

## EMERGING TRENDS FOR CANADIAN MANUFACTURING IN 2017: SHARPENING YOUR COMPETITIVE EDGE IN AN AGE OF VOLATILITY

The annual *Manufacturers' Outlook Report* (produced by PLANT Magazine), which surveyed over 500 manufacturing executives across Canada, offers valuable insight into the changing concerns of manufacturing leaders. Plus it provides a look into opportunities and challenges that lie ahead in critical areas including **Cyber Security, Productivity, Connected Technologies, and Innovation.**



### OVERALL CHALLENGES

#### GREATEST BUSINESS CHALLENGES

Canadian manufacturers anticipate facing many business challenges over the next three years, with increasing pressures on pricing, controlling or reducing costs, and increasing sales or orders topping the list.



### EXPANSION INTO NEW MARKETS

#### ENTERING NEW MARKETS

Entering new markets will be a key focus for Canadian manufacturers. 33% of respondents report plans for expansion into new markets within Canada, in the next three years. Entering the U.S. market is a close second destination for expansion.



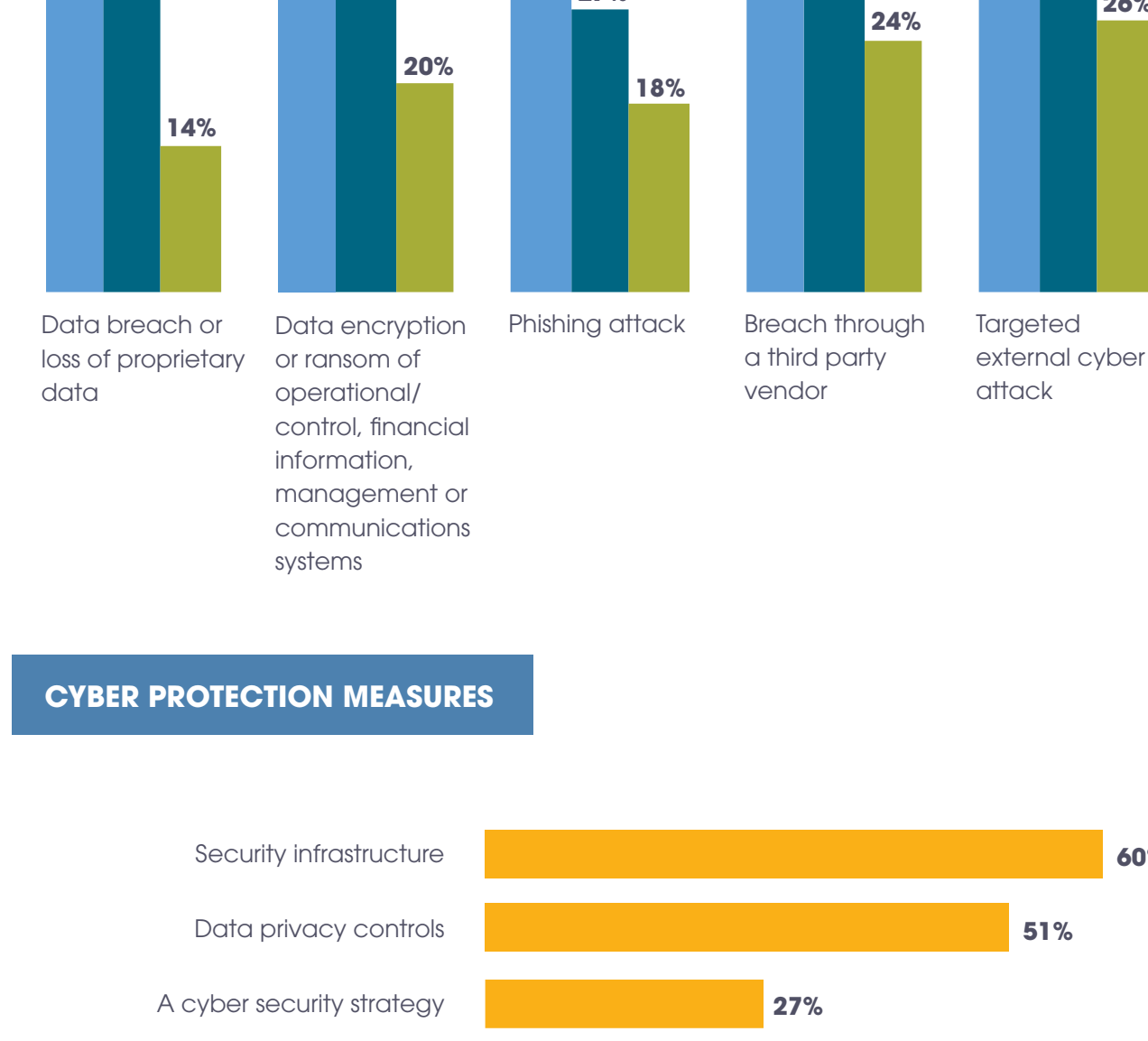
### SKILLS GAPS



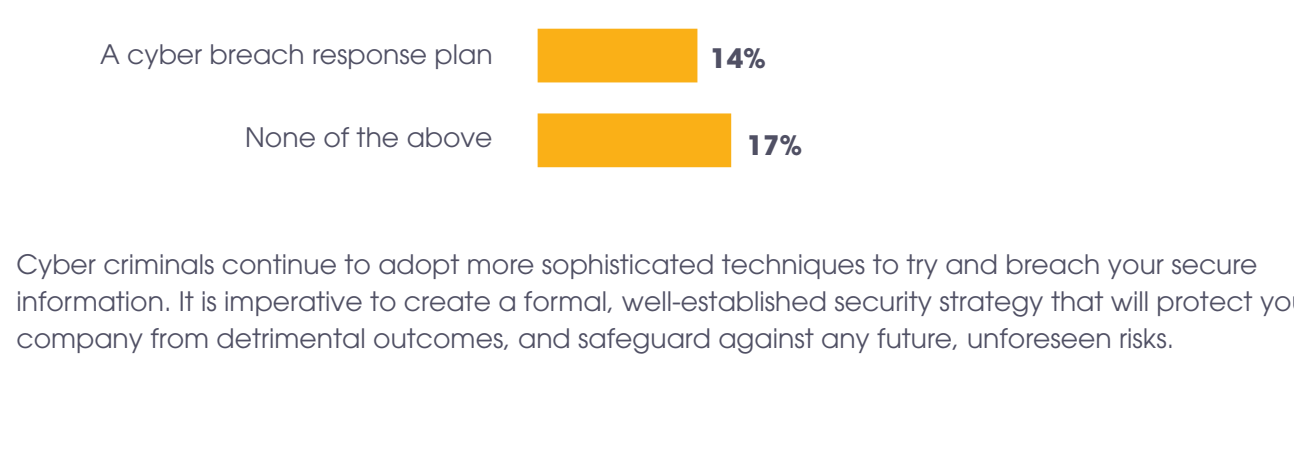
### SECURITY PREPAREDNESS

Cyber security captured the attention of many people in 2016, with notable security attacks during the U.S. election and other significant world events. Although we would like to believe that manufacturing companies take their cyber security as seriously as any other breach (on-site in their plant location, for example), the results from the survey indicate otherwise.

#### PREPAREDNESS LEVELS AGAINST CYBER SECURITY RISKS



#### CYBER PROTECTION MEASURES



Cyber criminals continue to adopt more sophisticated techniques to try and breach your secure information. It is imperative to create a formal, well-established security strategy that will protect your company from detrimental outcomes, and safeguard against any future, unforeseen risks.

