

State of Industry 4.0

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KEARNEY

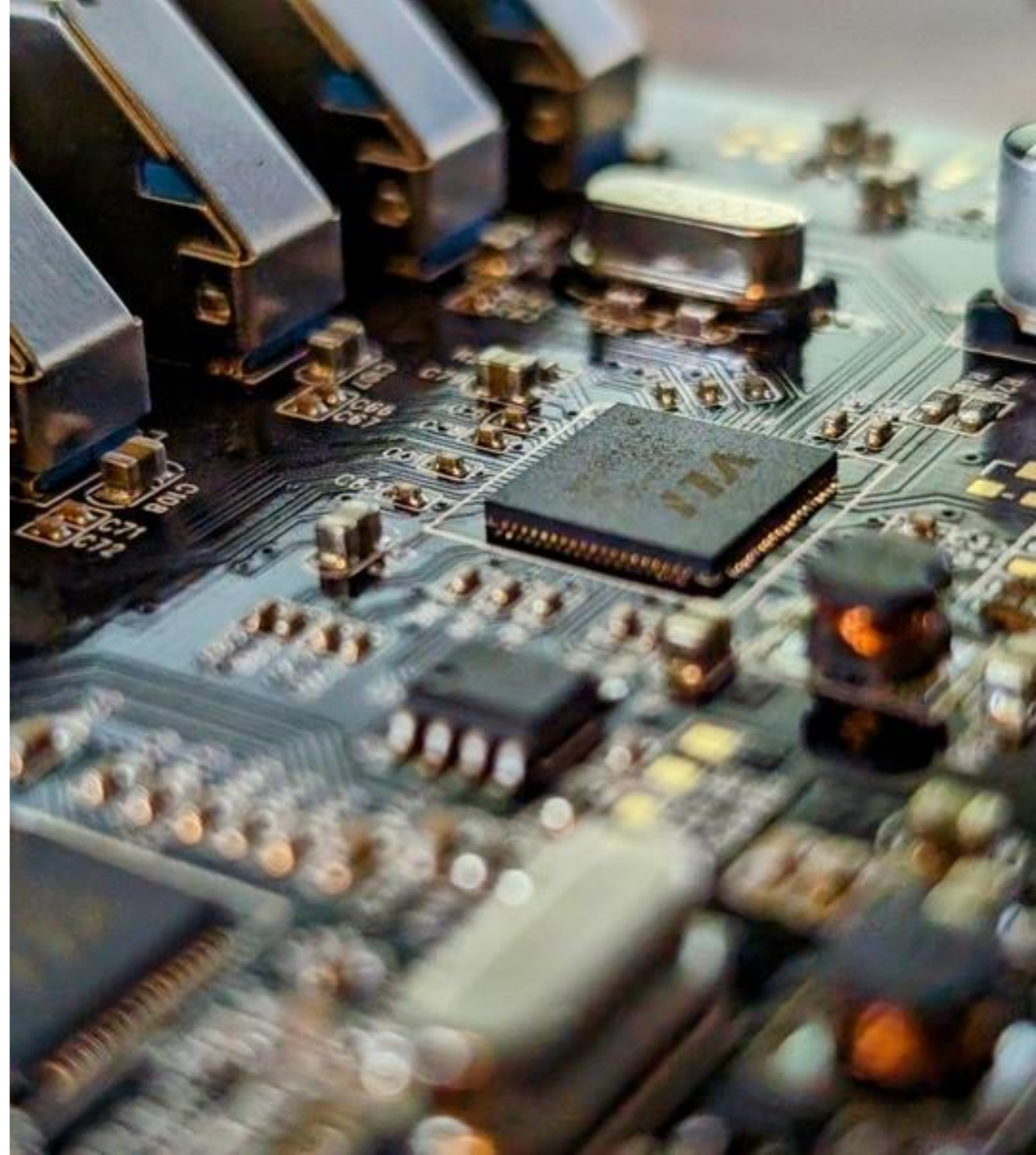


Photo by Can Erdal
Kearney, Dusseldorf

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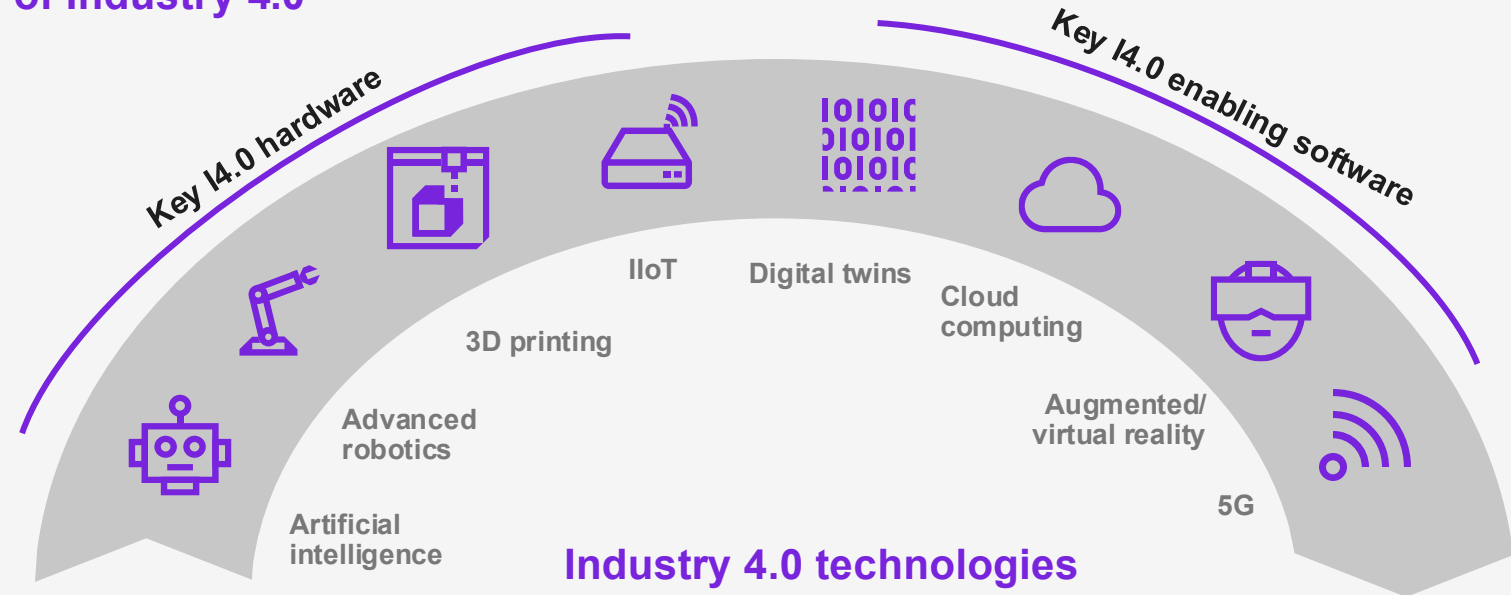
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1. Introduction



Industry 4.0 technologies are revolutionizing manufacturing by automating processes, connecting devices, and enabling innovation

State of Industry 4.0



Features of Industry 4.0 in modern manufacturing

- Emergence of cyber-physical systems and AI, enabling human-to-machine communication
- Robots handle repetitive and low-value tasks to free up human resources
- Additive manufacturing enables agile and customized production
- IIoT and big data enable real-time machine monitoring and analytics-driven decision-making
- Digital twins optimize manufacturing processes virtually
- Cloud computing provides on-demand access to scalable computing resources
- Augmented/virtual reality offers interactive experiences for workforce collaboration
- 5G delivers ultra-fast and low-latency connectivity for rapid data transfer and improved network capacity

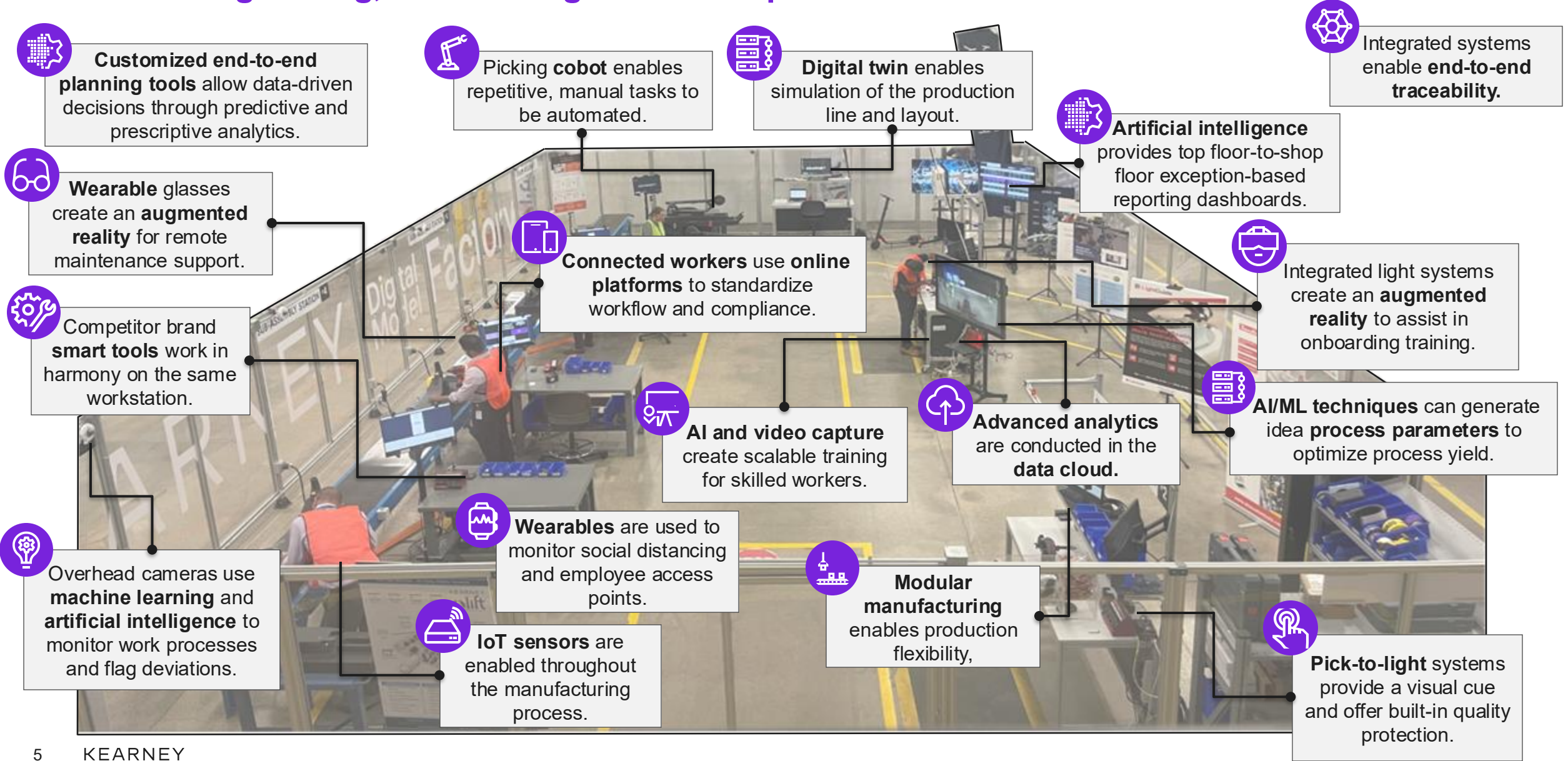
Benefits of adopting Industry 4.0 solutions

