

2023 INDUSTRY STUDY

DATA SUCCESS FACTOR

XSPHERE[®]
by XPLM

CONTENTS

1	2023 challenges	6
2	The value of data for industry	10
3	Working with data	14
4	Data silos and interface problems	18
5	Managers and data	22
6	Employees and data	24
7	Importance of technical data	28

Study design



Online-Survey



Respondents:

- 126 industry decision-makers (mechanical engineering, automotive, electrical industry, chemical, pharmaceutical, food, medical technology, energy industry, etc.)
- From the following areas: Development, Production, Sales, Service, Purchasing, Business Development, IT, Operations Management
- Position in the company: owner, management, senior management
- Company size: from 40 million euros turnover



Survey period:

November/December 2022

Key results of the study



- 1 A storm is brewing,** because in addition to the classic challenges in the supply chain and the labor market, the industry must face new problem areas such as digitization and sustainability. Traditional instruments of corporate governance are not sufficient as a countermeasure.
- 2 Industrial companies struggle far too often with flying blind in the data fog.** As a result, they miss many opportunities and create additional hurdles in the course of business.
- 3 Weaknesses are bridged by talent for improvisation, but in the long run,** they slow down the force of innovation. Because data exchange via Excel and email is time-consuming and error-prone.



4 Problem identified, problem solved? Unfortunately not. Many companies fail due to technical or cultural hurdles to break down the existing data silos. There is a lack of simple solutions for exchanging information across departments.

5 Emails containing important data often come from the executive floor. However, especially in dynamic environments, this static exchange of information often contains errors. As in the media, nothing is as old as yesterday's information.

6 The sensitive handling of data among employees is present. But if access to the data is too complicated, risky shortcuts are often taken. Caution: Convenience can be dangerous.

7 Technical data play a central role when it comes to securing your future viability. Innovation-driven companies in particular must therefore pay attention to dynamic and barrier-free data exchange.

1

2023 Challenges

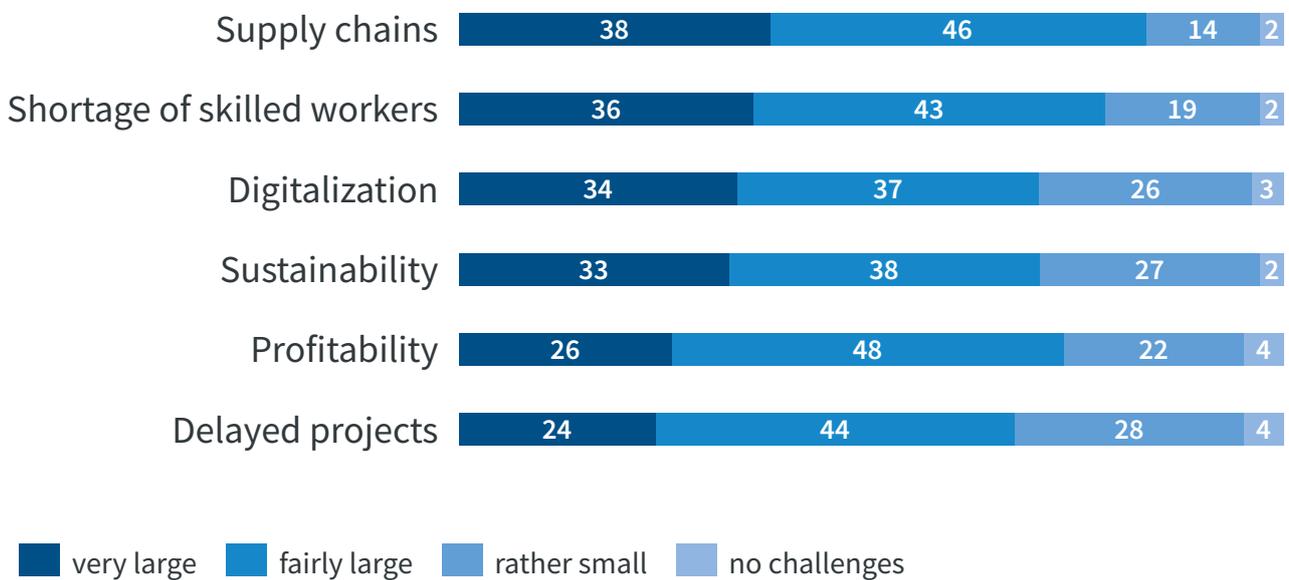


Diverse challenges for industry

In which areas do you currently see the greatest challenges?



Unstable supply chains are the biggest challenge for industry



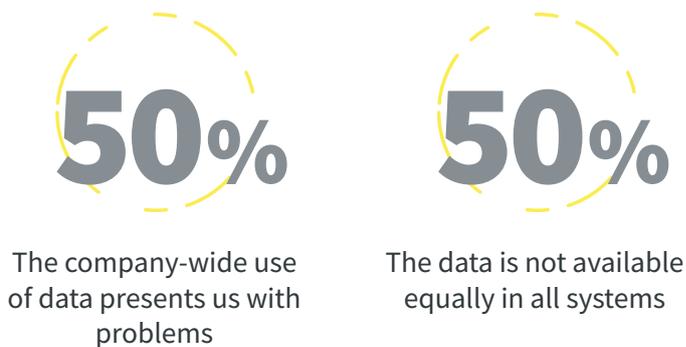
in %

Using data

Can better use of data help meet the challenges?
Which topics does this apply to?

