

2017 INDUSTRIAL HEAVY MACHINERY PULSE REPORT

Tata Technologies partnered with the Association of Equipment Manufacturers (AEM) to conduct a survey on the challenges heavy machinery manufacturers are facing in the marketplace, and how they plan to drive product development and innovation in an increasingly competitive global environment.

The survey targeted engineering professionals from global organizations with more than 500 employees, that manufacture construction, mining and agricultural equipment.

FACTORS DRIVING PRODUCT DEVELOPMENT & INNOVATION

Top external factors driving product development efforts:

- 1 Increasing pressure to build products for emerging markets.
- 2 Increasing competition with lesser regulated international equipment manufacturers.
- 3 Increasing demand for autonomous equipment.
- 4 Stage 5 emissions and environmental/regulatory compliance.

65% of OEMs are considering platform consolidation.

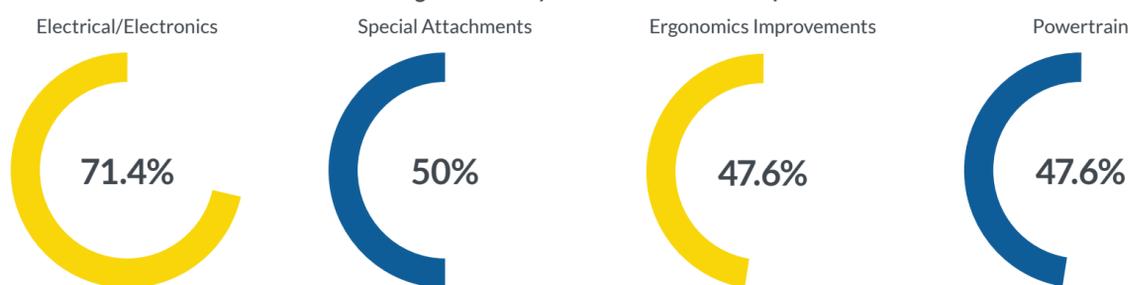
Lack of engineering resources is a challenge in platform consolidation for

70%

Top internal initiatives impacting product development efforts:



OEMs are focusing on these key areas when it comes to product innovation:



COMPETING WITH LESSER REGULATED MANUFACTURERS

Industrial heavy machinery OEMs plan to complete globally by:



SUPPLY CHAIN INTEGRATION

More than **60%** identify supply chain integration as a priority.

More than **65 percent** state that limited resources is the biggest challenge in planning or integrating their supply chain.

ADDRESSING THE SKILLS GAP



More than 90 percent of survey respondents stated that on average, there are up to 30 engineering positions open in their individual unit, that's not even company-wide.

More than **72 percent** state they have difficulty sourcing skilled engineering candidates.

Most OEMs report that their engineers spend **41-60 percent** of their time on non-engineering tasks.

TATA TECHNOLOGIES

The information in this infographic is a summary of some of the survey's key findings. We hope you find the information valuable. For a copy of the full report, or to provide feedback or comments, email IHM@tatatechnologies.com today.