- Increased quality, speed, and efficiency in product development
- Reduced working capital
- Upskilled, engaged workers
- Improved customer service
- Improved resilience and agility, particularly in times of crisis
- Sustainability and waste reduction

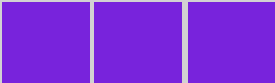
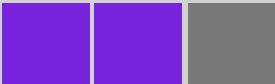
Notes: IIoT is Industrial Internet of Things. AI is artificial intelligence.
Source: Kearney analysis

Kearney's Digital Model Factory in Detroit, MI, features future technologies in an interactive manufacturing setting, showcasing innovative possibilities in action

Non-exhaustive



Industry 4.0 can allow companies to become resilient against macroeconomic uncertainties

Macroeconomic factor	Implications	Intensity of impact
Labor shortages 	– With fewer available workers, companies will increasingly turn to automation technologies (like robotics and AI) to maintain or boost productivity. – This will also reduce reliance on human labor, thereby building resilience against future labor shortages.	
Trade policies 	– As companies encounter higher tariffs and restrictions, many may opt to reshore manufacturing, with Industry 4.0 facilitating efficient in-house production to make this move more feasible and economical. – By investing in automation and smart manufacturing, companies can scale local production capabilities, reducing reliance on imports and minimizing the impact of sanctions.	
Geopolitical conflicts 	– Companies may shift toward local sourcing to mitigate risks associated with international supply chains as Industry 4.0 technologies enable the development of smaller, more agile production facilities that can swiftly adapt to local market demands.	

Legend

High



Medium

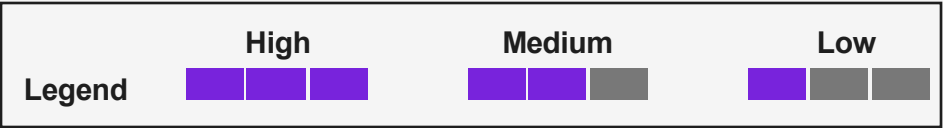


Low

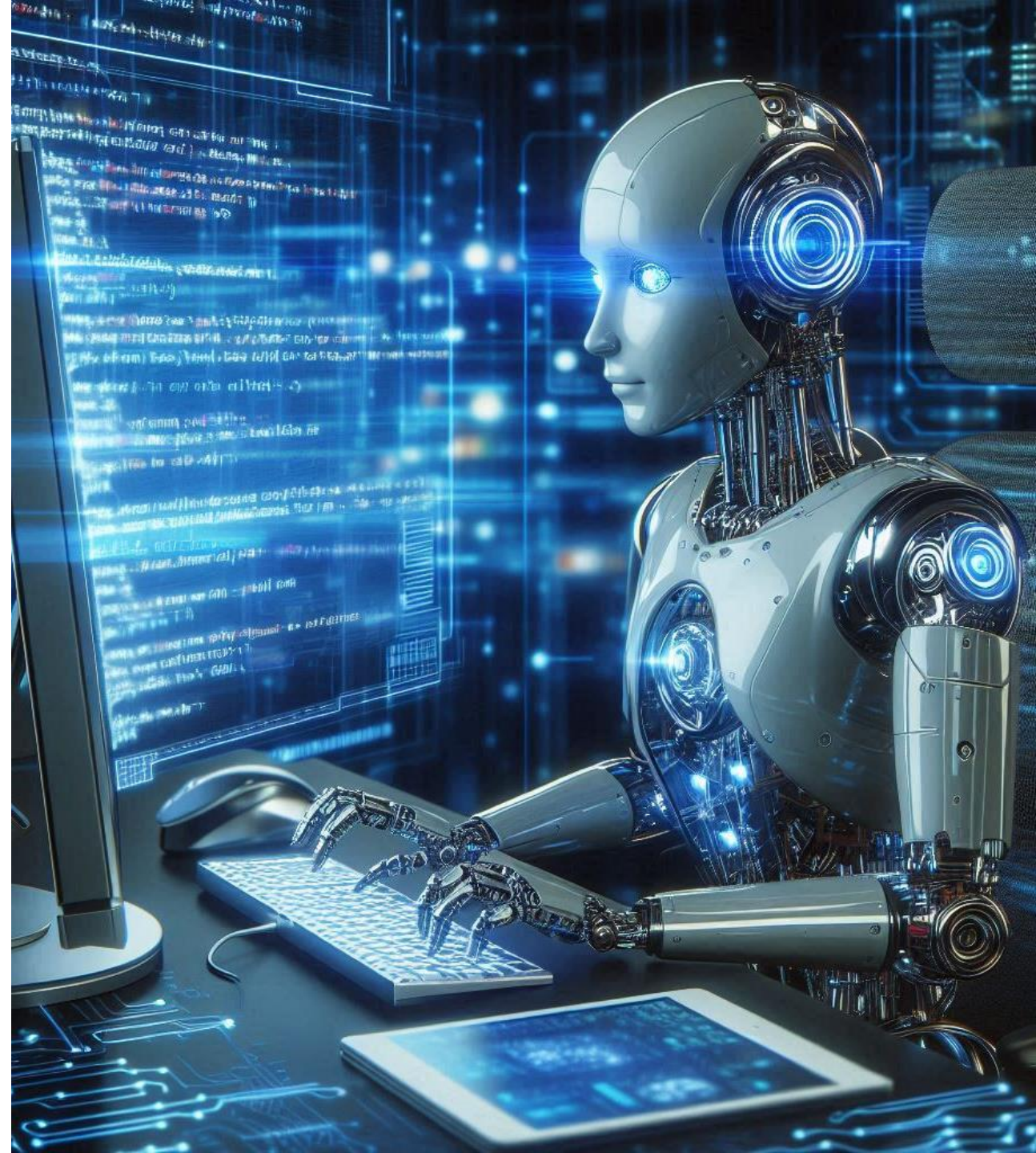


Industry 4.0 can allow companies to control costs by enhancing efficiency, reducing waste, and minimizing operational costs

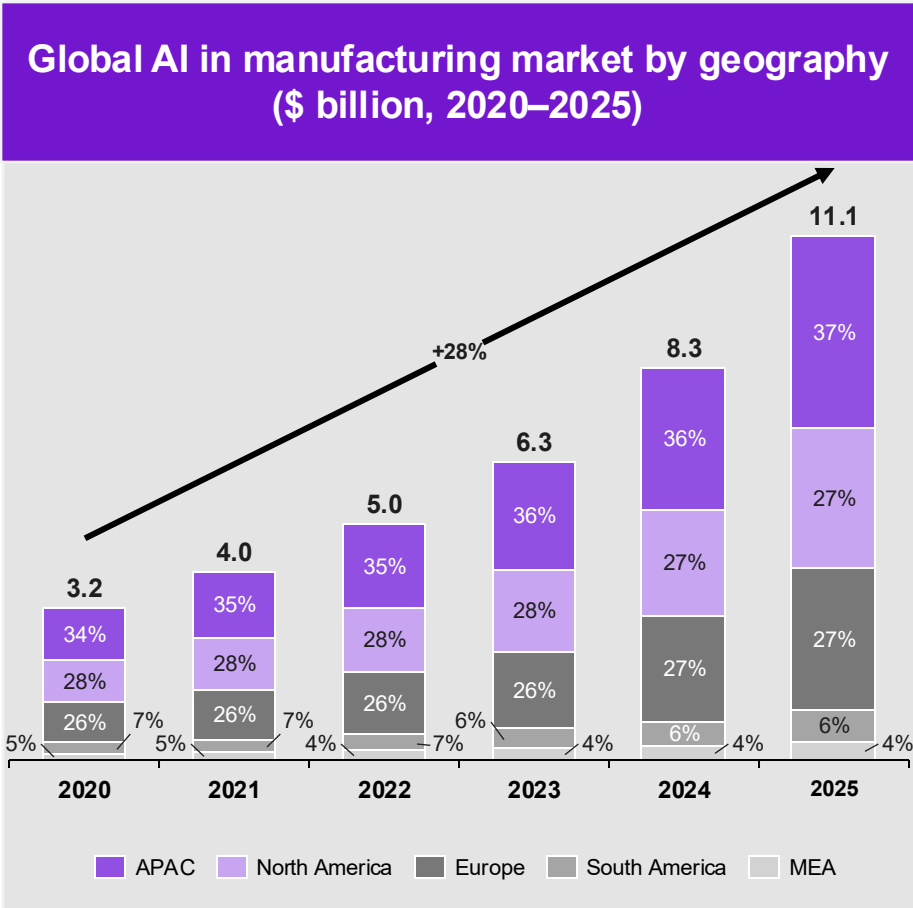
Macroeconomic factor	Implications	Intensity of impact
Inflation 	– To combat ongoing inflation, companies may leverage Industry 4.0 technologies like automation and predictive maintenance to enhance efficiency, reduce waste, and minimize operational costs. – Industry 4.0 may help manufacturers optimize the use of raw materials and energy, leading to significant savings.	
Skills gap 	– Manufacturers can provide immersive training experiences to factory floor workers using I4.0 tools that allow for hands-on practice without the risks associated with real machinery. – Companies may invest in collaborative technologies such as cobots that can work alongside human operators and enhance productivity without requiring extensive technical expertise.	



