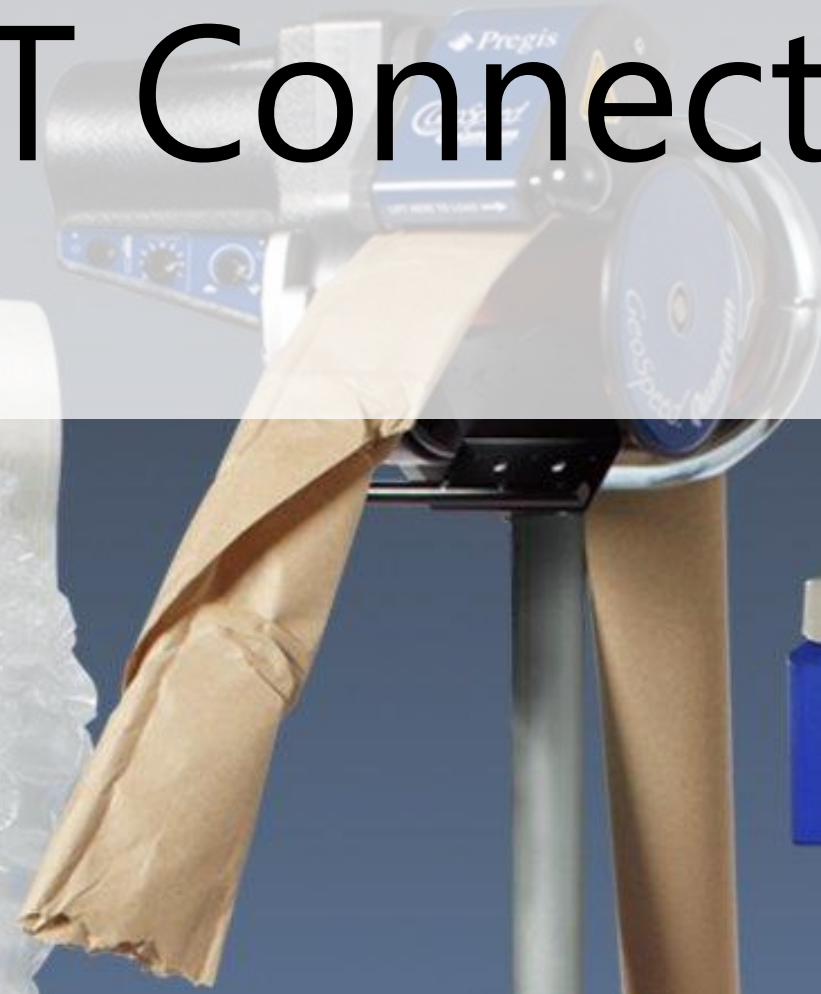


Pregis IoT Connected Goods



Pregis

KPIT

Vikram Rawat
Director IT, Pregis

Srinivas Manyam
Practice Director, KPIT

Why are we all here today?



Pregis at a Glance

Leading provider of **innovative protective packaging materials**, automated packaging system and protective films

Largest private equity owned protective packaging supplier in North America, #1 or 2 in all packaging segments we compete

1600 employees worldwide, including 90 packaging sales professionals, regional specialists and 60 field service technical resources

24 manufacturing and warehouse **locations across North America**

Strategic facilities and sales resources across **Europe to support international operations**

