

Industrial Internet of Things 2016: Not "IF" but "HOW"

Current challenges prompt a "Lean Digital" approach

SURVEY INSIGHTS

OPPORTUNITY

Leaders see Industrial Internet of Things (IIoT) as a **game changer**



Leaders

Respondents rating their organization's IIoT usage **more advanced** than competitors

consider successful adoption of IIoT technology and related analytics critical to future success of their company



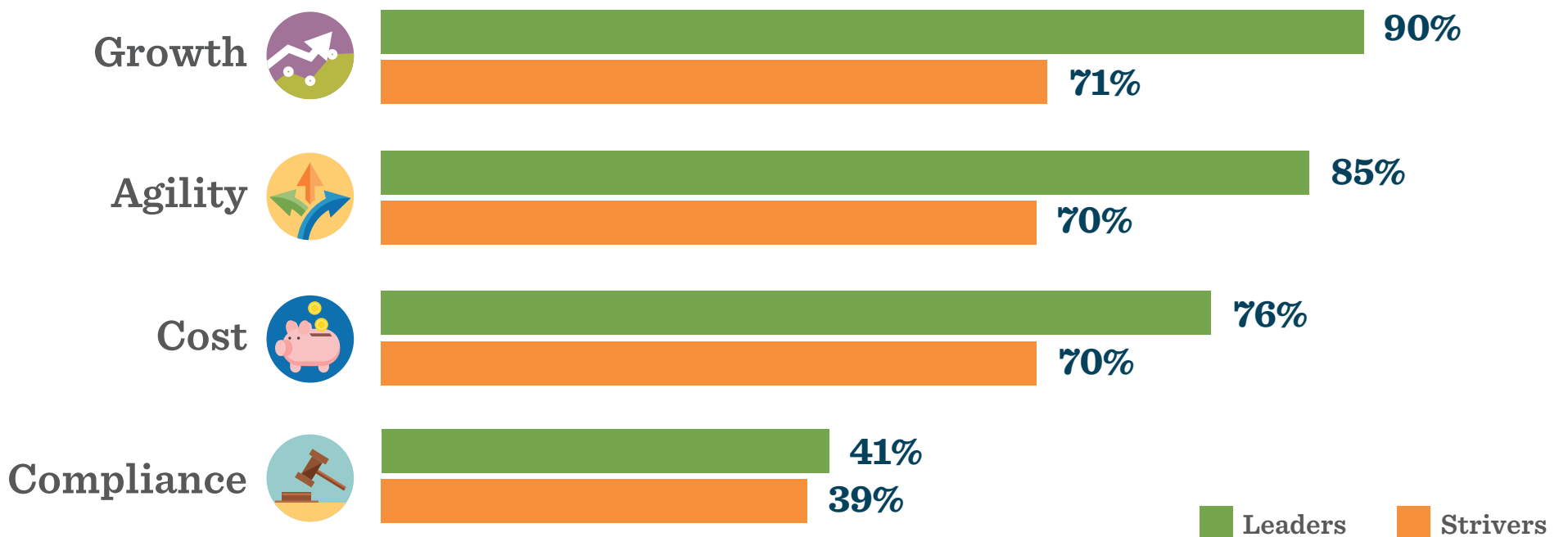
Strivers

Others

vs.

