Hiya Bienvenue Willkommen Bienvenido Benvenuto Witamy

Ey up Now then Alreet? Wotcha

Welcome. How ya do'in?

Alright duck? What's occurrin'? Y'alright butt?

欢迎 ようこそ Hoş geldiniz Croeso Fáilte Vítejte

Awright? Bostin Ey up me duck Howay

Say hello — any language, any accent.

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Unlocking Digital Manufacturing

Build your business case and roadmap

Digital Manufacturing 2Day · MTC Coventry · 13 October 2026

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So how do you unlock digital manufacturing?

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WHAT WE SEE OUT THERE

Same five things. Different point of view.

Nobody can tell us what they want

No requirement. A feeling.

A few euros of budget. A Rolls-Royce expectation.

Software seen as cost, not value.

Buy the machine first. Ask how it connects later

By then it is on the floor, and yours.

The software is expected to fix the process

Same process, faster. Now more expensive.

Nobody owns it on the Tuesday after

A budget, a go-live date, a Steering Committee.

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1 **Before we start**

2 **Where are you today?**
UNDERSTAND AND UNLOCK

3 **Where do you want to be?**
THE BUSINESS CASE

4 **What's the plan?**
THE ROADMAP

5 **How do you Deliver?**
THE PROOF

Five chapters. Four questions.

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WHO WE ARE

Meet today's speakers



Tim Shelley

Founder, TJ Digital Systems

- 20 years in manufacturing — electronics, industrial control & automation, batteries
- Delivery-led consultancy, Sheffield. Up north, but not northern
- Top floor to shop floor – engineering & business mindset



Max Abenthum

Solution Consultant, CONTACT Software

- Turning complexity into practical value for 7 years at CONTACT Software
- Working internationally, succeeding together in Germany, Asia, USA and UK
- AI enthusiast with a process mindset

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TWO REAL EXAMPLES

Two real stories

Company A

Scaling	10 times the volume, in 1 year.
16 months	I'm still on it.
From scratch	Never tackled anything like it — and did not know that yet.
The bad parts	There were plenty of those.

Kampf

Machine builder	650 people, two sites, Germany.
10+ years ago	They bought a system.
It did not work	Two years trying. Then they stopped.
The failure	That is the useful part.

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QUESTION 2 OF 5

Where are you today?

- What it actually looks like
- Who you need onboard
- Score yourselves
- Your result

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WHAT IT ACTUALLY LOOKS LIKE

Different decade. Different country. Same problem.

COMPANY A, TODAY

The system	Tells them what is happening on the shop floor.
The input	Every number typed in by hand, in cleanroom gloves.
The question	“Which parts went through which machines?”
The answer	“Not really. And only after two hours of processing.”