Full-service protective packaging **design and testing centers**

Innovative audit process to quickly determine best packaging solution



Protective packaging solutions: key markets



AGRICULTURE/
PRODUCE



AUTOMOTIVE



BUILDING &
CONSTRUCTION



FULFILLMENT



COMPUTERS &
ELECTRONICS



FURNITURE



HEALTH &
BEAUTY



INDUSTRIAL



HOME & GARDEN



MILITARY/
GOVERNMENT

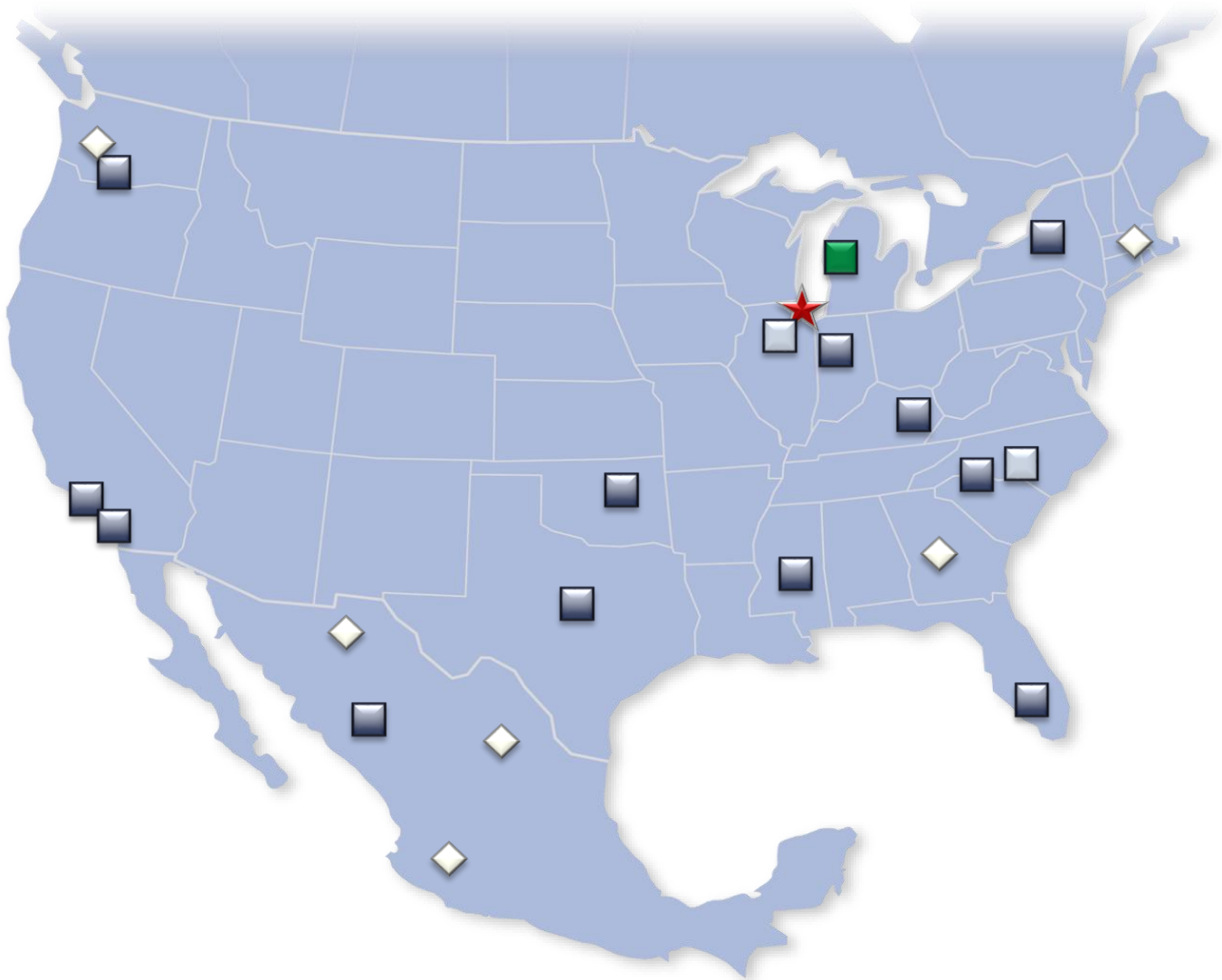








MOVING &
STORAGE



TRANSPORTATION

...AND MORE!



-  Corporate Headquarters
-  Protective Packaging
-  Distribution Center
-  Sharp Packaging
-  Pregis Films
-  SG PolyMask

KPIT works at the intersection of digital consulting + engineering to deliver transformational services and products that improve the world we live in



Engineering &
PLM



IoT &
Connected
Enterprise



Machine
Learning &
A.I.



