



## SME21<sub>0</sub>

*For the next generation of manufacturing SMEs*

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*Who hasn't heard of Industry 4.0 (unless you're a hermit)? First highlighted at the Hannover Messe in 2011, the concept appeared on people's radar in Québec in mid-2015... and in less than 6 months there was a flood of experts on the subject.*

*It is however important to understand that the concept isn't so new (the name is, the concept not so much) and has been known by some for a long time; thus:*

- *Most of Industry 4.0's key concepts have been known and applied for at least the last 30 years in industries where continuous processes dominate (think metallurgy, steel, aluminium, pharma and bio pharma, etc.). For example, an organisation like MESA ([www.mesa.org](http://www.mesa.org)) has existed since 1992.*
- *Engineers who were working in European manufacturing at the beginning of the 2010s have been living with this concept for a decade now.*

*And these happen to be the two key characteristics of EPI's experience and expertise... which is at your disposal with our Industry 4.0 services.*

The number of services offerings, public as well as private, available in this area has exploded and have taken many forms:

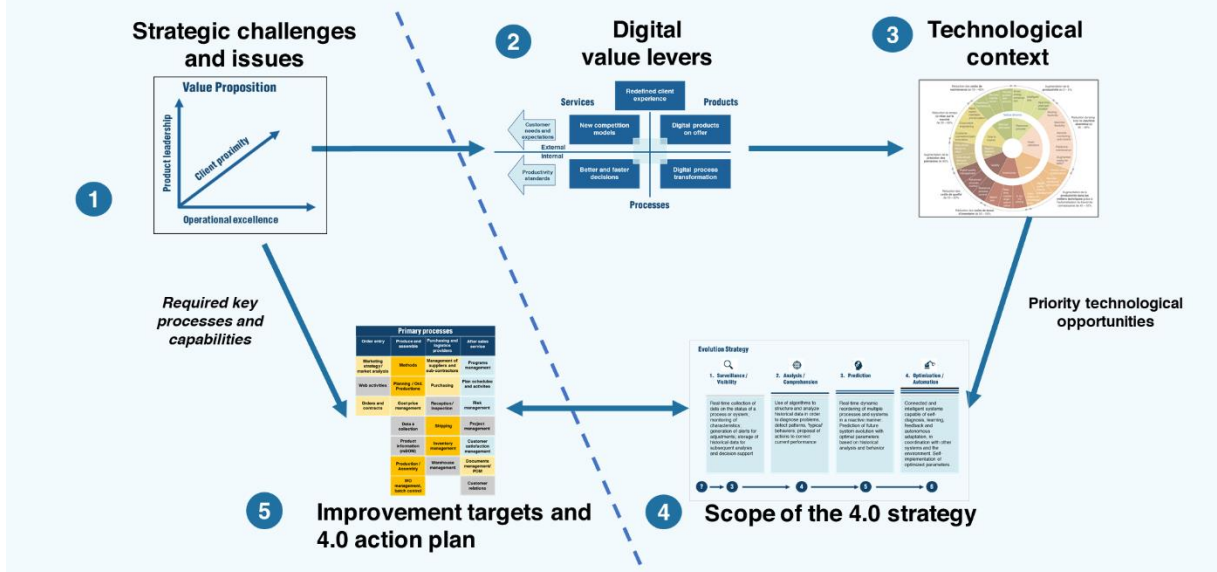
*Thus a SME which wants to grow its digital maturity can find services to help it with its strategic thinking, an audit of its current maturity, digital planning, the prioritization of its technological opportunities, managing its digital transformation and planning its projects.*

The problem is that the services are offered individually and are too fragmented for a typical SME. They find themselves having to seek out a variety of different suppliers and subsidy programs at the same time, with each generating their own paperwork and requiring their own measures and management

What the owner or manager of a SME really wants is fast action and conclusive results. To quickly become a 21<sup>st</sup> century manufacturing company, SMEs need and are looking for an integrated process with a single partner.

This is the fundamental concept behind our **SME21<sub>0</sub>** approach. It consists in quickly and effectively carrying out the five steps set forth below.

## 4.0 Digital Alignment



1. First of all, as it is vital to have a solid **alignment** with the company's true business challenges and **strategic issues**, we supervise the examination of these points by your management committee. The purpose is to quickly clarify your value proposition and your strategic direction (value disciplines). The deliverable is a targeting of **key processes and skills** which must be improved in order to achieve your strategic and operational goals.
2. The next step consists in clearly identifying which **digital value levers** you will need in order to meet the challenges and address the identified issues. Do you want to digitize certain manual tasks, improve and speed up decision-making processes, add digital functions to products, transform the client relationship and/or roll out a new business model? This will already give us an indication of what type of technologies will be required.
3. After this basis has been established comes the **selection of the required technologies**, which is carried out in two steps:

Firstly we help you to **get to know the available 4.0 technologies**. This will take the form of a workshop where you will familiarize yourself with new promising technological avenues that could solve your issues, or even could allow you to consider new ways of doing business.

Secondly, we will guide you through a structured process of **classification of the various 4.0 technological opportunities** according to their cost, complexity and potential benefits, in order to prioritize those most relevant to you.



4. We continue by defining the scope of action of the 4.0 technologies to be selected – e.g., are we looking to collect, analyze, simulate or optimize data? This step allows for your digital progress to be structured and your short- and medium-term expectations to be specified.
5. Finally, the last step allows for your choices and decisions to be stated in a **4.0 action plan**. This is where we will include all the steps and sub-projects encompassing both the technological and human aspects of your equation. As insufficient, or even largely absent, project management is one of the main reasons for the failure of major transformation projects, we will include in our deliverables at this stage:
  - The configuration of the **best project management practices** which will be required for a good governance of your action plan (that is, the management of the scope of work, schedules, costs, human resources and changes, purchases, quality, risks, communications and the integration – in short, PMI 101).
  - The preparation of a **detailed project plan** for a first project (project scope, objectives, risks, deliverables, estimated costs, schedule, stakeholders, etc.)

Our goal is to get you going on a first project as fast as possible (in weeks rather than months) and to generate significant improvements and benefits for you. All of this is conducted within a unique and integrated framework.

Obviously we will be there afterwards, if you wish, to support you in carrying out your projects, backed by our extensive experience in designing, managing, installing and commissioning all manner of 4.0 systems.

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***Efficiency – Productivity - Innovation***