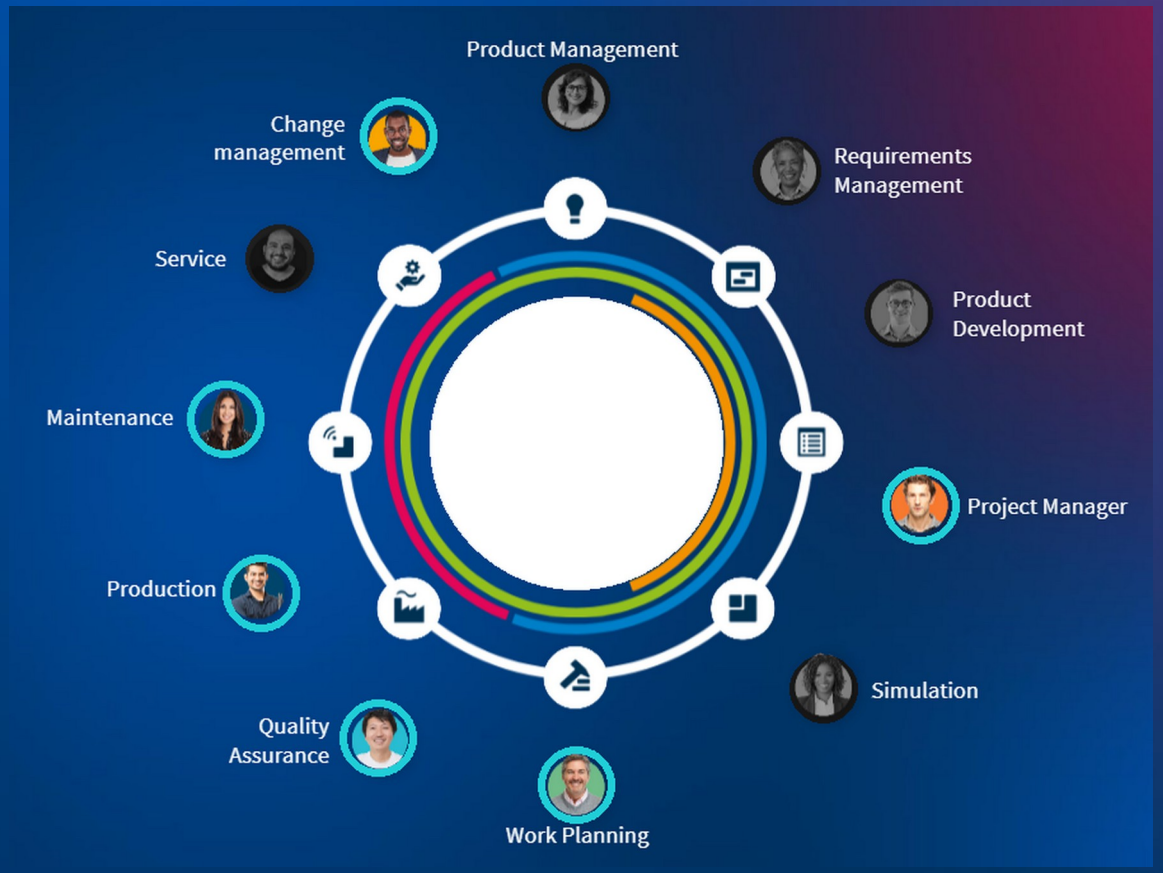
KAMPF, 10 YEARS AGO

The system	A shared drive, and whatever was on paper.
The input	3D models in folders. Bills of material in Excel.
The question	“Are both sites building the same thing?”
The answer	“Constant disruption. People worked to different revisions.”

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WHO YOU NEED ONBOARD

Six people. Half a day. One room.



1. **Runs a shift** — Production
   On the floor when it goes wrong at 2am
2. **Process engineer** — Work Planning
   Knows why the settings are set
3. **Quality** — Quality Assurance
   Has to prove it afterwards
4. **Owns the systems** — Change management
   Usually one overworked person in IT
5. **Can say yes** — Project Manager
   Senior enough to decide in the room
6. **Finance** — not on this picture
   Decides whether anything gets funded

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SCORE YOURSELVES

Smart Industry Readiness Index — SIRI

2017

Built in Singapore by the EDB with TÜV SÜD. Run with the World Economic Forum since 2020. Governed today by INCIT.

1,000s

of plants assessed, in more than 60 countries, across 12 industry clusters.

0 – 5

Every dimension scored on the same band, so it is comparable — plant to plant, and year to year.

Three building blocks

Process

Technology

Organisation

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SCORE YOURSELVES

How is SIRI structured?