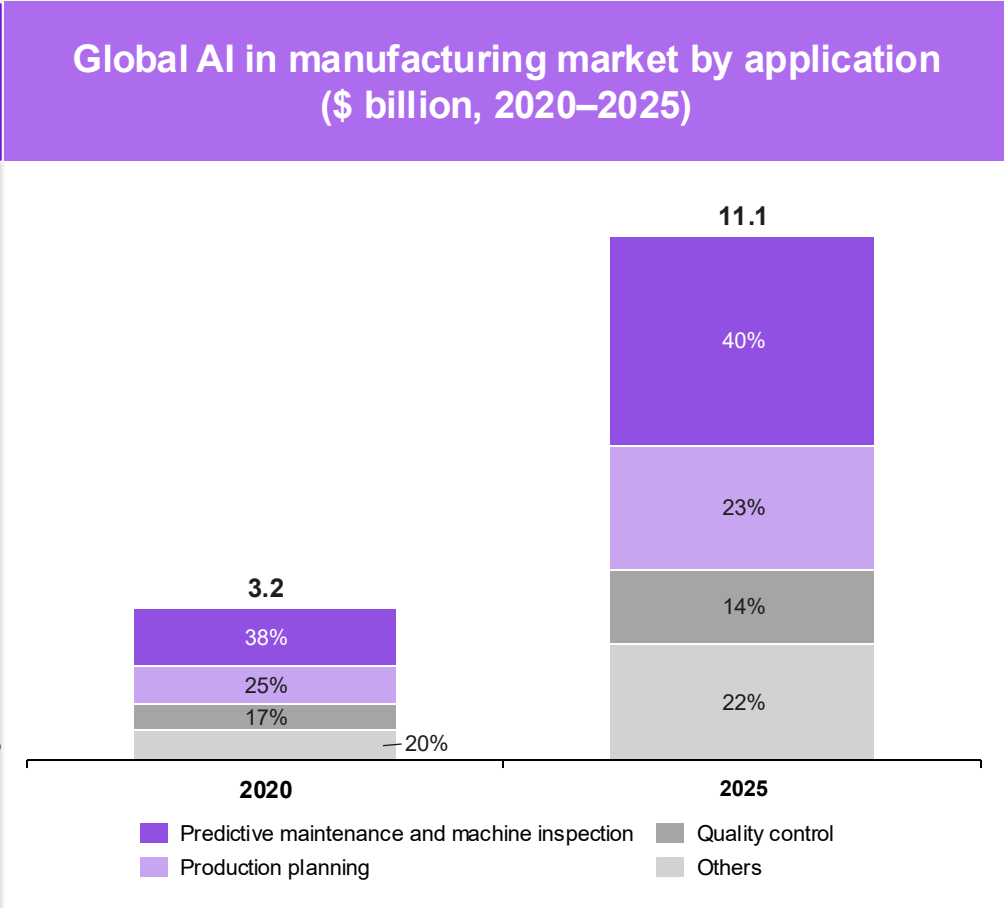
2. Artificial intelligence



The growing need of manufacturers to reduce cost of operations and enhance operational efficiency requires AI adoption



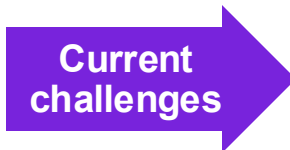
- APAC is the hub for manufacturing, exhibiting 30% growth between 2020 and 2025.
- Automotive and electronics are the leading categories for China, India, Japan, South Korea, and Australia.
- Demands of high population require increased productivity, leading to integration of smart technologies.



- Growth factors for AI adoption include unpredictable customer demand, increasing use of big data, robotics, and computer vision technologies, as well as exponential growth in data volume for predictive analytics and strategic and real-time optimization.
- For 2023–2028, predictive maintenance to grow at 25%, quality control at 16%, and production planning and others at 18%.

Notes: AI is artificial intelligence. Percentages may not resolve due to rounding.
Sources: Technavio; Kearney analysis

An AI-enabled future in manufacturing is closer than we imagine; IoT proliferation will bring the future to us today



Micro-factories
Efficient, cost-effective, and sustainable

Highly automated and advanced, using smaller equipment and less space to create specialized, low-volume products that are customized and intricate.

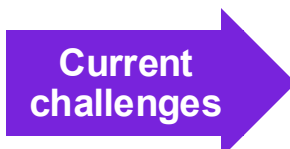
IoT and AI analyze data, innovate for efficiency, and optimize workflows.

Lights-out factory
Cost-effective, increased productivity and safety

Enabling fully automated systems enables facilities to perform tasks with precision, efficiency, and accuracy, making human intervention unnecessary in most operations.

Workforce skill gap, cost of operational setup

High upfront cost, complex IT Infrastructure, and susceptibility to security breaches



Cobots and autonomous mobile robots (AMR)
Efficient material handling and streamlined operations

Advanced navigation and obstacle-avoidance tech enable dynamic movement for retrievals, deliveries, and part transport within the production area.

Generative artificial intelligence
Efficiency, innovation, and quality enhancement

Generative AI boosts manufacturing efficiency, speeds up product development, extends equipment lifespans, minimizes downtime, and optimizes operational equipment.

Workforce skill gap, cost of operational setup

Integration with legacy systems, product quality maintenance, high setup costs

Notes: AI is artificial intelligence. IoT is Internet of Things.
Source: Kearney analysis

IoT-enhanced data collection and connectivity enable an accelerated and more efficient deployment of AI across different business verticals...

Predictive maintenance

Manufacturers leverage AI to analyze sensor and machinery data, predicting and preparing for potential breakdowns.

Use case: Frito-Lay

AI-powered systems helped reduce unexpected breakdowns and losses, **saved 4,000 hours of annual manufacturing capacity**.

Quality inspection and assurance

Automated optical inspection uses computer vision to autonomously scan devices for catastrophic failures and quality defects.

Use case: Boeing

AI enhanced manufacturing efficiency and product quality, **resulting in reduced manufacturing costs and a 25% reduction in production lead times**.

Energy management

AI systems utilize data on usage, weather, and occupancy to automatically adjust lighting and climate control in real time, optimizing energy use and improving occupant comfort.

Use case: Aubert & Duval

AI digitized operations to prioritize sustainability efforts, **resulting in reductions of 3% in electricity consumption and 19% in gas usage**.

Demand forecasting

AI can analyze historical sales data along with external factors like economic indicators, weather, and events to accurately estimate demand.

Use case: Danone

AI in demand planning helped drive a 30% decrease in lost sales and product obsolescence, enhanced the accuracy of forecasts by 20%, and halved the workload of planners.

Notes: AI is artificial intelligence. IoT is Internet of Things.
Source: Kearney analysis



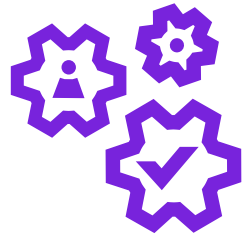
Supply chain optimization

IoT sensors and AI predict inventory levels, automate replenishment, and optimize delivery for better service.

Use case: Celonis and Mars

Helped **reduce manual work by 80%**, cut shipping costs, lowered emissions, and improved on-time deliveries.

...and across industries



Note: AI is artificial intelligence.
Sources: Technavio; Kearney analysis

Automotive



Enhances manufacturing quality and efficiency, detecting and preventing defects, optimizing workflows, reducing waste, and supporting design and innovation.

Industry example: Tesla

Oil and gas



Machine learning algorithms and predictive AI models evaluate various fuel and lubricant products against standards, enabling preemptive corrections to minimize waste and ensuring dependable, eco-friendly production.

Industry example: Saudi Aramco

Metals and mining



Autonomous vehicles and robotics reduce injury risk in hazardous environments. With dwindling mineral deposits, companies turn to AI for resource extraction optimization.

Industry example: Champion

Chemicals and pharmaceuticals



Identifies anomalies and hazards for compliance. AI optimizes pharmaceutical supply chains with forecasting, inventory management, and quality assurance.

Industry example: Aizon

Food and beverage



Helps reduce costs, minimize wastage, and improve product availability. AI-powered quality control systems detect defects, anomalies, and deviations in food and beverage products during production and packaging processes.

Industry example: Coca Cola

Semiconductor and electronics



Machine learning algorithms and predictive AI models test process performance and outputs. This allows for preemptive corrections to minimize defects for customers.

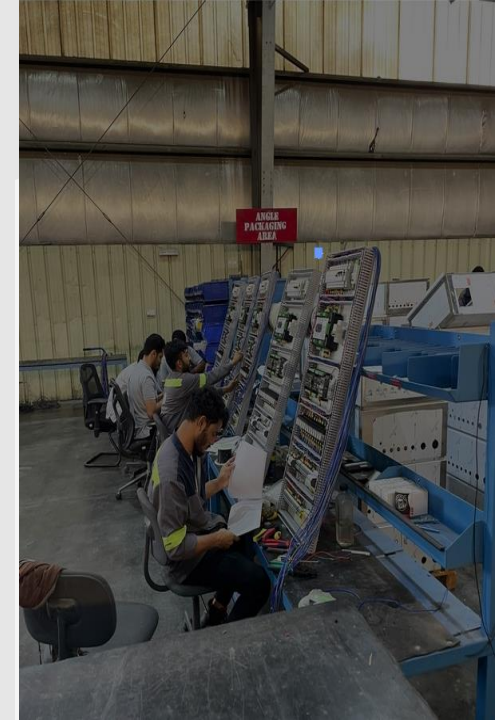
Industry example: Xilinx

Aerospace



AI-assisted inspection tools (e.g., Commercial Jet Engine Borescope Inspection Solution) to enhance defect recognition and provide cheaper, quicker, more reliable, and safer solution recommendations.

Industry example: GE Aerospace



GenAI highlights existing opportunities to leverage IoT and AI

1



Operations/production optimization

Boosts manufacturing by real-time monitoring, problem spotting, predictive insights for efficiency.

Industry example: SAP

GenAI model leverages data from edge nodes to create a shift end report, improving operations and highlighting opportunities.

2



Product design

ML algorithms help in generating rich, detailed, and technically optimized designs based on specific performance criteria.

Industry example: Airbus

GenAI model helped design components that aided aircraft weight reduction by 45% and helped reduce GHG emissions.

3



Quality control

Leverages vast datasets for defect detection to enhance precision and minimize discrepancies in production lines.

Industry example: Bosch

GenAI model created training data for an automated optical inspection AI model, supporting an average accuracy of 100%.

4



Reduced downtime

Addresses technical issues and provides step-by-step instructions, reducing machine downtime and expediting issue resolution.

Industry example: Mahindra & Mahindra

GenAI model gives a step-by-step resolution to error codes provided by machine, enabling quicker fix by less-experienced operators.

5



Personalized support

Customizes support and proactive insights for relevant and improved task performance as per requirement.

Industry example: Nike

Gen AI helped Nike curate and personalize shoes based on the athlete's preferences.

