Embrace Your Digital Reality
The Benefits of Digitization
Lenny Marano, Vice President Product Management & Marketing
WHY MANUFACTURERS AROUND THE WORLD ARE EMBRACING DIGITIZATION.
“GLOBAL WAGES ARE ON THE RISE AND 63% OF SUPPLY CHAIN EXECUTIVES REPORT HIRING AND RETAINING A SKILLED WORKFORCE IS THEIR TOP OBSTACLE”

- LEONIE BARRIE, just-style
“LEVERAGING IoT TO UNLOCK $8 TRILLION IN POTENTIAL VALUE IN THE GLOBAL SUPPLY CHAIN”

-DHL Express and Cisco IoT Innovation Project Report
“THE ECONOMIC IMPACT OF THE INTERNET OF THINGS IS PROJECTED TO REACH $11.1 TRILLION A YEAR BY 2025”
- MCKINSEY
COMPANIES THAT HAVE DIGITALLY TRANSFORMED ARE 26% MORE PROFITABLE THAN THEIR AVERAGE INDUSTRY COMPETITORS.

- MIT
“NEARLY EVERY COMPANY THAT SUCCESSFULLY TRANSFORMED ITSELF DID SO THROUGH DATA CONNECTIVITY.”
- MCKINSEY
Disconnected Workflow

- Design
- Develop
- Track
- Source
- Plan
- Produce
- Sell
Lots of Technology to Enable
Everyone's at a Different Point On Their Journey

Infrastructural

Application

Digitization of Design and Product Development
Today’s Flexible Materials Workflow

Today

- PLAN
- DESIGN
- DEVELOP
- SOURCE
- MAKE
- SELL

Months
The Future is Already Here

Future

BUY
DESIGN
DEVELOP
SOURCE
MAKE
DELIVER

Hours, Days
Components of Digital Success

- Integrated Processes
- Agile Infrastructure
- Tools (Simulation, Analytics)
- Culture & Strategy
- Disruptive Infrastructure
- Partnership
Integrated Solution Data Flow

**Plan**
- PLM Tech Pack info to CAD Software
  - Materials
  - Artwork images
  - Garment Details

**Design**
- Piece, model and Marker Info from CAD Software to PLM

**Develop**
- BOM Calculation based on CAD Software data
- PLM sample request
- 3D Sample image for Markup Auto updates to PLM
- 3D Virtual Sample
- Sample Iterations

**Source**
- Sample Comments/Changes

**Track**
- IoT/Realtime Production Reports Viewable in the PLM System
- Ply Count / Marker Length / Splices / Color

**Produce**
- Pass Cut Data Wirelessly to Production

**Sell**
- Sales data from in-store or online feeds PLM for future planning

Inspiration
Integrate Mass Production
Managing Data from Inspiration to Mass Production

- **Mobile App Captures and Shares Inspiration**
- **Line Planning, Development, Design in PLM**
- **Use CAD to Design Garment, Virtual Sample and Generate a Cut Plan**
- **Make Markers Automatically or Interactively**
- **CAD Generates a Cut Ticket with Barcode**
- **Scan the Spread’s Barcoded Label for Cut File Information**
- **Scan the Barcode to Retrieve Spread Details**
- **Easily Access Relevant Job Details and Metrics**

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Integration Mass Customization
Managing Data from Inspiration to Mass Customization

MOBILE APP CAPTURES AND SHARES INSPIRATION
LINE PLANNING, DEVELOPMENT, DESIGN IN PLM
USE CAD TO DESIGN GARMENT AND GENERATE PRINT FILE
CUTTER WITH VISION SCANNING
EASILY ACCESS RELEVANT JOB DETAILS AND METRICS
DIGITAL PRINTING
Integrated Data Enabling Custom, Complex Production and True Automation

- Use CAD software to create patterns and set match points.
- Use planning software to nest markers automatically or (ideal fabric).
- Feed material synchronously.
- Cut perfectly matched patterns.
- Easily access relevant job details and metrics.
- Use CAD software to create patterns and set match points.
- Use planning software to nest markers automatically or (ideal fabric).
- Feed material synchronously.
- Cut perfectly matched patterns.
- Easily access relevant job details and metrics.
- Scan fabric with high resolution camera.
- Use software automatically adjusts nest to characterized material.
- Scan material and preload material parameters.
All connected – design – sourcing POS production
IoT Connects the Supply Chain
Example Industry 4.0 Machine Simulations & Analytics

Critical Machine Information and real-time access ensure maximum uptime

At the Cutter.....

And in the Cloud
Evolution Towards Automation of Information

Yesterday

Reactive

- Customer Identifies Problem
- Customer Initiates Service
- Parts or Kit Shipped
- Support Engineer Dispatched
- Problem Reproduced, Fixed
- Traditional Services

Today

Proactive

- System Identifies Problems
- System Initiates Service
- Customer Initiates Service
- Localized Parts Shipped
- Remote Diagnosis
- Remote Repair or Dispatch

Developing

Predictive

- Online System Monitors Data
- Diagnoses or Fixes Problem
- Automated, Self-managed
- Calls Customer Before Issue
- Fix before error occurs
- Transformational Services
Everything You Need to Know in One Place

[Image of various graphs and data visualizations related to cutter performance and utilization over time.]

- Lenny's Shirt Factory – Paragon 1
- Lenny's Shirt Factory – Paragon 2
- Lenny's Shirt Factory – Paragon 3
- Lenny's Shirt Factory – Paragon 4
- Sam's Suits – Z1 1
- Sam's Suits – Z1 2
- Sam's Suits – Z1 3
- Jorge's Car Seats – Paragon 1
- Jorge's Car Seats – Paragon 2
- Jorge's Car Seats – Paragon 3

[Graphs showing errors per hour for VX Cutters and LX Cutters between specified dates.]

- Included Cutters
  - Gerber, Customer, Simulater
  - Gerber, Customer, Simulater

[Bar charts and line graphs showing top errors by cutters and days of operation.]
Build Your Strategy!

• Leverage digital technology to implement change

• Build an infrastructure for today and tomorrow

• Get committed: Start now, start small, and grow (… or be left behind)
Final Thought: Focus on the Value Prop

“It is a common misconception that digital transformation is all about ‘going digital’ – forcing every facet of the business to be digitized,” he says. “Organizations should instead be focused on re-imagining experiences and outcomes first.”

Rajan Kohli, senior vice president and global head of Wipro Digital
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