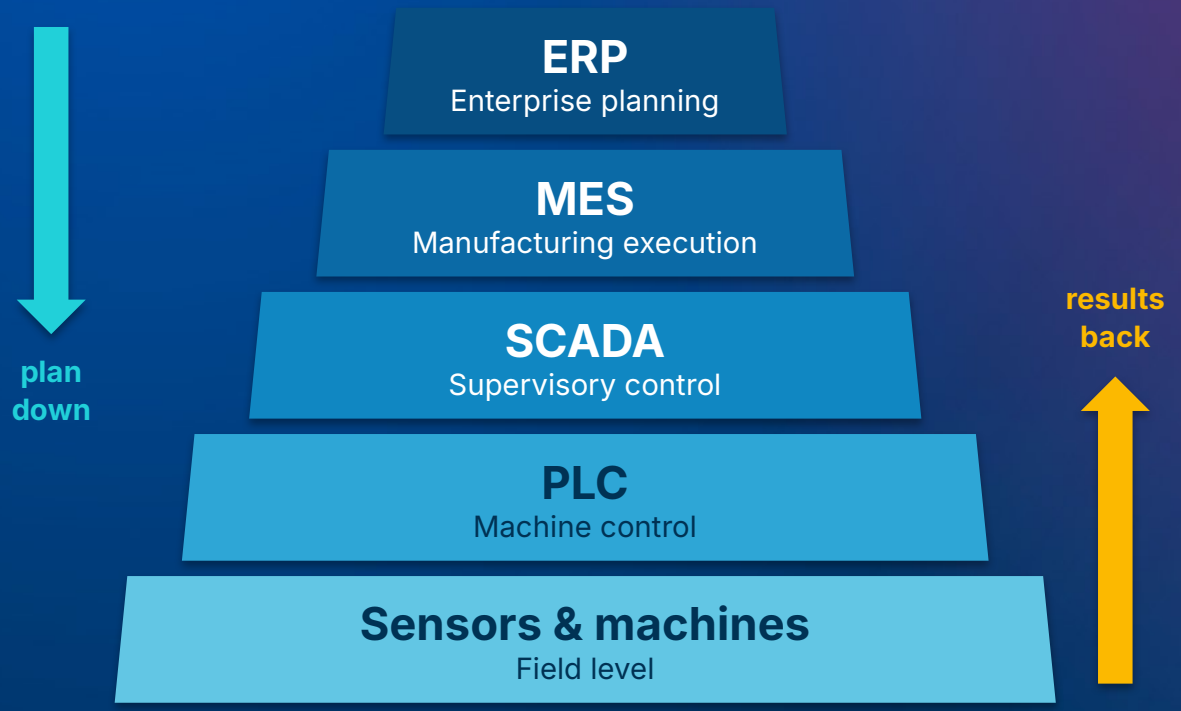
Smart Industry Readiness Index								
Process			Technology			Organisation		
Operations	Supply Chain	Product Lifecycle	Automation	Connectivity	Intelligence	Talent Readiness	Structure & Management	
D1 Vertical Integration	D2 Horizontal Integration	D3 Integrated Product Lifecycle	D4 Shop Floor	D7 Shop Floor	D10 Shop Floor	D13 Workforce Learning & Development	D15 Inter- & Intra-Company Collaboration	
			D5 Enterprise	D8 Enterprise	D11 Enterprise	D14 Leadership Competency	D16 Strategy & Governance	
			D6 Facility	D9 Facility	D12 Facility			

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SCORE YOURSELVES

D1 · Vertical Integration

How well the plan gets from the office to the machine — and the results back.

