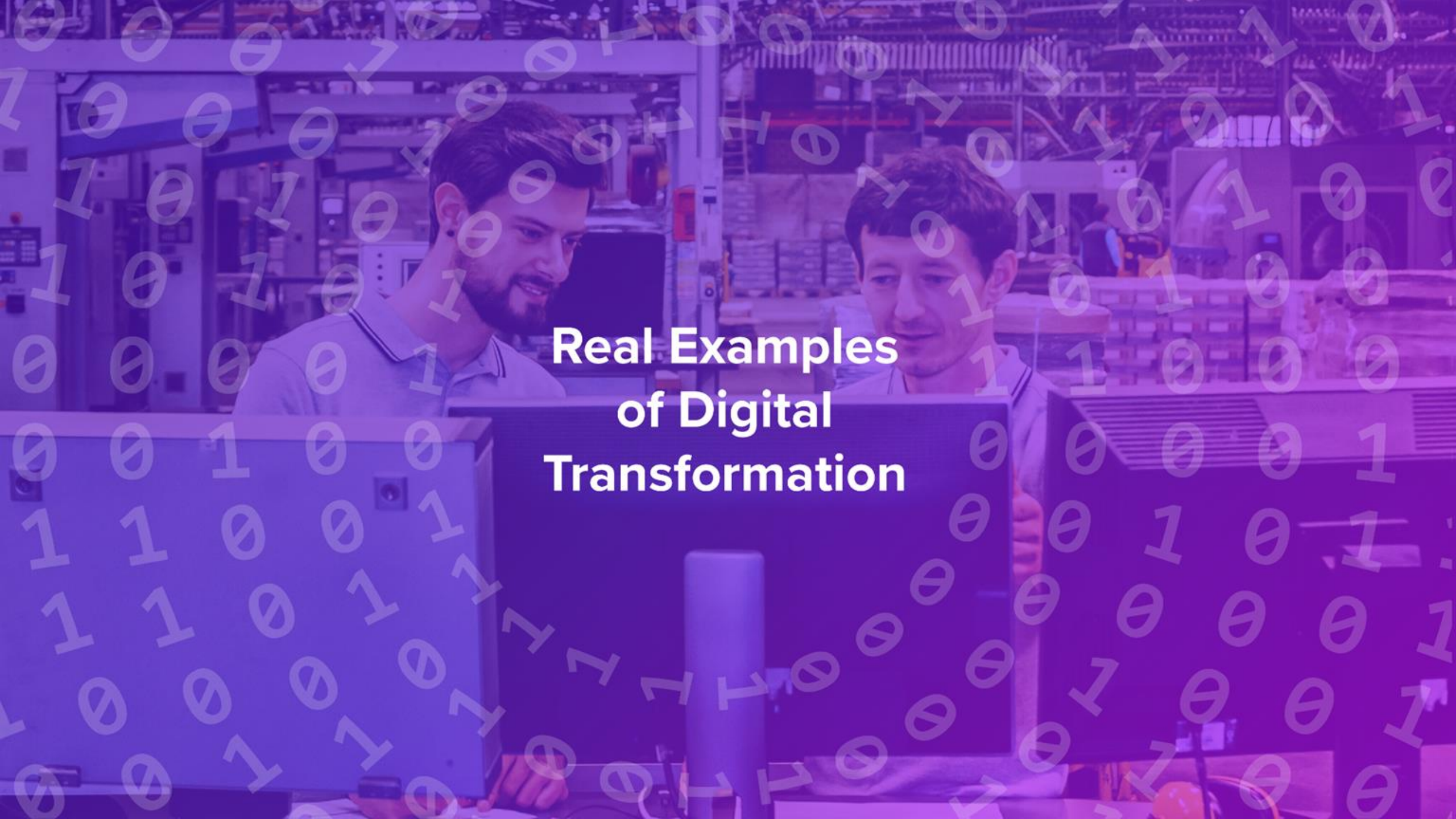


Programs

Digital Transformation obstacles related to programs

- Risk of downtime/disruption
- Compatibility issues between new and existing programs
- Integration can be hard

