



SURVEY REPORT 2017



INDUSTRY
OF THINGS
WORLD USA



STUDY PROFILE

- **RESEARCH PURPOSE**

Smart Manufacturing market research

- **TARGET SUBJECT**

Cross-industry IoT & Smart Manufacturing managers from leading international companies

- **PROCEDURE**

Online-Survey

- **PARTICIPANT GENERATION**

Email and social media invitations

- **STUDY SAMPLE SIZE**

n = 282

- **INQUIRY PERIOD**

August to October 2016

PUBLISHED November 2016

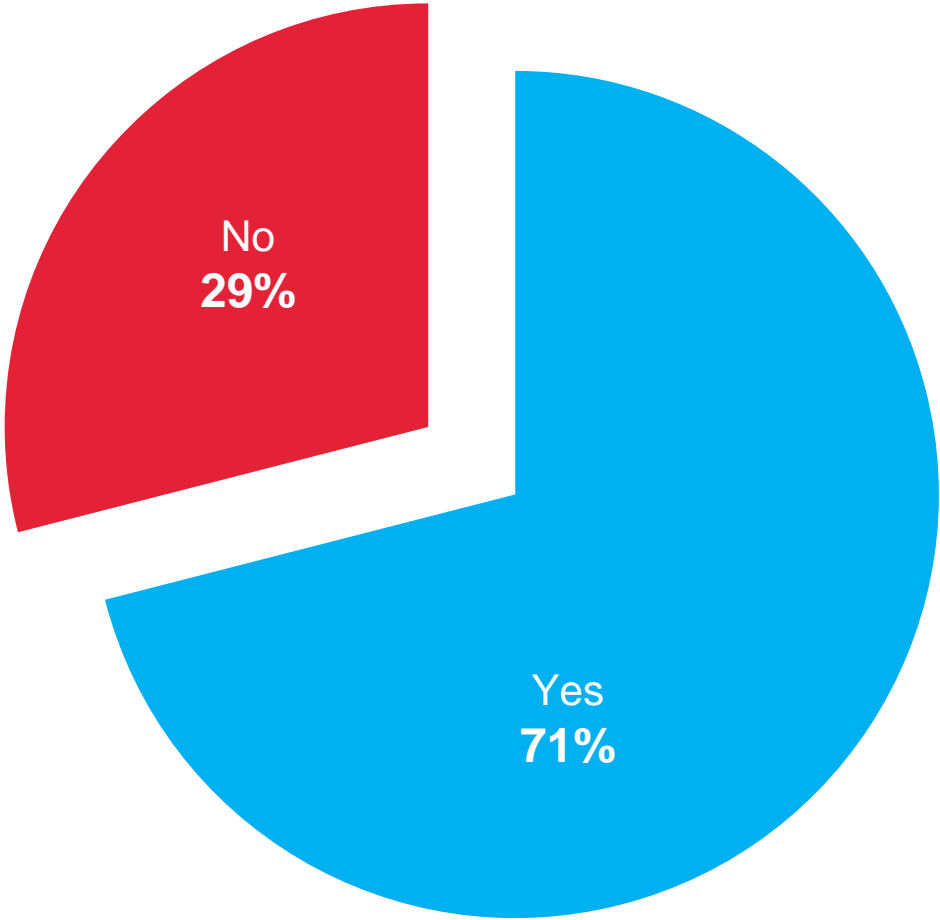
TABLE OF CONTENT

INDUSTRY TRENDS	3
• Smart Manufacturing in the news	4
• IoT implementation challenges	5
• IoT technologies drivers	6
• IoT implementation benefits	7
SMART MANUFACTURING PROJECT ANALYSIS	8
• Smart Manufacturing systems	9
• Smart Manufacturing barriers	10
• Smart Manufacturing solutions	11
MARKET OVERVIEW	12
• Smart Manufacturing & US competitiveness	13
• Smart Manufacturing projects	14
SURVEY RESPONDENT PROFILE	15
• Industry of Things World – Your outcome	16
• Respondent profile	17
• Target market overview	18
THE EVENT	19