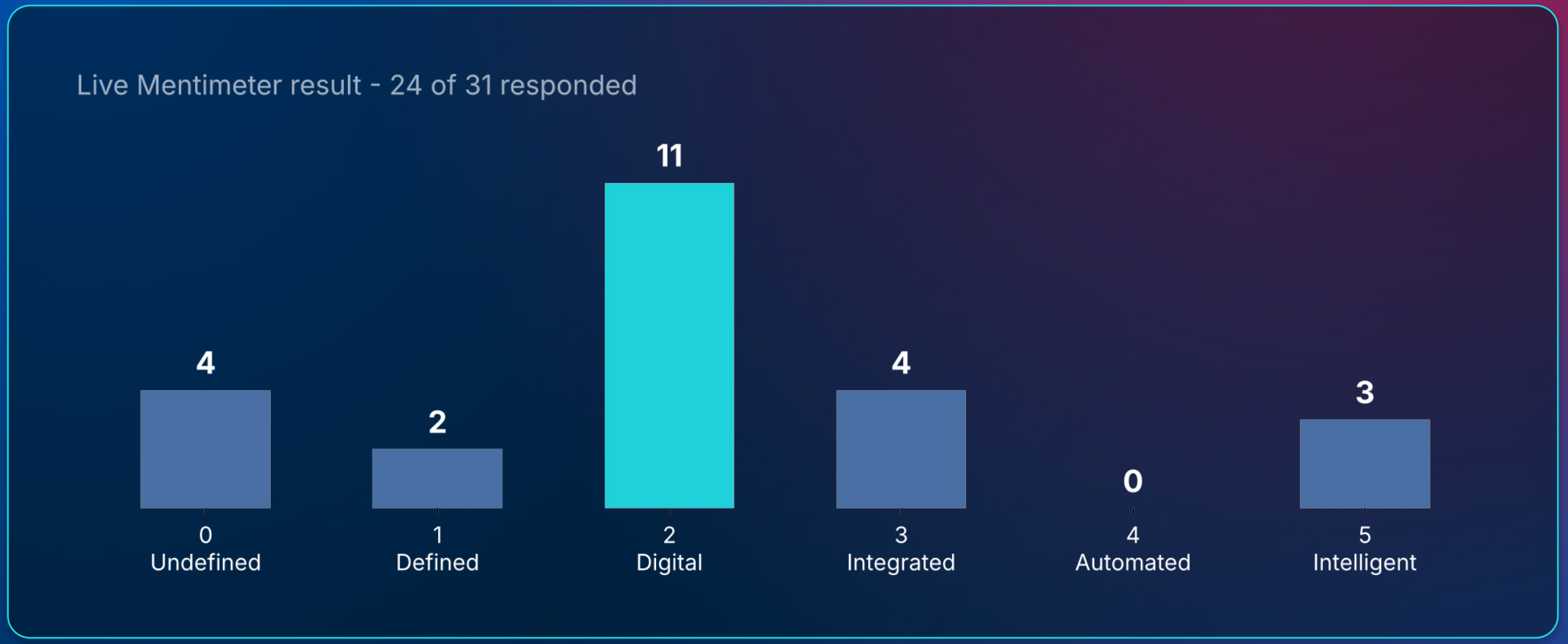


0	Undefined	Planning is ad hoc. It lives in people's heads.
1	Defined	Paper instructions. Quality logged by hand into Excel.
2	Digital	MES, ERP, SCADA all in use. Each one its own island.
3	Integrated	IT and OT are linked. People still move data between them.
4	Automated	A work order reaches the machine on its own.
5	Intelligent	The plant analyses its own data and reacts.

Or whether people carry, re-key and chase the data in between.