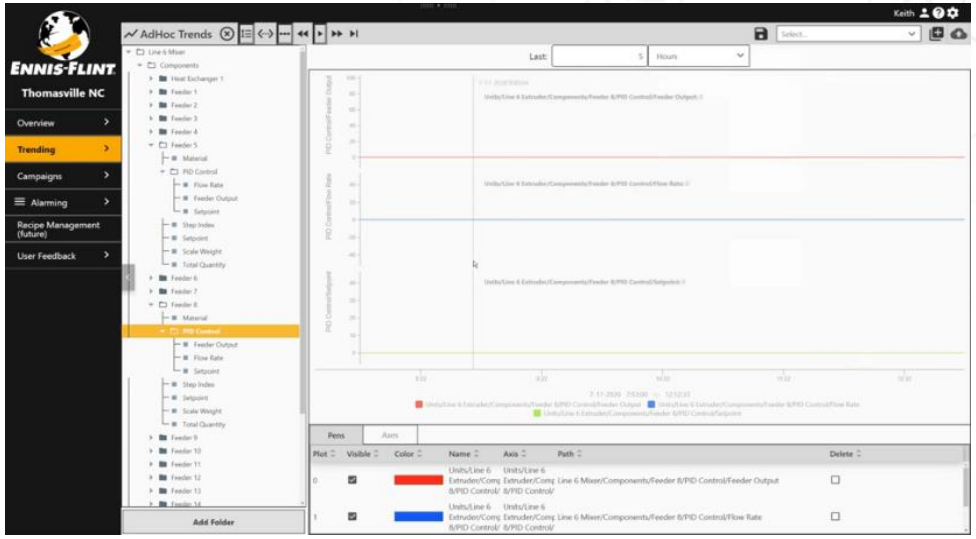



Real Examples
of Digital
Transformation

Real Examples of Digital Transformation

Edge project: DSI/Ennis-Flint

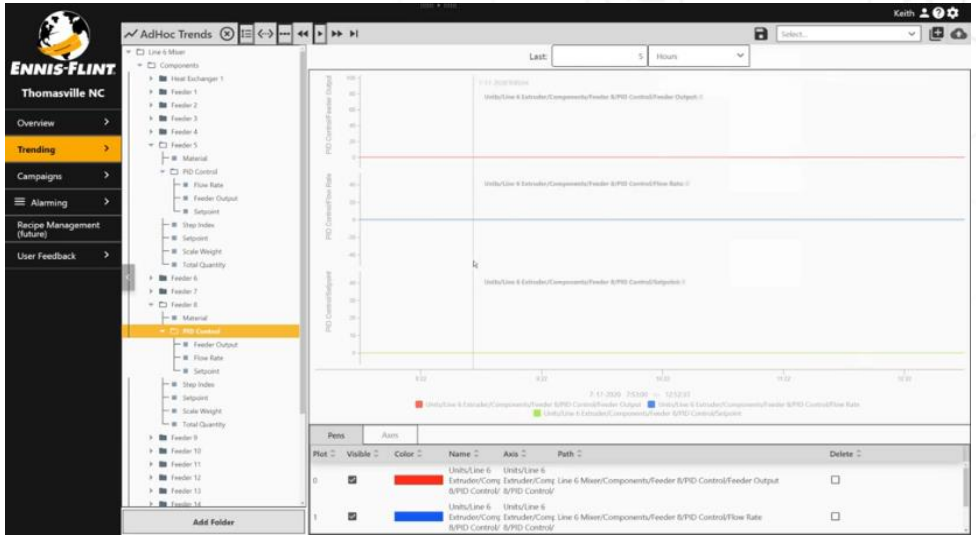
- Ennis-Flint, a manufacturer of pavement-marking solutions, developed a new continuous mixing process for a material that used to be produced in single-batch kettle mixers.
- Up to 20 raw material feeders continuously feeding the mixer at the correct ratios; fluctuations in feed rates could result in bad product
- With Ignition, they quickly identified an issue with one of the feeders and could start fixing it.