INDUSTRY TRENDS

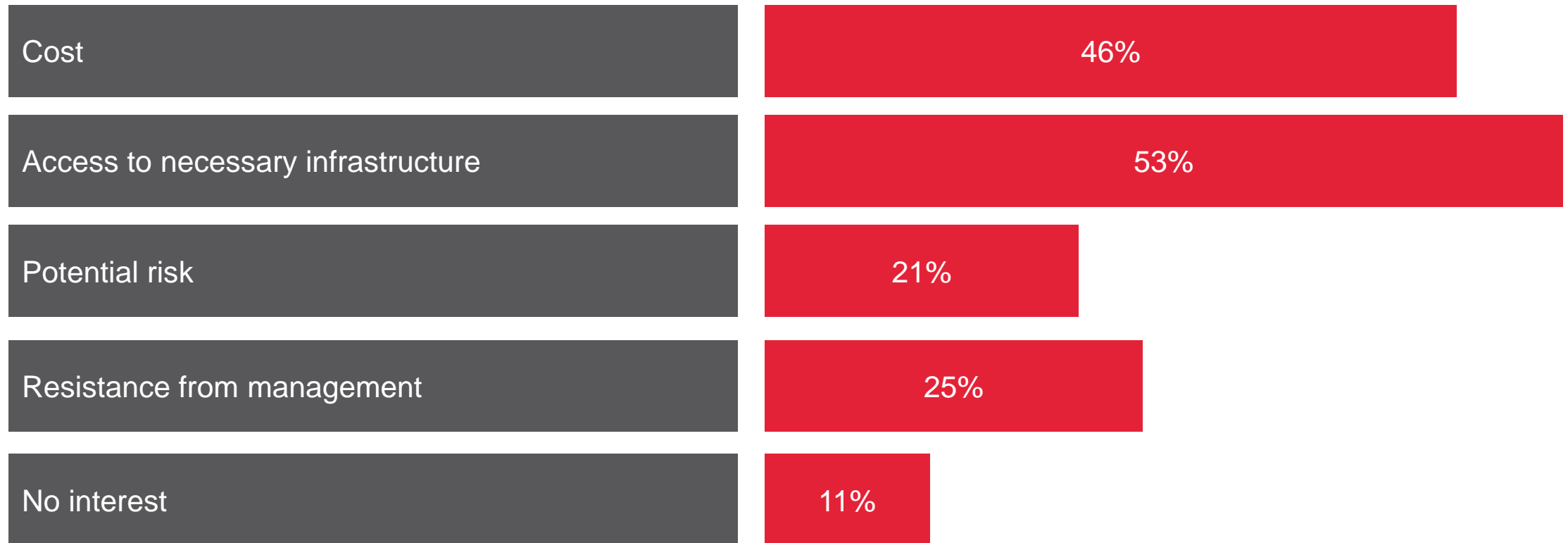


SMART MANUFACTURING IN THE NEWS



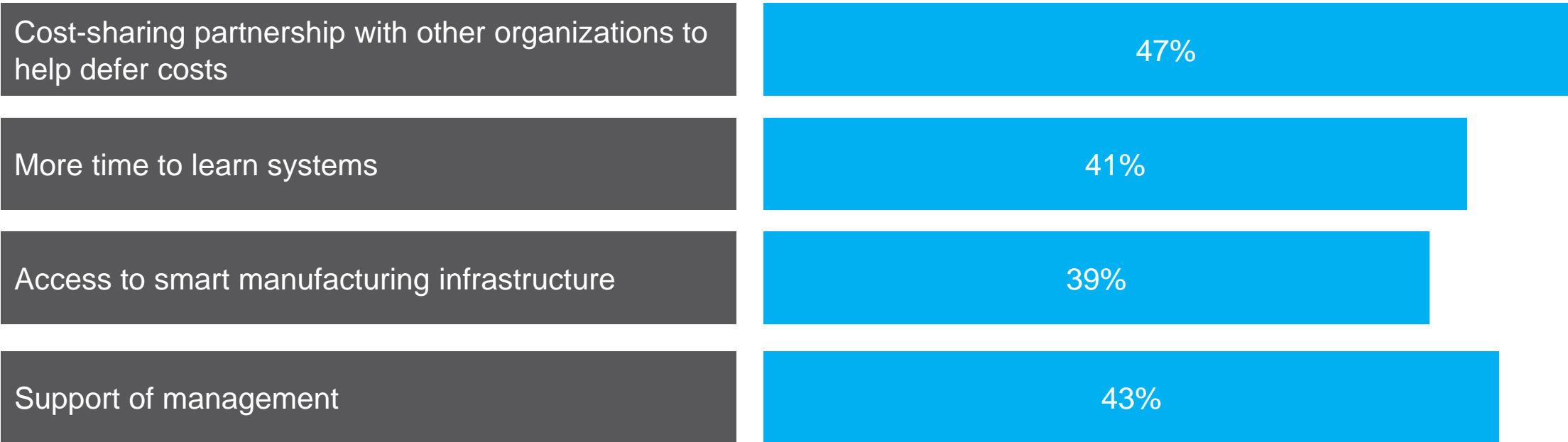
Do you use industrial IoT and/or Smart Manufacturing systems at your organization?