PRIORITIES

Growth is **clear priority** for leaders

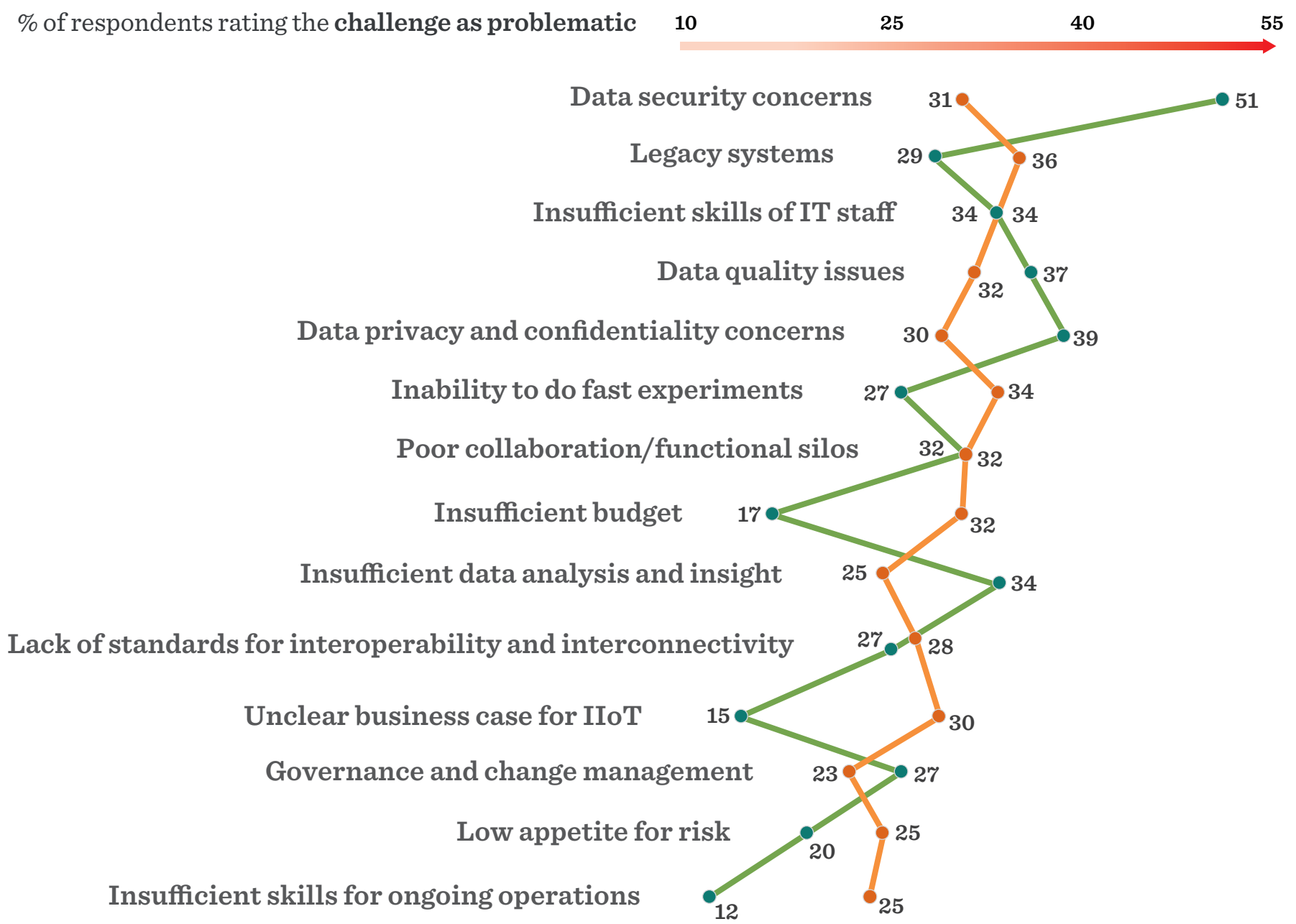


CHALLENGES

Many falter on IIoT strategy and execution

