

INDUSTRY 4.0

30% OF THE SURVEYED COMPANIES ALREADY HAVE THE RELEVANT EXPERTISE FOR DIGITISATION

3 STEPS IN BRIDGING THE DEVELOPMENT PHASE:

01

Purchase expertise



02

Recruit experts



03

Develop knowledge and train the workforce



13%

OF MANUFACTURERS OF PAPER, PACKAGING MATERIALS & FOREST PRODUCTS SEE THEIR OWN DATA ANALYSIS FACILITIES AS FULLY DEVELOPED ENOUGH TO RUN INDUSTRY 4.0 APPLICATIONS

15% OF PACKAGING MANUFACTURERS HAVE DIRECT ACCESS TO CUSTOMER DETAILS IN RELATION TO STOCKS AND ISSUE QUANTITIES

FORECAST: THREEFOLD INCREASE OF THIS FIGURE BY 2018

4 BENEFITS OF THIS DEVELOPMENT FOR PACKAGING COMPANIES:

- ▶ Planning of cost-effective batch sizes
- ▶ Greater responsibility and freedom in ordering goods
- ▶ Optimisation of shipping
- ▶ Reduction of buffer times during delivery and production phases

3 BENEFITS OF THIS DEVELOPMENT FOR CUSTOMERS OF PACKAGING COMPANIES:

- ▶ Faster responses to demand fluctuations
- ▶ Avoidance of out-of-stock situations
- ▶ Reduction of stocks

83%

OF MANUFACTURERS OF PAPER, PACKAGING MATERIALS & FORESTRY PRODUCTS COMMENT ON THE NEXT 5 YEARS:

“... COLLECTION, ANALYSIS AND USE OF DATA ARE BECOMING MORE AND MORE IMPORTANT FOR THE DECISION-MAKING PROCESS”

IT'S IMPOSSIBLE TO KEEP YOUR OWN MARKET SHARE WITHOUT A DIGITISATION STRATEGY

35% of all companies are already setting up digitisation strategies

75%

OF SURVEYED COMPANIES BELIEVE ...

FORECAST:

72%

OF MANUFACTURERS OF PAPER, PACKAGING MATERIALS & FORESTRY PRODUCTS BELIEVE THAT THEIR STRATEGIC AND OPERATIONAL CORE BUSINESS WILL BE LARGELY DIGITISED WITHIN THE NEXT FIVE YEARS, WHILE ONLY 38% OF COMPANIES HAVE ACHIEVED THIS SO FAR

FORECAST:

57%

OF MANUFACTURERS OF PAPER, PACKAGING MATERIALS & FORESTRY PRODUCTS BELIEVE THAT THEIR HORIZONTAL VALUE CHAIN WILL BE LARGELY DIGITISED WITHIN THE NEXT FIVE YEARS, WHILE ONLY 30% OF COMPANIES HAVE ACHIEVED THIS SO FAR

45%

OF COMPANIES ARE ALREADY WORKING ON THEIR DIGITAL SERVICES FOR CUSTOMERS

IN 2 YEARS: THIS WILL BE

75%

NEW DIGITAL PRODUCTS/SERVICES FROM MANUFACTURERS IN THE PAPER, PACKAGING MATERIAL & FORESTRY PRODUCT INDUSTRIES WILL BE ON THE MARKET WITHIN THE NEXT FIVE YEARS, FORMING OVER 10% OF THOSE COMPANIES' TURNOVER

- ▶▶▶▶▶ 56% want to offer their customers big data analysis tools
- ▶▶▶▶▶ 44% want to launch new digital product portfolios
- ▶▶▶▶▶ 37% want to develop other digital services
- ▶▶▶▶▶ 17% want to digitise their existing product portfolios