IOT IMPLEMENTATION CHALLENGES



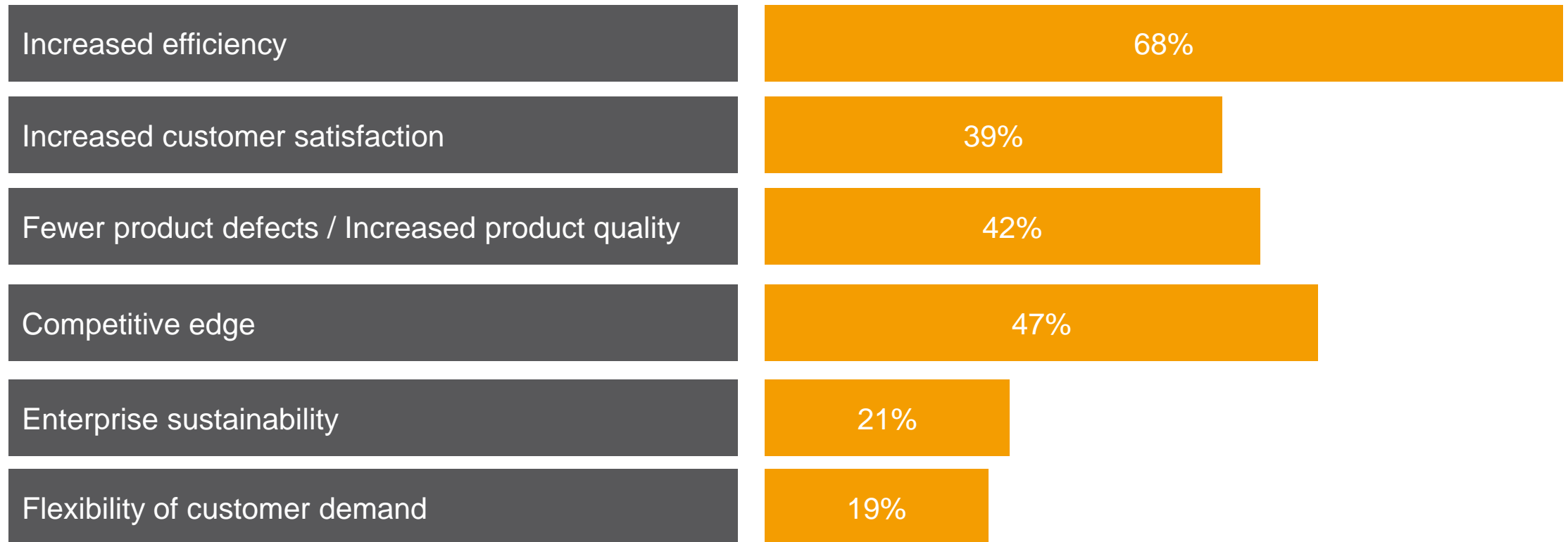
What are the challenges of **implementing industrial IoT technologies** in your organization?

IOT TECHNOLOGIES DRIVERS



What would make **IoT and Smart Manufacturing** easier to implement at your organization?

