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Preparing for a rapid future

An analysis of the challenges
that the manufacturing industry
is facing, in terms of technology
and its utilisation.

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Preparing for a rapid future

Covid-19 has seen technology, that was expected to have taken years to implement, deployed in a matter of months or even weeks. However, with such rapid technology movement comes significant challenges, especially in a fast-paced industry like manufacturing.

This whitepaper analyses the challenges that the manufacturing industry is facing, in terms of technology and its utilisation.

Acquisition and retention of skills

Most manufacturing businesses do not have enough skilled people or the time and money to invest in them, to keep up with the pace of changing technology. Hiring the right people at the right time appears to be the one of the biggest challenges. Then, there is the task of retaining these employees.

A Tier 1 Apprentice Engineer is likely to expect their salary to double after the first year once they have gained experience and won't think twice about accepting a higher salary from an alternative employer should their salary not be increased. It's human nature to want to be challenged, so the rotation of tasks and projects alike is key to longevity and job satisfaction.

Transformation for change

Manufacturing businesses often utilise hybrid clouds as they have a 'cloud first' strategy and can see the value of IOT and big data.

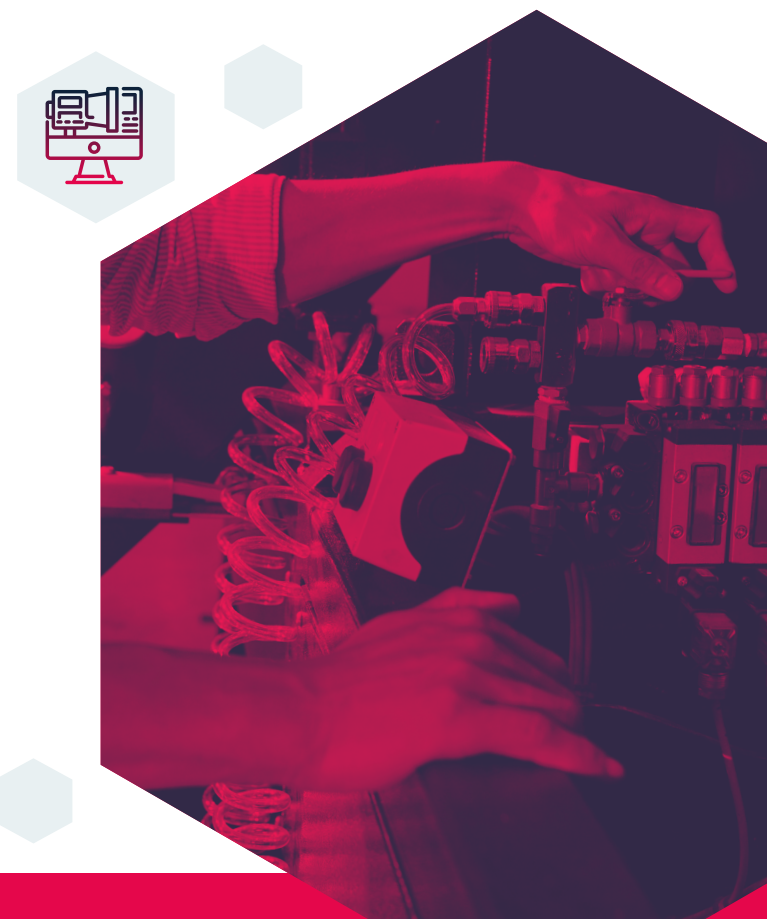
At Timico, our customers will have a cloud first strategy where appropriate, but it is not suitable to incubate all applications from the same source, whether that be for technical or financial reasons.

There is often the rush to develop, test and run applications in Hyperscalers without too much consideration for cost. However, businesses often start reversing their engineering back to a private cloud once the eye watering invoices start flooding in. The fundamental reason for adopting public cloud should always be agility first.

Convergence in Covid-19

Several businesses fast-tracked cloud adoption during the pandemic and have benefited from Timico's knowledge and expertise to enable communication and integration with existing technologies. Timico helped to deliver two large cloud migration projects during lockdown and it was clear that organisations can spend months

even years planning but there are always areas that get forgotten or interdependencies that businesses are unaware of. By spending the time fully mapping application and data dependencies, it will streamline future projects and visually, will help to mitigate costly after thoughts. It's not only important to be agile, but to ensure the service provider, providing the cloud solution, is too.



Multiple application stacks

Manufacturing businesses need to manage multiple application stacks in different locations, supported by different business units. The need for optimisation and cost control is paramount, with the pace of change being so rapid. It's vital to constantly review and make sure that workloads are always performing at optimal level.

Agility in this area can often make significant gains against your competition, in terms of the speed in which you enhance customer care but also the cost to deliver services. The aim should be to always drive down cost whilst increasing performance.

Offload the burden of ownership

If data is the new gold, why should businesses invest in long-term legacy equipment? Sometimes, there is a need for assets to be sweated for longer periods of time but if there is not the ability to upgrade, it's often because the business case is not strong enough.

Data and IP is the value of a business, so it needs the most attention. You wouldn't run a sports car on the cheapest set of tyres. Service providers spend millions of pounds on infrastructure, managing multiple customers, which not only drives down cost but delivers economies of scale. Providers constantly invest in people and processes to help businesses run workloads

in multiple locations. A good example of this is Timico's own upgrade investment in existing data centres, which ensures the reference architecture can support leading ERP (Enterprise Resource Management) and SQL database applications. It is also important to ensure the business is integrated at all levels with external sales and engineering teams as this will enable the team to offload noise and concentrate on dynamic added value.

Invest in outcomes

CIOs do not invest in products - they invest in solutions that enable competitive gains. Every business unit carries a balance sheet and IT is always under extreme pressure to deliver efficiency and continuous improvement for long term planning and marketing initiatives.

It is important to utilise the intelligence that is available to you. A typical service provider has lots of different specialists that each have unique skill sets, so never be afraid to reach out and ask. Someone somewhere will have an answer to a problem.

Security

No manufacturing business has a fool-proof security strategy as this doesn't exist. Instead, each business is measured on time to respond and remediate, reducing the blast radius from brand damage and compliance fines.

Every business is vulnerable to cyber attacks, so how do you employ and invest in your own Security Operations Centre? Service providers are often underpinned by vendors. Timico, for instance, partners with Alert Logic as they can scan and monitor all your end points and workloads, erase the noise and inform businesses about important matters. More importantly, that's all they do, so the threat intelligence is collected globally, shared, and gathered via AI and machine learning.



Partnerships

All Timico's customers expect us to understand their business, how they operate, how they make money and more importantly, expect us to challenge their strategy and way of thinking, to ensure the best possible outcome. A partnership must be a two-way relationship, so ensure that your Managed Service Provider evolves with your way of thinking, shares best practice, and introduces you to key partners. Vendors are always keen to get in front of customers as while they want to sell you products and services, they also need feedback to align their own marketing strategy.

We understand Manufacturing and the challenges you face. On several recent cloud migration projects, we have delivered tangible term savings of 15%-30% including the cost of migration. This has not only allowed our customers to re-invest in new technology but has also enabled their existing workloads and support teams to be more agile and dynamic than ever before. Technology is a true enabler for the future.

If you'd like further advice, consultancy, or assistance regarding your business' IT infrastructure, please reach out to us today for a free consultation.



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[Click here](#) to book a free consultation
for your business today.

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