

CONNECTION MANUFACTURING PRACTICE

Invest in Your Future with Our Expertise and Solutions



Cybersecurity:

Manufacturing was the most targeted industry for cyberattacks in 2021¹



Modernization: 62% of manufacturing leaders committed to investing in smart factory tech²

Staffing challenges. Technology updates. Stringent compliance and safety regulations. As a leader in a manufacturing organization, there's always a lot on your plate. That's why we strive to partner closely with you to support your business objectives in information technology, operational technology, and other critical value stream functions. We continuously evolve our portfolio of manufacturing solutions and services in order to bring you proactive advice, benchmarking, and relevant solutions.

Connection Is Committed to Your Industry

We are committed to helping both our manufacturing clients and the industry succeed through deepening partnerships with industry thought leaders, expanding our portfolio to help solve complex opportunities, and investments into non-profit organizations—like MEP, MESA, and *FIRST*[®]—to support and advocate for the advancement of the manufacturing industry.

What Our Manufacturing Practice Brings to the Table

- Long-term focus on manufacturing clients and your unique challenges
- Dedicated team of manufacturing industry experts
- Deep understanding of use cases and business applications
- Portfolio enhanced with industry-specific products and services
- Ongoing focus on strategically developing manufacturing partnerships
- Participation in and contribution to industry-leading non-profit standards groups



Workforce Productivity:

67% of manufacturers continue to struggle with labor shortages³



Business Outcomes:

5-20% higher revenue impacts with digitally integrated factories⁴



Cloud: 74% of manufacturing CFOs believe cloud is most impactful for business results⁵

Who We Help

While we assist in all manufacturing sub-industries, we regularly help the following industries with their unique challenges and digital transformation initiatives:

- Aerospace
- Automotive
- High-value electronics
- Pharmaceutical and medical devices
- Food and beverage

Most Popular Solutions

- Factory and warehouse mobile solutions
- Industrial backup, data replication, and disaster recovery
- OT cybersecurity solutions and Integration with corporate monitoring
- Industrial networking, access points, cellular backup, and private cellular
- Sealed, fanless, and ultra-rugged edge compute
- Business applications and services: ERP, WMS, MES, CMMS, PLM
- Voice picking, visual picking, and AMR/AVGs
- Industrial IoT platforms: connectivity, integration, and automation
- Real-time location solutions: Passive RFID, Semi-Passive, BLE, UWB
- Artificial intelligence and machine learning
- Camera and machine vision
- Augmented reality and collaboration
- Sensors, PLCs, HMI, and industrial equipment
- Industry standards, regulatory and compliance-based solutions

What You Can Expect from Us

- **Simplified Procurement:** You get a single source for non-IT-managed software, hardware, and services.
- **Advisory and Guidance:** IT and OT technology are changing fast. Our industry experts conduct regular advice and guidance to proactively deliver thought leadership and share emerging technologies and use cases that your teams need to stay current.
- **Business Outcomes:** We help address business challenges and continuous improvement initiatives to deliver business outcomes that improve cost, quality, and productivity.
- **Facility Expansion, Modernization, and Reshoring:** Our clients are growing and seek solutions to their capacity or supply chain challenges. We augment your teams and introduce technologies that help you get more value out of your next big capital investments.
- **Workplace Safety, Health, and Environment:** We help address everyday employee safety events or automate typical environmental monitoring activities to deliver improved monitoring, auditing support, and streamline event management.

- **Workforce Acquisition and Retainment:** We regularly assist our clients in their pursuit of next generation processes and technologies to support the demands of top talent. Leveraging the right fitting technology in research and development, production, warehouse, or other functions not only improves operational efficiencies, but it also minimizes employee frustration and turnover.
- **Mergers, Acquisition, and Divestitures:** Connection can augment your team of IT and OT experts to support changes in your business portfolio with advice, solutions, and lifecycle services to speed up infrastructure or technology gaps associated with your inorganic growth strategies.

Manufacturing Workshop

Connection believes in being a better partner. Our client workshops help identify process and technology changes that can benefit your business, and better leverage existing or future infrastructure to improve business outcomes for manufacturers. Learn more about these programs by [downloading our brochure today](#).

Industrial Standards and Compliance

- IP66, IP68, IP69K
- HAZLOC, Intrinsically Safe, ATEC, NEMA
- FDA, CGMP, HAPPC

Your Partner for It All

Connection is committed to continuously investing in the future of our manufacturing clients through an evolving manufacturing portfolio of hardware, software, and services. With us as your partner, you get access to industry experts, client portals, and procurement automation—all backed by manufacturing-certified sales teams whose main objective is to help you succeed.

[Contact us today](#) to learn how we can help simplify your efforts to acquire the best-fitting technology solutions for your unique business.

Footnotes

1 <https://www.ibm.com/downloads/cas/ADLMYLAZ>

2 <https://www2.deloitte.com/us/en/insights/industry/manufacturing/accelerating-smart-manufacturing.html>

3 <https://workforceinstitute.org/wp-content/uploads/2021/05/The-Resilience-of-Manufacturing.pdf>

4 <https://www.pwc.de/digitale-transformation/digital-factories-2020-shaping-the-future-of-manufacturing.pdf>

5 https://www.bdo.com/getattachment/022227f4-aa2e-4a8b-9739-b0ad6b855415/attachment.aspx?2017-Technology-Outlook-Report_2-17.pdf



**For more information about our Manufacturing Practice,
contact an Account Manager today.**

Business Solutions | Enterprise Solutions
1.800.800.0014 | **1.800.369.1047**

www.connection.com/manufacturing