

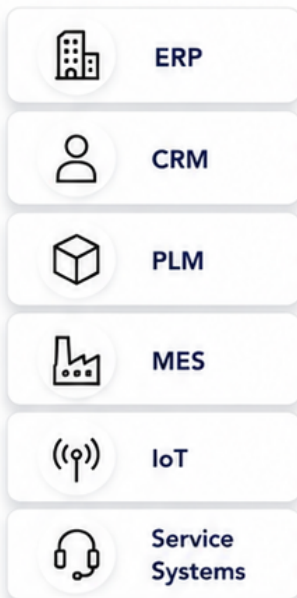
How A Global Equipment Manufacturer Accelerated AI Initiatives And Digital Services

Without rebuilding their technology stack.

Lessons from an enterprise transformation journey.

THE CHALLENGE

Disconnected. Siloed. Complex.



THE FUTURE

Unified. Intelligent. Scalable.



THE CHALLENGE

Every new initiative required new integrations, new development, and new data pipelines.



INDUSTRY:

Industrial Equipment OEM



REVENUE:

\$1B+



INSTALLED BASE:

Millions of Assets

The Company Had Ambitious Plans

New digital services. AI initiatives. Connected products.

But the underlying foundation wasn't built to support them.

THE SITUATION

A global equipment manufacturer had invested heavily across the enterprise.

- ✓ ERP, CRM, PLM, MES, IoT, and service platforms
- ✓ Document repositories and file shares
- ✓ Customer portals and partner systems
- ✓ Multiple data sources across geographies and business units

Yet every new initiative required:

- 🔗 New integrations
- 🗄️ New data pipelines
- 👨‍💻 New development effort
- 💰 New project budgets



THE IMPACT



Digital Services

Long and unpredictable launch cycles.

High integration and operational costs.



AI Initiatives

Limited business context and data quality.

Slow progress and uncertain outcomes.



Product Teams

Duplicate effort across teams and regions.

Inconsistent data and standards.



Business Leaders

No single operational view of customers, assets, or performance.

Decisions based on incomplete information.



LEADERSHIP REALIZED:

The problem wasn't a lack of systems.

The problem was that none of the systems were designed to work together.



CHALLENGE:

Disconnected Enterprise Landscape



BUSINESS GOAL:

Accelerate Innovation




RESULT:

Every Initiative Started From Scratch

Leadership Wasn't Looking For Another Platform

They were trying to create a foundation for future growth.

<p>1</p>  <p>Accelerate Digital Services</p> <p>Launch new offerings faster.</p>	<p>2</p>  <p>Enable Future AI Initiatives</p> <p>Create a foundation for AI, analytics, and agents.</p>	<p>3</p>  <p>Unify Enterprise Data</p> <p>Connect systems without creating more silos.</p>	<p>4</p>  <p>Scale Globally</p> <p>Support millions of assets and thousands of users.</p>	<p>5</p>  <p>Reduce Time-To-Market</p> <p>Stop rebuilding integrations for every initiative.</p>
---	--	---	---	---








LEADERSHIP'S GOAL

- ⊗ Not another dashboard.
- ⊗ Not another integration project.
- ⊗ Not another point solution.

They wanted a foundation every future initiative could leverage.

SUCCESS CRITERIA

Leadership defined five requirements:

 <p>Support future AI initiatives</p>	 <p>Accelerate digital service delivery</p>	 <p>Create a single operational view</p>	 <p>Reduce integration complexity</p>	 <p>Scale globally</p>
--	--	---	---	---