3. Advanced robotics



The advanced robotics industry continues to grow rapidly, carried by demand and advancements in pharma, high-precision, and auto/logistics industries

Market insights

Common types of industrial robots



Articulate: rotary joints, 10+ axes



Cobot: “collaborative” bot designed for human-machine interaction



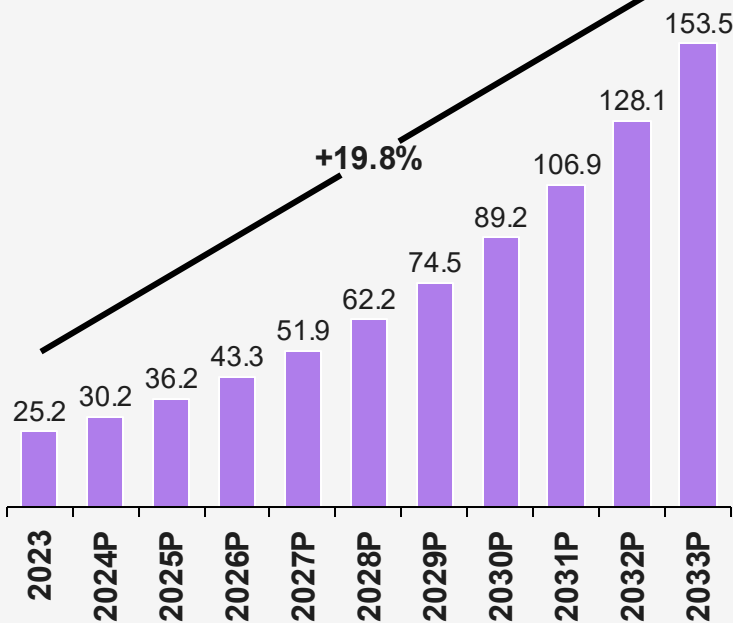
Delta: parallel robot known for speed, precision, and light weight

Other types: SCARA, Cartesian, Polar, Mobile

Digital ↔ Physical

- ↓ Connectivity/integration (sensing/sensors)
- ↓ Data processing layer
- ↓ Visualization and decision-making intervention
- ↓ Physical robot

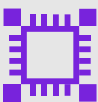
Global market size and growth (\$ billion, 2023–2033P)



Sector-specific comments



Fueled by growth in **human-in-the-loop** procedures and **pharma-material** handling abilities

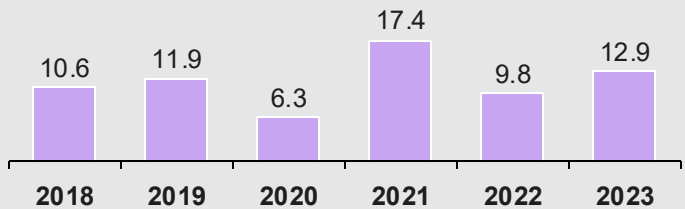


Maturing industry with **stable demand** and **continued investment**



High growth due to demand for **electric vehicles**

Recent global investments (\$ billion)¹



- US and China companies received majority of 2023 funding.
- Concentrations in drone technology, autonomous driving applications, surgical robots, and autonomous mobile robots.

¹ Venture capital firms, corporate investment groups, angel investors, and other sources
Sources: Future Market Insights, The Robot Report; Kearney analysis

Firms across industries have found uses in their value stream...

Product design and development

Reduced barrier-to-use in NPI with ability to conduct intricate and complex tasks



Ginkgo Bioworks automation in organism design¹

Ginkgo Bioworks uses robotics **to automate development** across flavor, fragrance, and agricultural industries, driving **2X monthly output**.

Planning and scheduling

Customizations and quicker changeovers via flexible production lines

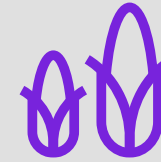


Combi custom corrugate erectors²

...can manage a **variety of corrugate configurations and orientations**, eliminating **human intervention and tool changes**.

Manufacturing execution

Automation of traditionally manual, repetitive, and/or dangerous tasks



Octinion robotic harvesting vehicles³

...monitor quality levels of crops and **automatically pick/sort** into **predefined weight allowances**.

Material handling and warehousing

Storage and retrieval of goods swiftly and without human oversight



Instock AS/RS via robotics as a service (RaaS)⁴

...brings together **incloud locations, physical racking, and robotics** to **automate warehousing** even at micro-fulfillment (<1,000 ft²) scales.

Maintenance

- Monitoring and reporting equipment condition for predictive maintenance
- Cleaning and maintenance tasks in non-human favorable conditions, like storage tanks or furnaces



Rolls-Royce [prototype] remote boreblending robots⁵

...are **remotely controlled and can perform complicated maintenance tasks**, like repairing compressor blades, improving turnaround time, and reducing specialist travel costs.

Note: AS/RS is automated storage and retrieval system.

Sources: (1) Ginkgo Bioworks, (2) Combi Packaging Systems, (3) Octinion, (4) Instock, (5) Rolls-Royce; Kearney analysis

...overcoming supply chain challenges with advanced robotics

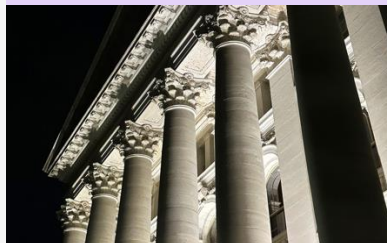
Workforce availability



ESG considerations



Operational efficiency



Note: ESG is environmental, social, and governance.
Sources: (1) Forbes, (2) US Chamber of Commerce analysis and Bureau of Labor Statistics, (3) Fanuc, (4) WTW 2024 Global D&O Survey Report, (5) Kuka; Kearney analysis

Key challenges

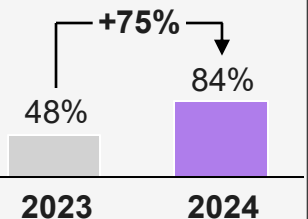
Workforce shifts in age and job preferences, high turnover

- The **next generation of workers has spurned blue-collar positions** (December 2022 – “65% of durable goods manufacturing roles [remained] unfilled”)¹
- **Manufacturers struggle to attract and retain talent** (~30% workers change jobs annually), investing time and resources into training employees who will eventually exit²
- In California fast-food restaurant CaliExpress, **robots by Cucina and Miso Robotics manage food preparation**, allowing humans to focus on customer service and other more people-oriented roles

Importance of social risks, health, safety, and human rights has increased; stakeholders and employees demand transparency in value chain

- **Automotive supplier GEDIA recently installed 57 welding robots** to improve working conditions, establish operational flexibility, and create 200 new jobs.³

Relative importance of **health and safety** for top executives increased this year⁴



Stagnant demand continues to shrink margins; competition continues to optimize

- In the slow growth/high inflationary 2024 environment, companies will continue to use creative methods to drive out costs, while simultaneously future-proofing their operations with step-changes in efficiency.
- **New KR D1200 robot by KUKA operates at cycle time of <0.32sec** (@ 1kg payload) and has up to 6kg payload. With lightweight build, food-safe and hygienic claims, and self-maintaining capabilities, the robot is ideal for FMCG pick-and-place applications.⁵

We foresee six trends which will shape the near-term robotics market

Robotics-as-a-service (RaaS)

- Involves leasing robotics (by time/task) on a subscription basis.
- Reduces barrier for manufacturers and allows for flexibility to scale up during peak seasons.
- Market is expected to grow by **\$1 billion+ (17% CAGR) by 2030**.
- Some example players include **Cobalt, InVia, Locus, and Relay**.¹

Green improvements

- Development of 3D printing robots using **recyclable materials** from consumer electronics.
- **Self-powered robots** capable of operating on harvested solar power becoming prevalent in the agricultural industry.
- Example players include **OhmniLabs, Solintfec, EcoRobotix, AIGEN**.

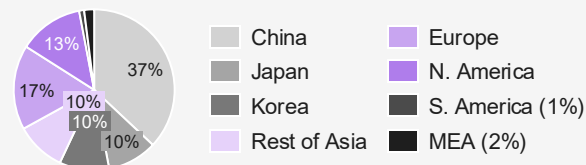
i4.0 tie-ins

- **AI/ML-coded controllers** integrated in modern robotics.
- **Internet of Robotic Things (IoRT)** will integrate sensor data and intelligence to dictate operational steps.

APAC-dominated growth

- Mature supply market with steady and increasing demand.
- Recent company-friendly government policies, like **tax incentives and R&D funding**.²

Industrial robots market share



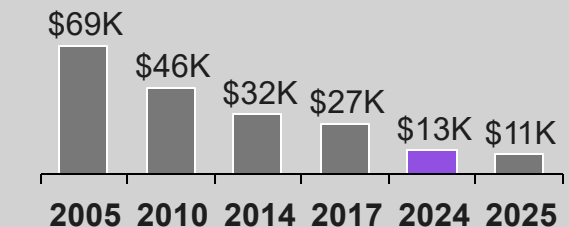
Complementary job growth

- US Bureau of Labor Statistics predicts a **3% increase in engineering positions** this decade (75k jobs) to support robotics growth.³

Reduced unit costs

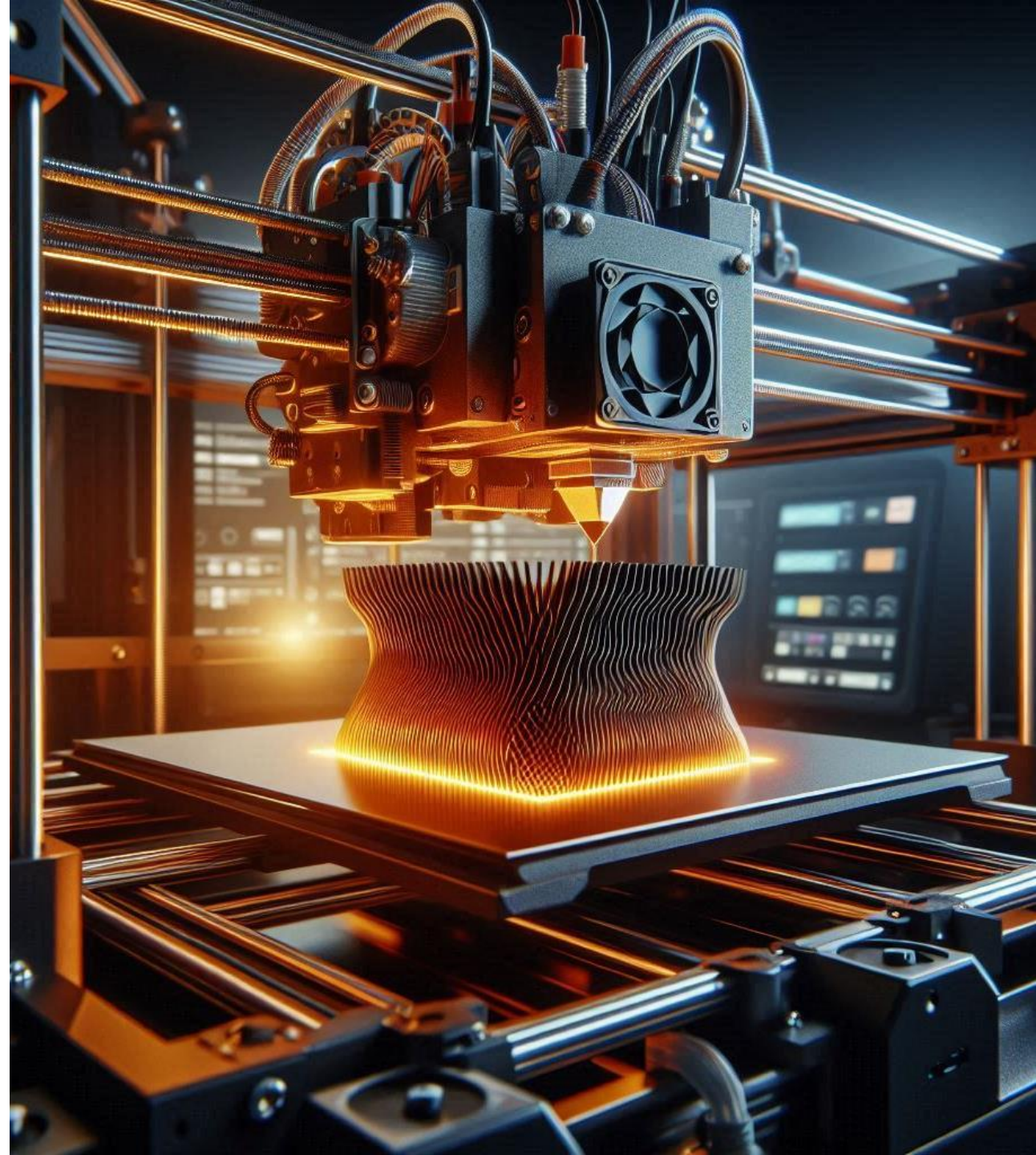
- Driven by industry fragmentation and supplier price competitions.
- Allows **small/mid-sized firms to invest**, keeping pace on production efficiencies.