IOT IMPLEMENTATION BENEFITS

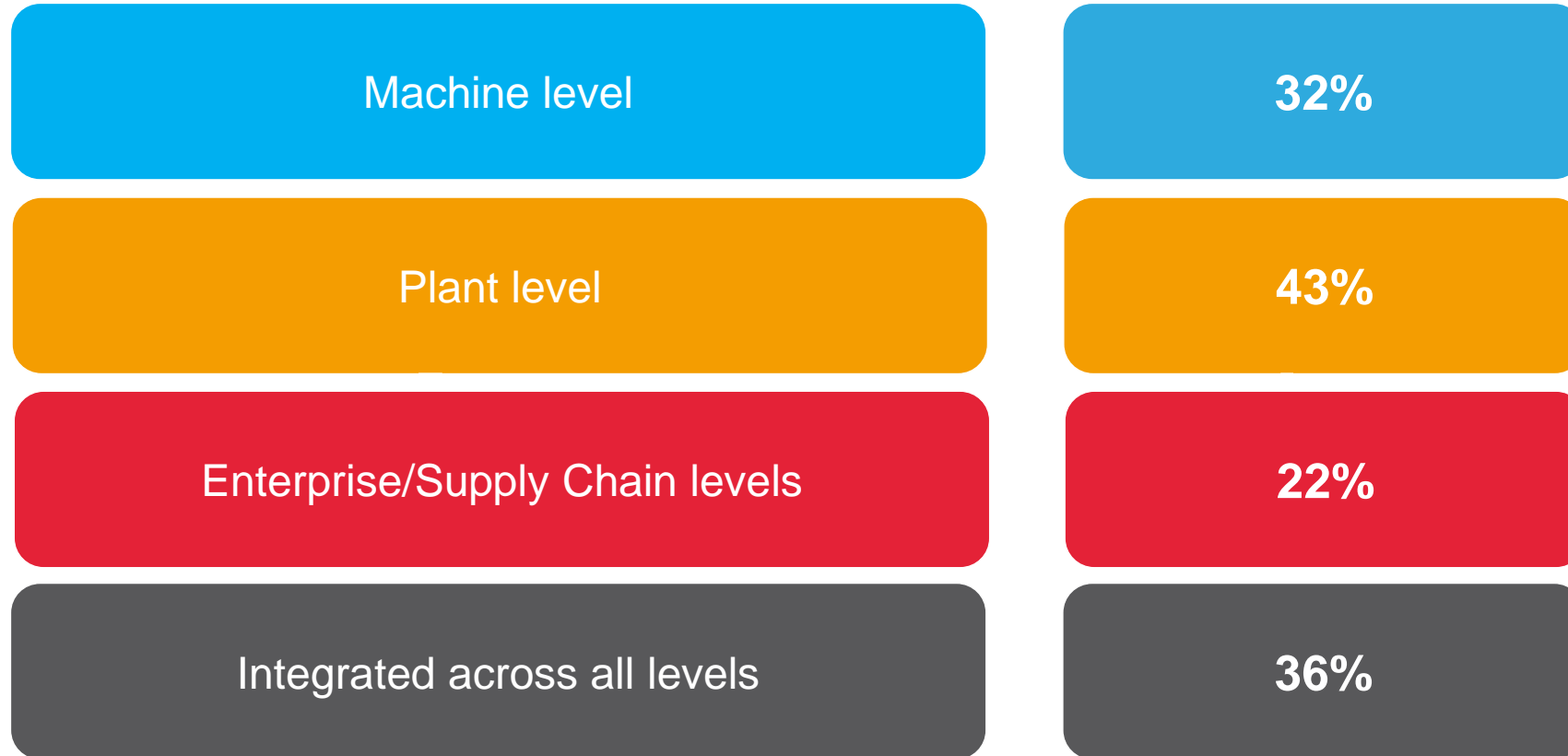


What is the biggest **benefit** to using **industrial IoT systems**?