Real Examples of Digital Transformation

Edge project: DSI/Ennis-Flint

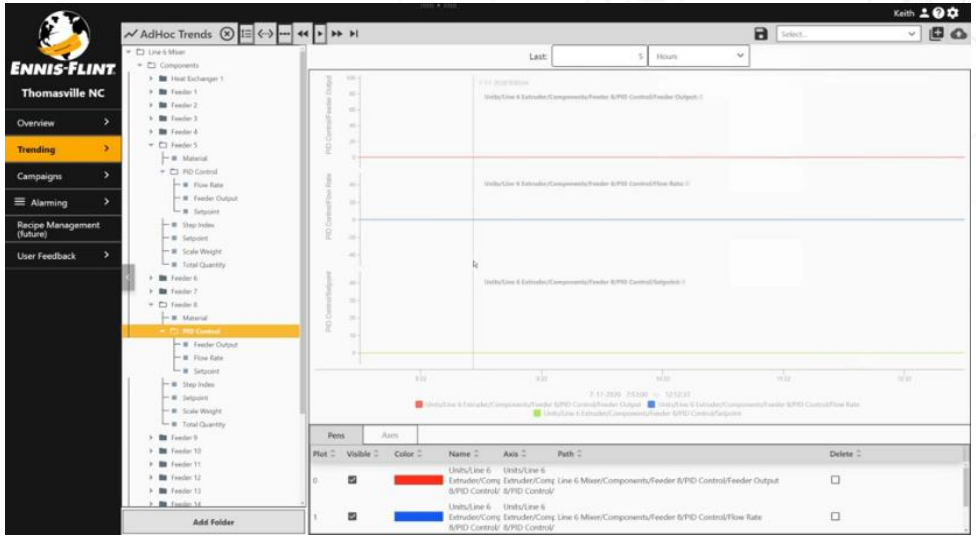
- Architecture:
  - Ignition hub-and-spoke architecture
  - Ignition Edge devices run locally on OnLogic IGN-600 Edge Onboard devices
  - Central Ignition hub in the cloud



Real Examples of Digital Transformation

Edge project: DSI/Ennis-Flint

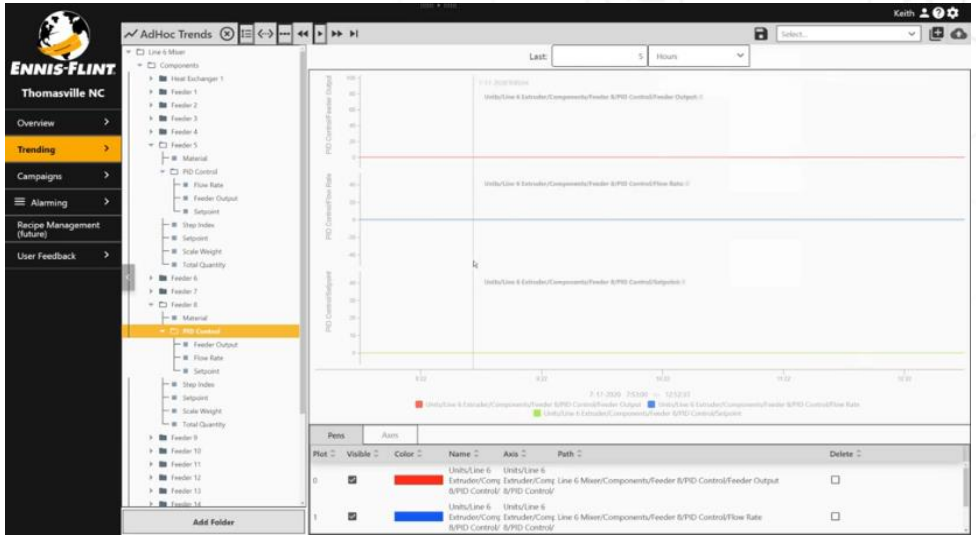
- Perspective Module: All data visualized through Perspective in a mobile-responsive and dynamic application showing historical batch information and machine trends
- Dynamic screens allow addition of new mixing systems with minimal changes to the application — and in hours instead of days or weeks
- Built with native theming for reusability
- Authenticated employees can securely access the project anywhere from any device



Real Examples of Digital Transformation

Edge project: DSI/Ennis-Flint

- Ignition Docker Images can rapidly deploy and recreate the user's environment.
- Spin up exact copy of the customer's environment locally and test changes and fixes before introducing them to staging and production environments.
- Drastically reduced overhead development time and gave everyone on the team the same ease of access to the entire project.



