



LOGISTICS & MANUFACTURING BENCHMARKING STUDY

CONNECTION
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DATA
SEARCHING
VERIFICATION
CODING
SENDING

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Study Objective: Data growth has increased the challenges for organizations trying to manage it across multiple workloads, suppliers, distributors, and end users, while also trying to reduce costs associated with administration, storage, development, and more. This survey will look at what data and cloud preferences are being used to address this.

Summary Data Presented: This summary report includes the results of 3 survey questions across 117 respondents.

IMPROVING LOGISTICS & MANUFACTURING PERFORMANCE WITH DATA:

The ability to store, access, analyze, and manage vast volumes of data while rapidly evolving the information architecture has long been critical to logistics management and transportation companies as they improve business efficiency and performance. While operational efficiency and favorable customer experience and differentiation remain keys to success, anticipating demand and optimizing the manufacturing and routing of goods and services also helps to maximize overall profitability.

The Logistics industry is predicated to be worth \$15.5tn by 2023. As logistics management and manufacturing networks become larger, more complex, and driven by demands for more exacting service levels, the type of data that is managed and the storage system also becomes more complex.

This increase in data velocity and sources naturally drives an increase in aggregate data volumes. Businesses requiring more data to be ingested at higher rates, stored longer and want to analyze it faster. Both storage and big data solutions help to enable logistics and manufacturing companies to meet these requirements.

More and more businesses are working with a trusted partner to modernize and/or upgrade their data storage solution as part of a “next-generation” architecture to meet requirements and stay ahead of the game in the dynamic logistics and manufacturing market.

To effectively manage logistics and manufacturing requirements, organizations are moving to scalable cloud solutions that are easy to deploy and manage. Cloud solutions provide the elasticity that is required to dynamically scale up resources to meet changing business demands. Moreover, the cloud scales your resources at a low cost and in quick time. You can quickly switch between applications. The complexity in managing applications is reduced. With the ability to quickly launch new applications and services, organizations can effectively enter new markets.

According to IDC's 2017 CloudView survey, Manufacturers believe cloud will have more impact on their businesses over the next five years than almost every other technology in the 3rd Platform. Cloud computing is an increasingly business relevant technology for digital transformation, and manufacturers are allocating more of their IT spend to cloud. Yet IDC's 2017 CloudView Survey also shows that most still don't have a well-defined cloud strategy.

A SNAPSHOT OF THE INDUSTRY...

United States business logistics costs, also known as USBLC, is at \$1,149.4B or 7.7% of Nominal GDP, according to the 2018 Annual State of Logistics Report, unveiled by the Council of Supply Chain Management Professionals (CSCMP).

The Texas manufacturing industry continues to expand, with Texas accounting for 11 percent of total manufacturing goods, second only to California in factory production.

The costs of shipping goods and services is rising, as seen by increased capacity rates, which is leading to higher supply chain costs for corporations, and the consolidation of smaller trucking and logistics companies that cannot keep pace. Challenges in this space have resulted in high-level technological innovations that has shaken the industry out of outdated stereotypes.

The continued growth of e-commerce pushed parcel shipment volume up by 7% in 2017, to nearly \$100 billion; forecasts expect that to rise at similar levels for the next few years. This has a strong effect on the supply chain, in the areas of more visibility for both the corporation and the customer; the need for more warehousing which in many cases will be smaller and closer to large population centers; and designing more responsive and flexible logistics networks, just to name a few.

Exciting technological innovations in the supply chain that look to have high impact across the next decade: uberization of freight; blockchain; fully autonomous trucks; artificial intelligence applications; truck platooning; electric vehicle fleets; autonomous mobile robots; and drone and unmanned aerial vehicle delivery systems.