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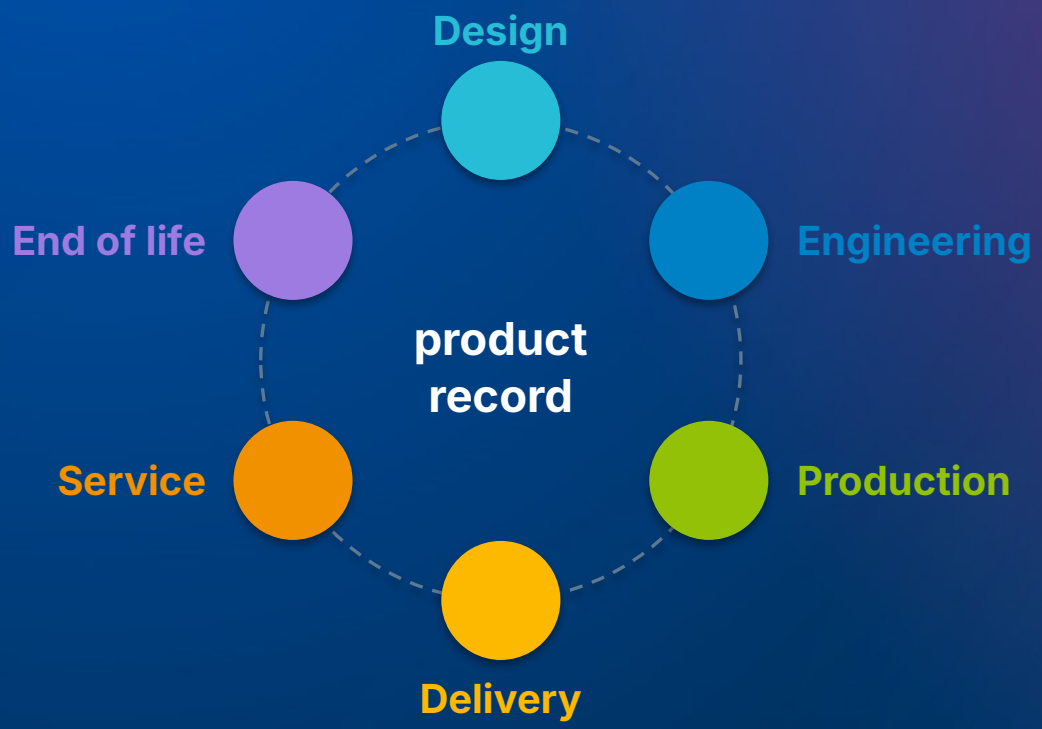
Results



