

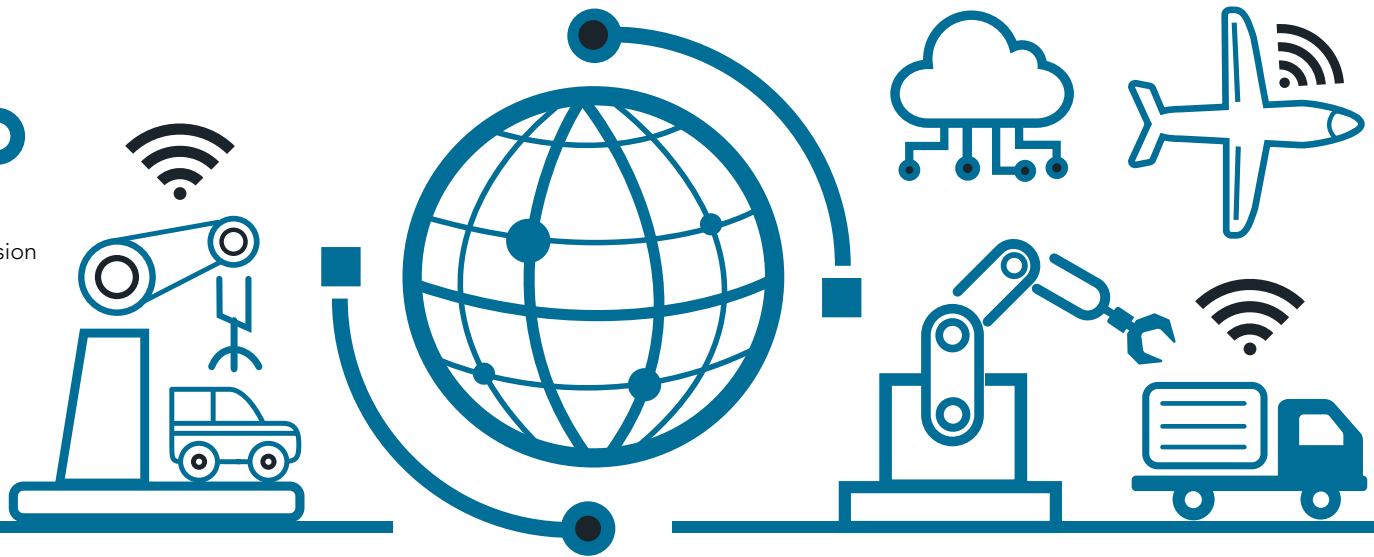
Respondents surveyed in the **discrete manufacturing sector** report

Three in ten

**30%**

see the implementation, management, and expansion of IoT as the **single most important initiative** for their organization

higher than any other industry

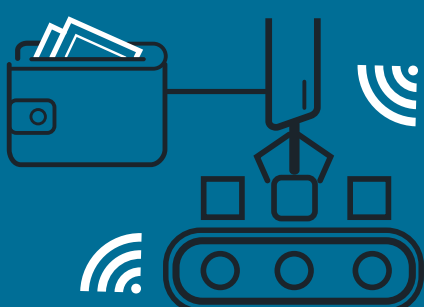


Also, respondents in this sector are

More likely

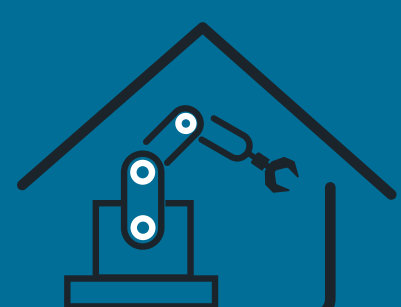
**37%**

to be mainly buying external IoT solutions



Than building in house

**24%**



Nearly four in ten

**39%**

see IoT as a means to **enhance and develop** new products and/or services



Top features of an IoT platform in this industry include



**52%**

security



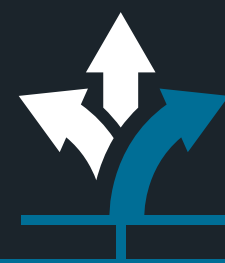
**49%**

reliability



**32%**

value for money



**32%**

deployment flexibility

! but over a fifth (22%) see security as the **most crucial** feature

As a result of IoT deployment

Nearly all

**97%**

are experiencing benefits



With over one in three

**37%**

seeing increased revenues



Innovative solutions is the trait most likely



**48%**

to be desired in an IoT vendor by these respondents

Eight in ten

**80%**

want to deploy IoT on the edge

but only **6%** are currently doing so

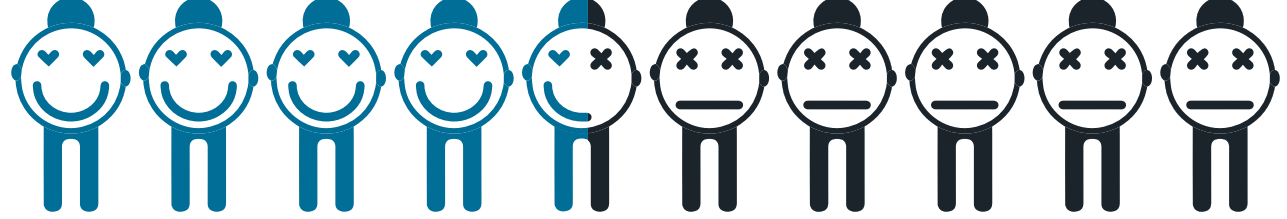


Satisfaction is lower in this industry

Less than half

**46%**

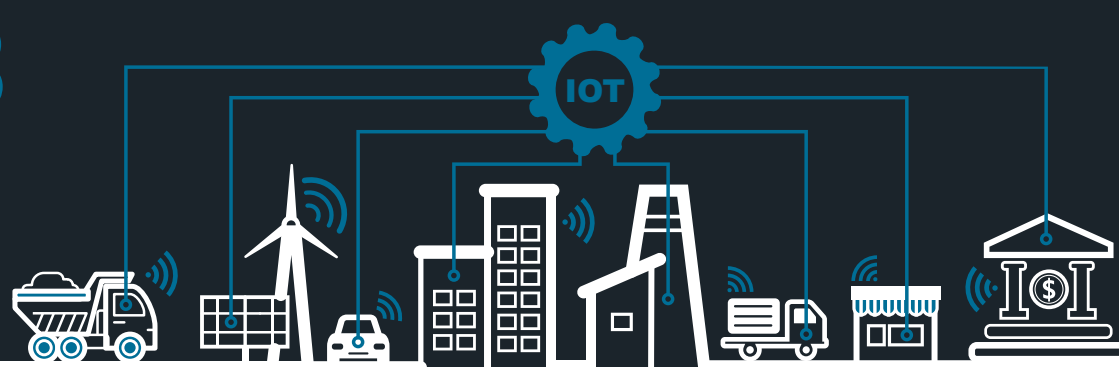
are extremely satisfied with their organization's IoT platform



On average, respondents' organizations from the discrete manufacturing sector have

**853**

devices connected to their IoT platform



**25%**

plan to expand their platform over the next 12 months

Confidence in IoT needs to be higher among respondents in this industry, only

**23%**

see their organization's IoT platform as being highly advanced in 12 months' time



**27%**

see their IoT platform at the forefront of their organization moving forward