



## Mobile Worker

The emergence of digital disruptors like the Internet of Things (IoT) is fundamentally changing how manufacturers operate.

In order to compete in the digital world, manufacturers are moving from product- or asset-centric transaction models to a services-centric relationship model. Transformative digital technologies provide an opportunity for manufacturers to create highly performing connected business networks that enable them to deliver a rich set of connected consumer experiences. Microsoft mobile worker solutions can help manufacturers revolutionize how they engage with, market to, sell to, and service the newly connected consumer.

**Creating a highly performing business network requires integrating information across the value chain.**

By combining new cloud-based social, analytic, and collaboration capabilities, manufacturers can create agile, connected business networks that can sense and respond quickly to new consumer needs and market opportunities.

## Drive innovation through collaboration

The digital workplace is transforming how manufacturers drive innovation throughout the organization. Modern productivity tools enable product engineers to crowd-source new ideas, build more direct relationships with customers, and connect with virtual design teams, resulting in more agile development and a stronger innovation pipeline.

## Enable sales and field technicians to get work done anywhere

Our mobility solutions enable your field technicians to reach resolutions faster with quick access to valuable resources such as experts, community-driven knowledge bases, and visual service manuals. Additionally, your mobile sales reps can stay connected when they are on the go—whether it be collaborating on a sales proposal, connecting with colleagues, or reviewing real-time metrics.



**Mobile worker** solutions enable manufacturers to empower their workforce—whether across the organization, sector, or region—with devices and productivity solutions designed for collaborations specific to the business and operational needs.

## Improve performance with increased visibility into operations

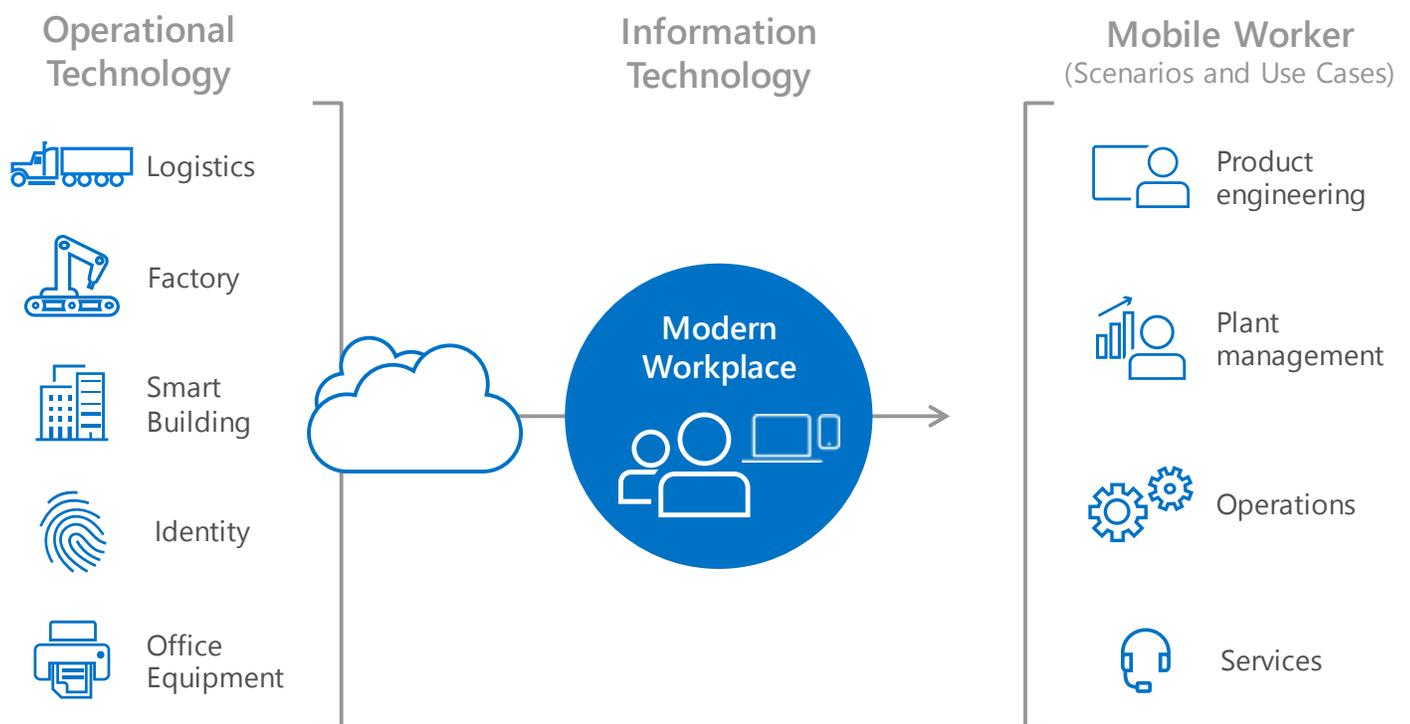
Combine data across siloes and deliver real-time, actionable insights that can be consumed by plant and supply chain managers, plant floor workers, and warehouse clerks, driving supply chain and production efficiency. Additionally, digitizing plant operations improves employee communications, enabling more efficient operations and informed workers.

## Protect sensitive intellectual property and ensure regulatory compliance

Leaked IP and noncompliance can be extremely damaging to a business. Our mobile worker solution helps you protect IP with remote device wipes and meet compliance requirements with built-in data retention and time-based hold policies. If you need to produce documentation for inquiries, eDiscovery can help you quickly find what you need.

# Solution overview

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### Solution benefits:

- Drive innovation with cross-industrial collaboration
- Improve decision-making with actionable insights and enhanced collaboration
- Provide greater insight into operational and supply chain performance
- Enable sales and field technicians to get work done anywhere

# Why Microsoft

Microsoft is empowering manufacturers to drive business transformation through the power of digital technology—empowering people and organizations, and reshaping industries. Microsoft is focused on enabling manufacturers to achieve more with their businesses—from streamlining existing processes and products to delivering new services and transforming business models.

**Flexible.** Our mobile worker solutions enable manufacturers to choose the deployment strategy that best fits their needs—whether on-premises, in the cloud or a hybrid environment. Additionally, our solutions work with virtually all devices, apps, data and operating systems.

**Integrated.** We build openness and extensibility into the core of all of our platforms, productivity solutions and business apps to drive deep integration and seamless experiences. Our 325,000+ partners and extensive developer community enables us to deliver extremely powerful and industry-specific solutions and tools that integrate with industry infrastructure, providing more useful tools.

**Trustworthy.** We are committed to earning the trust of our customers. We take an active role in sponsoring new compliance standards and proactively fighting digital crimes on the internet with our Digital Crimes Unit. Additionally, we've invested over \$15 billion in our cloud infrastructure to ensure your data, apps, and identities are secure and protected unauthorized use.

“Now, we’re able to better meet customer needs. We’ve seen improved quality and reliability during the launch of new products like our Power Triple Lock family of connectors and the new Releasable SMT Poke-In Wire Connector System.”

**David Ark**

Sr. Dir. of Infrastructure Solutions, TE Connectivity



TE Connectivity used Office 365 to support its digital workplace initiative, resulting in better team collaboration across geographies, improved internal processes, and better mobile productivity.



Dana Holding Company wanted its employees to spend less time worrying about technology and more on developing high-quality products. Office 365 provided tighter collaboration along with simplified management for IT.

“With Office 365, we’re achieving our prime business objective of bringing high-quality products to market faster, thereby gaining a big competitive advantage.”

**Jeff Heyde**

Dir. of Global Systems, Dana Holding Corporation

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