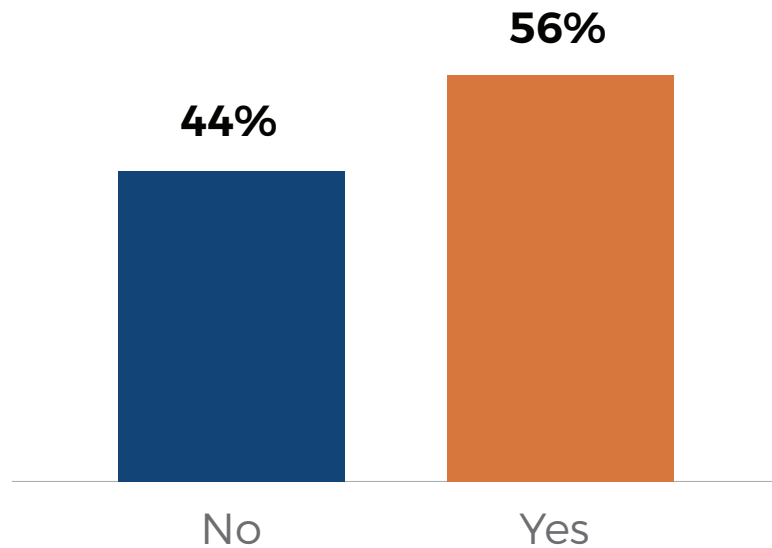


**HERE'S A SUMMARY OF
THE STUDY RESULTS:**

117 companies participated in this study

**A little under half of participants don't have
a data protection plan in place**

**Reliability and downtime are important
aspects when considering a data protection
plan**



1. Does your company have a continuous data protection plan (replication and recovery)?

Q1. Does your company have a continuous data protection plan (replication and recovery)?

The Insight:

These results highlight that businesses still aren't sure on the importance of their data.

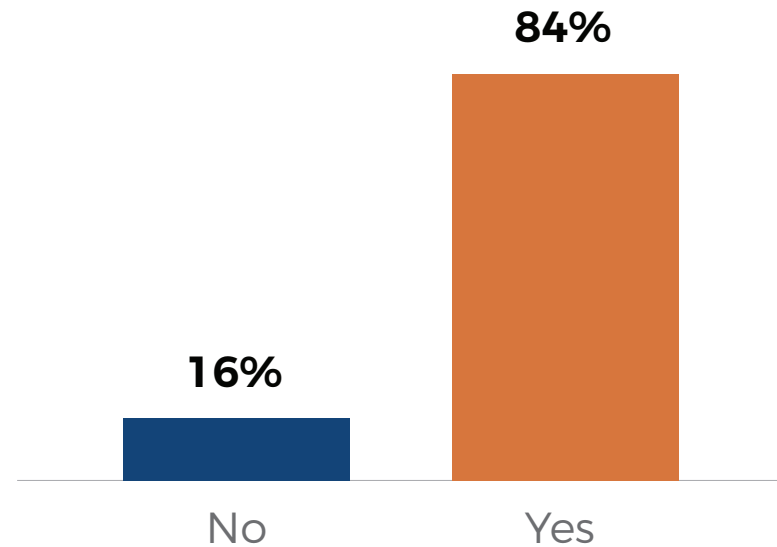
While most organizations have a plan in place, 43.6% do not. These plans help to properly identify, label, control, and protect data, especially sensitive data, allowing for proper access for employees and keeping out security threats.

Q2. Is your company currently using or interested in any cloud-based strategies?

The Insight:

Overwhelmingly, organizations are turning to the cloud when it comes to data and data protection.

Cloud solutions have gained a lot more traction for businesses, allowing for the ease of not only storing large amounts of data, but also the ability to backup and recover data during a disaster.



2. Is your company currently using or interested in any cloud-based strategies?

CLOUD-BASED STRATEGY BENEFITS

Cloud-based products and storage solutions are quickly conquering the markets all over the world, as they are deemed to be highly scalable, easy to manage and cost-effective. They help small and mid-sized businesses to be more flexible and adaptive, and larger enterprises with cost and resource savings. The transition from an on-site data handling to the cloud one opens the new opportunities in the overall company management. Here are some of the main benefits and advantages of cloud-based logistics and manufacturing management.

1. A Better Scope Management

Cloud-based supply chain software can be customized to suit your industry, your transportation, freight-forwarding and warehousing specialty, import-export regulations.

2. A Better Time Administration

Cloud-based supply chain management helps you to schedule and set the deadlines more efficiently as executives possess all the needed data and can react on issues at once.

3. A Better Cost Mainframe

The ability to administer your cloud supply chain in the real time makes your order processing, warehousing, inventory management, transportation and overall pricing more scalable and thus cheaper.

4. Better Evaluation

Cloud-based logistics grant a more realistic assessment of the company's ability to perform. A quicker and better control on every aspect of the operation helps to be more coherent to the issued standards.

5. Continuous Improvement

With the cloud solutions, it is easier and cheaper to add new functionalities or to remove the obsolete features.