Average robot cost (\$K)⁴



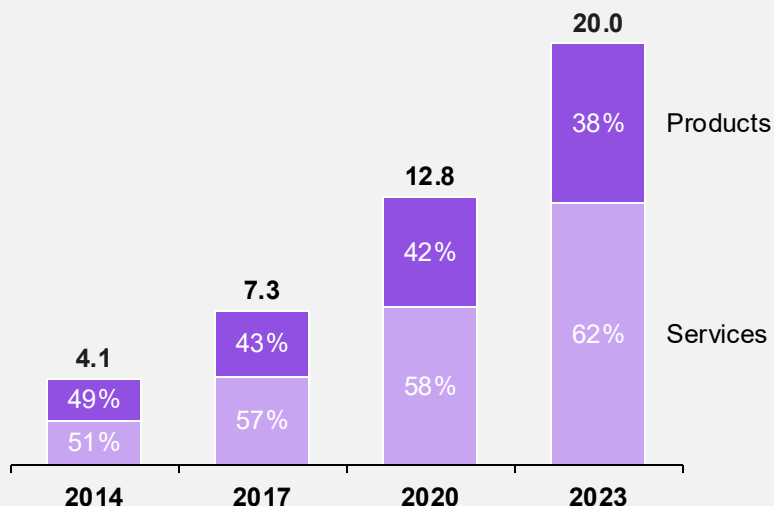
Notes: AI is artificial intelligence. ML is machine learning.
Sources: (1) BuiltIn, (2) Beroe, (3) University of Cincinnati, (4) Signet Global; Kearney analysis

4. 3D printing

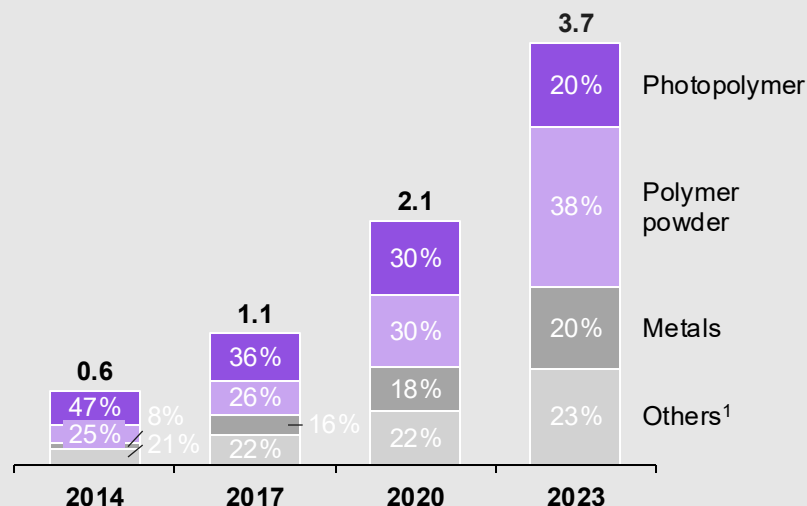


The additive manufacturing (AM) ecosystem is expanding rapidly, fueled by the introduction of new machines, materials, and technological breakthroughs

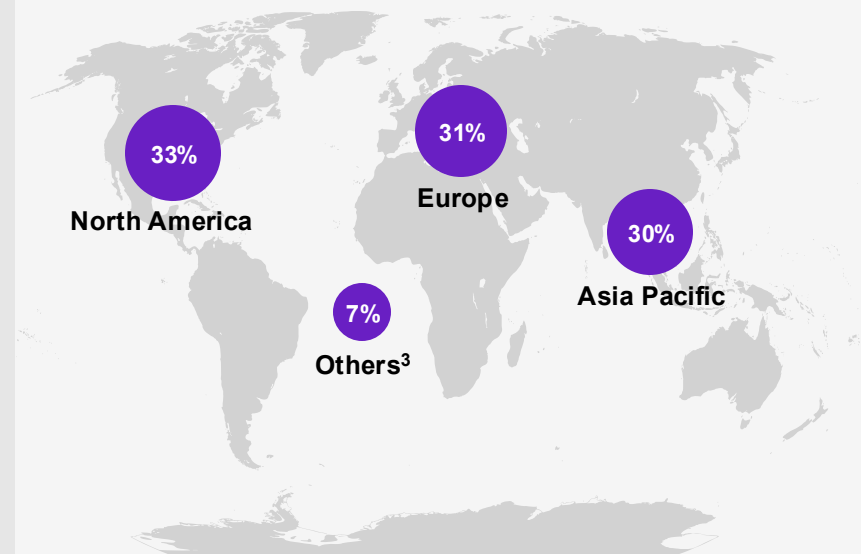
Global AM market (\$ billion)



Global AM materials market (\$ billion)



Installed AM machinery by region, 2023²



- The AM market has surged fourfold in the past decade, driven by a sharp rise in demand for services.
- Companies prefer accessing need-based AM services over investing in costly machinery.
- The AM market will further expand in the future with growth from diverse applications and increased demand for end-use parts.
- For this to occur, AM systems will become faster and material prices will come down, reducing the production cost per part.

- The AM material market has grown more than sixfold in the past decade, at a CAGR of 21.3% between 2014 and 2023, outpacing the general AM market, which grew by 19.3% in the same period.
- While polymer 3D printing still dominates the market, metal additive manufacturing shows rapid growth.
- Various 3D printing materials exist, but few meet industry standards. Challenges like volume issues deter material innovation.

- The highest adoption of AM machinery is in the US, with 31% of installations, followed by China (~12%) and Germany (8%).
- Advanced economies such as the US and EU are better positioned to take advantage of AM as it is a lower labor cost solution to prototyping, whereas the traditional prototyping process requires multiple machine operators and technicians.

¹ Others segment include filaments, ceramics, wax, and materials for binder jetting and sheet lamination.

² Percentages may not resolve due to rounding.

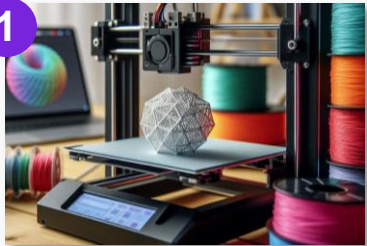
³ Others include Central America, South America, Middle East, and Africa.

Sources: Wohlers Associates; Kearney analysis

Recent technological advancements and enhanced capabilities have significantly increased the scalability of additive manufacturing across a wide range of industries

Current innovations in additive manufacturing

1



Hybrid additive manufacturing

- Combines traditional subtractive methods with additive processes, allowing for greater flexibility and precision in creating complex parts.
- Optimizes material usage, enhances surface finish, and reduces production times compared to conventional methods.

- **Hoedtke GmbH & Co.** utilizes a 3D machine that combines additive and subtractive (5-axis milling) processes in one setup for producing complex parts.
- **MCAM** achieved a 55% reduction in mold production lead time and cut material weight by 60% using hybrid additive manufacturing technology.

2



AI-enabled additive manufacturing

- AI enhances 3D printing by optimizing material dispensation and application methods, ensuring efficiency and precision in building complex structures.
- Identifies and rectifies errors in real time during the 3D printing process.

- **LEAP 71** employs AI-driven design to autonomously create and 3D print high-performance rocket engines, reducing design times from months to just two weeks.
- **FKM** is utilizing AI co-pilot platform in combination with additive manufacturing to expedite engineering speed and improve product quality.

3



Digital light processing 3D printing

- Uses digital light projector and oxygen to cure photosensitive resin layer by layer, enabling rapid and precise printing of intricate objects.
- Ideal for high-end prototyping requiring internal structure visualization, fit validation in assemblies, and low to medium production quantities across diverse applications.

- **Adidas** launched 4DFWD running shoe, which features a midsole created using digital light synthesis (DLS) technology.
- **Ford** uses DLS technology and EPX 82 material to manufacture components on-demand, reducing costs, accelerating time-to-market, and cutting inventory.

4



Multi-materials 3D printing

- Enables the integration of different materials such as polymers, metals, ceramics, and elastomers within the same print job, catering to diverse needs.
- Allows for the fabrication of complex objects with varying properties and textures in a single printing process, enhancing design flexibility and functionality.

- **Glidewell Dental** adopted 3D Systems' monolithic jetted denture solution, leveraging multiple materials to enhance denture durability and aesthetics.
- **Sidus Space** launched a multi-material 3D printing division specializing in multiple composite materials for producing structural support components.

Compared to traditional manufacturing, AM provides significant benefits that solve many pressing concerns for manufacturers

Complex product design

Enables the creation of complex geometries driven by generative design and biomimicry, surpassing the limitations of traditional manufacturing methods.

Industry example: Briggs Automotive Company



Mass customization

Allows creation of mass custom products digitally. Has applications in orthotics, medical implants, footwear, eyewear, handles, and grips, among other things.

Industry example: adidas Futurecraft 3D Shoe



Inventory optimization

Reduces inventory by enabling just-in-time and on-demand operations. Decreased storage requirements and fewer parts reduce costs.

Industry example: Azoth



Sustainability requirements

Highly environmentally friendly production process that minimizes material waste, conserves energy, and employs sustainable feedstock.

Industry example: Vestas

Note: AM is additive manufacturing.
Source: Kearney analysis



Supply chain resilience

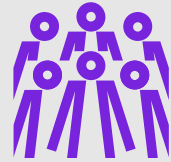
Decreases reliance on imports by facilitating localized production schedules, promoting efficiency and resilience.