Digital
Transformation



Customer
Engagement

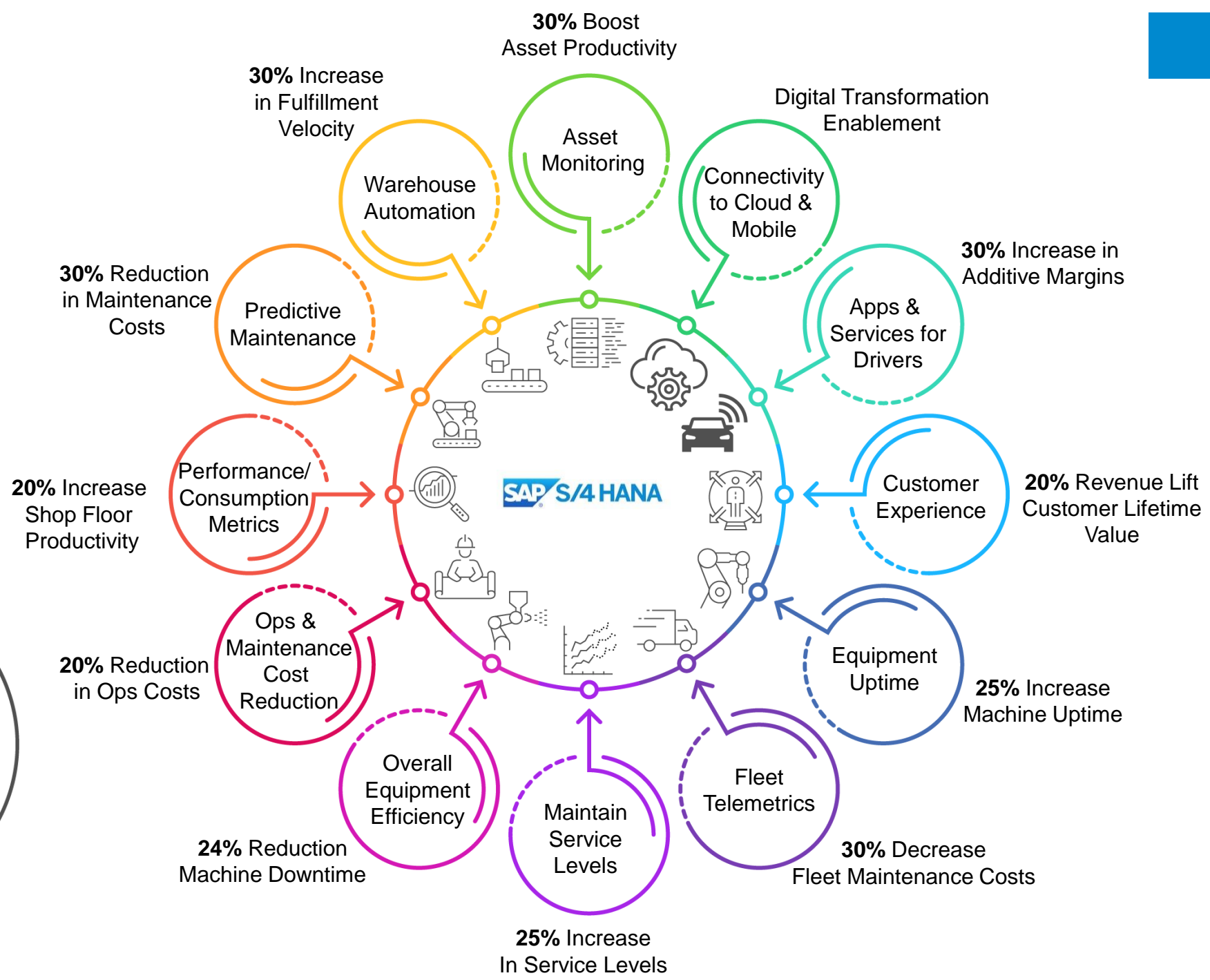