6. A Better Communication Model

A supply chain cloud helps to build a highly collaborative community of users.

7. A Better Resource Management

Cloud-based communication and logistics in real-time make it much easier to handle the resources.

New cloud offerings bring new opportunities. Challenges with servers are driving businesses in the direction of cloud-based systems and products. Keeping in mind the above-mentioned information, it may be wise to start building your cloud-based logistics strategy today.

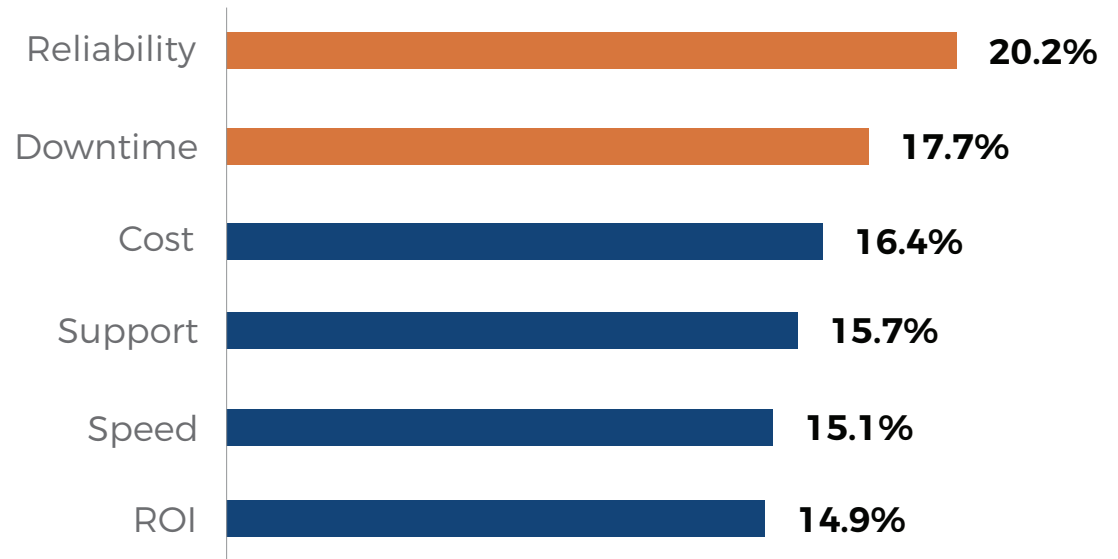
Q3. What does your company deem to be the most important aspect of a data management plan?

The Insight:

Reliability and downtime are important factors when considering a data management plan.

According to Statista, the average cost an hour of downtime for a business was between \$301,000 and 400,000 dollars.

Having a reliable data management plan that not only addresses how data is handled, but also how to protect it and what to do during downtime can be crucial for any sized business.



3. What does your company deem to be the most important aspect of a data management plan?

ABOUT CIMA SOLUTIONS GROUP

Cima Solutions Group is a managed IT Services and Solutions Provider. We deliver reliable and efficient IT solutions that create financial value for our clients. From our headquarters office in Dallas, Texas and our satellite office in Austin, Texas we support clients in several cities across the United States. Our clients include small and medium sized businesses as well as multi-national corporations.

Our business model, which emphasizes on our capabilities as a Backup and DR as a Service Provider via IT Managed Services and our support during all phases of growth within the companies of our respected clients. We provide our services with a lens that is focused on a long-term relationship and look forward to serving our clients and seeing the results of efforts in the mutual success of our organizations.

Our Solutions:

Cima Solutions Group offers leading Cloud products, services and service systems to maximize your investment in your infrastructure, enabling your company to achieve the highest IT efficiencies. We can provide a detailed TCO comparison across various options, such as on-premise servers from various technology providers, Cloud, Hybrid, and Hyperconverged. Software is what initially drives efficiencies with cloud and helps secure and protect

organizations from threats, and manages, while controlling, physical IT infrastructure. This is why our clients choose to remove the burden of IT by entrusting some or all of it to us.

An effective backup and disaster recovery plan will fully recover and restore lost data. But unless that plan has been fully tested, it's worse than no plan at all. This is our specialty, we can ensure that lost data is a thing of the past for your business. We will plan, implement, and maintain your backup and disaster recovery solutions. Ultimately, we assess, monitor, and manage your network, servers, and desktops while working to lower your operating expenses associated with hardware maintenance.

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