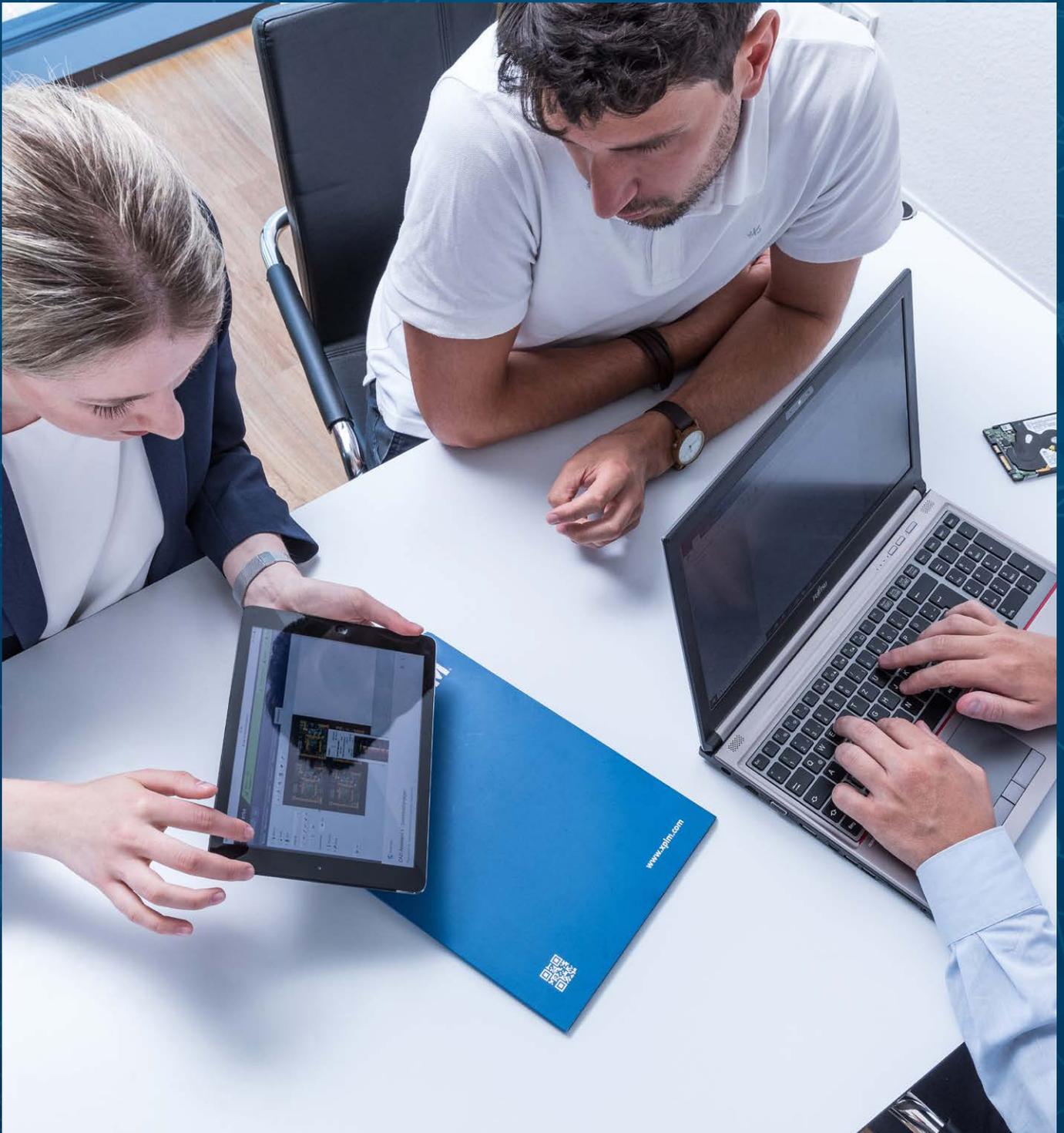


The two biggest challenges facing the industry
in terms of data use



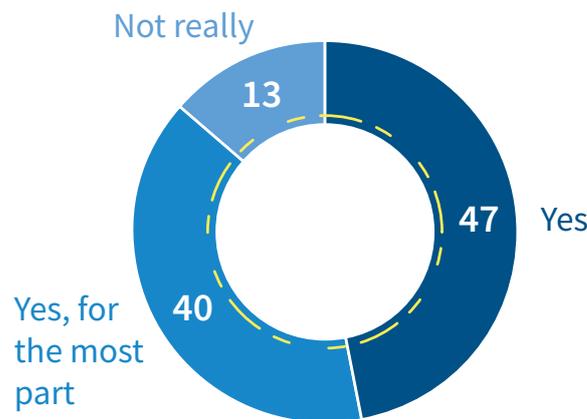
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The value of data for industry



Data strategy

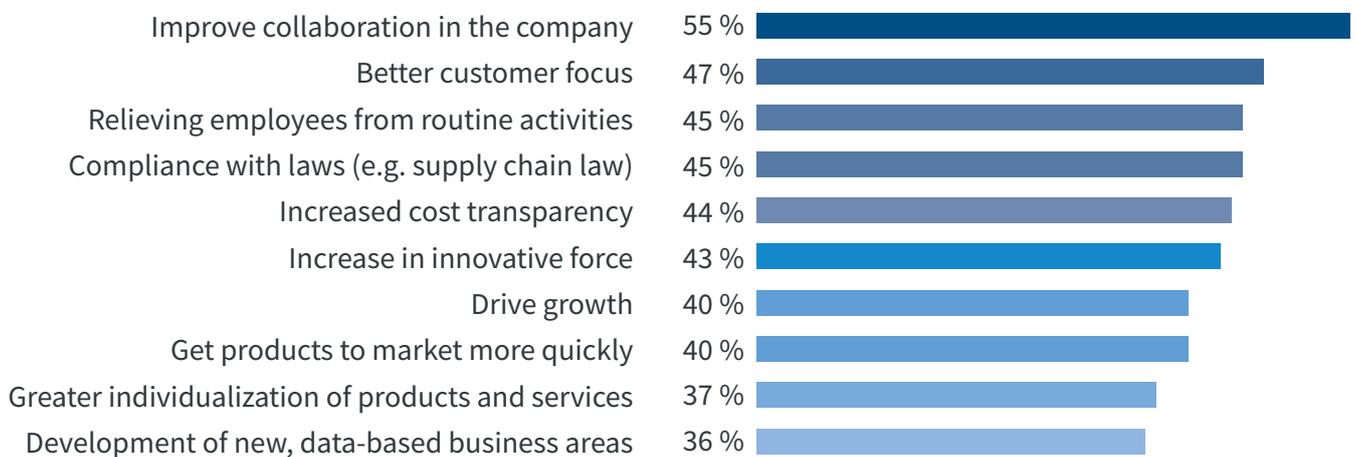
Does your business have a data strategy?



in %

How important is the use of data in your company?

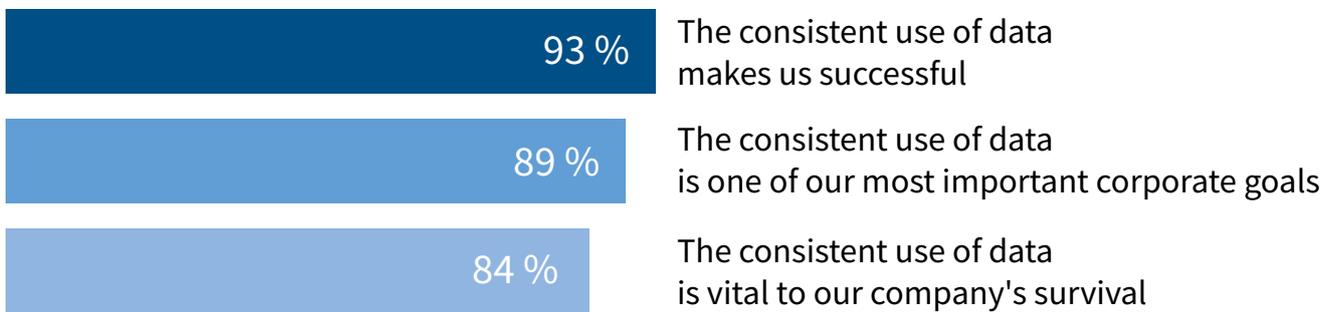
Only for participants who have a data strategy.



Data strategy

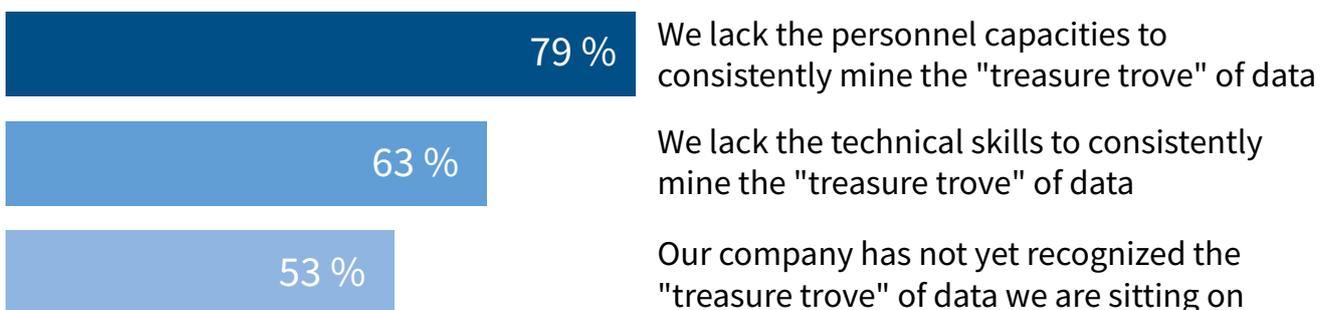
How important is the use of data in your company?

Only for participants who have a data strategy.