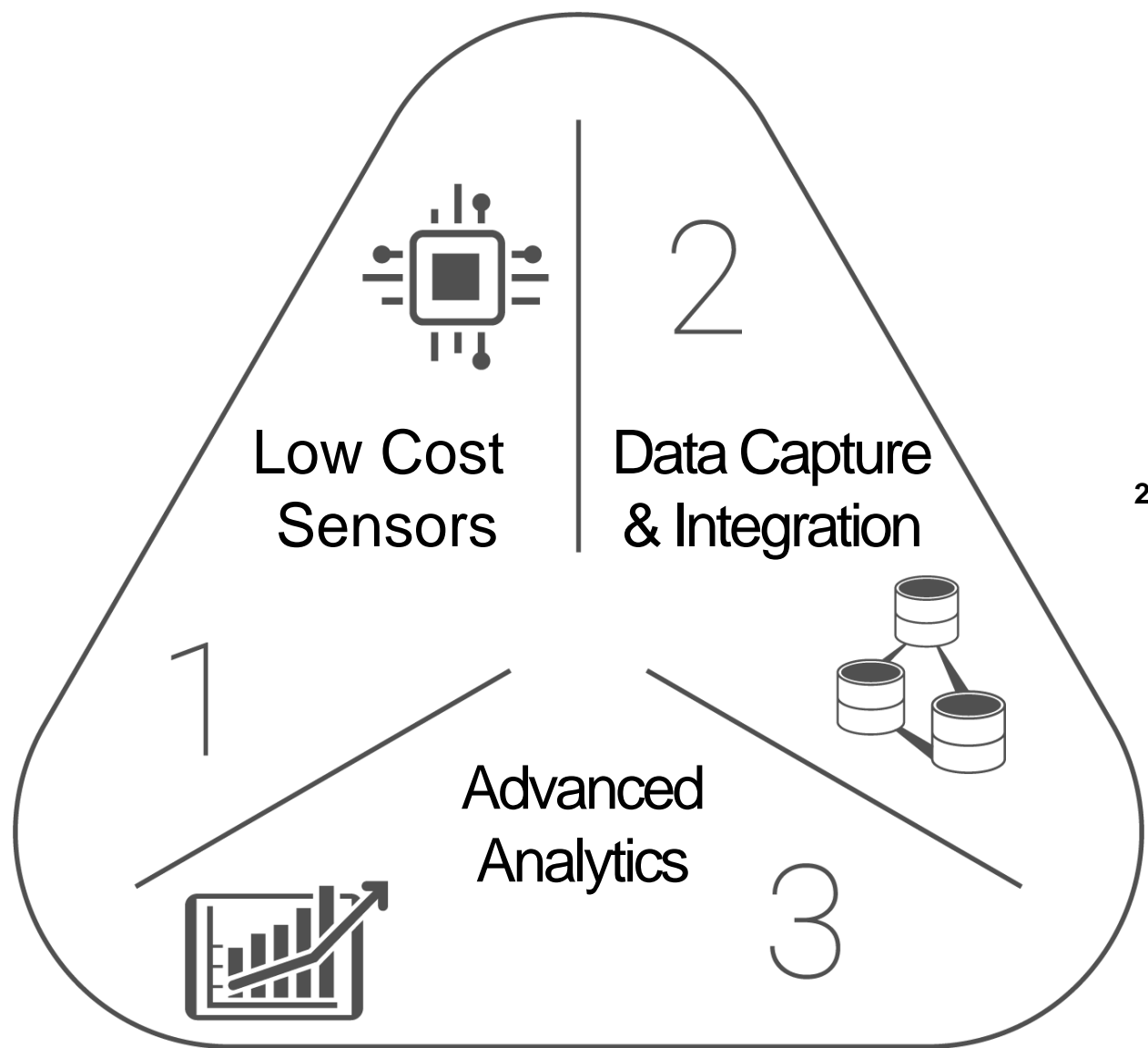
Deep Industry
Focus/Approach