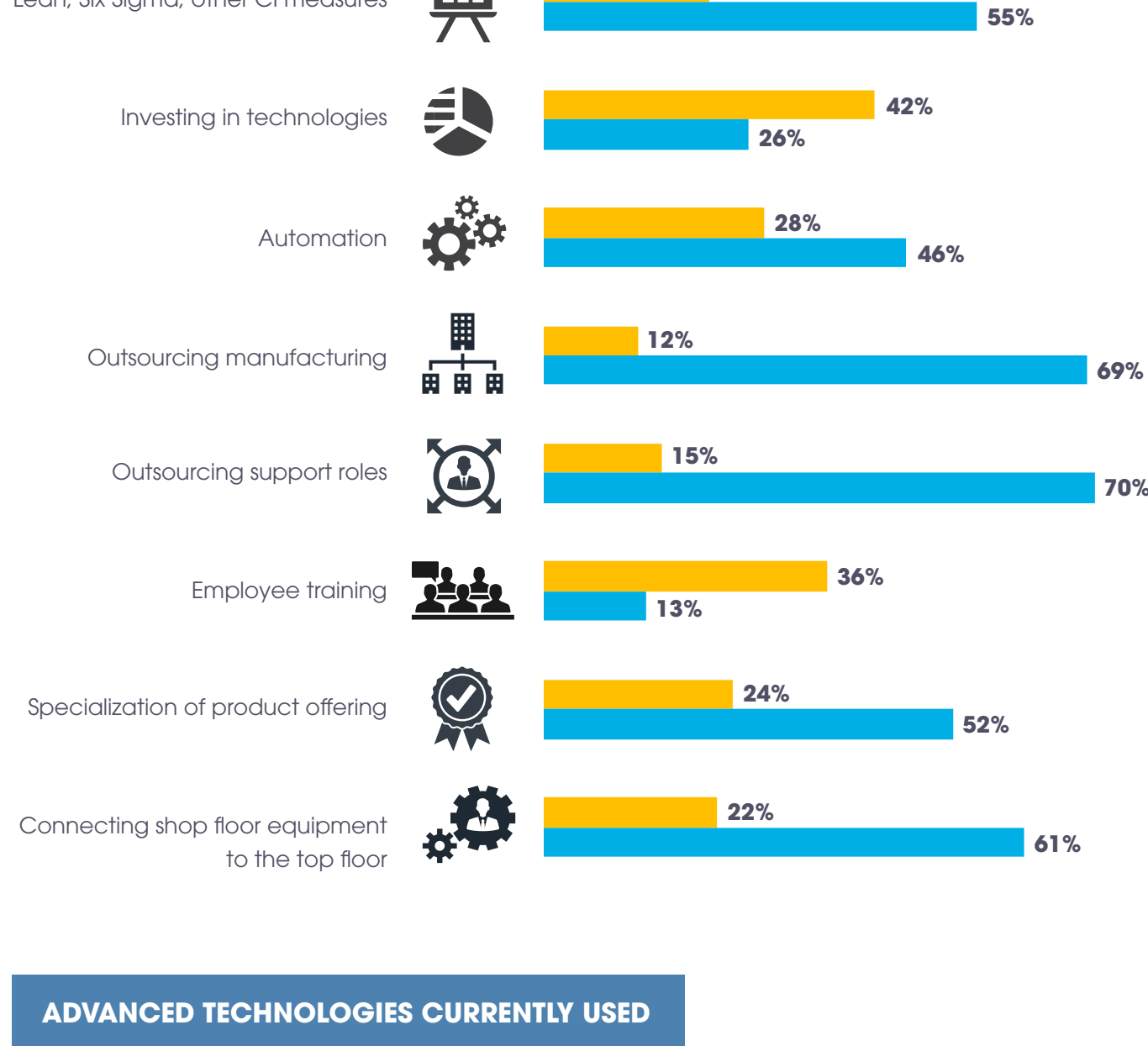
### SLOW TO IMPROVE PRODUCTIVITY

Productivity continues to be an on-going concern for Canadian manufacturing leaders. 42% of companies indicate monitoring and measuring productivity through manual data collection, analysis, and review. More than a quarter don't measure productivity at all.