SMART MANUFACTURING PROJECT ANALYSIS

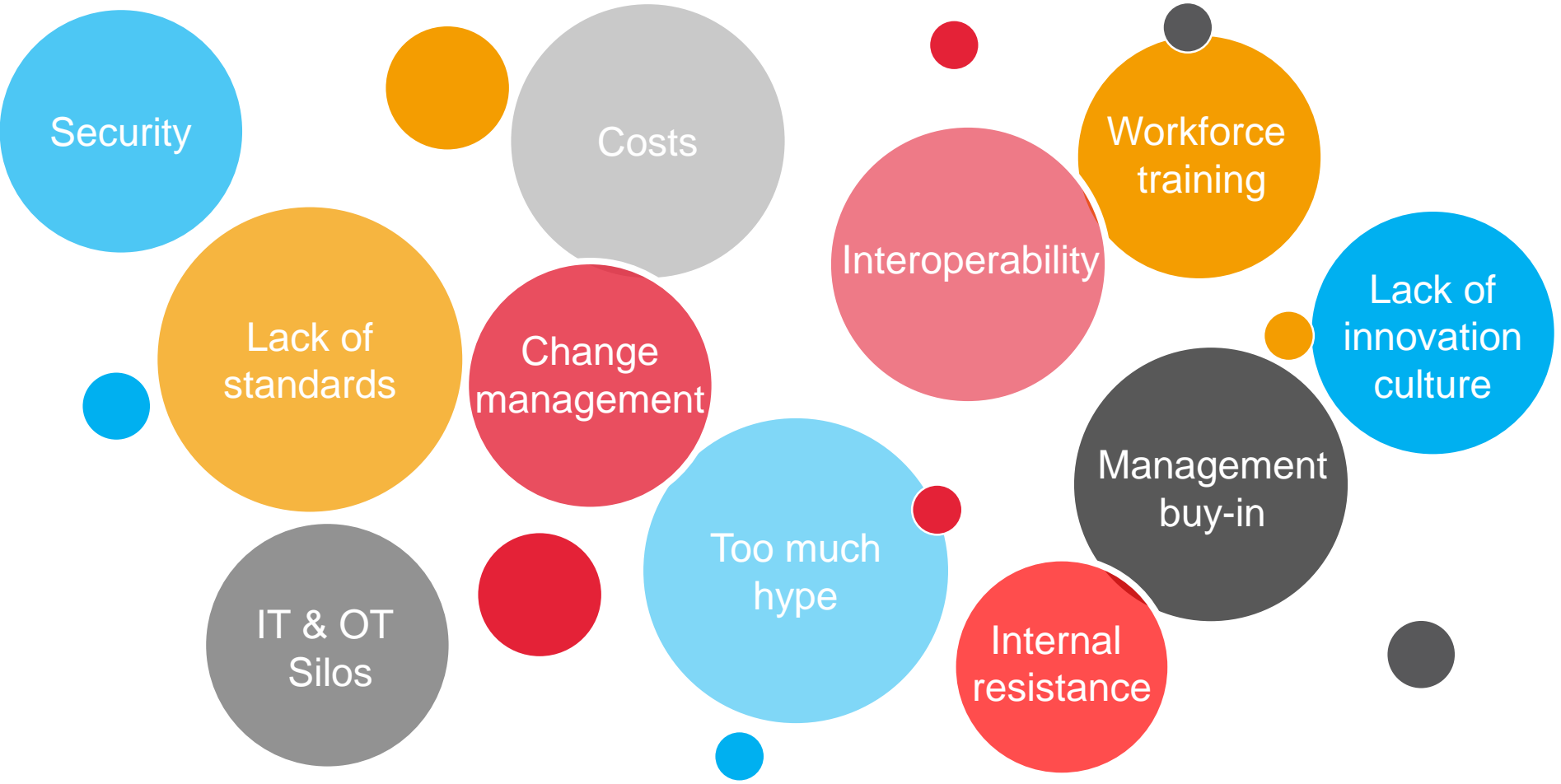


SMART MANUFACTURING SYSTEMS



Where are you applying **Smart Manufacturing systems**?

SMART MANUFACTURING BARRIERS



What do you perceive as the **most significant barriers** currently to advancing **smart and sustainable manufacturing** in the U.S.?

SMART MANUFACTURING SOLUTIONS

Universal standardization

Open source & open standards

IoT Platforms

New business models

Industry consortia

Embedded systems

Cloud technologies

Predictive maintenance

Are there specific **advances** or **initiatives** you know of that could be **solutions** to some of these barriers?