Real Examples of Digital Transformation

Plant-floor project: SugarCreek

- A packaged-foods manufacturer experiencing rapid growth
- Plant-floor data helps them identify and solve problems across 6 sites
- Ignition provides them with real-time data in a useful context and format
- Full visibility to each manufacturing line
- Data-driven decisions, cost savings, improved their efficiency, and data they can share with customers

Real Examples of Digital Transformation

Plant-floor project: SugarCreek

- Ignition also helps with continuous improvement and OT-IT convergence
- They modeled a production line with the Ignition trial to show its capabilities before buying.
- With Ignition, SugarCreek has reached record productivity, and saw a 100% improvement in OEE over a 7-month span
- SugarCreek has constantly expanded Ignition's role and now uses in virtually all aspects of their operations.

Real Examples of Digital Transformation

Enterprise projects: RJ Reynolds

- In the face of many serious challenges, the manufacturing side was asked to deliver superior results
- A vision for a digitally connected enterprise: Controls, MES, and ERP with heavy automation between the layers
- Ignition pilot project: One week, a PC, and a $12K Ignition license to identify machinery bottlenecks

Real Examples of Digital Transformation

Enterprise projects: RJ Reynolds

- Since then, Reynolds has done many big Ignition projects across the enterprise: Ignition deployments in 10+ plants, 1+ million tags, and 200+ clients
- Ignition helps Reynolds with critical success factors such as compliance, security, scalability, and dealing with legacy controls
- Big wins: cost savings, reduction in waste and product re-work, platform for growth and innovation, agility to work with new technologies, and stellar financial results

Ignition for Digital Transformation

Processes

- Modular; customize it to any existing industrial process
- Made to fit your process, instead of vice versa; you can still improve processes when desired
- It's a single, unified platform; install on virtually any industrial device or server (on-site or cloud)
- Extremely scalable; fits architectures of all sizes and types
- Install it wherever your data & processes are: edge, plant floor, and/or cloud.
- Allows you to add new processes, such as DataOps

Ignition for Digital Transformation

People (addressing common concerns with Ignition)

- If a new solution seems time-consuming, difficult, or risky, show the value of Ignition on a trial basis. Trials are easy, fast, low or no risk. Show what it can do in a small area, then do more with it.

- Ignition eases the learning curve with Quick Start and Inductive University.

Ignition for Digital Transformation

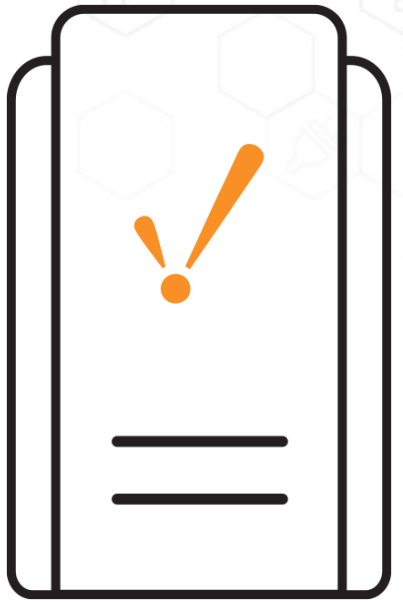
People (addressing common concerns with Ignition)

- Ignition addresses cyber security concerns by allowing access while supporting first-class security infrastructure. Everyone who needs to see data can without extra cost. Role-based security features let the company control who sees what and who can access. Integration with modern Identity Providers takes advantage of modern security best practices.

Ignition for Digital Transformation

Programs

- Ignition works with any major OS.
- Based on open standard technologies that are easy to support and integrate, such as SQL, HTML5, OPC UA, and MQTT.
- Connects to existing OT, IT, and ERP systems.
- Ignition can be “the glue” between process optimization, machine learning, and cloud technologies.



Demo

Ignition for Digital Transformation

In conclusion:

- By connecting Processes, People, and Programs, Ignition facilitates the free flow of information across the organization. This improves visibility into what's happening, communication between departments, insights into processes, and collaborative problem-solving, which all result in more innovation.

- Lastly, one more big reason to choose Ignition: it connects to a whole ecosystem of other solutions such as software, hardware, and services to help you successfully navigate your digital transformation journey.

Ready to Try Ignition for Yourself?

Download the full version for free at:
inductiveautomation.com

inductiveuniversity.com

Ignition User Manual also available at:

docs.inductiveautomation.com

THE DISCOVER GALLERY

Submissions Due by April 30

Got questions? Contact us at: **ICC@inductiveautomation.com**

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Call us at: **800-266-7798**

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