How do the largest global manufacturers achieve high-impact business outcomes?

By harnessing the power of advanced analytics to innovate, transform, and grow.

Improve efficiency to create new business models that stabilize yield, manage uncertainty and reduce risk

Achieve Operational Efficiencies to Help Reduce Costs

BMW **reduced costs for supplying parts to its regional factories by air freight 70% over two years,** allowing them to improve profitability and to focus on quality and innovation, creating a more reliable supply structure.

Increase Operational Efficiency to Maximize Forecast Accuracy

By leveraging the integration of financial and operational data, a global microcontroller manufacturer **successfully built a predictive cash flow model and can forecast cash balances within 2-3% of actuals, a 75% improvement**—outperforming their 5% benchmark.

Optimize Processes to Increase Agility and Adapt to Uncertainty

A construction/equipment manufacturer **improved forecast accuracy using data to model product change impacts on production and throughput while optimizing and automating supplier negotiations** to improve inputs (raw materials). They also use data driven models to help predict future product performance against "unusual use" models.

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The Manufacturing Sector is Changing

Manufacturing transformation is being driven by unprecedented changes in technology (including a radical shift in the use of IoT), intensified pressure on margins due to an increasing reliance on globalized production systems and a radically changed competitive landscape.

To maintain profitability, manufacturers will likely need to alter their traditional business models and operating methodologies to maintain stability and become more sustainable.

> "BMW Group is a very customer-oriented company. All over the world, we will accept, and act upon, change requests from customers until a few days before their vehicle goes into production. The ability to accommodate last minute changes to customer orders puts a great deal of pressure on BMW's supply chain."
>
> – Stefan Betz,
> Material Control Overseas Department, BMW

Forecast and automate value chain processes in near real time using AI	A major provider of medical diagnostic and treatment machines uses predictive demand and accelerated closing models to increase visibility of global financial performance. Achieved $6m in savings eliminating manual processes and $700k/yr savings eliminating legacy systems.	Manufacturers can discover attributes/models that improve forecasting processes and reduce scrap, re-work and waste while improving quality, throughput, yields and product reliability.
Optimizing the value chain is key to building revenues and maximizing ROI	Volvo Cars maximized data for innovation and reduced expenses by 2/3 by introducing enterprise-wide solutions that eliminated 3 single-purpose data marts and achieved a time-adjusted ROI on project costs of >135% in 1-year	Insights derived from wider, newer data sources in manufacturing extends the use of existing data and quickly drives incremental value with minimal investment
Create demand driven processes by achieving operational efficiency	A memory chip manufacturer collected data for 3,498 silicon wafers that represented over 3M "chips." The company used machine learning to reduce variables from 10,000 to 6 "high value" features, adjusted production control limits on those 6 variables, and verified a 1% yield improvement opportunity projecting ~$100M annual savings producing fewer wafers to meet demand.	Derive insights from any data source to maximize revenue generation and reduce annual operational costs.

Why Teradata

We have a long history, working with the world's largest, most complex companies. They have confidence in our ability to meet their short, medium, and long-term analytical requirements.

We deliver against our promises, supporting our customers in confidently embracing their most complex analytical ambitions, while driving hundreds of millions of dollars in value.

We are recognized for our superior technology vision and capability based on integration of Teradata and open source technologies deployed in the public or Teradata cloud, and/or on-premises across Teradata and commodity hardware.

We provide high-performance analytical ecosystems, experienced data scientists, industry and implementation experts that empower our clients to increase revenue and drive operational efficiency.

Our Objective

Help remove technical barriers that hinder success

Our Philosophy

Enable the discovery and operationalization of new insights, at scale, across any business

Our Focus

Deliver ROI, enabled by the best analytics platform and optimal cost/performance mix

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