Lack of capacity and skills as the main reasons for not having a data strategy

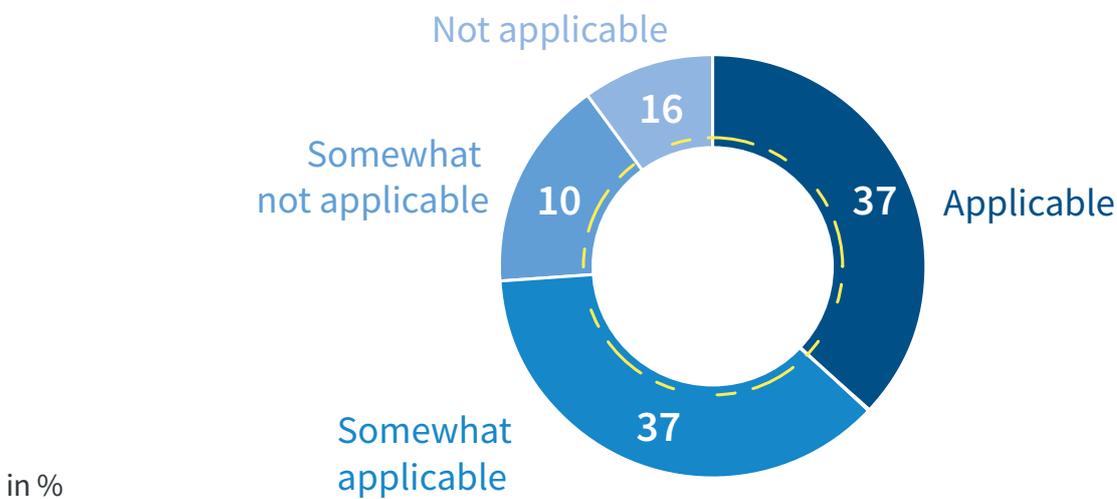
Only for participants who **do not** yet have a data strategy.



Data strategy

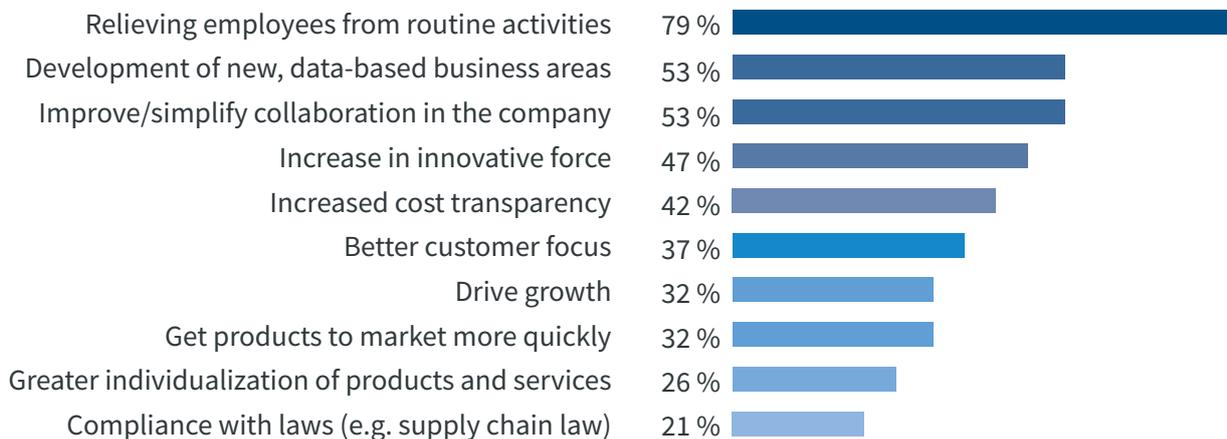
„To compete in the marketplace, we need to promote the use of data.“

Only for participants who **do not** yet have a data strategy.



In which areas could the consistent use of data pay off for your company?

Only for participants who **do not** yet have a data strategy.

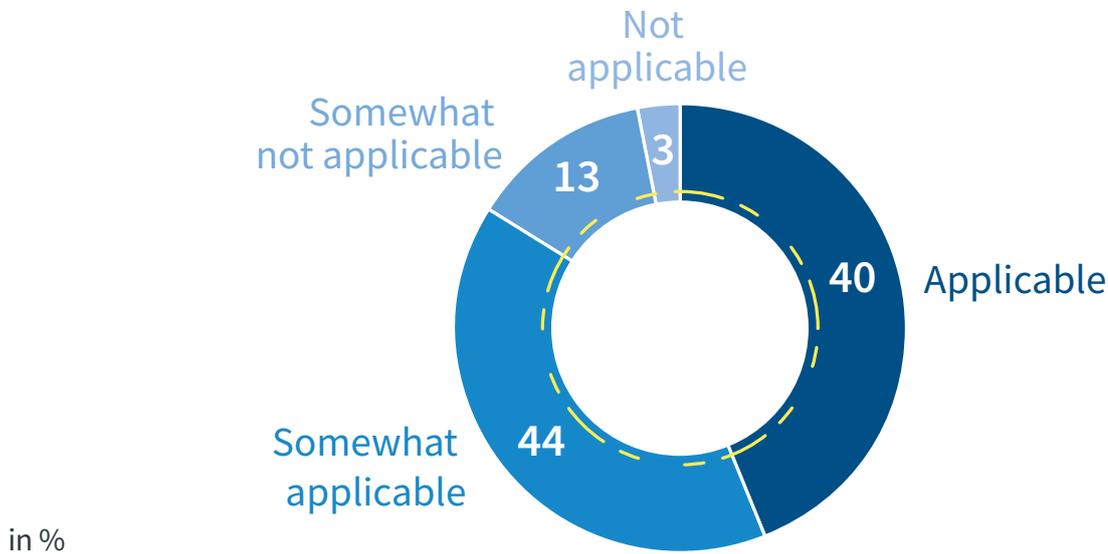


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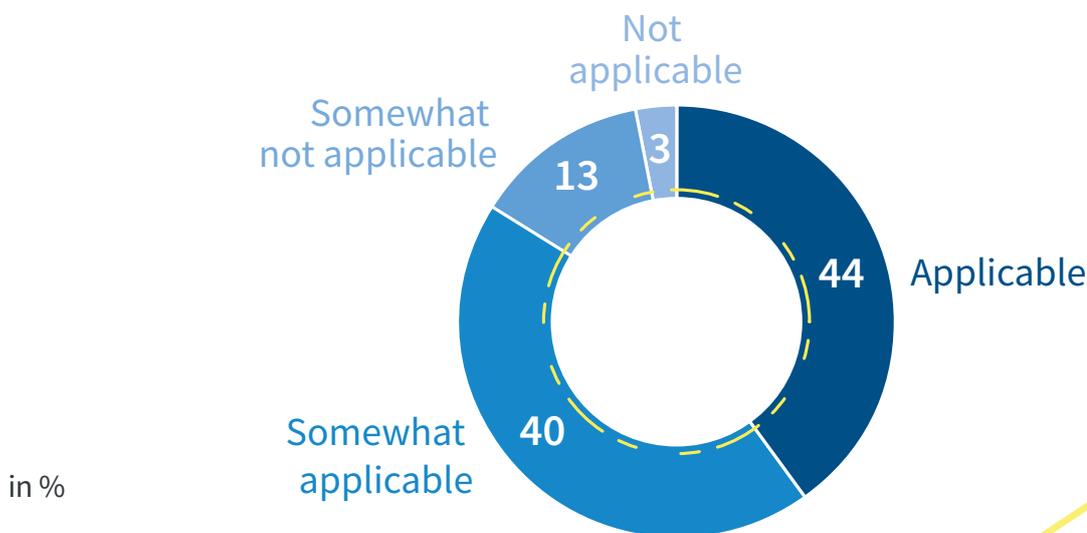
Working with data