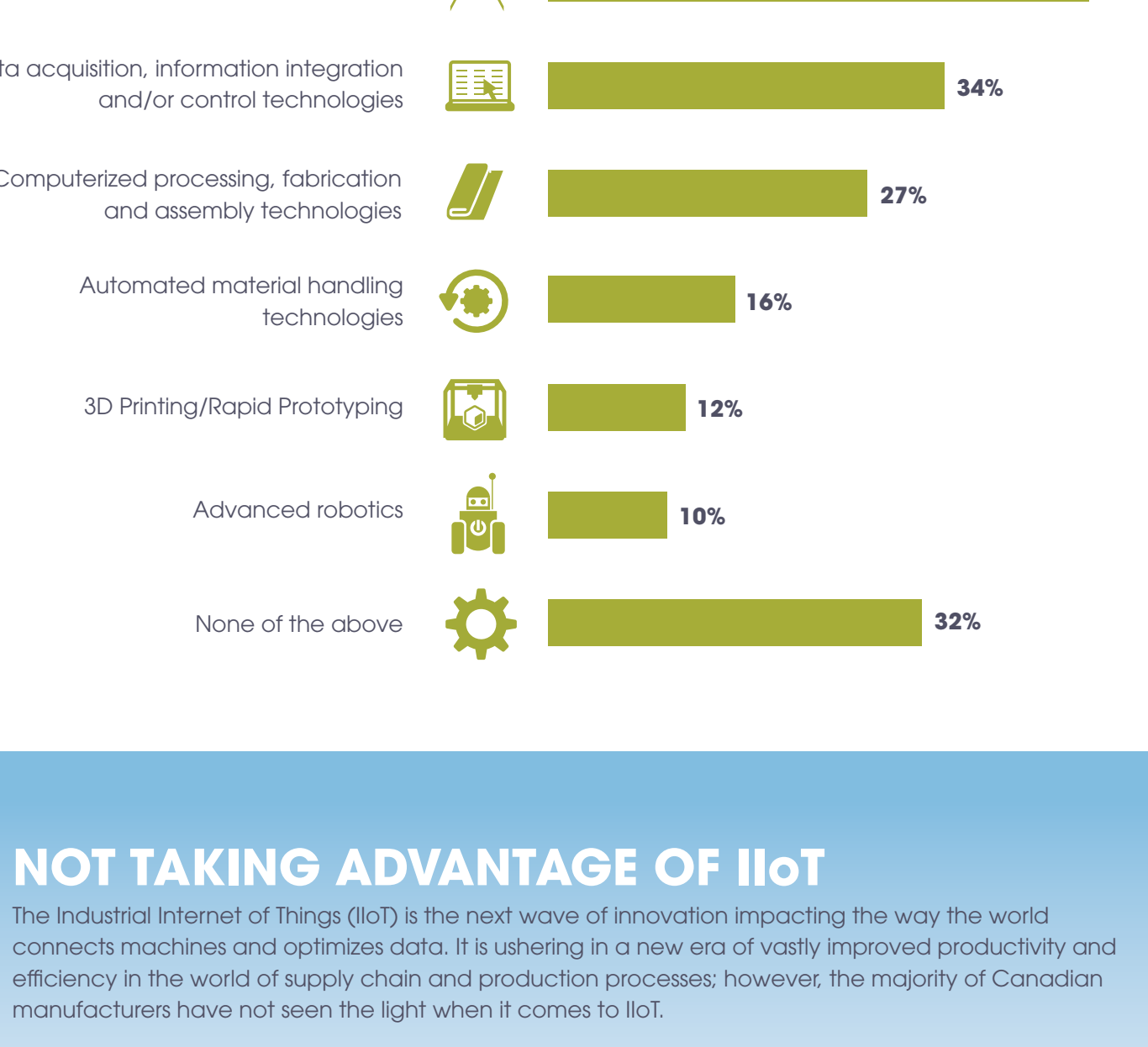
#### MEASURING SHOP FLOOR PRODUCTIVITY



#### PRODUCTIVITY IMPROVEMENTS