

SOSa



Brazilian National Confederation of Industry

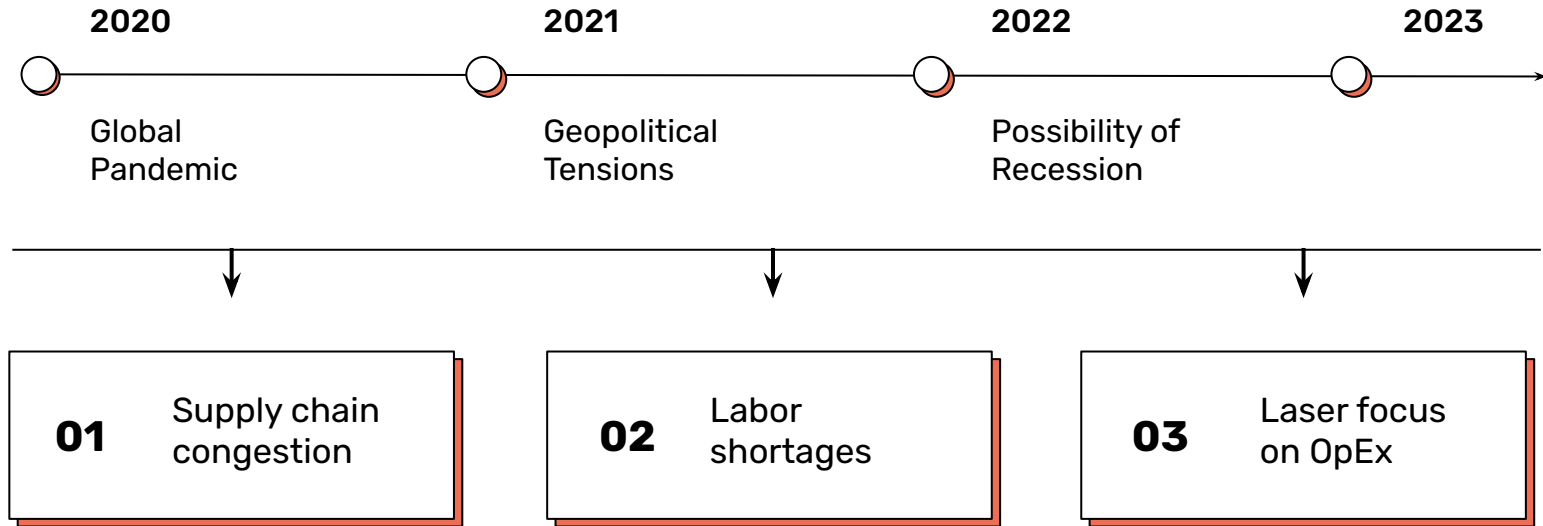
THE FUTURE OF INDUSTRY

November 2022

SOSA - CNI Session

The Case for Open Innovation in the Industrials Sector

State of the Global Industrials Sector L24M



Open Innovation: Perception vs Reality

Perception

Investment for the Future

R&D investment for future products and solutions

Difficult to Measure ROI

No way to measure impact of innovation on bottom line

Luxury for Large Companies Only

Not suited for SMBs due to large budget requirements

Long Lead Times to Implement Solutions

Multiyear processes from discovery to solution implementation



Vs. Reality

Immediately Actionable

Innovation solves real time business problems

Clear and Measurable ROI

Specific solutions with measurable impact

Competitive Tool for any Sized Company

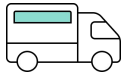
Accessible at all levels of scale

Market Ready Partners with Proven Experience

Experienced companies ready to begin work immediately

Open Innovation in Practice

03 Practical Areas of Innovation:



*Supply
chain*



*Production
floor*

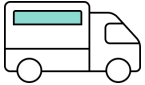


*Labor &
staffing*

Supply Chain Innovation Case Studies

A recent KPMG survey of 146 CEOs from 11 countries in Europe, North America and Asia-Pacific, found that **25% of executives** believe that the **supply chain** is the largest threat to the growth of their business in the **next 12 months**.