PRIORITY:
Accelerate Innovation



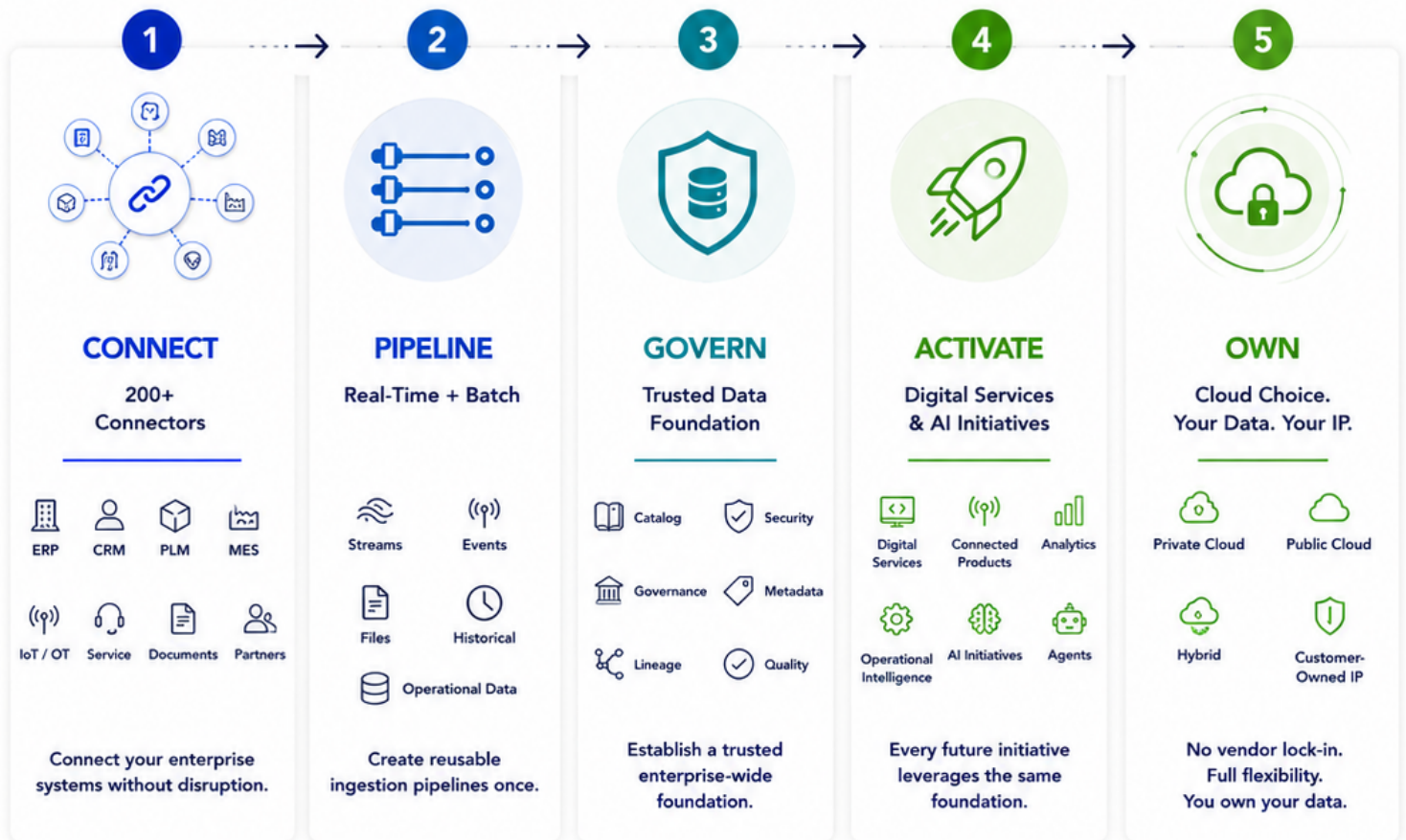
FOCUS:
Build Once, Reuse Everywhere



DESIRED OUTCOME:
Foundation For Future Growth

They Didn't Build Another Point Solution

They built a reusable foundation every future initiative could leverage.



Every future initiative leveraged the same foundation.