Industry examples: Model No



Despite challenges, companies are increasingly poised to overcome adoption barriers and integrate AM into daily operations

Current challenges



Labor issues

Many manufacturing firms lack skilled workforce required to effectively utilize 3D printing technologies.



High capex and running costs

Industrial 3D printers cost tens of thousands of dollars, with material expenses ranging from \$20 to \$30 per kilogram for basic materials and exceeding \$100 per kilogram for specialized materials and composites.



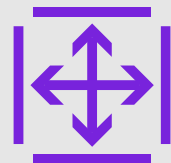
Slow production speed

Most 3D printers have a moderate production speed, typically printing everyday items at around 50–60 mm/hour (medium quality), which can reach up to 500 mm/hour on higher-end models.



Quality control

3D printing quality control is complicated by interdependent printing parameters and external variables such as environmental conditions, operator skill, and equipment maintenance.



Size limitations

The size of a 3D printer determines the maximum dimensions of printed items, typically restricting the application range to smaller-sized items.

Opportunity



Additional training and education for workers



Improve supply chains and explore new AM-compatible materials to reduce costs



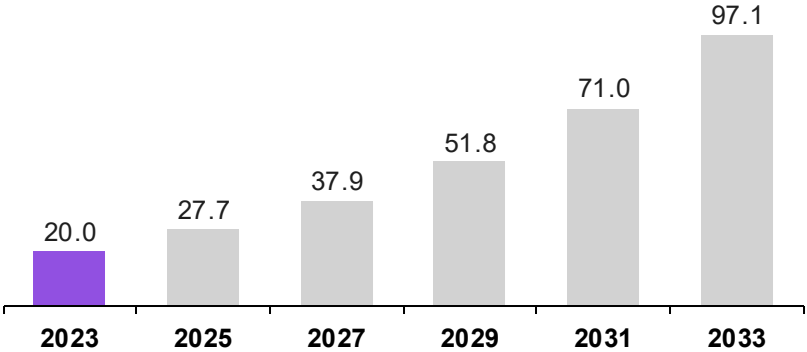
Identify production needs where AM can create maximum value with lower costs



Utilize AI/ML and machine vision to overcome quality concerns

In the future, AM is expected to go beyond making prototypes, jigs, fixtures, and tooling, moving toward producing fully finished products

Global AM market (Forecast)
\$ billion



Future advancements in AM

- 3D printing poised to grow in size, speed, and affordability.
- Generative designs, ML algorithms, and machine vision** will enhance 3D printers for superior quality output.
- The **accessibility and affordability of AM materials** will expand, opening doors to broader applications.
- AM will **bolster supply chain resilience** while propelling **sustainability efforts**.

Future of 3D printing in prominent sectors

Food	– Moving beyond creation of novel shapes and structures. – Futuristic “digital cooking” gaining prominence. – Meat, fish, and bakery items demonstrate higher applicability.	Aerospace	– Potential to produce entire 3D-printed jet or rocket engines in future. – Aircraft MRO firms may utilize 3D printers for producing replacement parts, enabling faster turnaround and on-demand production.
Pharmaceutical	– Custom drug formulation as per patient’s therapeutic requirements and preferences. – In the future, expect 3D printers in pharmacies and hospitals for on-site, truly personalized medicines.	Automotive	– Full 3D-printed cars, from concept cars to electric vehicles, even custom models for specific applications. – Auto workshops may shift from parts inventory to 3D printers for on-demand production.
Healthcare	– Rise of bioprinters using “bio-ink,” made of living cells, creating human tissue. – Enable mass production of human limbs, joint cartilage, and transplant-ready organs.	Construction	– Large-scale 3D printers could soon build entire buildings onsite at construction sites. – 3D-printed houses may offer solutions to personalization and affordability challenges in construction.

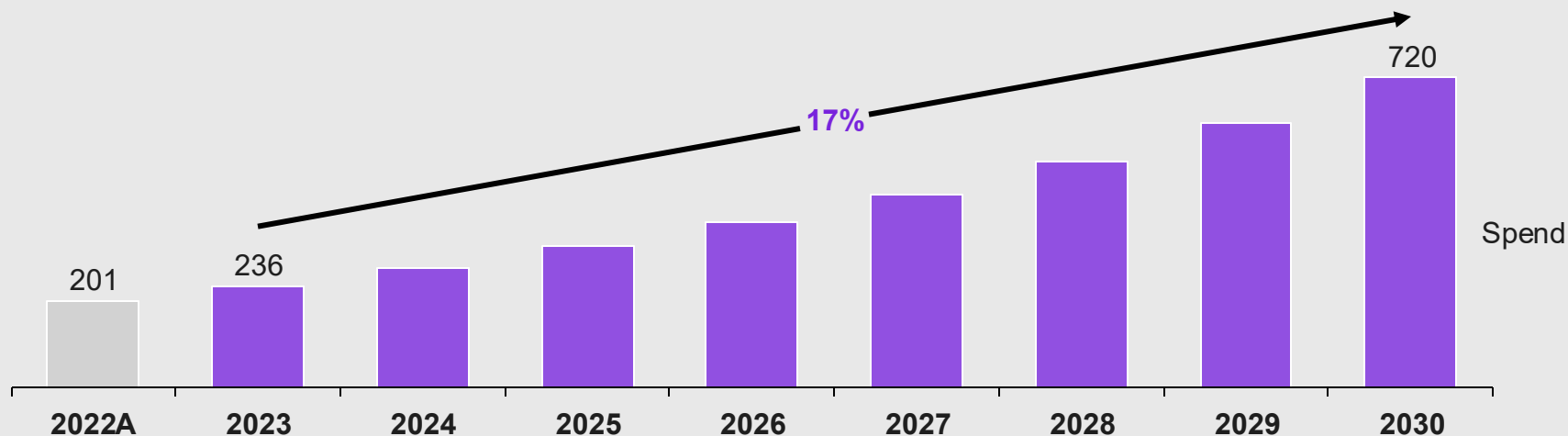
Notes: AM is additive manufacturing. ML is machine learning. MRO is maintenance, repair, and operations.
Source: Kearney analysis

5. Industrial Internet of Things (IIoT)



Enterprise IoT is expected to be a \$720 billion market with more than 4 billion connected devices in manufacturing alone by 2030

Global spending on enterprise IoT technologies¹



Total IoT devices globally²

>55 billion

By 2025



Installed devices in connected manufacturing²

>4 billion

By 2030



Terabytes of data generated from IoT²

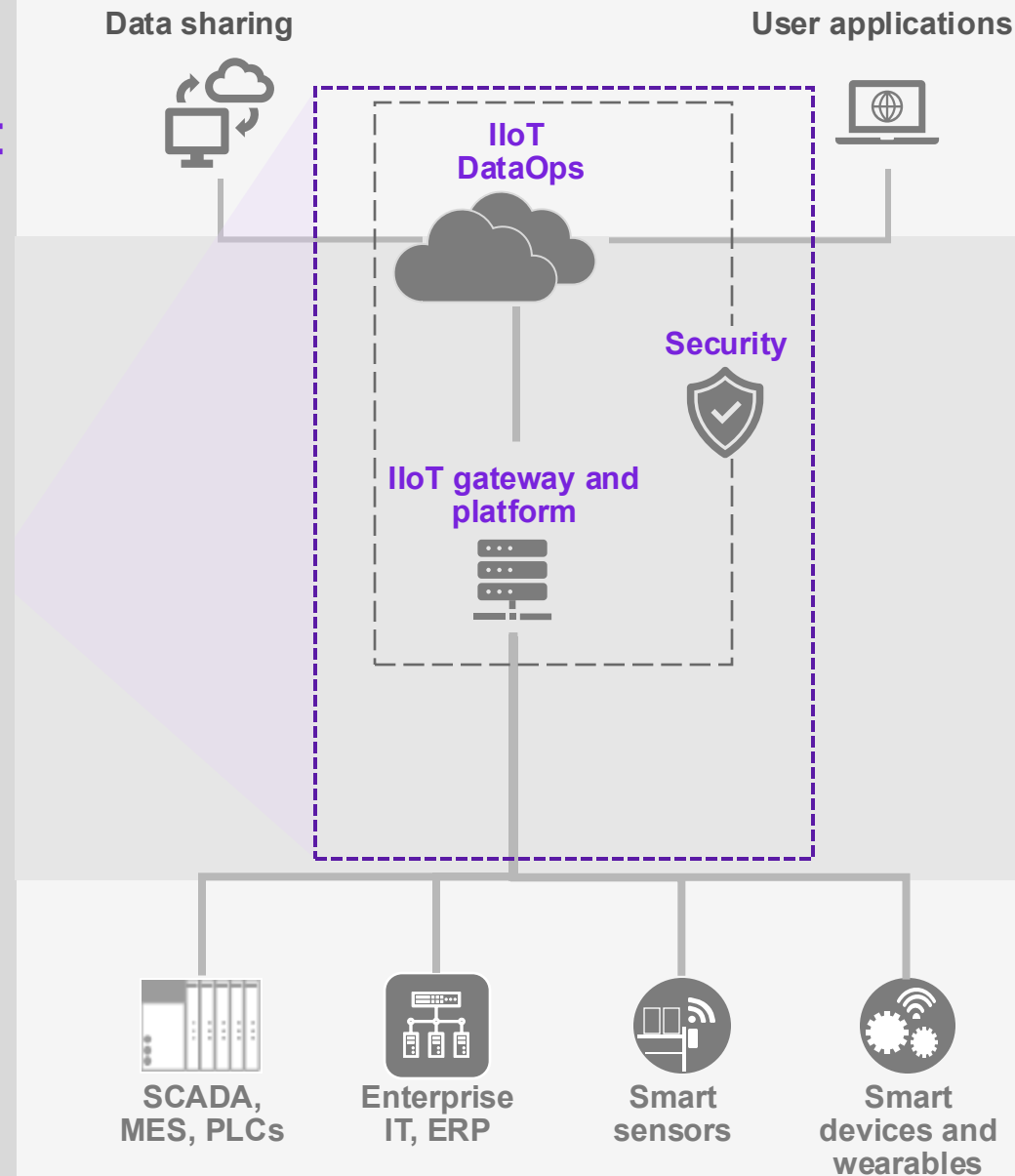
80 billion

By 2025

Note: IoT in Internet of Things.
Sources: (1) State of IoT Spring 2024. IOT Analytics, (2) IoT Global Industry Snapshot – Acquisdata (June 2023); Kearney analysis

A scalable and secure enterprise IIoT platform is the backbone enabling AI, ML, AR/VR, and digital twins

Application
Platform
Devices/source



End applications and solutions

- Advanced applications such as AI/ML, AR/VR, and digital twins to generate insights, optimize supply chain and operations, and manage product life cycle end to end.