24 Years
Experience

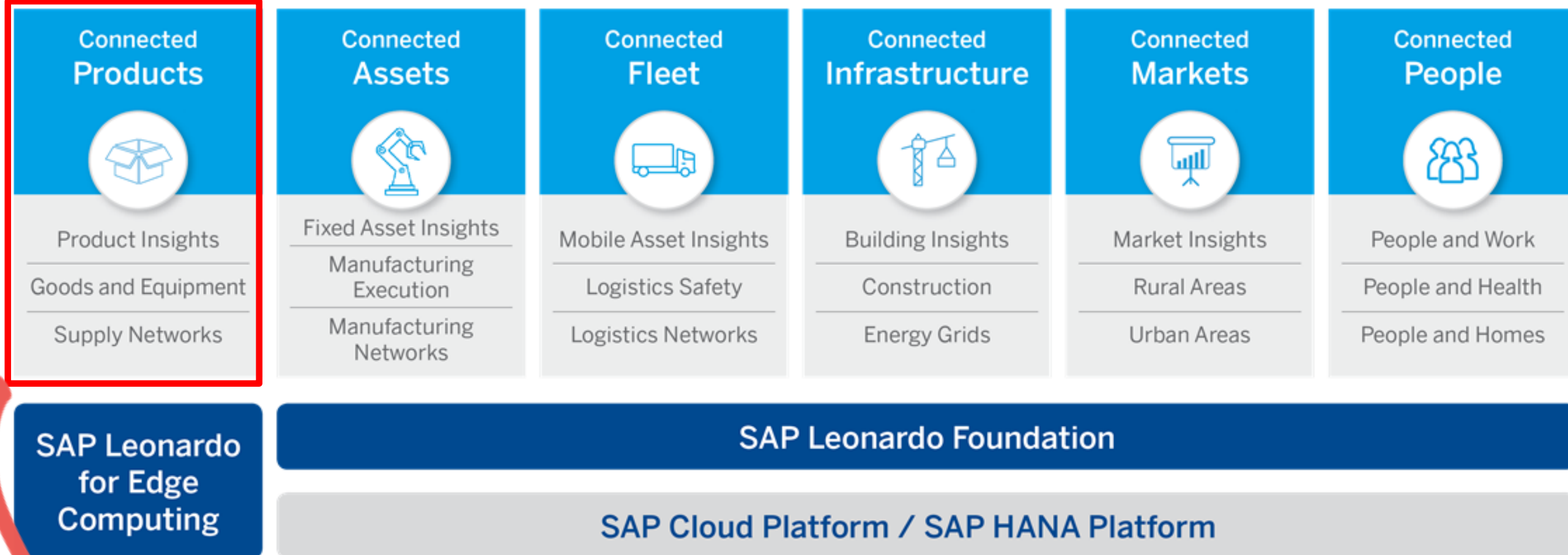
11K Employees
34 Offices

Ranked by
Gartner & ISG
as SAP Services
Leader

Driving Factors & Target KPI's

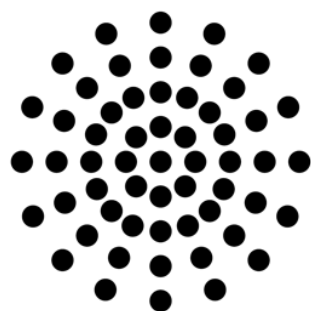


SAP Leonardo Bridge



- Onboard large volume of connected products / goods
- Real-time monitoring of status, location, utilization, operating condition
- Analysis of usage patterns for insights and triggering automated alerts
- *Integration with SAP backend systems and business applications*

Key Challenges & Pain Points



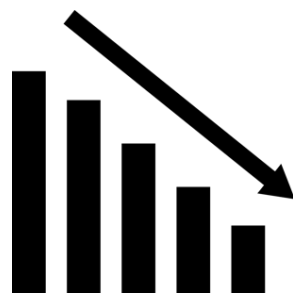
**Large Number
Unmonitored Machines
+ / - Millions \$ Impact**



**Lack of Visibility to
Machine Condition**



**Ad-Hoc & Manual Field
Field Servicing**



**Machine Underutilization
from Stock-Outs or Misuse**



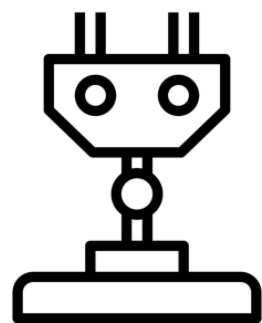
**Limited Visibility of
Machine Performance &
Efficiency**