The number of software applications is constantly increasing



We work in a hybrid world consisting of our own server and cloud solutions



Challenges related to the distribution of data

Data is distributed across many software applications



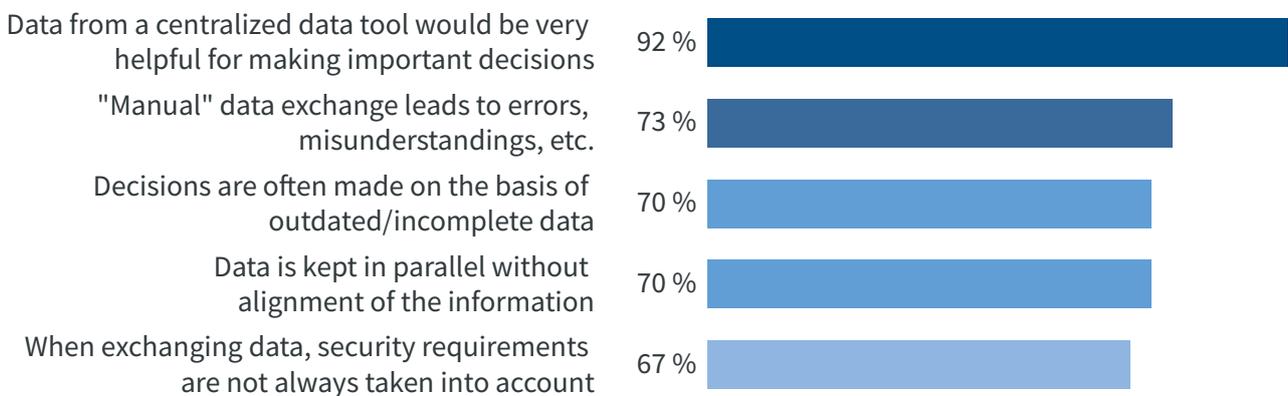
agree with the statement

Data is distributed across different departments/locations

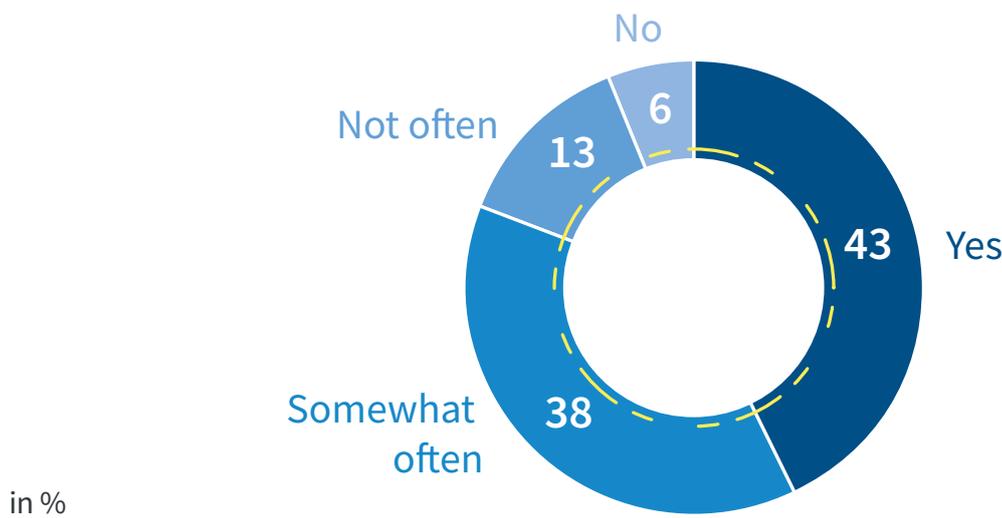


agree with the statement

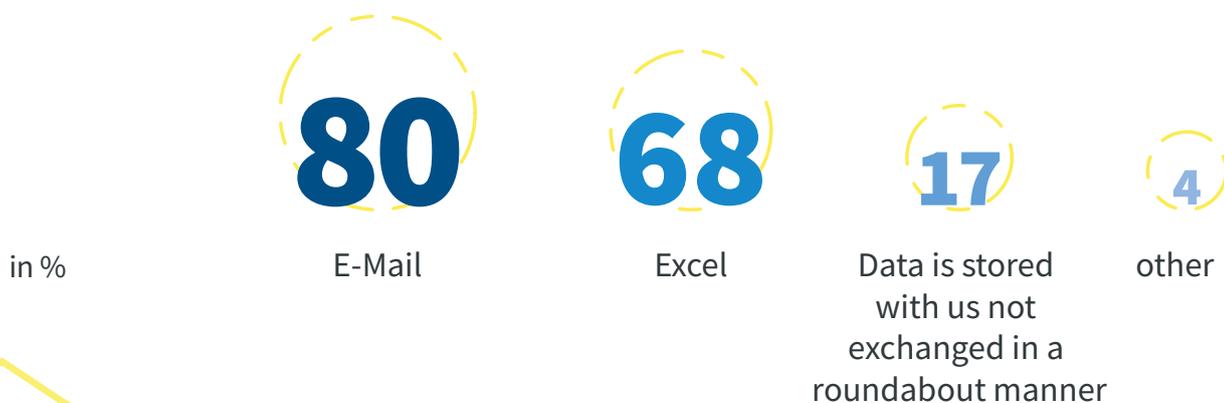
Challenges in data management



Are data exchanged in your company via detours instead of from the systems provided for this purpose, for example via Excel or email?

