

Brochure

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

HP involvement	Analyses and activities		Outcomes	
			Digital transformation proposal  Optimize document workflow  Introduce Device as a Service  Reconfigure MPS	Implement & control
			 Analysis over one or two business cycles	Measure
 MDI industry consultants Solutions consultants  MDI solutions portfolio	 Industry benchmarking • Benchmark data • Security analysis • Industry comparison	 Business insights • Content analysis • Workflow analysis • Time-based comparison Focus on business functions and paper-based processes	 Projects and solutions   Identify business-critical printing by LOB and department	Define
 HP Account Delivery Management  HP Global Analytics	 Document trends Separate: • Business-critical • Convenience • Supporting	 Content and fleet analytics Analyse • Trends • Overall usage • Software and tools	 Establish baseline and objectives	Assess

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.



First, we help you understand your current operational dependency on printed documents and establish your objectives and goals. This allows us to make recommendations.

Document trends

The first step is to carry out a use-trend analysis, separating printed documents by the various functions they perform within your organization.

Content analytics

We also look at printing trends, as well as the software, tools, and services you're using to support printing and drive your business. This helps us identify performance gaps.



With a clear idea of your baseline, we target your heaviest print users, as well as the solutions and tools currently used or potentially needed. We can then establish a segmentation based on document function, and develop proof-of-concept (POC) projects with given lines of business (LOB) or departments.

Industry benchmarking

Moving from analytics to insights using industry analysis tools and benchmarking data to better understand how your organization compares to others will help us identify potential gaps.

Business insights

Working with LOB and departments producing the largest print volumes, our MDI industry consultants will drive further workflow discovery analysis and move from industry benchmarking to business insights, building the business case for a possible digital transformation roadmap.



Using the defined document segmentation, we conduct a workflow analysis over one or two business cycles to obtain a data sample representative of your organization.



Define and implement a service-improvement project.

Solution proposal

Reconfigure your managed print services

Taking advantage of your existing hardware investments, we help you update your fleet and increase security. Under a managed services contract, you can use multifunction devices as an onramp for future digital workflow.

Introduce new devices, and device as a service

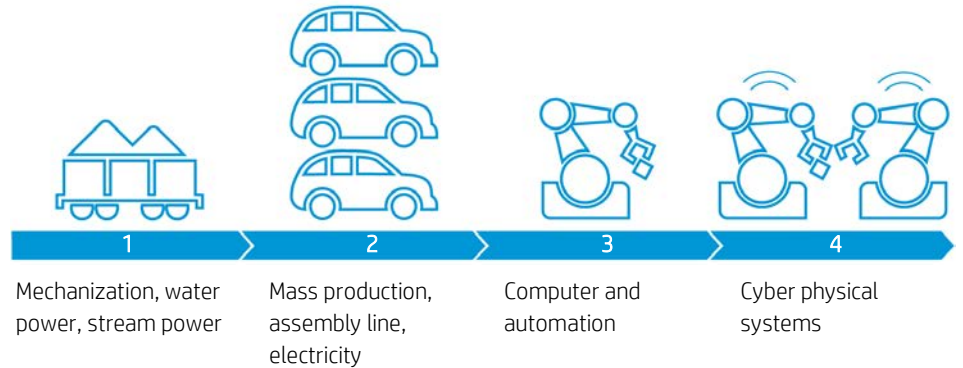
Device as a Service (DaaS) lets you get the best-fit hardware for your organization without worrying about steep acquisition costs. Under a managed services contract, you can use mobile devices, tablets, and laptops to read, annotate, and e-sign electronic communications.

Optimize document 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.

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.



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 decades, HP has been partnering with leading MDI 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, 8 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 Based on data from the 2016 Forbes Global 2000.

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hp.com/go/getupdated



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