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20 Most Promising Manufacturing Tech Solution Providers

The global manufacturing industry is witnessing a state of notable flux. After years of being a damper in economic growth, manufacturing is now seen as the reviving potion to the adverse residues left behind by the financial services sector. While manufacturing in advanced economies, succumbed to outsourcing a few years ago, the manufacturing activity in the U.S. is poised for a comeback. The manufacturing shift to the east is fast getting retraced, as production units are now preferred closer to the home country rather than an offshore location. Manufacturers in the west have moved up the value chain to concentrate on more technically advanced industries or products and in the process have also become leaner. In the second quarter of 2014 manufacturing productivity in the U.S. increased by 3.3 percent, according to the Bureau of Labor Statistics (U.S.).

Innovative manufacturing, whether it is investment in research and development, improving back office or sales and marketing operations is seen as the key factor driving global competitiveness in manufacturing companies. It has dawned on several countries that competitive manufacturing is the nucleus of an economy because of the vital role it plays in the country's long-term prosperity. It creates skilled jobs,

generates revenues in the form of exports and investments. It also plays a pivotal role in terms of its contribution to the physical infrastructure of an economy.

The global competitive landscape for manufacturing will eventually restructure the drivers of economic development; pave a way for high value job creation, innovation, and sustainable growth.

In this edition of CIO Review, we bring to you "20 Most Promising Manufacturing Technology Solution Providers 2014" and "20 Most Promising Manufacturing Consulting Providers," featuring the best solution and consulting providers offering technology and services to the manufacturing industry. The companies listed here showcase extensive business knowledge and innovative strategies combined with talent base across locations.

A distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and the CIO Review editorial board has selected top players from over thousand companies. The listing provides a look into how manufacturing solutions work in the real world, so that you can gain a comprehensive understanding of what technologies are available, which are right for you, and how they shape up against the competition.



Company:

Pegasystems

Description:

Provides Better Business Software that unites customer engagement with the business processes.

Key Person:

Bruce Williams,
VP for Manufacturing and High Technology

Website:

pega.com

Pegasystems

Unprecedented Agility for Manufacturing Businesses Innovation

With Pegasus from Greek mythology as an emblematic representation of the company, Pegasystems encompasses the speed and adeptness associated with the winged stallion. Combined with their Build for Change® Platform, the company leverages its extensive experience in Business Process Management, Customer Relationship Management and Dynamic Case Management to make businesses more customer centric and agile. “Pega applications differ from other enterprise platforms as they superimpose an innovation capability as an answer to changing market demands,” asserts Bruce Williams, VP for Manufacturing and High Technology at Pegasystems.

In a strikingly competitive market with ample solution providers, Pegasystems rides high with its hands-on approach that not only executes exactly what the client desires but also saves time and money. The company’s combination of platform and adaptable, pre-built manufacturing applications—such as Warranty and Field Service—enable the creation of new processes by leveraging existing solutions. “Unlike methods of the past where large solutions were built to big budgets, Pega’s environment enables you to build small solutions quickly, generating the incremental creation of value using lean and agile methods, which is more cost effective. Even the business user is able to build and customize apps quickly to meet their needs,” explains Williams.

Pegasystems’ Build for Change model is a landmark in today’s enterprise software market. This model differs from the conventional process of buying a toolkit like Java or customizing a pre-built solution from an ERP or Manufacturing

“**In the Internet of Everything, Pega is the process of everything**”

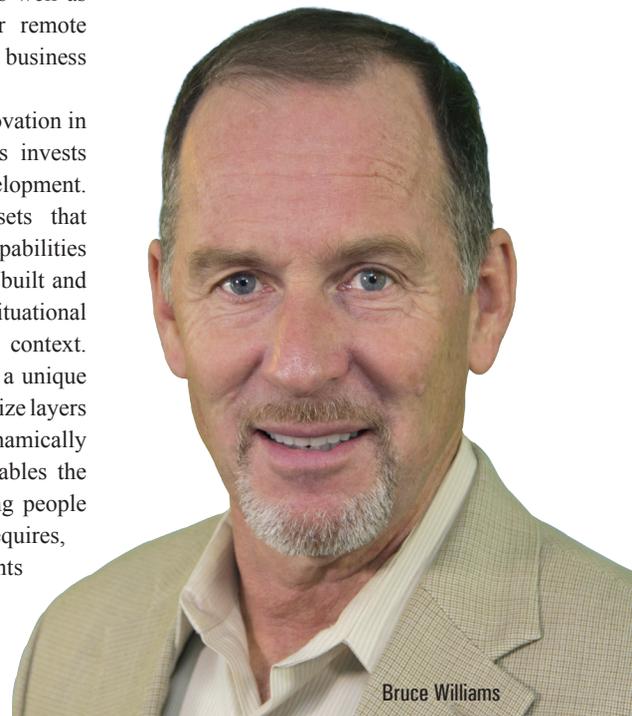
Execution System (MES) provider. “With supply chain and manufacturing demands constantly in states of flux, new generation CIOs must aim for a symbiosis between their core classic IT and new innovative platforms,” says Williams. Pegasystems bridges this gap perfectly by filling the space which falls between legacy systems of the past and today’s innovations. This is reflected in the company’s mobility solutions that allow real-time, as well as offline capabilities for field or remote workers, enabling tremendous business change.

Responding to changing innovation in business processes, Pegasystems invests heavily in research and development. Functioning on flexible rule-sets that bring together and integrate capabilities on demand, the platform can be built and extended to solutions that are situational in both a global and local context. Pegasystems has also developed a unique concept that allows users to visualize layers of specialization that adapt dynamically to different situations. “This enables the agile ‘build for change,’ allowing people to build what the business requires, and not what the IT constraints demand,” states Williams.

One of their clients, Jabil Circuit, in recognizing the challenge of managing

Shadow IT, worked with Pegasystems to rationalize the enterprise portfolio onto Pega’s platform, enabling innovation around core systems like ERP. “Jabil is also getting cross enterprise scalability. They have full audit and traceability, as well as cost containment by not funding too many platforms,” says Williams. Jabil now builds and deploys new solutions in as quickly as two weeks.

With the advent of the Internet of Things (IoT), even the minutest aspects of today’s lives are connected by a digital world. Pegasystems harbors a belief in enabling infrastructures that will turn the IoT into actionable outcomes, making our lives better. “IoT will be one of the greatest dynamics of our civilization for the next 25 years—in the Internet of Everything, Pega is the Process of Everything,” concludes Williams. [CR](#)



Bruce Williams