APPROACH:
Unified Data Foundation



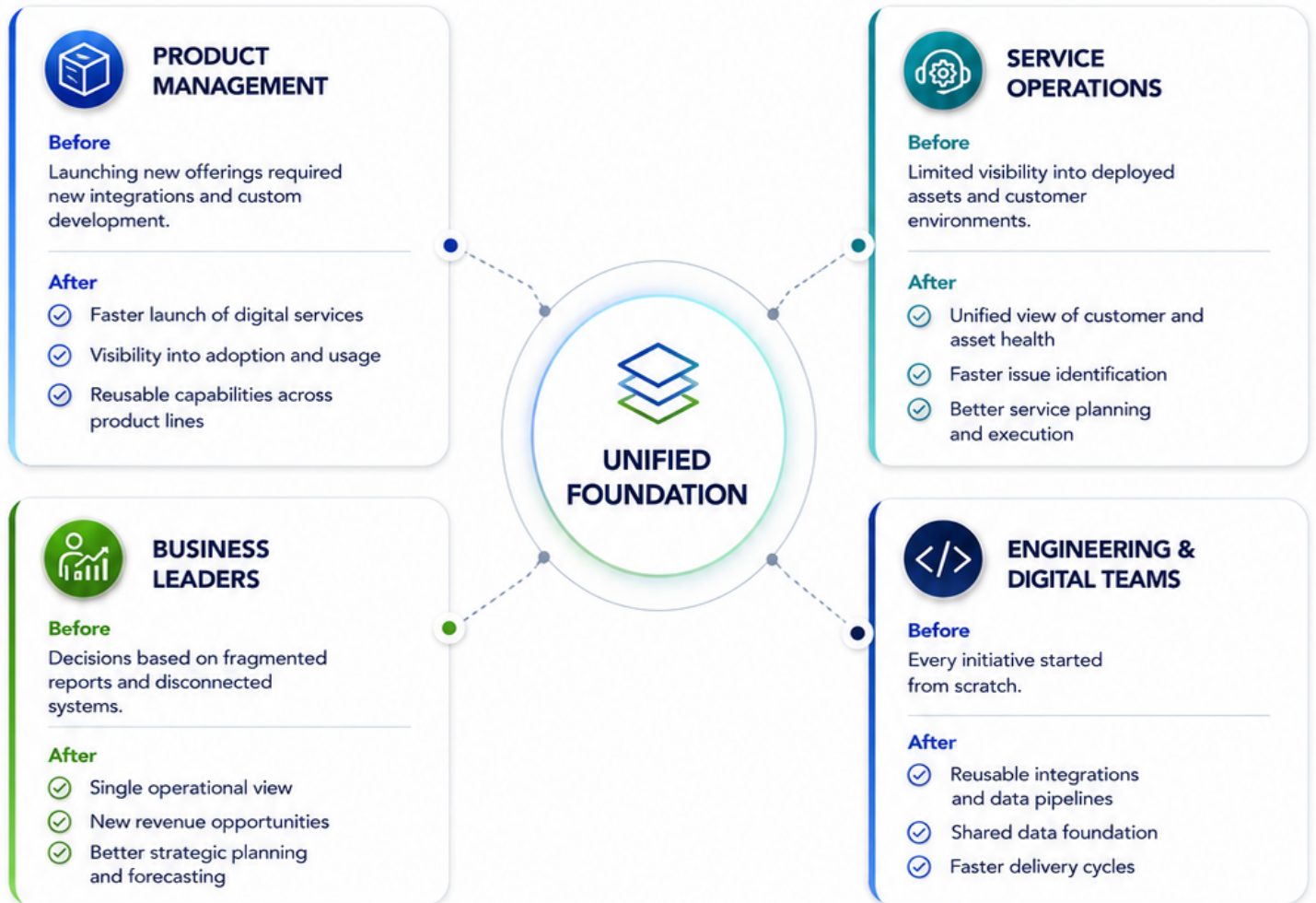
ARCHITECTURE:
Build Once, Reuse Everywhere



OUTCOME:
Foundation For Future Innovation

The Foundation Changed More Than Technology

It changed how every team operated.



“ The breakthrough wasn’t a successful AI project. The breakthrough was creating a foundation that made every future project easier. ”

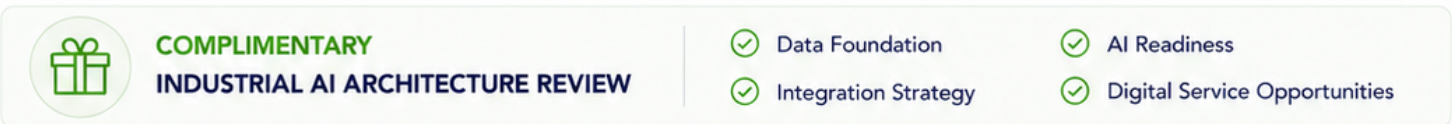
IMPACT:
Organization Wide
Value realized across functions and geographies.

BENEFIT:
Build Once, Reuse Everywhere
The same foundation fuels every future initiative.

RESULT:
Accelerated Innovation
Less effort. More speed.
Stronger business outcomes.

Could Your Organization Accelerate AI Initiatives And Digital Services Too?

Every transformation starts with understanding the foundation you already have.



NEXT STEP:
Architecture Assessment

FOCUS:
Identify Gaps & Opportunities

OUTCOME:
Transformation Roadmap