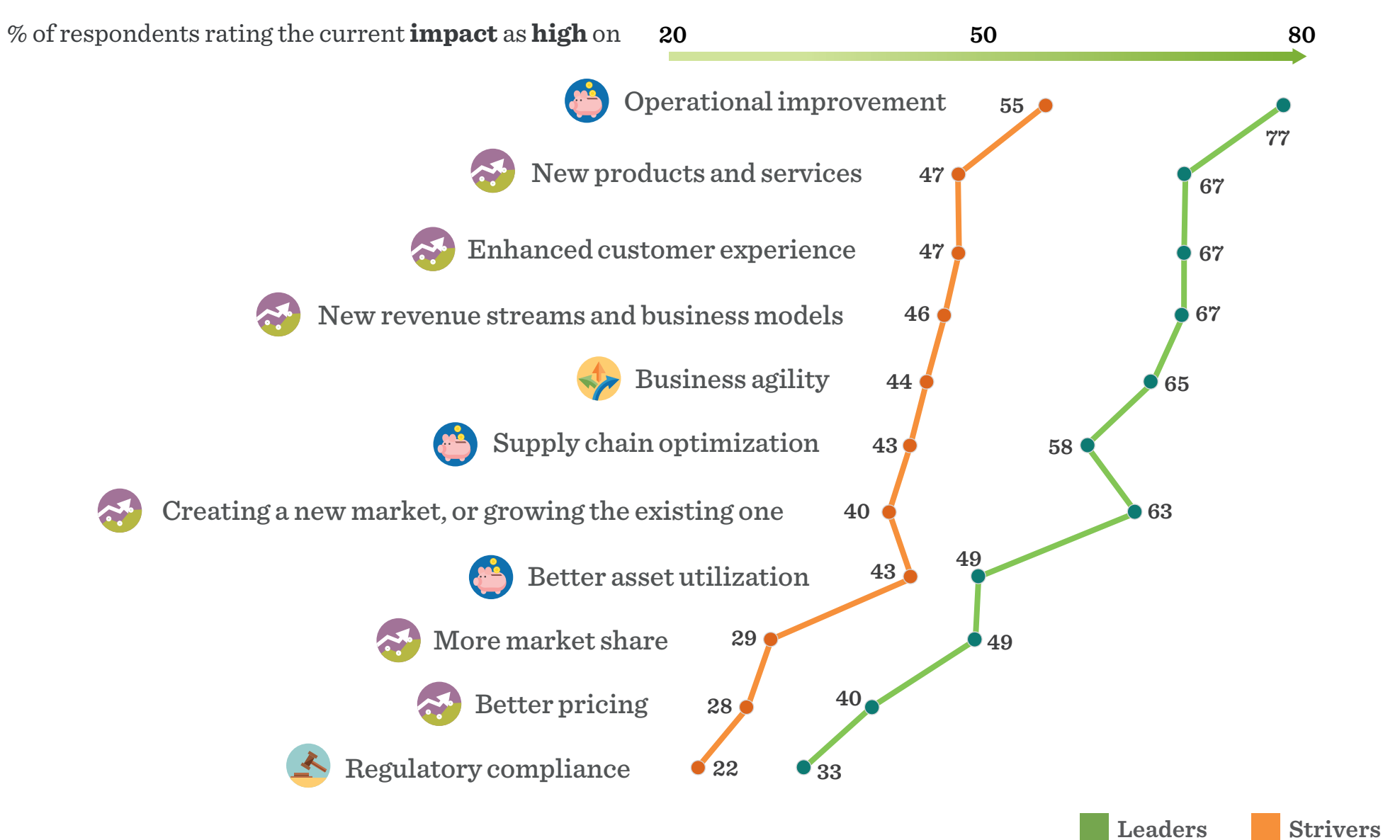


Data security, legacy systems top concerns
But hurdles perceived by leaders are often not same for strivers