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SCORE YOURSELVES

D3 · Integrated Product Lifecycle

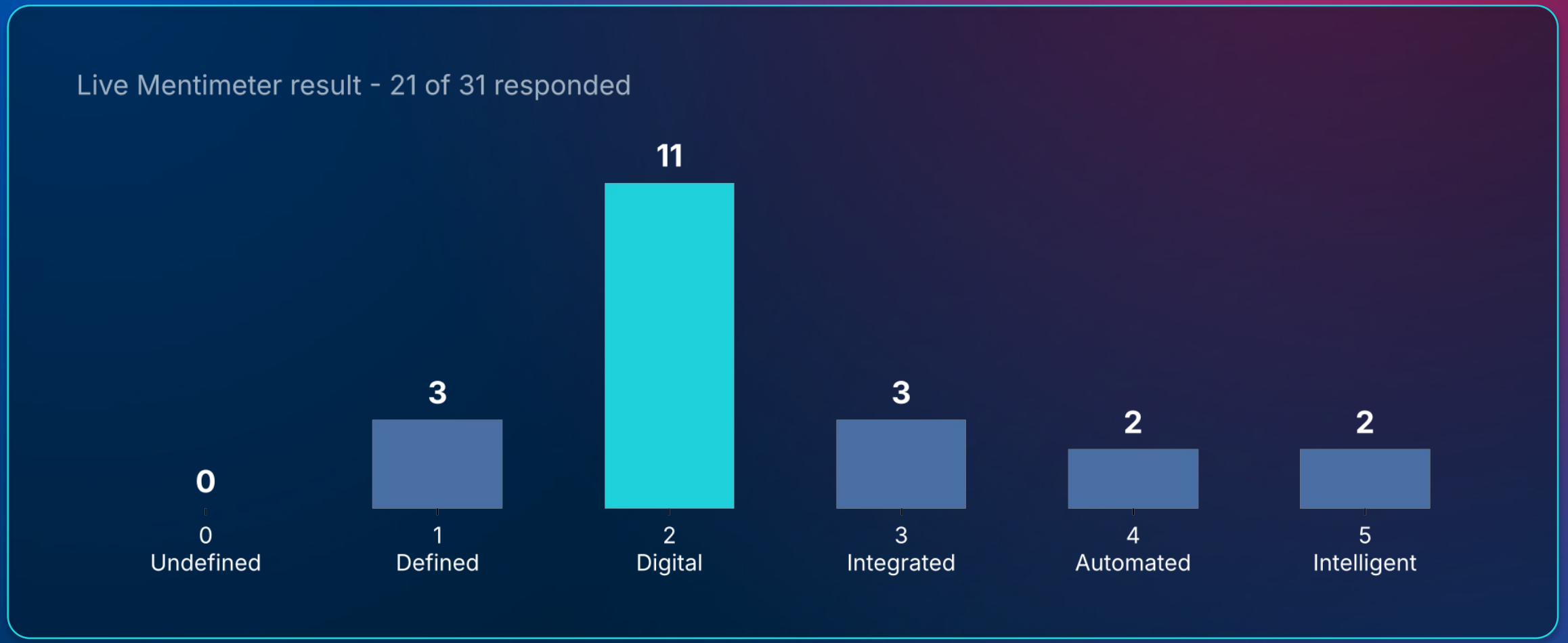


A change on the drawing reaches the line — and comes back.

0	Undefined	No defined process. It runs on individual knowledge.
1	Defined	Paper drawings, filed records, email between departments.
2	Digital	CAD, CAM, maybe PLM. Each stage digital, and separate.
3	Integrated	One platform links the stages. People still carry the data.
4	Automated	The platform manages the change and drives the workflow.
5	Intelligent	Digital twin and analytics optimise the whole lifecycle.

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Results



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QUESTION 3 OF 5

Where do you want to be?

- Not all fives
- The three numbers
- The sum you can do on Tuesday
- What it has been worth elsewhere

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You don’t need to be 4’s & 5’s on all
Just the ones that matter to you

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THE THREE NUMBERS

ROI is one piece of the puzzle

ROI & payback

Vital. And the easiest piece to create.

ONE PIECE

The cost of today

10–15 engineers losing 1–2 hours a day.

The risk you carry

~0% confidence in which parts went through which machines.

What it unlocks

55% yield against a target north of 85, while scaling 10×.

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The maths

12 engineers × **1.5** hours a day × **220** working days = **3,960** hours a year

Which is two people. Full time. All year.

Looking for stuff…

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International Perspective

5 minutes

Weidmüller
Quotations that used to take 3 to 5 days

40%

Stiebel Eltron
Less effort on engineering change processes

60%

HBC-radiomatic
Faster service lead times, through the service portal

50%

Kampf
Fewer errors, and 15–20% more productivity

30–40%

teamtechnik
Shorter project lead times

5-figure saving

Woco Group
Integrated AI process to automate test case creation and evaluation

"With CIM Database, we were able to reduce the lead times for complex testing and assembly systems for the automotive industry by 30 to 40 percent."

Ralf Klein, Vice President Information Management, teamtechnik Maschinen und Anlagen GmbH

Source: contact-software.com customer references

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“Orders were increasing. The methods could not carry them.”

Kampf’s managing director. That is the whole business case.

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QUESTION 4 OF 5

What's the plan?

- Where the ranking comes from
- The roadmap
- What that means for software

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A REAL ASSESSMENT

Which KPIs matter most to the business?



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Where the ranking comes from

YOUR INPUTS

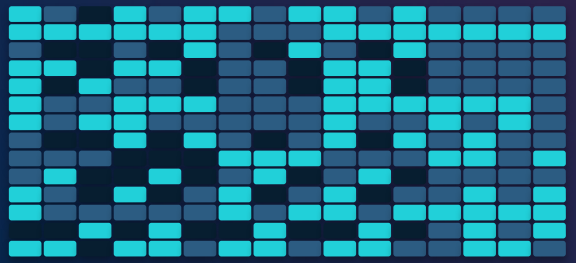
1. **Bands**
   Your 0–5 on all 16
2. **Cost profile**
   Where the money goes
3. **KPIs**
   The 14 your board uses
4. **Planning horizon**
   It sets the weighting

You answer these. Nobody else can.

×

DEGREE OF RELEVANCE

KPI · 14 × 16



Cost · 10 × 16



High Some None

=

YOUR IMPACT

Vertical Integration	£50k
Integrated Product Lifecycle	£62k
Horizontal Integration	£12k
Enterprise Connectivity	£28k

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Two factories. Identical scores. Different answer.