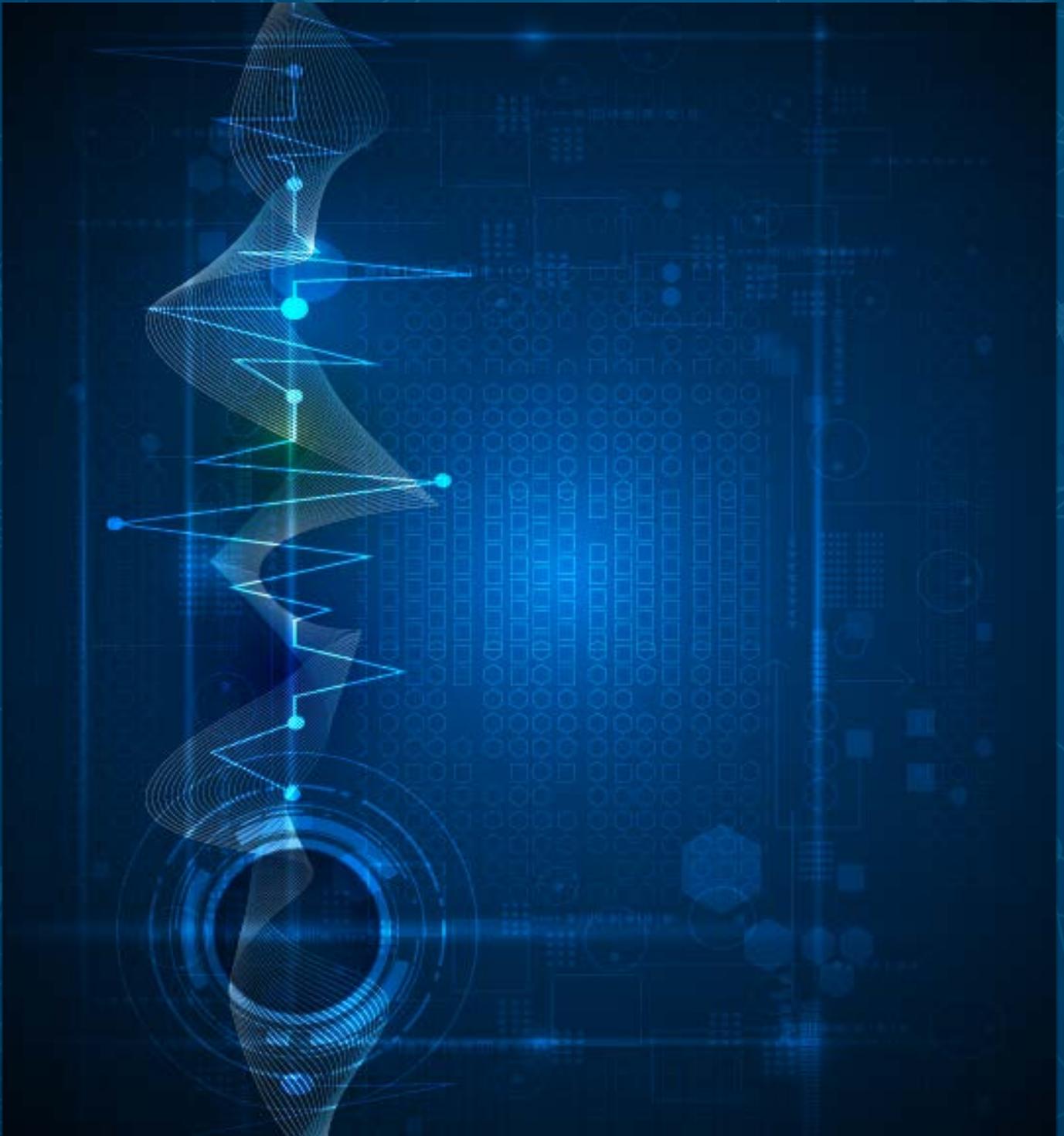


What channels do you use to exchange data in order to obtain the necessary information?



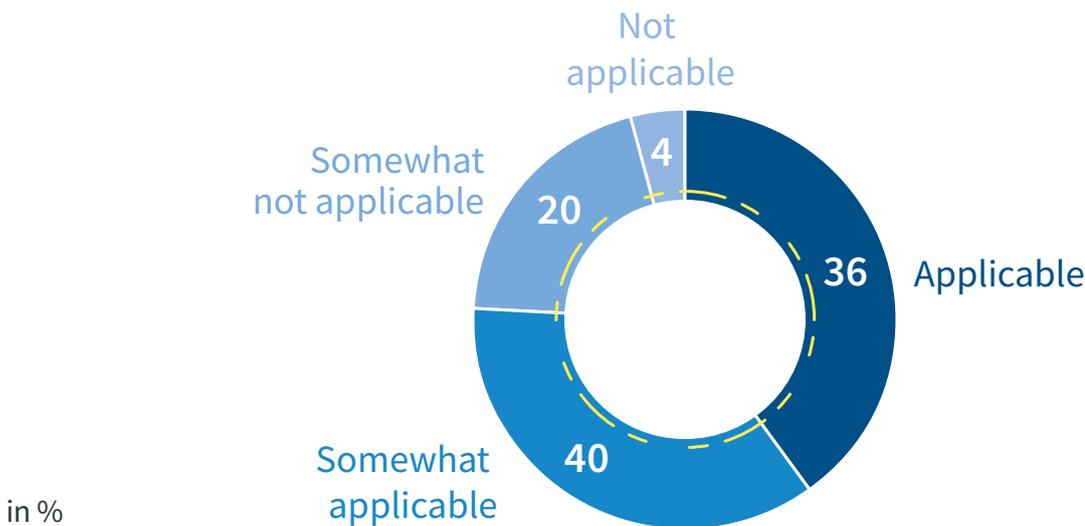
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Data silos and interface problems

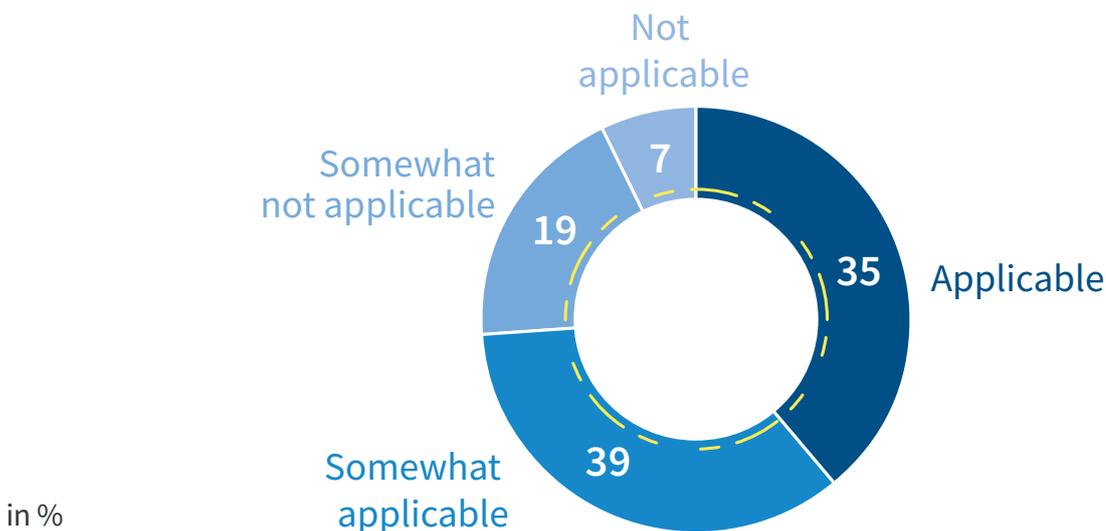


The battle with the data silos

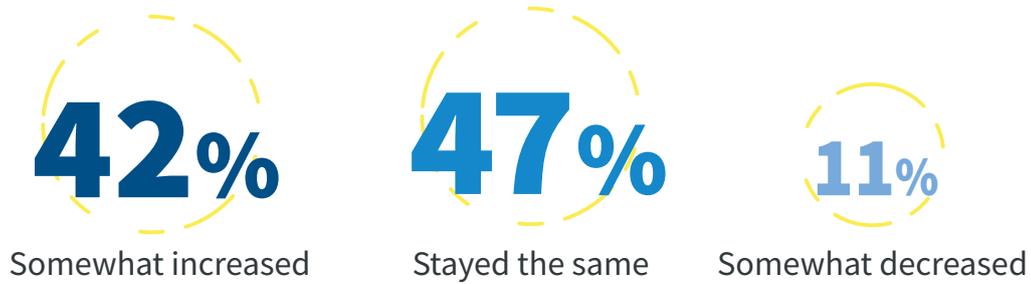
Data silos hinder cross-departmental exchange at our company



Data silos weaken our innovative strength/competitiveness



Has the number of data silos increased or decreased in recent years?



What stands in the way of the resolution of data silos in your company?

Some departments protect their data silos – the power of knowledge



Our corporate culture promotes the emergence of data silos



We have so far failed to create the appropriate interfaces



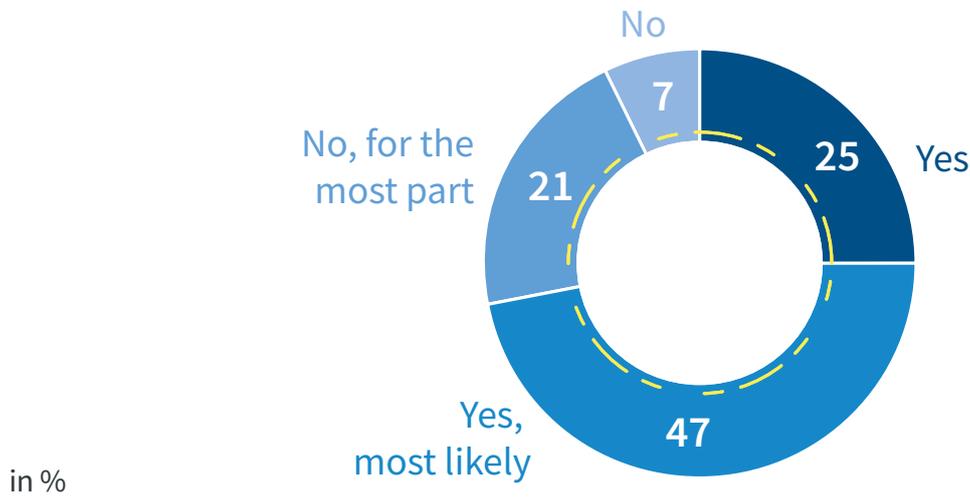
We strive to bridge data silos with good communication