IIoT DataOps – unified data layer

- Solutions to standardize, normalize, and contextualize data across edge devices and systems for advanced applications.

Security

- ISA/IEC 62443 certified products, zero trust solutions, threat detection, and response and recovery solutions.

Multiprotocol gateways

- Simplified architecture supporting IIoT communication protocols such as OPC UA and MQTT and integration with standard data sources.

Edge devices and data sources

- IIoT protocol enabled (e.g., OPC UA, MQTT, Wireless HART) for secure and scalable deployment.
- 5G enabled for low-cost deployment.
- Edge computing using AI-enabled chipsets to simplify DataOps and architecture for deployment and application development.

Notes: AI is artificial intelligence. ML is machine learning. AR is augmented reality. VR is virtual reality. IIoT is Industrial Internet of Things. SCADA is supervisory control and data acquisition. MES is manufacturing execution system. PLC is programmable logic controller. ERP is enterprise resource planning.

Sources: Simplifying IIoT Technology Stack (ISA), PTC implementing Zero-trust to IIoT Solutions, DataOps: Missing Link in your Industrial data architecture (IIoT World); Kearney analysis

IIoT solutions currently being adopted already integrate digital twin, AI/ML, cloud services, and other i4.0 technologies to deliver value

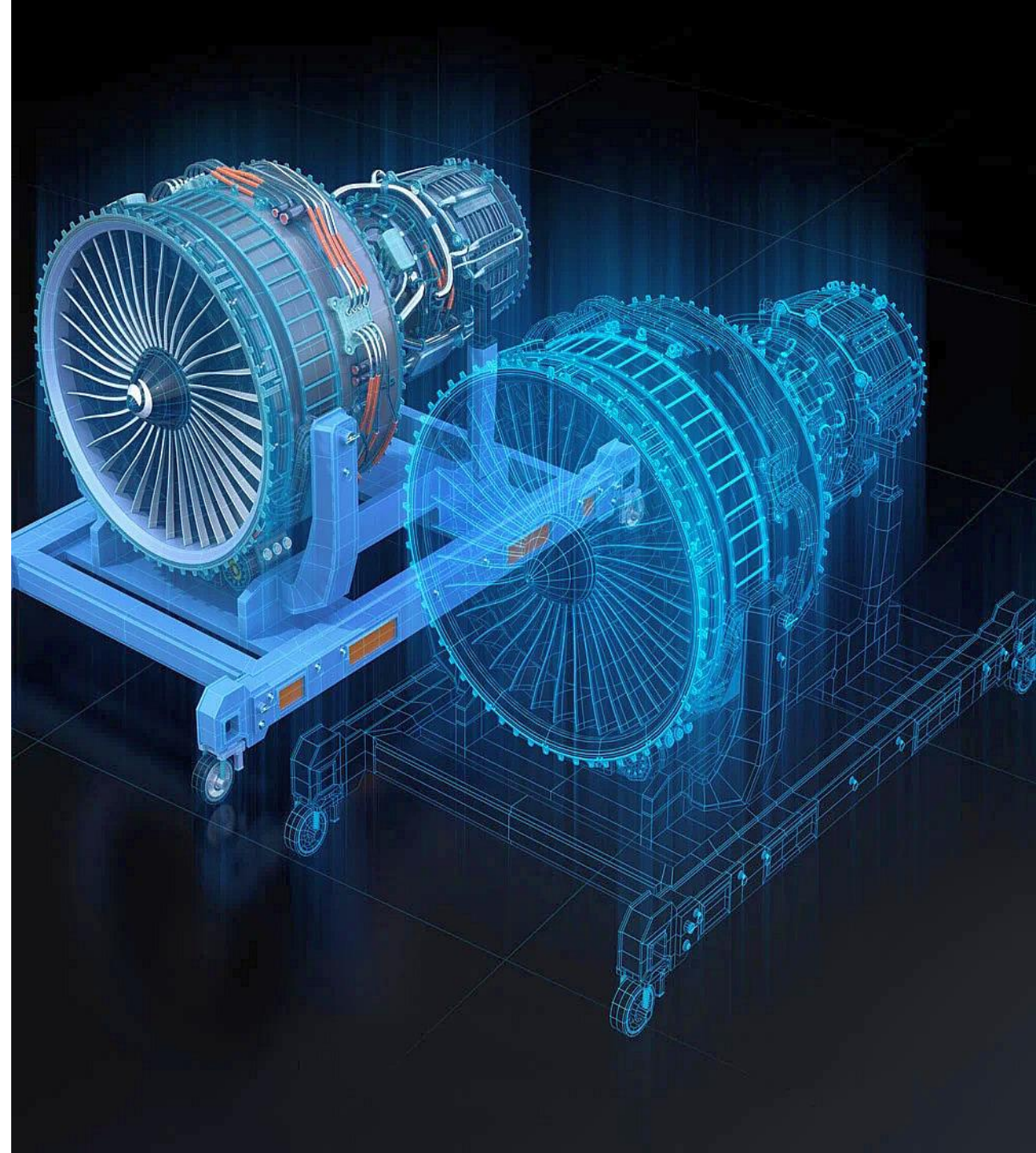
Application	Examples
 Predictive maintenance	– Flowserve is using PTC ThingWorx to monitor pumps that undergo intermittent cavitation to improve equipment availability and efficiency and mitigate \$16 million cavitation problem.¹
 Sustainability	– Sabic employed IIoT solution alongside AspenTech's Utilities Planner to optimize plant utilities through monitoring real-time plant data and using digital twin simulations to find optimal operating conditions and lower CO₂ emissions by 60k tons per year.²
 New business models	– Food and beverage OEM is using HighByte DataOps solution with Azure IoT Hub to standardize data across a large and diverse portfolio of products and offer cloud-based machine monitoring and predictive maintenance service to their end customers.³
 Process optimization	– Logistics Warehouse implemented Samara Site visibility solution combined with AI dashcams to optimize production line workflows and increase daily production by 45%.⁴

Cybersecurity, costs, and skill gaps are the primary challenges to IIoT adoption and scaling, but can be overcome with the right digital strategy, operating model, and technology road map

Challenges:		Solutions:
Cybersecurity – In 2023, 70% of all ransomware attacks targeted manufacturing. Secure networks are necessary for broad IIoT solution adoption.	→	– Zero trust architecture and solutions – ISA/IEC 62443 certified products – IT/OT cyber threat detection, response, and recovery solutions
High capex and opex – High capital requirements for widespread adoption – High operating costs if solutions are fragmented/implemented regionally (or at site level)	→	– Subscription-based SaaS IIoT platforms, wireless/5G-enabled technology adoption, Ethernet-APL enabled devices to reduce capex for deployment – Global vendor strategy to consolidate and minimize operating costs
Skilled talent to implement and maintain IIoT solutions – Talent shortage to execute and maintain IIoT solutions	→	– Digital operating model aligned with strategy to implement and sustain IIoT solutions – Leveraging vendor partnerships and managed services to sustain IIoT solutions
Scaling applications and use case – Use cases developed for single plants and processes lack standardization to scale.	→	– Digital strategy to manage, scale, and maintain applications – DataOps software solutions to standardize, contextualize, manage data across different systems

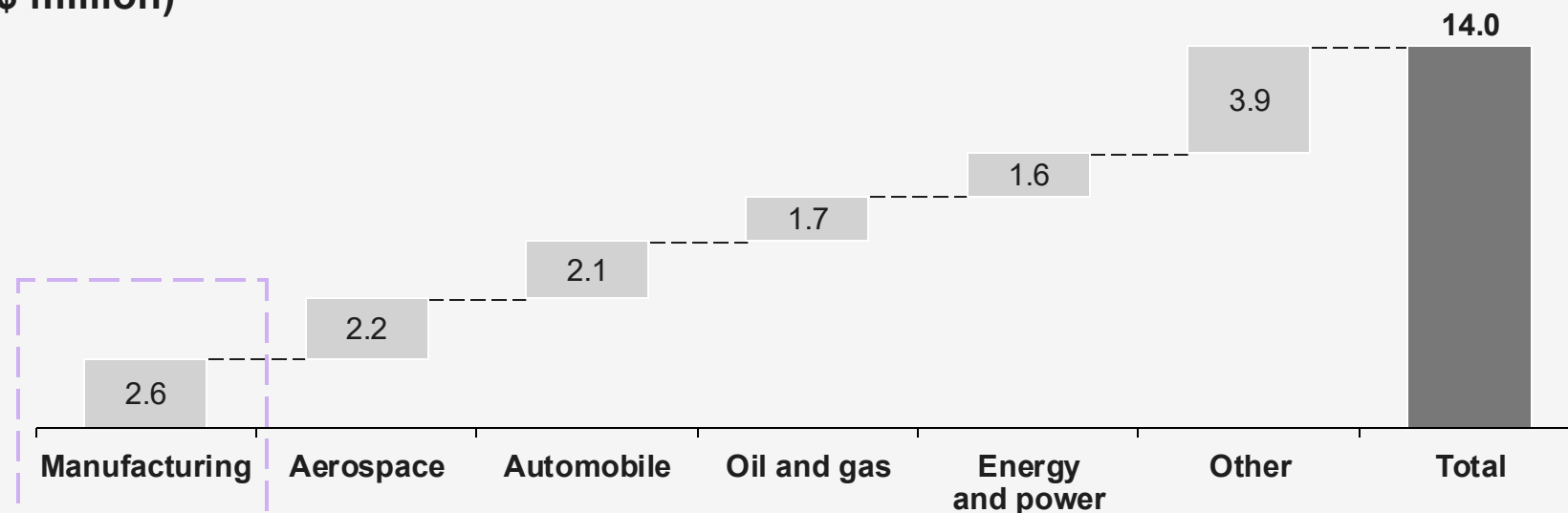
Note: IIoT is Industrial Internet of Things.
Source: Kearney analysis

6. Digital twins

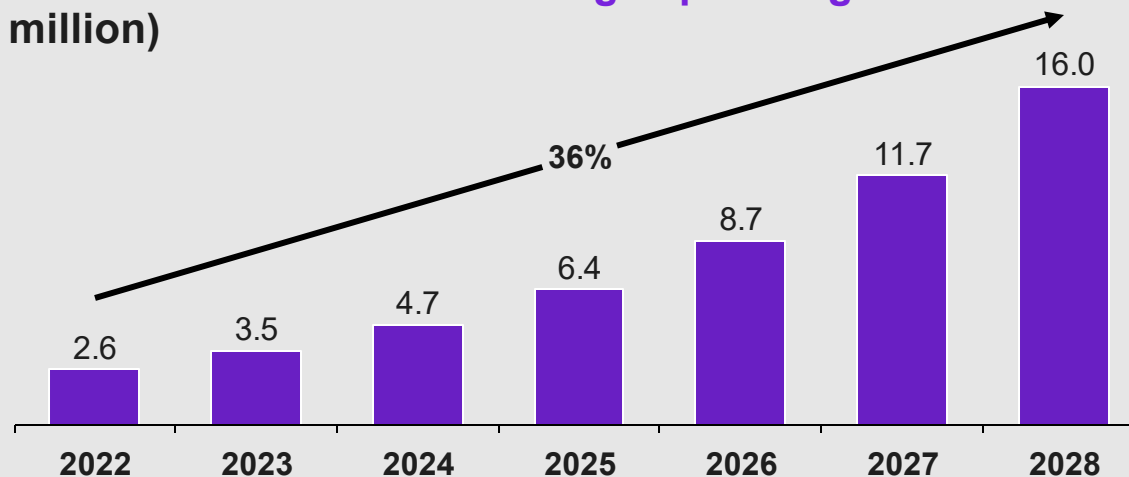


The manufacturing sector has emerged as the foremost adopter of digital twins, with its market size projected to surge by 36% by 2028