MARKET OVERVIEW



SMART MANUFACTURING & US COMPETITIVENESS

It will be the main driver for US Manufacturing competitiveness

32%

It will contribute to US Manufacturing competitiveness

51%

It will play a small role within US Manufacturing competitiveness

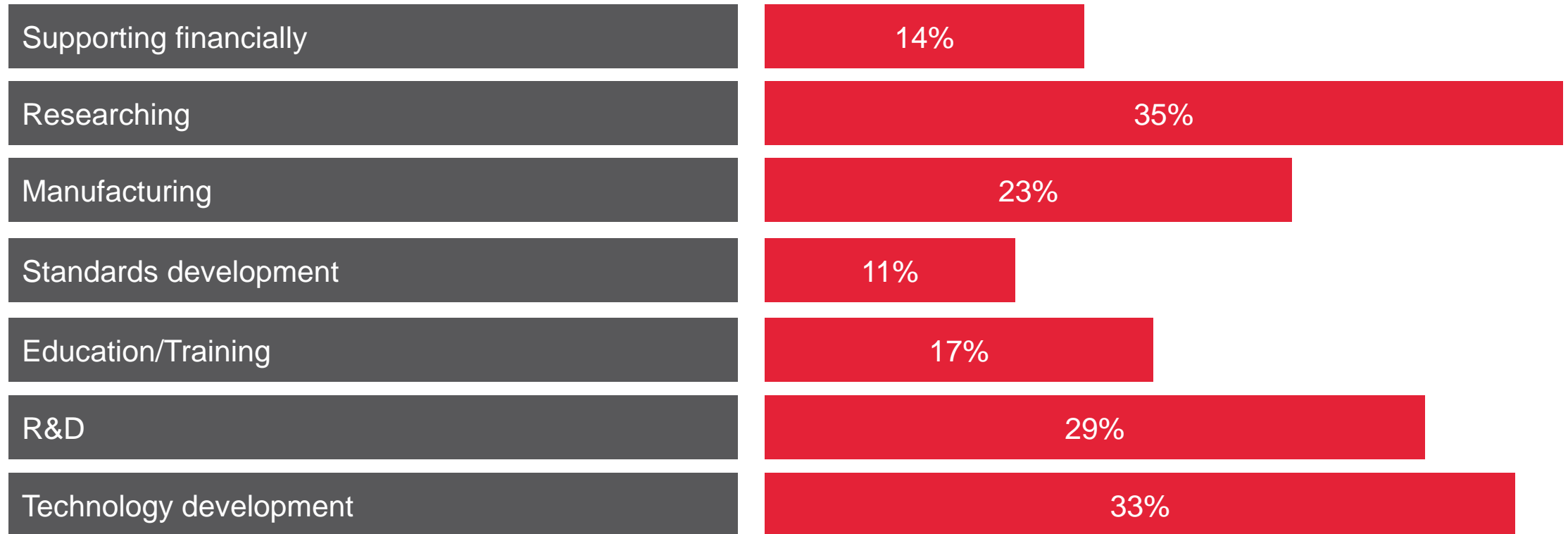
11%

It will still be in R&D in 10 years' time

6%

In 10 years' time, do you expect **Smart Manufacturing** to significantly add to **US competitiveness**?

SMART MANUFACTURING PROJECTS

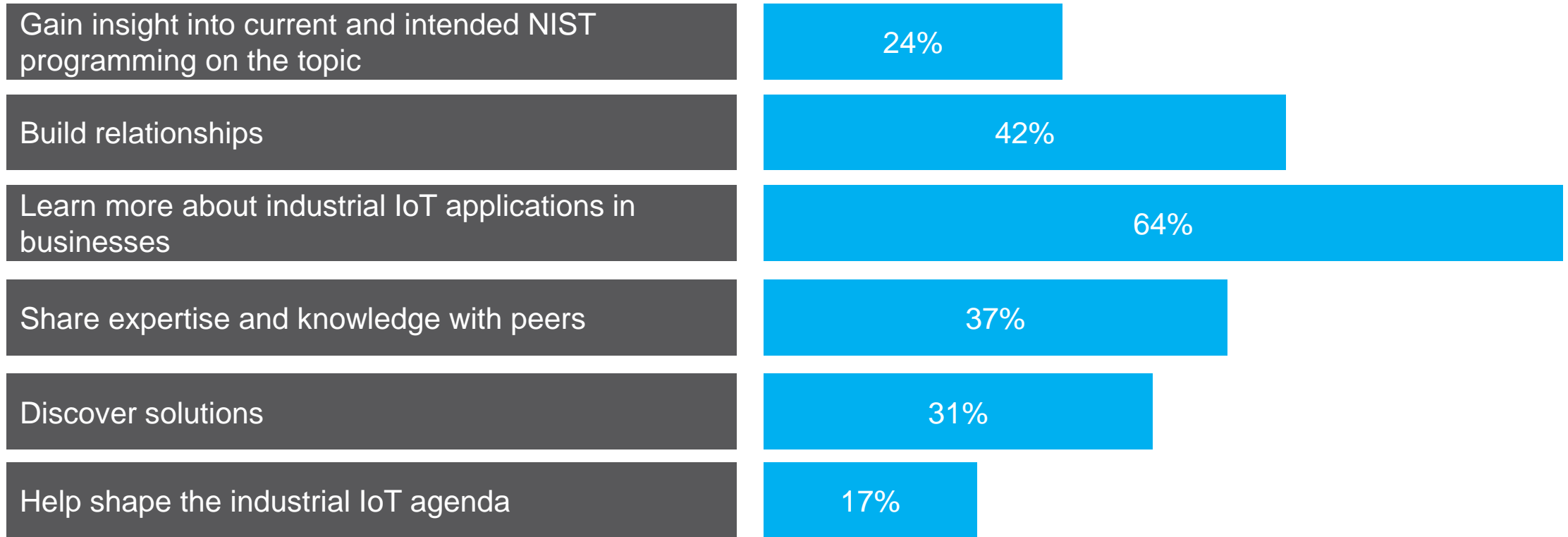


Is your organization actively involved in industrial IoT/Smart Manufacturing projects today?

SURVEY RESPONDENT PROFILE



INDUSTRY OF THINGS WORLD USA – YOUR OUTCOME



What would you most like to get out of **Industry of Things World USA 2017**?

