# Analytics Enabling Resilience in Manufacturing

**Virtual Panel Discussions** 







# Data, Analytics & Manufacturing

**Manufacturing** is one of the most important industry in the world's economy. It accounted for ~16% of global GDP in 2019 and has generated an output of 13.9 trillion globally\* & In order to sustain, Improvise & grow, **Industrial Internet of Things** is going full throttle with increasing connectivity, generating data, and unlocking potential like never before.



Historically, manufacturers could not harness and use all of the data that was coming from the manufacturing process i.e. supply chain to production to delivery and so on

Now it's time to capitalize on the power of this data and to take full advantage to fuel innovation, drive new opportunities, and accelerate smart manufacturing transformation

## **HT Brand Studio x SAS**

In order to understand the impact of digital transformation on key areas of the Manufacturing domain, SAS partnered with HT to hold a series of virtual panel discussions with industry insights from the sector's finest thought-leaders and distribute the same via Mint's digital properties

\*Source-latentview

# Campaign Details

Campaign was hosted on Microsite developed on Mint's main website. Social media platforms, Emailers & Articles were used to amplify the campaign to reach larger & relevant audience and divert the same to Microsite

<u>Duration</u> Oct'20 to Mar'21

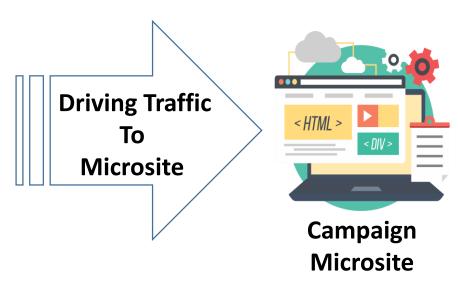
Desired KPI's

4L Video Views

2L Article PV's

5L Social Reach





Platforms for Amplification

**Platforms** 







**Properties** 

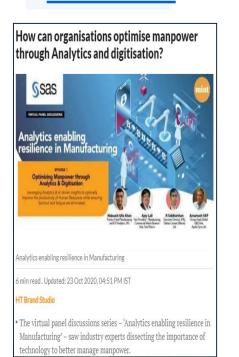


# Campaign Snapshots

## **Microsite**



## **Mint Article**



## **Facebook**



# LinkedIn



# Virtual Discussion Theme

Virtual Discussion happened in an **Episodic format on 4 different topics** with Industry / Subject experts on Zoom Platform





## Discussion Panel

# Discussion panel of all 4 Episodes included sector's finest thought-leaders



Nabuath Ulla Khan Practice Head Manufacturing and IOT Analytics, SAS

R Siddharthan

Executive Director (HR),

Dalmia Cement (Bharat)

Ltd



Ajoy Lall VP - Manufacturing & Commercial Vehicle Business Unit. Tata Motors



**Amarnath SKP** Group Head, Global R&D Asia, Apollo Tyres Ltd



Samip Mutha ViP and Head of Digital & nnovation, **RPG Group** 



**Aashish Kshetry** VP - HR and IT, Asian Paints



Peter Pugh Jones Head of IoT Opes, EMEA & AP, SAS



Sridhar V Director - Purchase, Honda Motorcycle & Scooter India Pvt Ltd.



Nabuath Ulla Khan Practice Head Manufacturing and IOT Analytics, SAS



Executive Director, Operations, Mercedes-Benz India



Piyush Arora Nabuath Ulla Khan Practice Head Manufacturing and IOT Analytics, SAS



**Marcia Elaine** Walker Global Industry Principal (Manufacturing), SAS



Rajesh Uppal Member Executive **Board** (HR, IT, Safety), Maruti Suzuki India



Nabuath Ulla Khan Practice Head Manufacturing and IOT Analytics, SAS & Digital Solutions, Wockhardt Ltd



Sarajit Jha Chief Business Transformation Tata Steel



Dr. Avadhut **Chandrakant Parab** Global CIO,



Debashish Banerjee Rajiv Arora Global Program Head Head – Innovation and Strategy, New Normal -Technology & Tools, GDD, Novartis India Siemens



Venkataraman ICIO, MTR (Orkla)





# **Print Article**

In addition to Virtual Panel Discussions, An article on SAS Manufacturing Analytics was also featured in the Print Copy of Mint Newspaper



### Made in India: Snapdeal's Value

#### E-Commerce is a Blue Ocean moment

# SAS Manufacturing Analytics: Transforming India's Manufacturing Sector

ex of victual panul discussions titled "fo'T and Analytica Knabling Resilience in Manufacture









# **Email Campaign**

2.8M Emails Sent

**1.5L** Impressions

**6.6K** Engagements

order to In spread this awareness around **Email** campaign , An Campaign was done to apprise people about different topics of discussing, Panel & Dates asking people to register & block their calendars



# Campaign Performance

# Data, Analytics & Manufacturing, A Perfect Intersection of 3 Important Pillars of 21<sup>st</sup> Century









**Watch Time** 



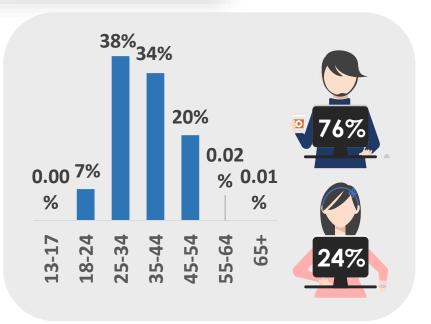
**2L+**Page Views

**ZIVI**+
Impression

Video Views

**Engagements** 

# Who's Watching



"

Content was crafted & amplified in such a way that it reached the right audience i.e.
Working Class



**Decent Time Spent by audience on Microsite i.**e. 2 min's 51 Sec's approx. as compared to Mint Overall of 2 Min 45 Sec shows people interest towards the concept & content

# Campaign Performance

# 2M+ Impression

Campaign reached a large audience base despite the content being very Niche

# **50K+ Engagements**

High content engagement confirms the content reached the right audience

# Industry Benchmarking\*



Campaign (Video Episodes) outperformed the Industry\*\* on 2 Important KPI's i.e. Average Views & Average Engagement

# Average Views Per Post

13x views than Industry

2X views than Branded Content - Industry

# Average Engagement Per Post

- 1.9x Eng. than Industry
- 1.6X Eng. than Branded Content Industry

\*\*Industry

-Business News Publishers
Mint, moneycontrol.com
The Economic Times
Business Standard
Business Today, The Financial Exp

\*Benchmarking — Last 12 Months, Facebook Platform, Engagement is excluding post clicks here

# Thank You!