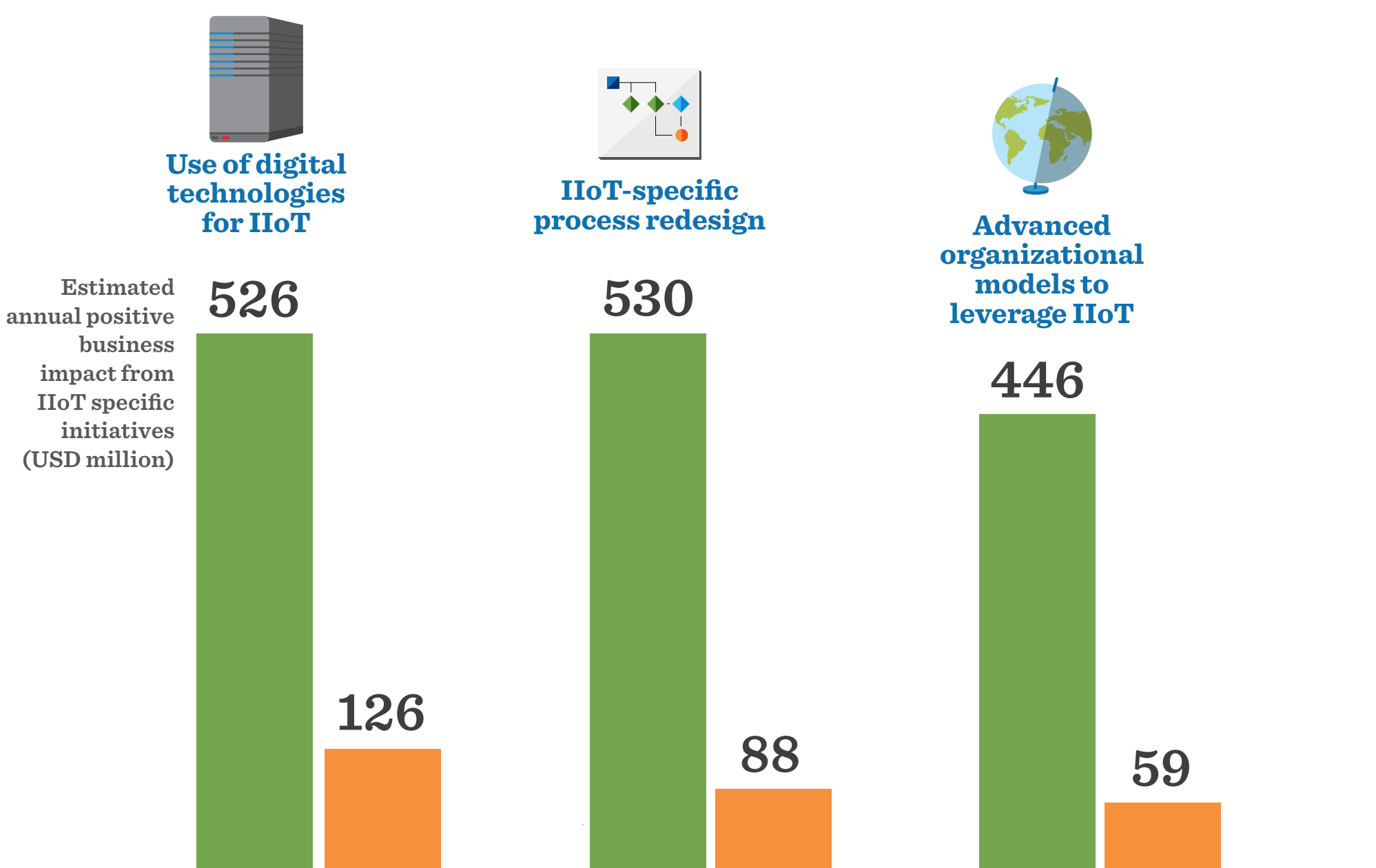


IMPACT

Leaders see high IIoT impact on **growth**; others have only **limited** success on **cost reduction**



Expected overall **impact**, and **levers** to achieve it, **vary strongly** between leaders and others



Source: A survey of 173 senior executives from manufacturing and related industries spearheaded by Genpact Research Institute in collaboration with GE Digital, Industrial Internet Consortium and IndustryWeek Custom Research

About Genpact

Genpact (NYSE: G) stands for "generating business impact." We are a global leader in digitally-powered business process management and services. Our Lean Digital™ approach and patented Smart Enterprise Processes™ framework reimagine our clients' operating models end-to-end, including the middle and back offices - to deliver growth, efficiency, and business agility. First as a part of GE and later as an independent company, we have been passionately serving strategic client relationships including approximately one-fifth of the Fortune Global 500, and have grown to over 70,000 people. The resulting domain expertise and experience running complex operations are unique and help us drive choices across technology, analytics, and organizational design.



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