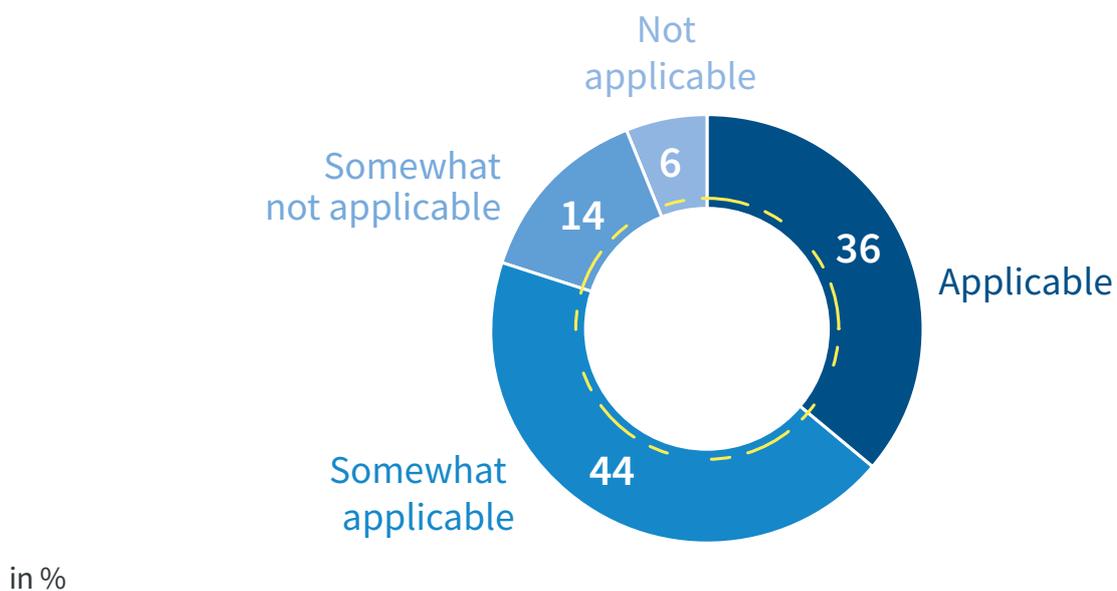
Applicable
 Somewhat applicable
 Somewhat not applicable
 Not applicable

in %

Would you need to adapt your organization for the sustainable dissolution of data silos?