RESPONDENT PROFILE

END-USER OR SERVICE PROVIDER

43% END USER

37% SERVICE PROVIDER

20% BOTH

JOB LEVEL

41% MANAGER / SENIOR MANAGER / PROJECT MANAGER

37% DIRECTOR / HEAD OF / LEADER

22% BOARD MEMBER / VICE-PRESIDENT / C-LEVEL

INDUSTRY

19% INFORMATION & COMMUNICATION TECHNOLOGIES

16% AUTOMOTIVE & TRANSPORTATION

15% HEALTHCARE & LIFE SCIENCE

14% CHEMICALS, MATERIALS & FOOD

13% CONSUMER PRODUCTS & RETAIL

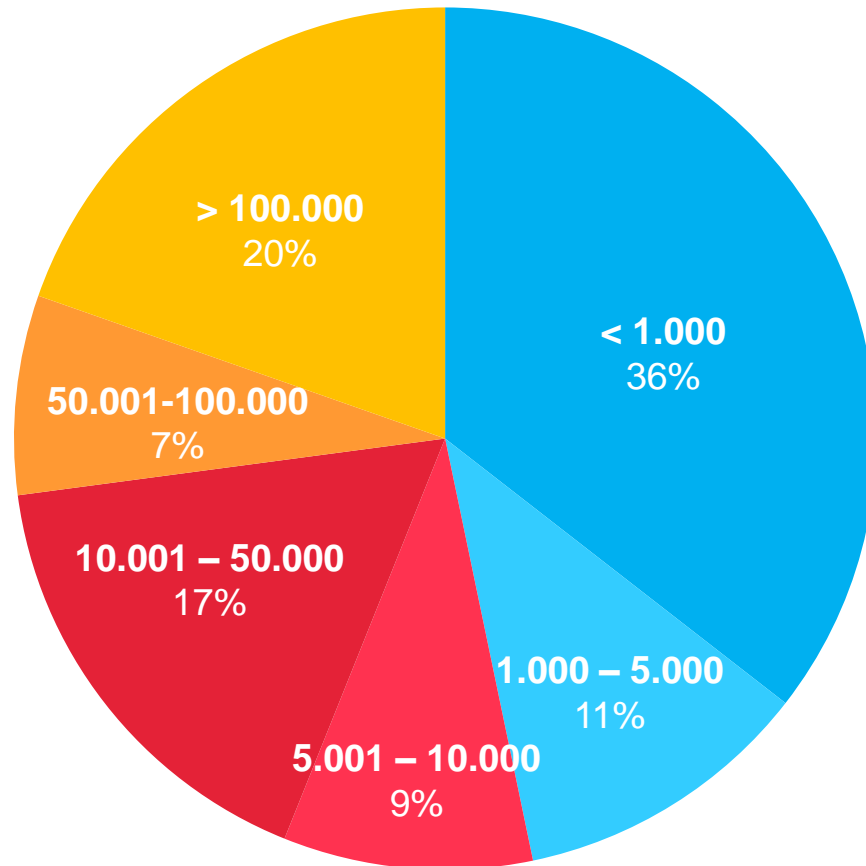
10% ENERGY & POWER SYSTEMS

8% PROFESSIONAL & CONSULTING SERVICES

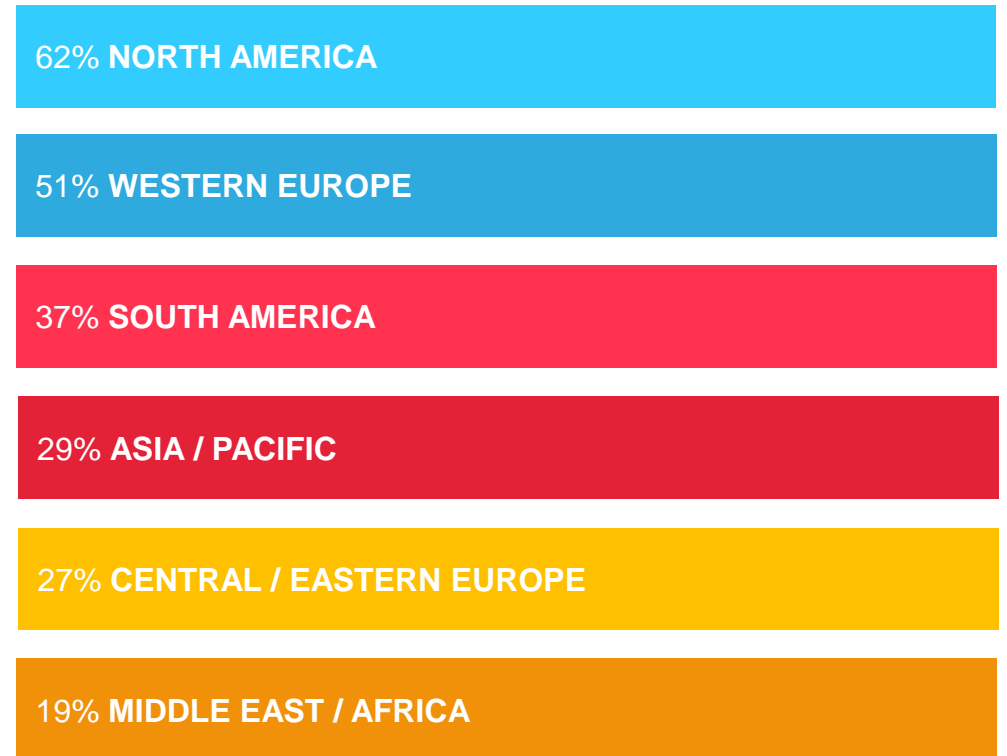
5% FINANCE, BANKING & INSURANCE

TARGET MARKET OVERVIEW

ORGANIZATION SIZE



MULTIPLE OFFICE LOCATIONS



THE EVENT





INDUSTRY OF THINGS WORLD USA

For a chance to hear from leading experts in the field of industrial Internet of Things and exchange experiences and knowledge on how your business can benefit from new technologies, join us at the **Industry of Things World USA** on **February 20-21, 2017 in San Diego**.

Over 500 cross-industry attendees and speakers will challenge current thinking, unveil the latest innovations and define the future of the 4th industrial revolution.

To book your ticket for the must-attend IoT event of the year, go to:
WWW.INDUSTRYOFTHINGSWORLDUSA.COM

THE EVENT AT A GLANCE

ALREADY SIGNED UP



EVENT GUIDE

BOOK NOW



GET IN TOUCH!



INDUSTRY
OF THINGS
WORLD USA

TO SPONSOR



Jacqueline Kahlen-Hanlon

General Manager - you.CONECT
+ 1 (518) 620-1890
Jacqueline.kahlen-hanlon@you-conect.com



TO SPEAK



Elena Wilkniss