OVER THE NEXT 12 MONTHS



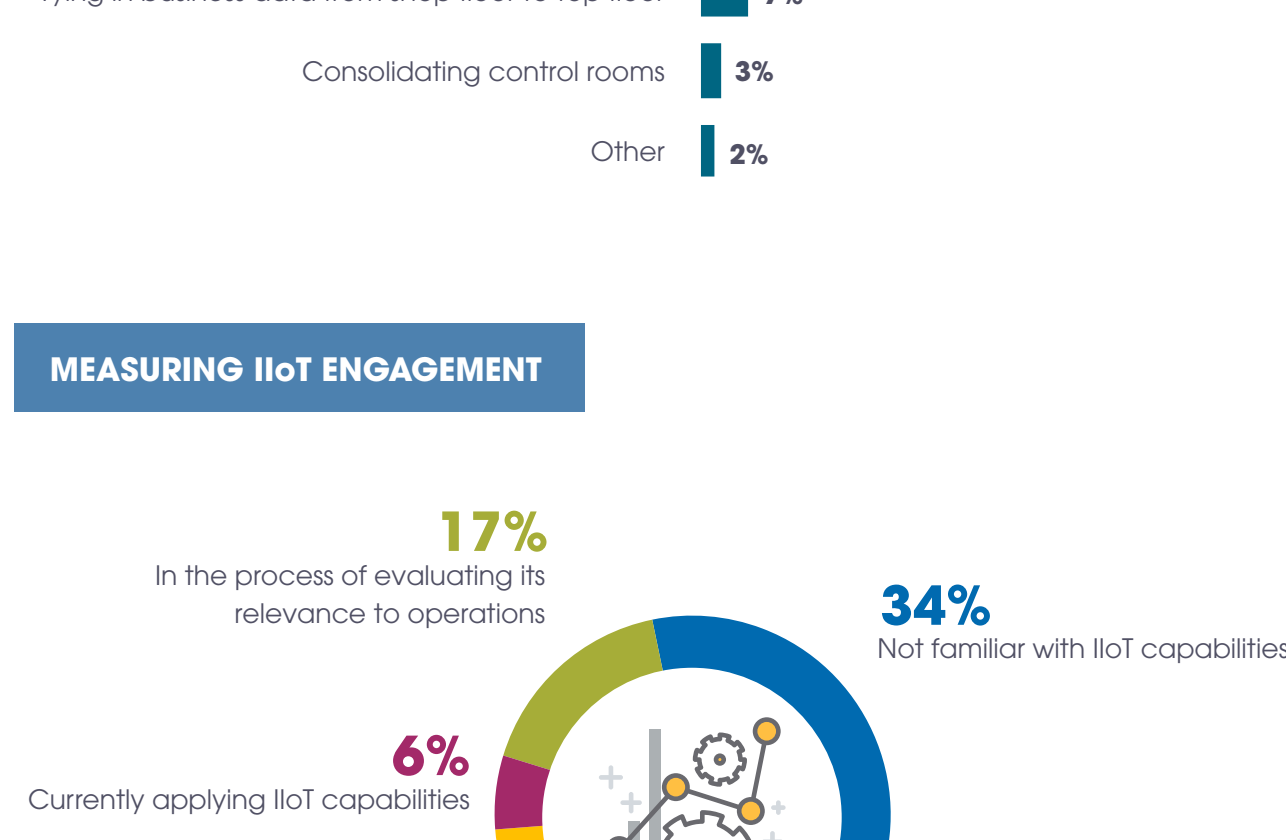
#### ADVANCED TECHNOLOGIES CURRENTLY USED