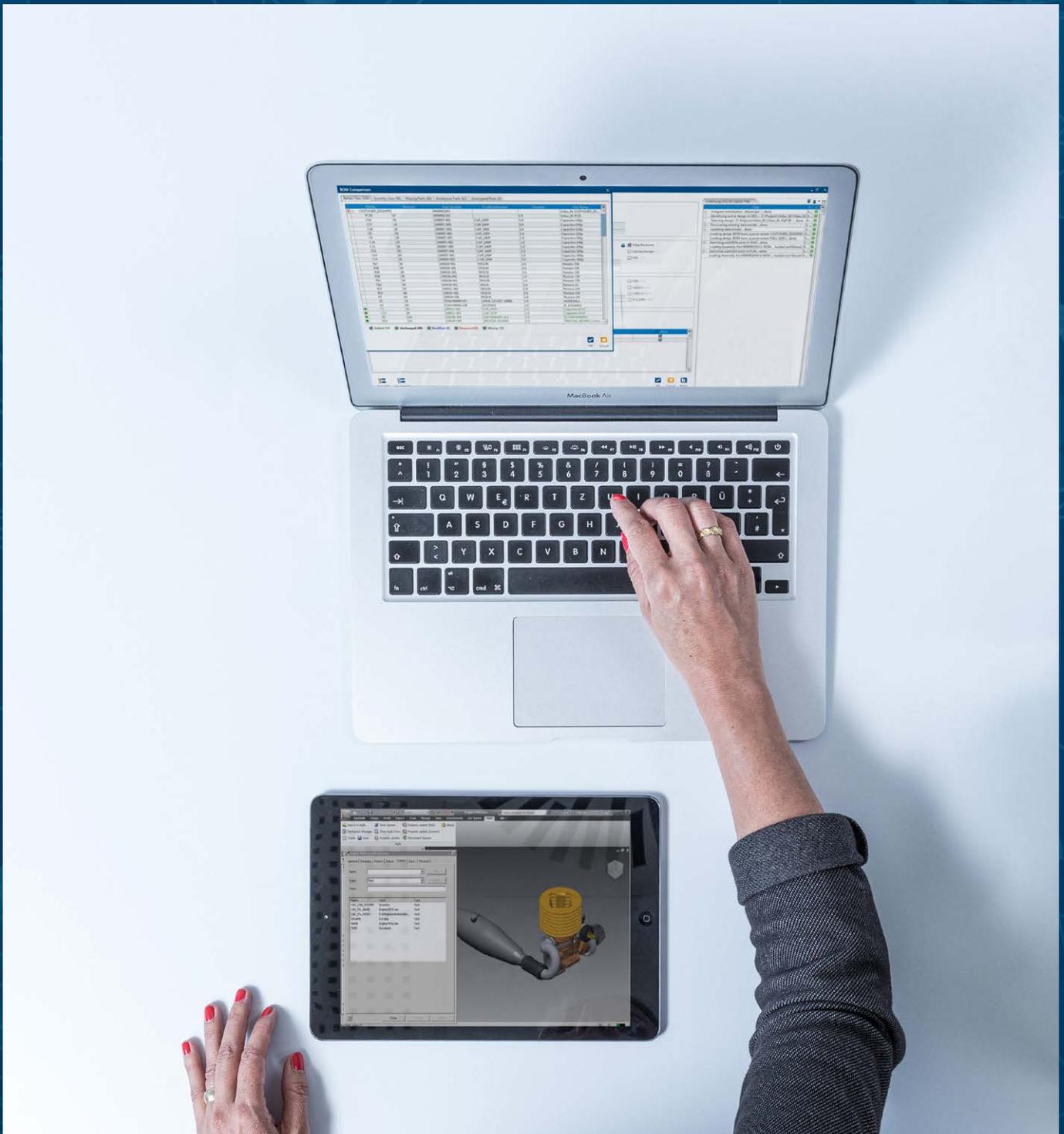


We have stored copies of data in different systems

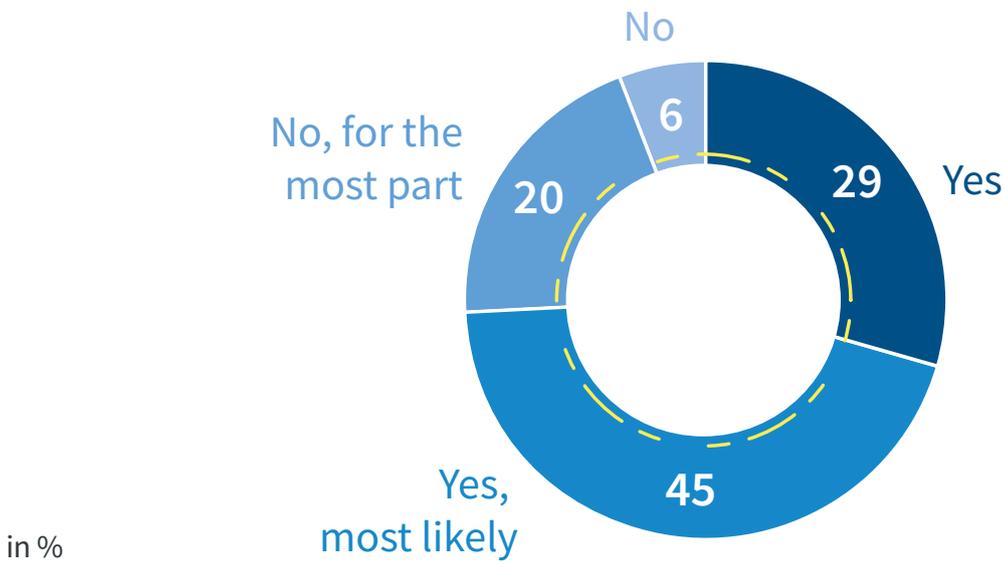


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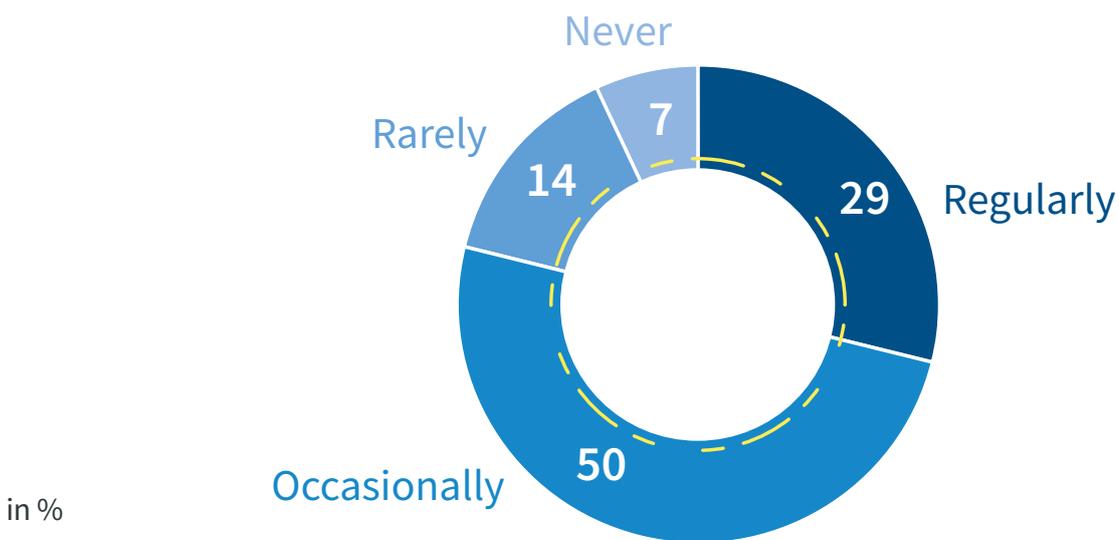
Managers and data



Do you have all the information you need to manage your company at the touch of a button?



How often do you exchange data by email?

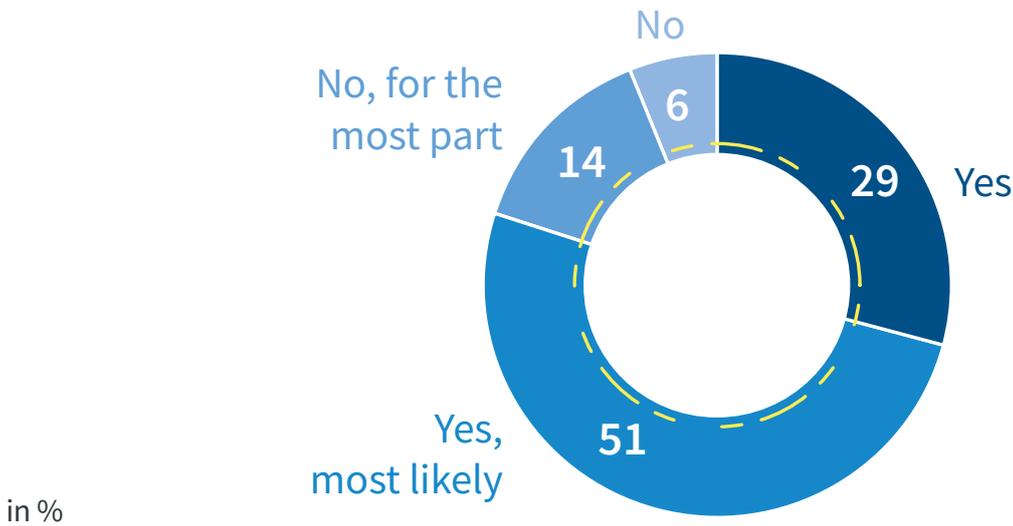


6

Employees and data



Can every employee in the company quickly and securely access the data they need for their work?



What does the handling of data look like in the everyday work of your employees?

78%

Supporting employees ties up many capacities in our IT department.

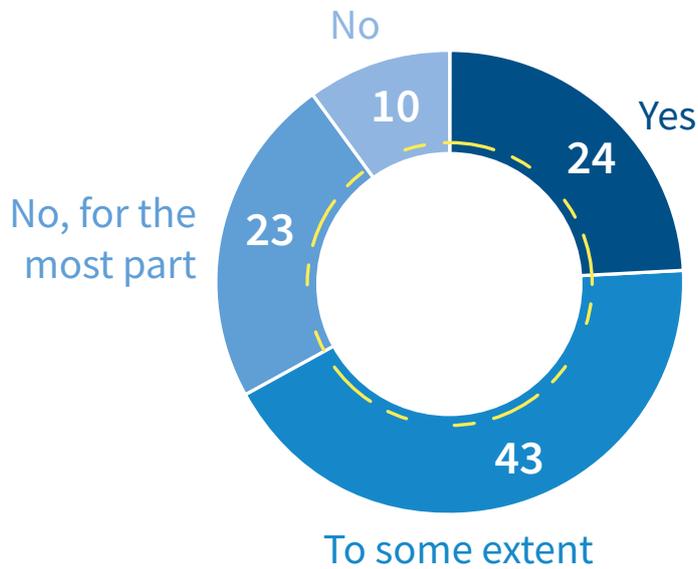
75%

A lot of data is still exchanged by email (e.g. as Excel tables).

71%

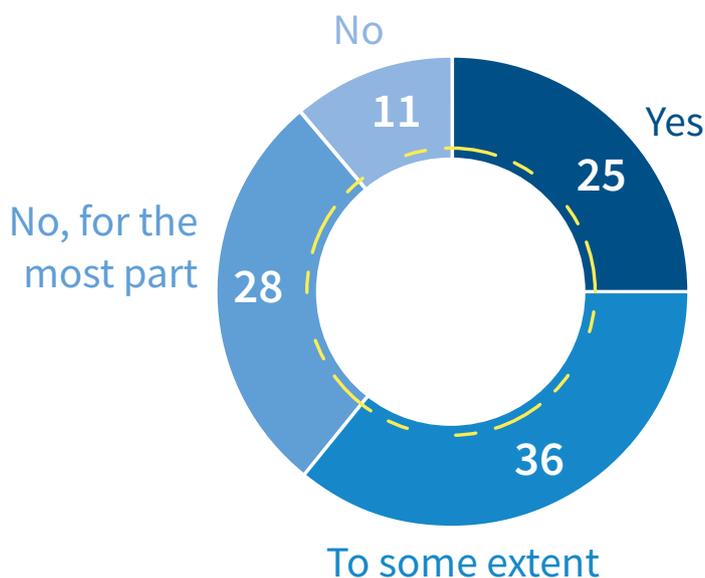
Our employees often do not think about using all the data available in the company.

Does training in new programs and applications overwhelm your employees?