Builds machines to order

WHAT HURTS: TIME TO MARKET · DELIVERY DATES · QUALITY · LABOUR COST

1. **Enterprise data joined up**
2. Working across the business
3. People know how to use it
4. A strategy somebody owns
5. Office automation

High volume process plant

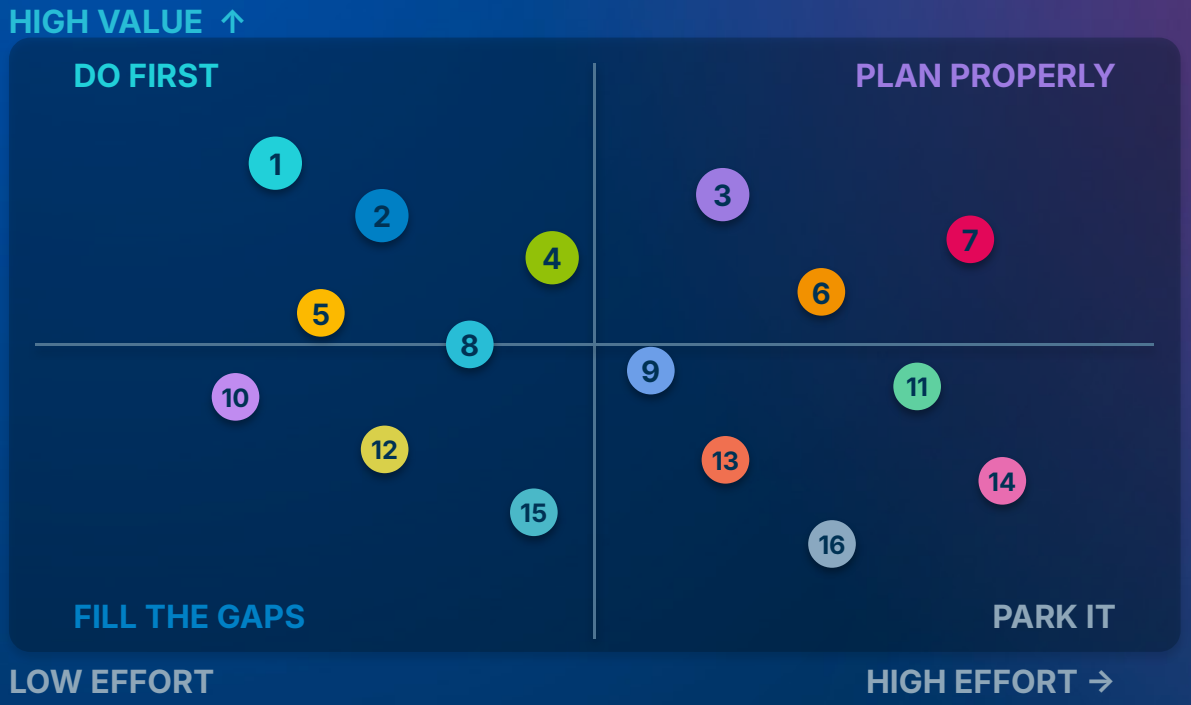
WHAT HURTS: EQUIPMENT RUNNING · PROCESS QUALITY · MATERIAL · ENERGY

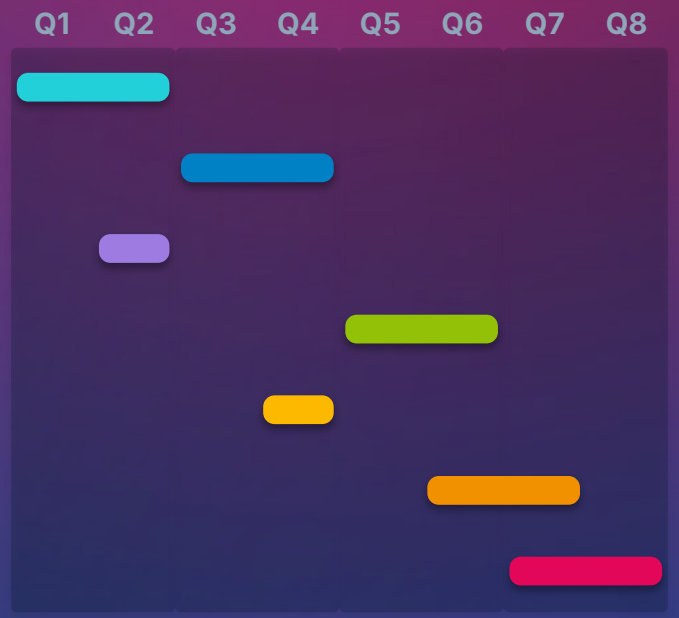
1. **Shop floor data joined up**
2. Buildings that decide
3. Shop floor to office, both ways
4. Enterprise data joined up
5. Building and plant automation

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THE ROADMAP

What goes first — and when?





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16 dimensions, KPIs & Costs. Enabling Impact .

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Four kinds of change

1	**People**	Who does this job on Tuesday morning — and have they been trained?
2	**Process**	What changes in how the work flows, and who owns the new way
3	**Technology**	The kit, the connections, the data you can trust
4	**Software**	Last. And only once the first three have answers.

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What that means for software

1 Modular and scalable

Start with your biggest pain. Add the next without starting again.

2 One architecture

Every module on the same data model underneath.

3 Adopted, not installed

If people don't use it, it's a cost.

4 Defensible price

A number you can put in the business case and stand behind.

5 Still right in five years

It has to survive the roadmap, not just phase one.

6 AI ready, and governed

Context and permissions — not a chatbot bolted on.

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Different Perspectives

Put the platform in early

— Every module after the first one is cheaper.

— You buy the foundation once.

— And yes — I work for a company that offers that discount.

We didn’t buy any for 4 to 5 months

— Not because it wasn’t good.

— The people weren’t aligned.

— The processes weren’t written down.

— The data off the machines wasn’t real, or even connected.

— The big MES decision still isn’t made. We’re 16 months in.