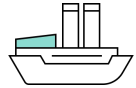
Supply Chain Innovation Case Studies



Fleet Management

Use Case

Product Traceability



Trucks not being utilized to full capacity

Challenge

Tracking food-based inventory in different temperatures

Route optimization software

Solution

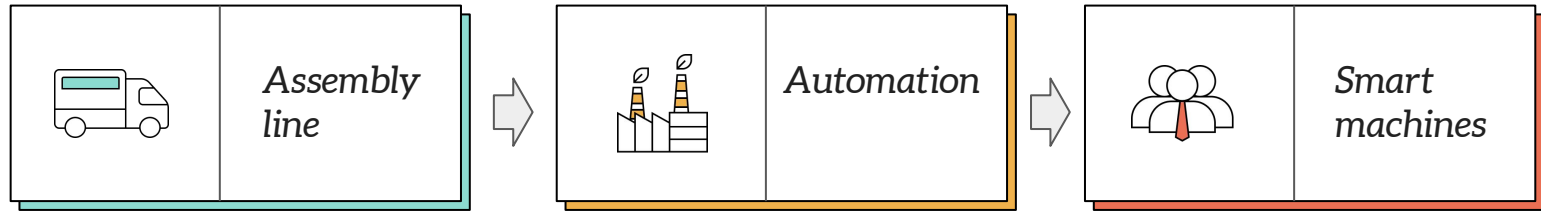
Smart RF scanners

19% decrease in vehicle usage

Impact

Thousands of SKUs tracked dynamically

Production Floor Innovation



Production Floor Innovation



Manual Inspections

Use Case

Machine Downtime



Product defects and costly product recalls

Challenge

Unpredictable and prolonged machine downtimes

Hyperspectral imaging-based QA

Solution

Predictive maintenance software

Defect detection accuracy of over **99%**

Impact

\$23M in estimated downtime savings costs (since 2019)

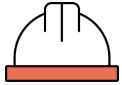
Labor Innovation



Worker Productivity

Use Case

Safety & Wellness



Conducting on-site solution inspections

Challenge

Humans conducting dangerous data collection tasks

AR glasses for remote inspections

Solution

Drones equipped with lidar scanners

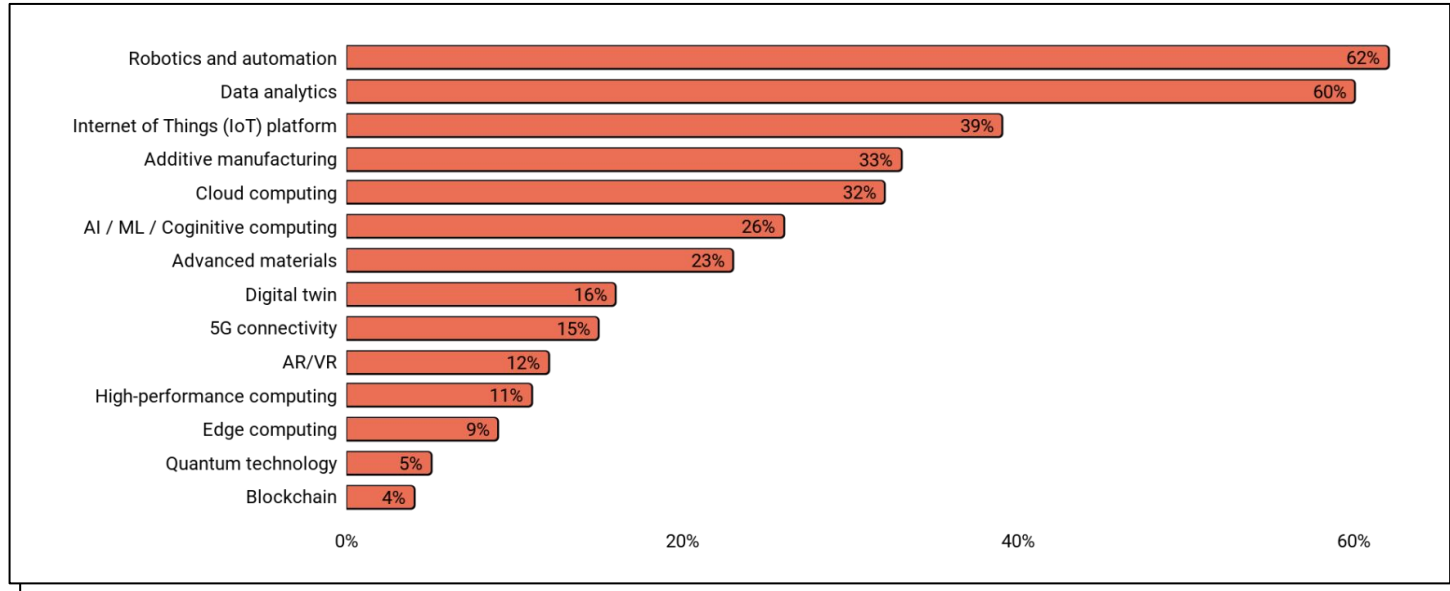
50% reduction in employee travel costs

Impact

Decrease in worksite injuries + more accurate measurements

Other Key Focus Areas

Survey responses from US manufacturing executives on tech investments they plan on making in the next 12 months to increase operational efficiency:



SOSA + CNI

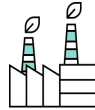
Among the participating corporations



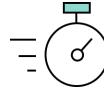
The primary areas of focus



Improving
worker safety



Reducing carbon
footprint



Increasing operational
efficiency



Monetizing
industrial waste



Optimizing
manufacturing yield

SOSA-CNI corporate program by the numbers

During the partnership, working with Brazilian corporations:

We identified



853

— suited technologies
for our clients

We validated



143

— technologies

We facilitated



34

— business
engagements

We launched



13

— pilot projects

Thank you.

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Email us.

Learn more.