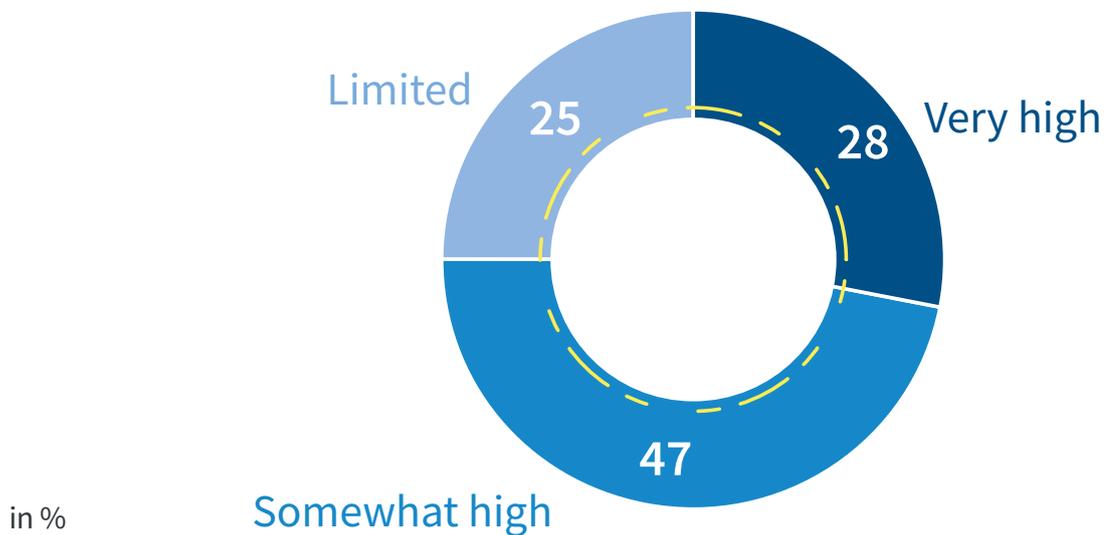
in %

Do employees in your company ignore or circumvent rules for handling data, for convenience or to save time?



in %

What is the level of risk awareness when dealing with data within your workforce?



With what grade would you rate the knowledge/skills of your workforce around the topic of data usage?

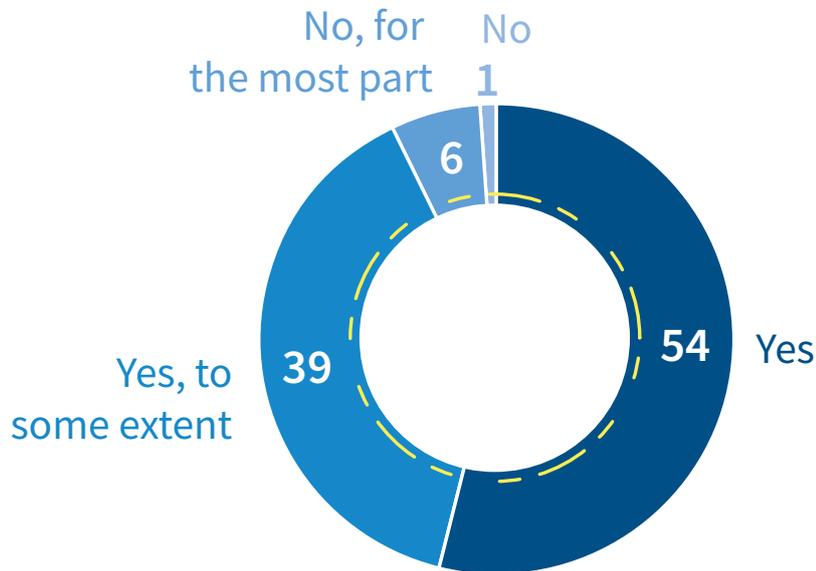


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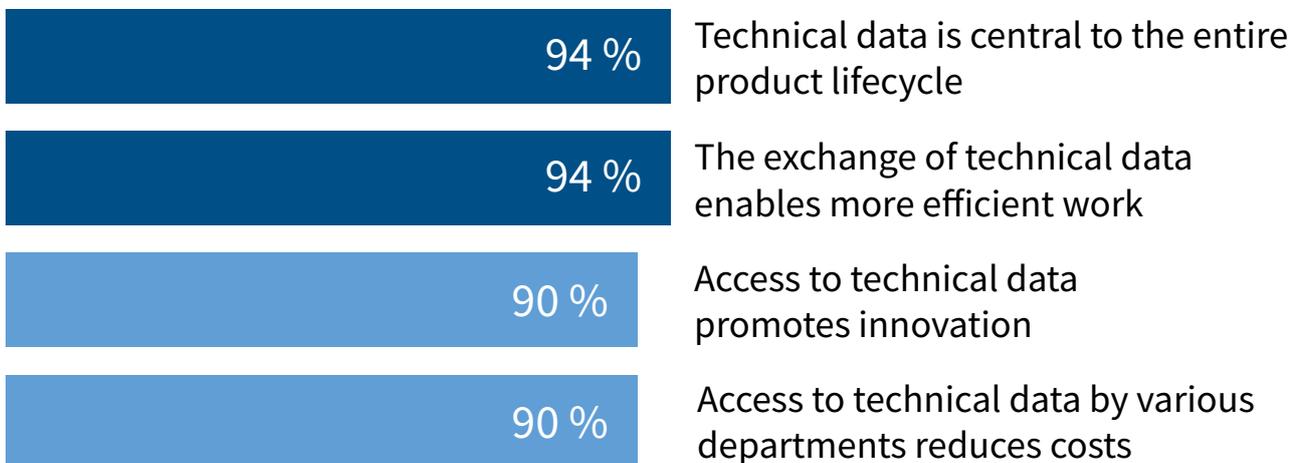
The importance of technical data



Technical data is of paramount importance to us



Why is access to technical data particularly important for various departments in your company?



Demography



In what industry does your company operate?

Chemical	23%
Pharma	17%
Mechanical engineering	15%
Medical technology	14%
Food	11%
Electrical industry	8%
Automotive	6%
Energy industry	2%
other industrial sector	4%

In which area do you work?

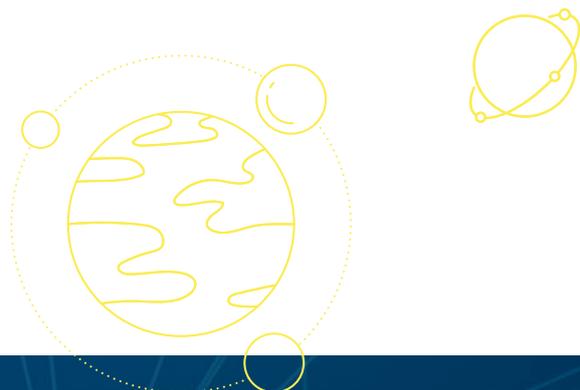
IT	25%
Operations Management	21%
Business development	15%
Development	11%
Production	9%
Sales	8%
Purchasing	6%
Service	5%

What position do you have in your company?

Shareholder/owner	10%
Managing partner	9%
Managing Director/Board	19%
Senior management	38%
Area Manager	24%

How big is your annual turnover?

40–100 million euros	20%
101–500 million euros	44%
501 Mio. – 1 billion euros	13%
over 1 billion euros	23%



With XSPHERE webservice, companies in industry and other sectors can share technical data comfortably. All relevant information can be linked from the familiar working environment across locations and systems. The linked data is automatically updated without any synchronization. Data models remain unchanged. Since XSPHERE does not require any implementation, integration or migration, only low installation costs are incurred without any project risk.

XSPHERE is a product of XPLM, a global solution provider. The core competence of the company, which was founded in 2005, is to connect people, systems and processes. XPLM is headquartered in Dresden and has offices in the USA and Japan.

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