

POWERING SMART, SECURE MANUFACTURING

The manufacturing industry is transforming through automation, data integration, and AI — but many organizations still struggle with outdated systems, workforce shortages, and rising cyber risk.

Claro helps manufacturers to overcome legacy and security challenges through secure, connected IT solutions.

CHALLENGES

- **Workforce shortages:** The sector faces a projected 2.1 million skilled-worker gap by 2033 (NAM), limiting the ability to execute modernization and compliance initiatives.
- **Cyber risk exposure:** Manufacturing has been the most attacked industry for four consecutive years (IBM X-Force 2024), with ransomware capable of halting production and costing up to \$50,000 per minute in downtime.
- **Legacy infrastructure:** Aging ERP, MES, and QMS systems limit visibility, delay decisions, and increase operational risk.
- **Compliance pressure:** Evolving frameworks -- NIST 2.0, CMMC 2.0, ISO 9001, FDA 21 CFR Part 11 -- demand continuous monitoring and documentation.
- **Limited visibility across supply chains:** Over 70% of manufacturers lack full visibility beyond Tier 1 suppliers, causing delays, inefficiencies, and revenue loss.

SOLUTIONS

Claro helps mid-market manufacturers modernize securely -- integrating cybersecurity, AI, and cloud solutions to strengthen resilience and streamline operations without disrupting production.

Cyber resilience & ransomware protection

- **MDR+ Managed Detection & Response** — Continuous threat monitoring and incident containment aligned with NIST 2.0 and CMMC 2.0.
- **Vulnerability Management** — Ongoing scanning and remediation to reduce exploitable risk.
- **Business continuity & recovery** — Automated backup validation and disaster-recovery orchestration to meet RTO/RPO requirements.

Workforce agility & Staff Augmentation

- Rapid access to **bilingual, certified IT, cloud, and cybersecurity professionals** who integrate directly with customer teams.
- Addresses resource shortages for ERP modernization, audit remediation, or automation rollouts — **without permanent hiring**.

AI-driven quality, safety & operational visibility

- **AI Vision** automates visual inspection, detects defects in real time, and enhances worker safety and compliance monitoring.
- Reduces rework, scrap, and incident rates while improving first-pass yield (FPY).

Cloud modernization & data integration

- Connects MES, ERP, QMS, and supply-chain systems in **secure hybrid-cloud environments**.
- Enables unified dashboards, predictive maintenance, and faster reporting across sites.

Compliance & audit readiness

- Automates documentation, access validation, and evidence collection for ISO, CMMC, and FDA audits.
- Augmented compliance SMEs maintain **year-round audit readiness** and reduce manual reporting burdens.



BENEFITS

- **Uptime & productivity:** AI-enabled predictive maintenance and 24/7 monitoring reduce unplanned downtime by up to 30%.
- **Risk & compliance Costs:** Automated documentation and real-time audit readiness minimize penalties and insurance premiums.
- **Operational visibility:** Unified data fabric across IT and supply chain improves decision speed and forecasting accuracy.
- **Time to modernize:** Projects move forward **30 - 40% faster** with Claro's embedded specialists versus traditional hiring.
- **Profitability & efficiency:** AI-based quality control reduces scrap and rework by 3 - 5% annually.

WHY MANUFACTURERS CHOOSE CLARO

- **Integrated approach:** Claro unifies cybersecurity, cloud, automation, and IT talent under one governance model -- **one contract, one partner, measurable outcomes.**

- **Operational DNA:** Claro speaks to **IT and Operational efficiency**-- bridging plant-floor reliability with enterprise security and data modernization.
- **Flexible OPEX model:** OPEX-friendly pricing delivers rapid ROI and scalability aligned with production cycles.
- **Vertical expertise:** Proven results across **discrete, process, and food & beverage sectors**, supporting compliance with ISA/IEC 62443, NIST SP 800-82, and CMMC.
- **Outcome-driven partnership:** Claro measures success by business KPIs -- uptime, first-pass yield, audit pass rate, and on-time delivery -- not just ticket closures.