**Unable to Track
Revenue or Product Sales
at Machine Level**



Business Goals & Value Drivers



Improve Machine Up-Time
Lower Maintenance \$



Increase Revenue
Stock Out & Downtime Alerts



Improve Supply Chain Accuracy
Monitoring Material Consumption



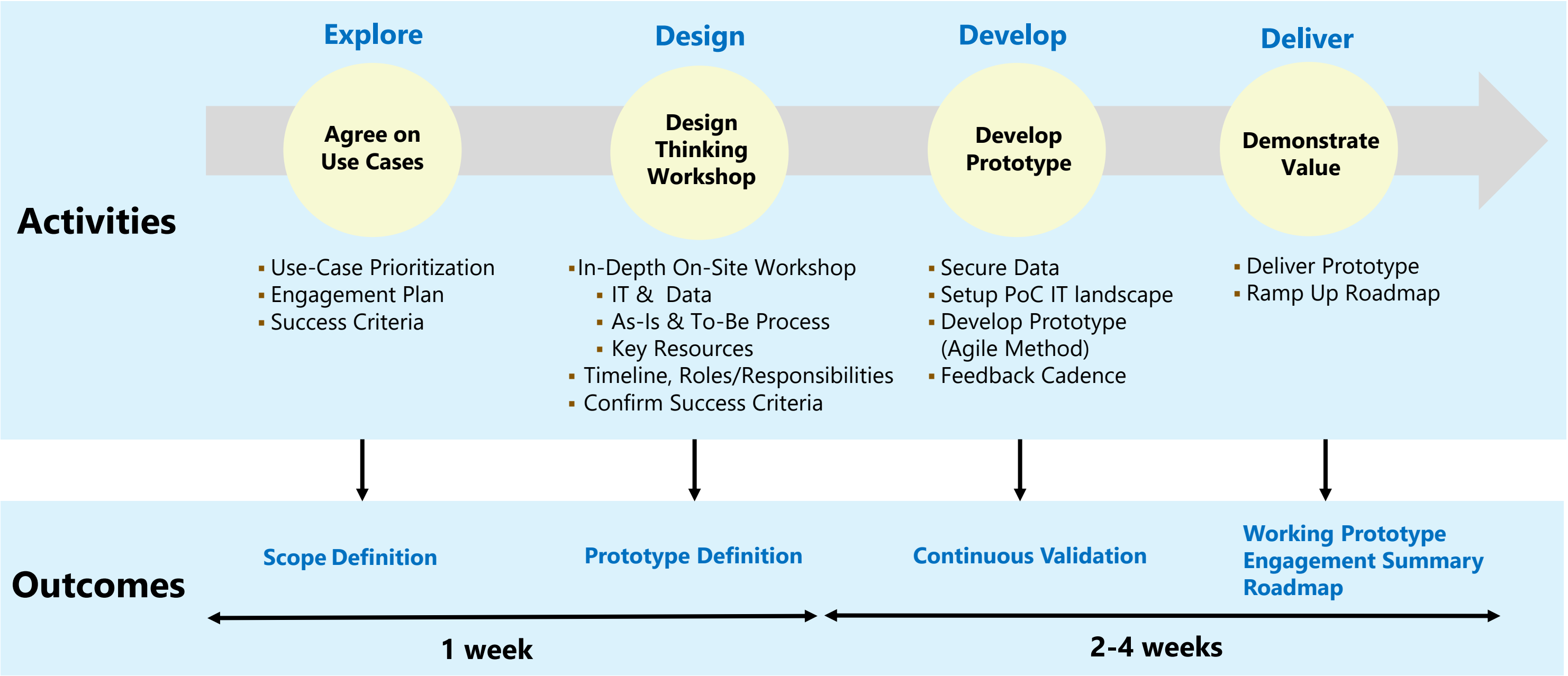
Reduce Equipment
Theft or Loss



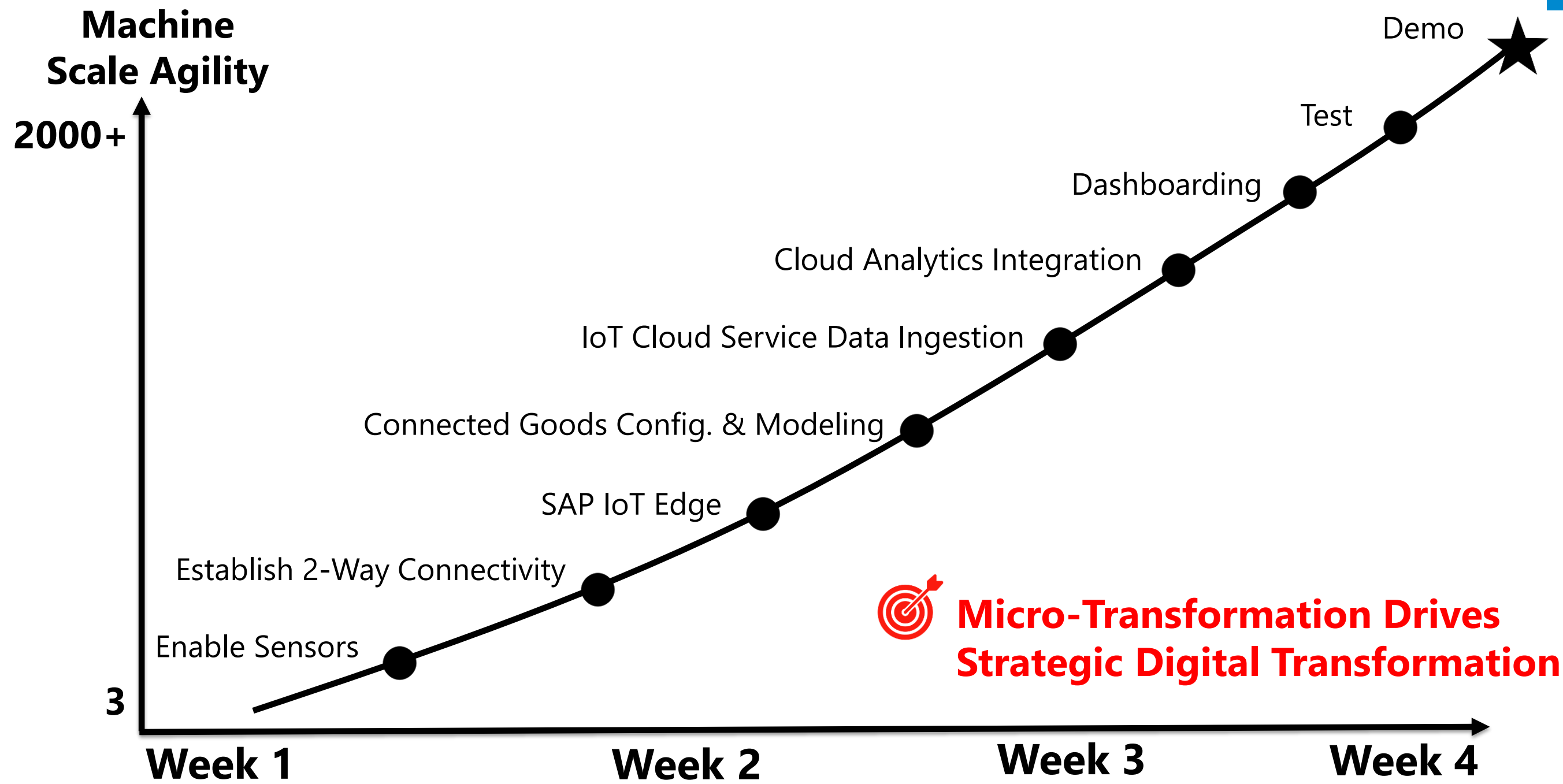
Increase Demand
Network Visibility



