



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

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

Manufacture on demand, assemble to order and make to stock efficiently and responsively by creating adaptive manufacturing capabilities



Optimize to Innovate

A global process manufacturer **analyzed 4,500 parameters per meter/per coil** produced. Using predictive modeling to operationalize insight-driven improvements and through scrap reduction and reprocessing **improvements of 20% per year**, the company **achieved a 10x return on investment**.



Transform Through Adaptive Automation

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.



Reduce Risk and Grow

A US manufacturer **reduced enterprise-wide detailed profitability analysis—calculated for 200+ rules and 50m records—from days to hours**. They now use the results for pricing strategy optimization, predictive modeling, and sensitivity analytics. They also created new strategic customer and business insights—including behavior based measurements and customer/account level analysis.

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.

“Accurate cash flow forecasting is critical...It strengthens our capital structure management and improves our ability to pay down debt or make new investments. Not only does this please investors, it brings more certainty to our internal operations and decisions.”

– Global Microcontroller Manufacturer’s
Financial Planning Manager

Maximize vendor and supplier relationships by analyzing end-to-end data



By maximizing accounts payable and supply chain data, a global manufacturer achieved \$10M in gross margin improvement, \$4M savings in customer and supplier discount management in year-1 and \$4M savings in excess and reserve inventory management.

Use advanced analytic insights to reduce supply chain/raw materials costs, lower warranty claims and reduce returns and service calls while enabling visibility into end-to-end sourcing to create the highest quality outputs

Improve reporting and profitability through granular analysis of spending



A single, accurate source of global enterprise business information helped a major global manufacturer with 15K global registered users—running 100s to 1,000s of queries concurrently—achieve more than \$800M (45%) in savings from improved sourcing, while maintaining linkages to images, text, structured data, video and other data types for 50,000+ products

Create a single-source of supply and account data to obtain better pricing and terms while ensuring delivery and quality performance

Create demand driven processes by achieving operational efficiency



A global microcontroller manufacturer successfully built a predictive cash flow model that forecasts cash balances within 2-3% of actuals, a 75% improvement in accuracy and surpassing an industry-wide 5% benchmark.

Derive insights from any data source to maximize supply chain and procurement to increase revenue generation, reduce annual operational costs and achieve rapid return on investment

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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