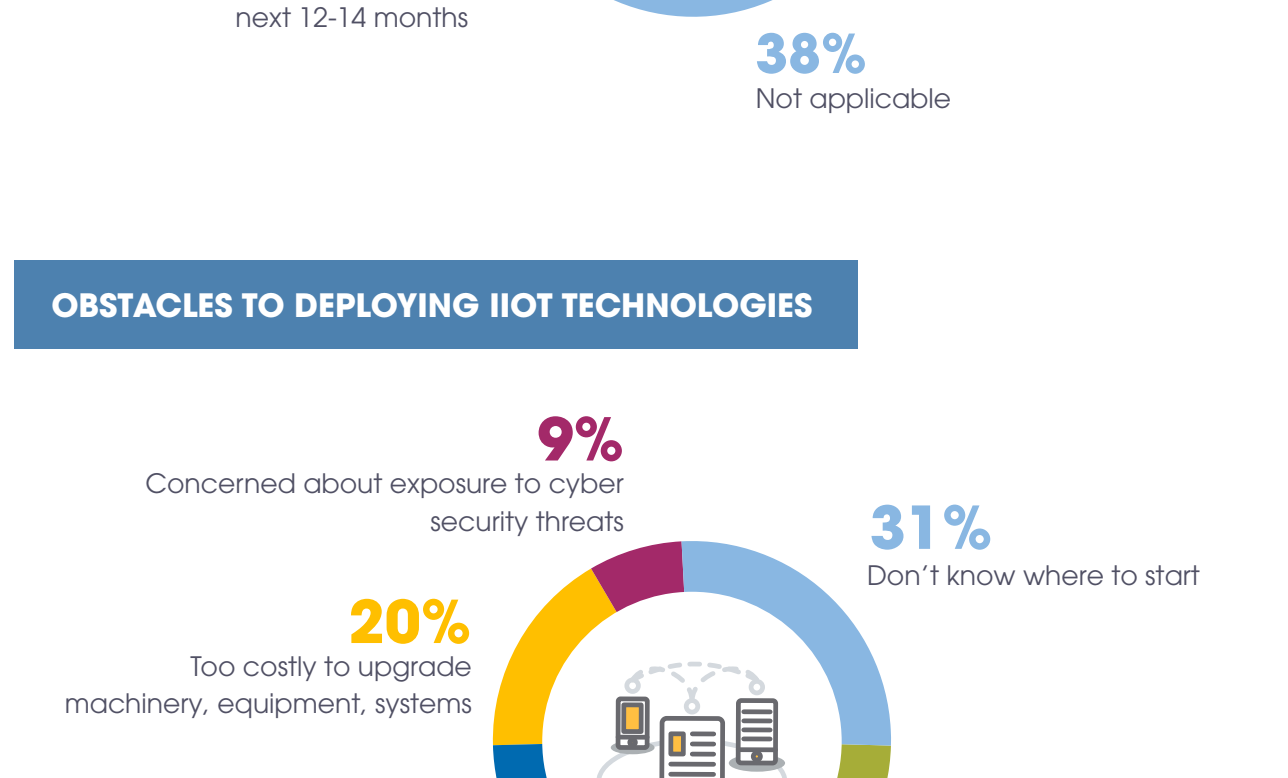
### NOT TAKING ADVANTAGE OF IIoT

The Industrial Internet of Things (IIoT) is the next wave of innovation impacting the way the world connects machines and optimizes data. It is ushering in a new era of vastly improved productivity and efficiency in the world of supply chain and production processes; however, the majority of Canadian manufacturers have not seen the light when it comes to IIoT.

#### IIoT APPLICATIONS



#### MEASURING IIoT ENGAGEMENT



#### OBSTACLES TO DEPLOYING IIoT TECHNOLOGIES



#### NEXT STEPS:

If you want to learn how SYSPRO can help prepare your manufacturing business for sustainable and scalable growth, contact us today at [info@ca.syspro.com](mailto:info@ca.syspro.com) or +1 (888) 259-6666.