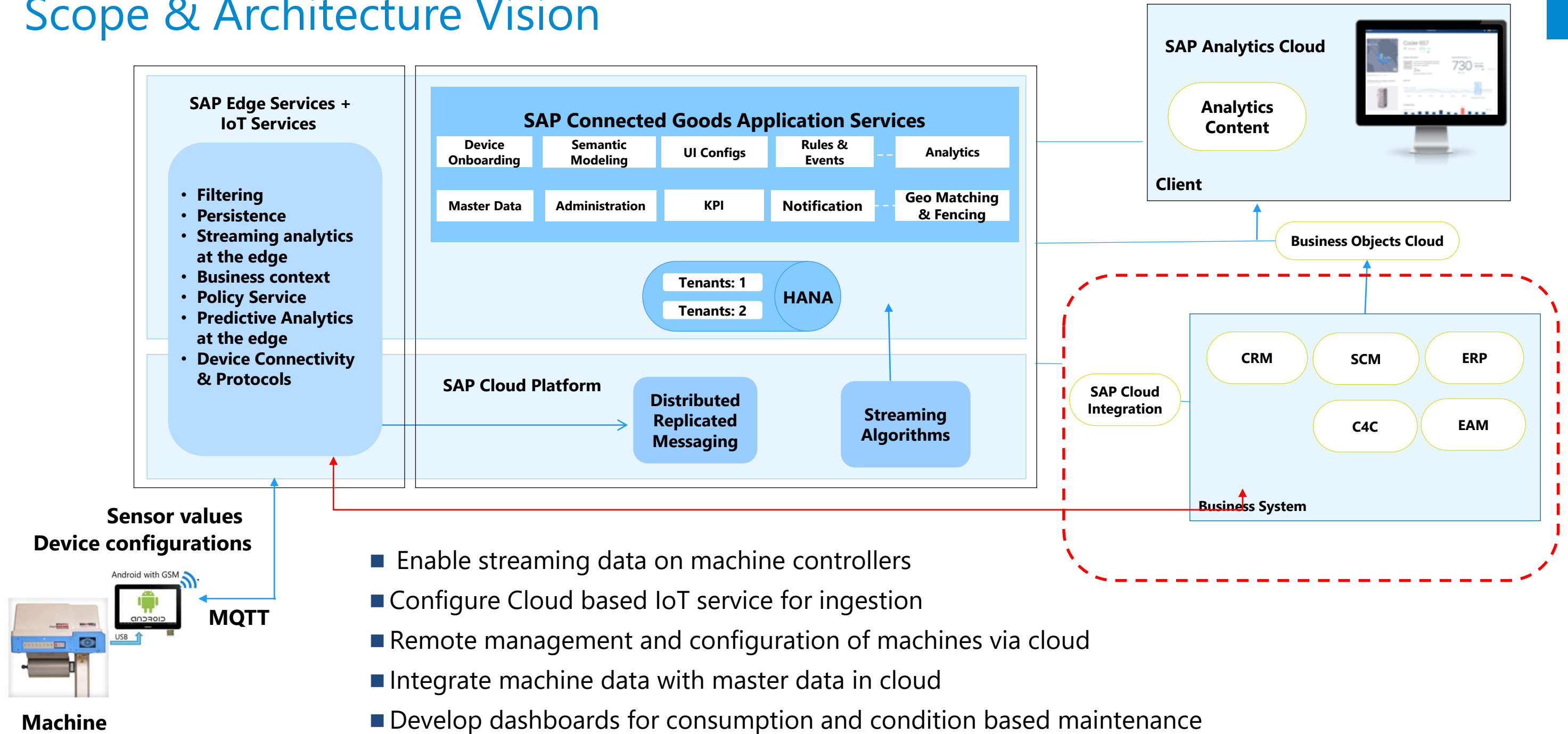
Elevate Customer Satisfaction
Faster Response to Service



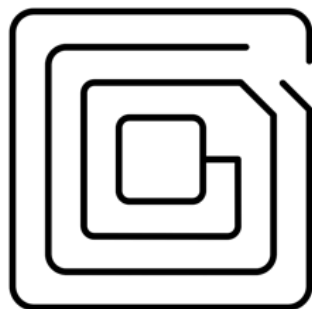
Rapid PoC Timeline for Micro-Transformation



Scope & Architecture Vision



Prioritizing IoT Use Case Requirements



**RFID Tracking
for Consumables**



**Data Capture
Sensors**



**2-Way
Telemetry**



**Machine Data
Storage**



Data Modeling



**Asset Visualization &
Reporting**

Key Takeaways

- Drive Business Innovation without Business Disruption
- Quick Wins with Micro-Transformations → Strategic Digital Transformation
- The Power of Accelerated PoC Model + Design Thinking:
 - Quick Time to Value
 - Making Sense of Information
 - Validation Back to Business Case
 - Taking Ideas to Next Level



**Accelerated Results are Possible with
Right Technology & Partners!**

Thank You!

KPIT

