Make the move to digital

HP Digital Transformation Methodology for Manufacturing and Distribution (MDI) organizations

HP is working with organizations like yours around the world to reassess the relevance of paper-based processes and documentation in daily operations.

Let us help you find your way to digital transformation

Manufacturing challenges

For many clients, paper remains the primary way a shop floor operates. A lot of paper is needed to produce the information required to comply with regulations and policies, such as Good Manufacturing Practices (GMP) or to produce the daily production batch orders generated by ERP systems and printed directly on the shop floor.
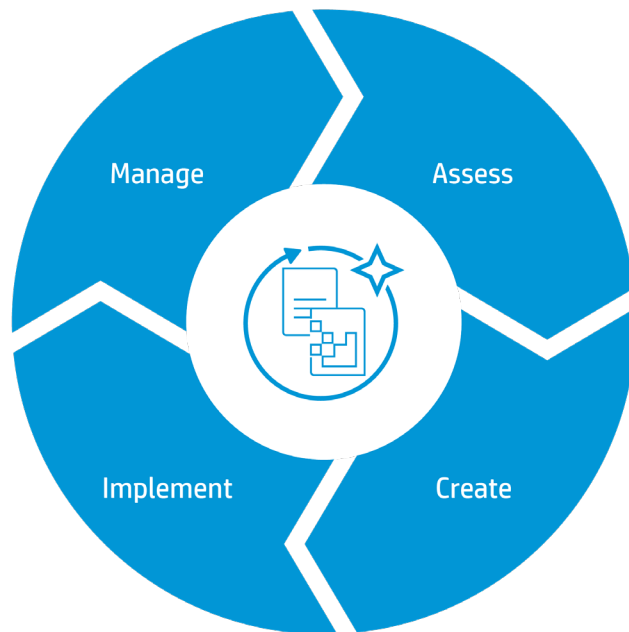
A key question for many manufacturers is whether paper is a bottleneck in supply chain efficiency that constrains the manufacturing process. To get a handle on the question, manufacturers need to examine those paper-based processes that support the business, whether they can be replaced with digital alternatives, and what benefits will be received?

A clear way ahead

HP's Digital Transformation Methodology supports continual service improvement. Our systems and industry experts have the tools and experience to help you achieve a more productive, secure, and profitable future, bringing a number of benefits:

- **Innovation**: See what is needed to conduct a successful digital transformation roadmap.
- **Compliance**: HP has the framework to align with regulations and industry best practices.
- **Leadership**: HP is a trusted, leading industry provider of hardware (imaging and personal systems), software, and services.
- **Flexibility**: HP offers a layered approach to help customers choose the relevant digital transformation roadmap and functionalities that's right for their business.

HP Digital Transformation Methodology

Document functions

Printed documents can perform a variety of functions in an organization. Some documents, for example, are printed for convenience—it may be easier to read or annotate them printed rather than on screen. Others support critical business processes, such as daily production batch orders generated by ERP systems and printed directly on the shop floor.

Identifying the different roles printed documents play in your organization is crucial to forming a digital transformation strategy.

Assess

We listen to your understanding of the impact of printing on your current operations and your objectives and goals. We can help assess any additional, hidden impact in print workflows, and then make recommendations to your specific requirements.

We gather directional insights about your KPIs, needs, and requirements, and share our deep industry knowledge. We can help identify inhibitors to your success and develop a baseline and plan to meet your objectives.

Create

With a clear idea of your baseline, we target your heaviest print usage first. Our plan takes into account solutions and tools currently used which could be leveraged to greater advantage, and any additional tools potentially needed. We can then establish a custom roadmap which includes a segmentation based on document function, and develop proof-of-concept (POC) project(s) with lines of business (LOB) or departments who you think will best partner with you to demonstrate the impact workflow efficiency can have on organizational KPIs.

Implement

Working with the specific plan and requirements of your organization, we will define and implement a workflow improvement project that we collectively believe will provide the best overall solution.

Leveraging your existing hardware investments, we implement and manage the change needed to help update your fleet, optimize your company's operational efficiencies, and increase security – always a necessity in today's climate, and a core value of our offering. Under a managed services contract, you will see how multifunction devices can be an onramp for future digital workflow.
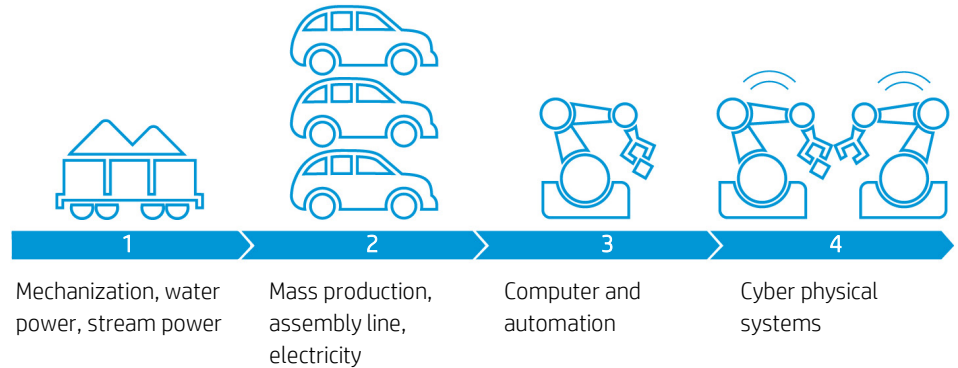
HP's network of trusted partners rounds out our own software solution set, helping to make sure you get the best overall solution the industry can provide. E-signature solutions, for example, can greatly smooth workflows, like customer onboarding and approvals, while providing robust security and auditability, and seamless identity management solutions help protect personally-identifiable information and organizational security.

Manage

HP will keep up with advances in technology and changes in your industry. Once installed and running, we will work with you in analyzing, reviewing insights, and making continuous improvements. We're your partner in helping you reach your goals, and we never lose sight of that privilege and commitment.

Industry 4.0 and the importance of data, information and knowledge

Industry 4.0 represents the current trend of automation and data exchange in manufacturing technologies. In our experience, the evaluation of content digitization and processing should be an important and integral part of any Industry 4.0 strategy.

1	2	3	4
Mechanization, water power, stream power	Mass production, assembly line, electricity	Computer and automation	Cyber physical systems

A Digital Transformation strategy helps manufacturing organizations move beyond the printed 'document' to manage the seamless flow of information that supports manufacturing operations.

For some manufacturers, printed documents remain an essential part of the way they operate, communicate and manage data, information and knowledge. But other manufacturing organizations increasingly view 'a document'—whether in printed or digital format—as an inefficient configuration or repository for content. Their focus is turning to access and value of content in delivering operational, commercial or financial outcomes.

Why HP?

For more than 50 years, HP has been partnering with leading manufacturing and distribution organizations, supplying the technical expertise and business savvy required to help position these companies at the forefront of their industry. Today, industry analysts rank HP as a leading provider of information technology and services to the manufacturing and distribution industries. In fact, 7 of the top 10 Capital Goods Manufacturing companies and 7 of the 10 Automotive Manufacturers are HP Managed Print Services clients.[1]

We will take the time to understand your specific needs and create a plan to help optimize your fleet, ensure data and document security, and manage your evolving workplace.

Get started

Contact your local HP representative to:

• Set up a workshop to assess your specific business needs.

• Establish a plan to implement the best solution for today and into the future.

• Identify an environmental approach that can help your organization save money.

Learn more
hp.com/go/mdiworkflow

[1] Claims based on Forbes 2018 – Global 2000 World's Leading Companies, published June 6, 2018; HP Internal Data.

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