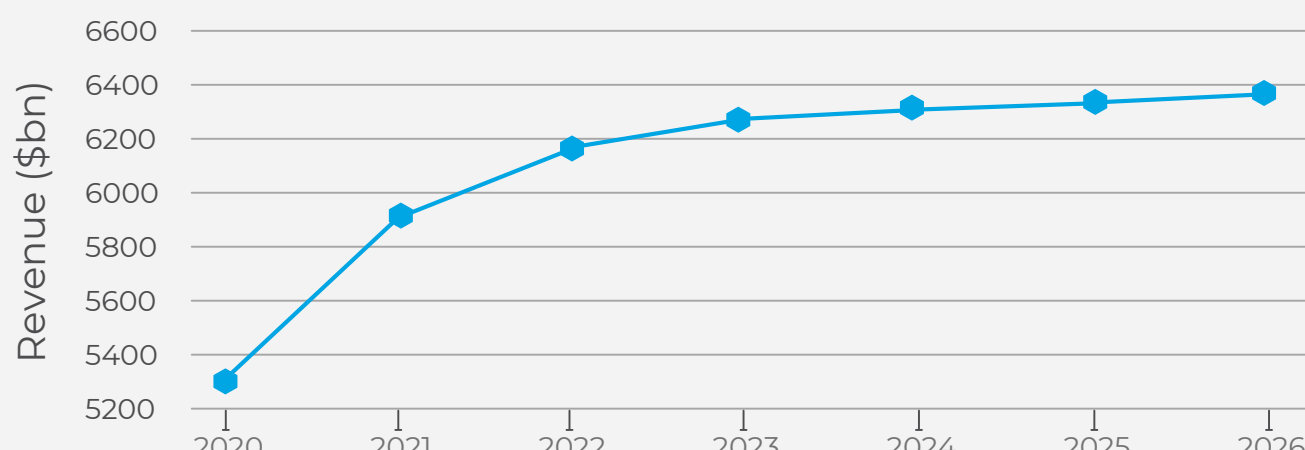


The state of the Manufacturing Industry



Projected Industry Revenue



Revenue is forecast to increase an annualized 1.6% to \$6.4 trillion over the next five years to 2026.

Key Industry Trends

- 1** Lower commodity prices will lead to reduced domestic demand across the manufacturing supply chain.
- 2** Investment in research and development and process improvement are expected to aid manufacturing productivity.
- 3** Employment will likely grow, but the average wage will likely experience a modest decline.

Key Technology Trends



Frontline managers spend 60% of their time aligning ideas and messages between corporate offices and employees.



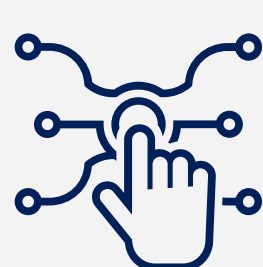
60% of manufacturing companies are motivated to adopt digital tools, like CRM, to centralize communication.



Today, 62% of manufacturers use pen and paper to track manufacturing processes.

By 2022, only 20% of manufacturers will use pen and paper to track those processes.

Key Success Factors



Ability to adopt new technology

Emerging technologies will allow manufacturers to drive production efficiency. This will reduce operating costs and maximize profit.



Ability to optimize inventory

Manufacturers that efficiently monitor and maintain optimal inventory levels will be able to prevent shortages of goods and excessive storage costs.



Ability to train workforce

Staff who are well-trained to utilize technology, machinery, and equipment are able to complete jobs more efficiently.



MasterSolve
ACCELERATING BUSINESS

Sources:

<https://www.ibisworld.com/united-states/manufacturing-sector/>
<https://www.beekeeper.io/blog/frontline-worker-technology-report/>
<https://www.zendesk.com/customer-experience-trends/>