Product Manager – you.CONECT
+49 (0)30 52 10 70 3 – 39
elena.wilkniss@you-conect.com



TO ATTEND



Andreas Alexiou

Sales Director – you.CONECT
+1 617 514 06 16
andreas.alexiou@you-conect.com



UPCOMING EVENTS



INDUSTRY
OF THINGS
WORLD USA

FEBRUARY 20-21, 2017 | SAN DIEGO | USA
www.industryofthingsworldusa.com



DELIVERY
OF THINGS
WORLD

APRIL 24-25, 2017 | BERLIN | GERMANY
www.deliveryofthingsworld.com



SECURITY
OF THINGS
WORLD

JUNE 12-13, 2017 | BERLIN | GERMANY
www.securityofthingsworld.com



AUTONOMOUS
SYSTEMS
WORLD

JUNE 14-15, 2017 | BERLIN | GERMANY
autonomous-systems.tech



INDUSTRY
OF THINGS
WORLD ASIA

JULY 03-04, 2017 | SINGAPORE
www.industryofthingsworldasia.com



INDUSTRY
OF THINGS
WORLD

SEPTEMBER 18-19, 2017 | BERLIN | GERMANY
www.industryofthingsworld.com



DELIVERY
OF THINGS
WORLD USA

DECEMBER 2017 | SAN DIEGO | USA
www.deliveryofthingsworldusa.com



SECURITY
OF THINGS
WORLD USA

DECEMBER 2017 | SAN DIEGO | USA
www.securityofthingsworldusa.com



INDUSTRY
OF THINGS
WORLD USA

Legal Notice

INDUSTRY OF THINGS WORLD USA - SURVEY REPORT 2017

Publisher

we.CONECT Global Leaders GmbH
Reichenberger Str. 124
10999 Berlin | +49 (0)30 52 10 70 3 - 0

Managing Director

Daniel Wolter
Henry Fuchs

Project Management:

Maria Relaki
Portfolio Director – you.CONECT
Email: maria.relaki@you-conect.com

Elise Orhan

Marketing Director – you.CONECT
Email: elise.orhan@you-conect.com

FOR MORE INFORMATION, GO TO:
WWW.INDUSTRYOFTHINGSWORLUSA.COM





SURVEY REPORT 2017



INDUSTRY
OF THINGS
WORLD USA