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QUESTION 5 OF 5

How do you deliver?

- What it actually took
- What you can do now

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KAMPF

1 Back to the business problem

Not the software market. After two years of failure.

2 They bought one thing

Product data management. Drawings and documents. Nothing else. 80,000 records moved across, under time pressure.

3 Then they extended

Parts list. Bills of material. Change control. Project management. Then a two-way link to their ERP.

≈50%
fewer error costs
— their head of development

15–20%
more productivity
— their managing director

Still
evolving today
— the same platform

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Three things we promised

1

UNDERSTAND & UNLOCK

Six people you already employ. Half a day. One room. Sixteen honest scores. No budget, no sign-off, nobody committed to anything.

2

THE BUSINESS CASE

Three numbers your board already knows. 12 engineers × 1.5 hours × 220 days = two people, full time, all year, looking for things.

3

THE ROADMAP

Sixteen rows in an order you can defend, with a written answer next to each one for what you do if it doesn't work.

All of it free. None of it needs us, and none of it needs any software.

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Next Steps

1

Finish your assessment

All sixteen dimensions, about ten minutes at our stand. You leave with your own register, not two data points.

2

Experience CONTACT Elements

Running hands-on all day, including the live IoT demonstrator kit.

3

Register for a SIRI

A half-day SIRI workshop at your site. Your team, your plant, your numbers.

Stand G2 — all day

tim.shelley@tjdigitalsystems.com · maximilian.abenthum@contact-software.com

Questions?

If we run out of time here, come see us.

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Merci Danke Gracias Grazie Dziękuję Bedankt

Cheers Nice one Champion Smashing

Thank you. Ta very much

Cheers duck Ta muchly Cheers pet

谢谢 ありがとう Teşekkürler Diolch yn fawr Go raibh maith agat Děkuji

Ta la Grand Mint Much obliged

However you say it — come and find us on Stand G2.

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