Digital twin (DT) global market size by application in 2022
(\$ million)



DT market size in manufacturing expected growth
(\$ million)



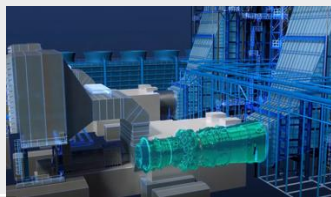
Growth is driven by increasing demand of manufacturers' needs:

- Application of predictive maintenance
- Adoption of Industry 4.0 and IoT
- Reduced time-to-market
- Improved decision-making

(Details to follow)

DTs have been adopted at different levels in manufacturing, ranging from passive monitoring to interactive virtual factories

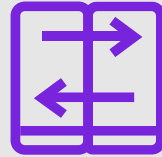
Examples of DT in manufacturing

Application	Characteristics	Examples
1 Monitoring	- Tracks and monitors assets. - Integrates into real-time data via IoT.	John Deere using virtual operations center - Leveraging Matterport's DT platform to monitor assets - Remotely managing 60 facilities across 4 continents   
2 Maintenance	- Interacts with its physical entity to remain in sync to predict and plan maintenance. - Anomalies are addressed by an external application.	GE uses DT in power generation sector - Monitoring health of assets - Performing predictive maintenance  
3 Simulation	Augments functionality of physical equipment.	Mevea simulates machinery before it is built - Testing in different scenarios - Training operators and receiving feedback  
4 Metaverse	3D digital twins of production systems to improve manufacturing efficiencies.	Swinburne University is building Factory of the Future - Partnering with CWX to create 3D digital twins of factories - Designing new digital manufacturing solutions in metaverse  

In the future, DT may transition from an extension of a physical asset to an independent product/service

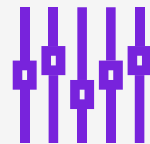
Decoupling of software and hardware

- Equipment manufacturers shift from offering DT as an add-on to selling DT as a service
 - Or, third parties specialize in creating and selling DT as a service
- Service is sold in the form of a software package, independent of the physical entity



Customization of the model

- Mechanism to allow clients to:
 - Embed a model and features
 - Add specific knowledge
- Model learns the framework and the do's and don'ts



Generic DT models for sale

- A client buys an off-the-shelf, generic DT model
- Model is refined to match client's physical entity
- DT model acquires “thread” (historical record) of the physical entity
- DT model and the entity are then connected



Enhanced autonomy of the models

- Models have greater level of autonomy as they can take autonomous actions and share them with the environment (e.g., other robots in the assembly line)



There are certain challenges to digital twin adoption...

High cost of deployment and complex infrastructure

- Implementing DTs requires significant investment in technology platforms, infrastructure, and maintenance.
- Complex architecture for DTs requires considerable IT workforce and investments to manage interoperability issues and communication networks.



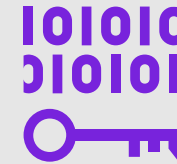
Talent gaps

- Skilled IT team is required manage the complex integration and maintenance of DTs.
- Successful implementation requires specialized knowledge in IoT, AI, and big data.
- Current workforce supply does not match the rising demand, with the gap between demand and supply widening.



Cybersecurity concerns

- Companies are cautious about adopting new technologies due to the risk of cyberattacks.
- Two threat types:
 - Attack on digital twin: attackers may gain access to company's IP by breaking the infrastructure security.
 - Target physical systems: cyber attackers may access and control the operation of the physical assets.



Ensuring accurate process characterization

- While digital twins can identify correlations within data, distinguishing between correlation and causation remains complex. This can lead to incorrect assumptions about process behaviors and outcomes.
- The human factor continues to play a crucial role. Ensuring that the process is fully and correctly characterized requires human expertise to understand and define critical control points accurately.



Notes: DT is digital twins. IoT is Internet of Things. AI is artificial intelligence.
Source: Kearney analysis

...but rising manufacturers' demands and needs will drive DT adoption growth

Growing demand for:

Predictive maintenance

- Predicts equipment failure early.
- Reduces downtimes.



Digital twins role:

- 3D digital models relate data from sensors to record KPIs.
- Software analyzes real-time data and compares to historical and standard data.



Industry 4.0 and IoT

- Improves plant productivity and efficiency.
- Facilitates collaboration and knowledge sharing.



- DT solutions allow automation and smart manufacturing process.



Reduced time-to-market

- Allows firms to have their product available to customers faster than competitors.



- Virtual twins enable rapid iterations of prototypes in a virtual environment.
- Optimizes a product's performance while reducing development time.



Improved decision-making

- Enables firms to remain competitive in a dynamic market.



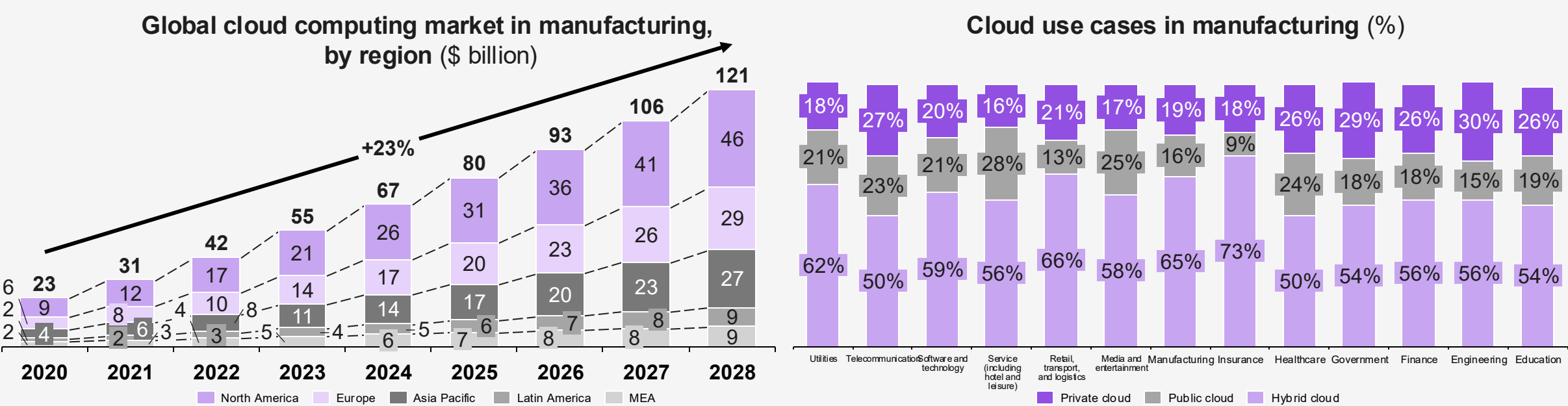
- Digital twin provides consolidated information about assets across different departments and sites.
- Dashboards provide a single visualization platform, increasing stakeholder collaboration.



7. Cloud and edge computing



Cloud-based infrastructure growth in manufacturing is driven by modernizing and leveraging technology through tailored cloud services, offering advantages over costly infrastructure investments



- Growing use of cloud tech to streamline manufacturing, enhance supply chain management, and boost operational efficiency.
- Cloud service models are poised to offer significant value to manufacturers by incorporating advanced technologies such as AI , ML, and others.
- Hybrid cloud is the top choice for the insurance industry, with 73% adoption.
- The manufacturing industry has a significant inclination toward hybrid cloud solutions compared to private or public cloud. Conversely, the services industry has the highest adoption of public cloud, at 28%.
- The APAC cloud computing market is poised to grow at 24.2% CAGR, followed by Latin America, MEA, Europe, and North America for 2016–2028.

Cloud computing offers improved scalability, accessibility, agility, security, and energy efficiency



Cost optimization

- Enables cost savings by eliminating upfront hardware expenses associated with on-premises solutions. Also reduces the need for costly infrastructure upgrades.
- **MMG** used cloud optimization to deliver **20% reduction in costs** with a 20-day ROI.



Data security

- Allows use of high-level security measures, encryption, and frequent backups to safeguard data and maintain integrity. Offers disaster recovery solutions for swift data recovery and operational resumption after natural disasters or system failures.
- **ADCO** leveraged cloud to enable access to secure data **for all its remote employees**.



Data accessibility

- Manufacturers can instantly and remotely access vital operational metrics such as machine performance and inventory levels for smooth and efficient operations.
- **Mueller's** cloud-based data lake estimated to save **\$8 million** in operational expenses in 5 years.



ESG considerations

- Cloud providers reduce energy usage with efficient data centers, while cloud storage and collaboration tools decrease paper consumption for sustainable manufacturing.
- **ABB** set up sustainable infrastructure services and **reduced overall test times from 10 to 2 days**.



Scalability and flexibility

- Enables manufacturers to optimize their operations, improve resource utilization, and respond quickly to market fluctuations to meet changing business needs.
- **Carlsberg** moved all systems to the cloud and **reduced major error incidents from 13 to 5 per month**.



Agility

- Accelerates product design testing and development, cuts prototype costs, enables quicker market entry, and supports seamless team collaboration.
- **Alstom** **reduced IT incidents by 62% through automation and infrastructure streamlining, migrating 1,000+ virtual machines** to cloud.

Challenges faced by manufacturers while adopting cloud computing technology

Data security and privacy



- Protecting factory equipment from cyberattacks involves connecting as little of it as possible to insecure networks.
- Concerns such as identity theft, data breaches, and malware can erode user trust, leading to potential revenue loss.

Solution

- Manufacturers can decrease risk by implementing cybersecurity standards and limited access rights to central systems.

Workforce skills gap



- Cloud work is demanding and requires expertise and ongoing learning due to its complexity.
- The substantial learning curve could lead to issues like late deliveries and overstocking, among others.

Solution

- On-site training benefits factory workers. Manufacturers must consider hiring/outsourcing IT and cloud specialists.

Legacy IT systems and interoperability



- Outdated IT infrastructure in manufacturing lacks the sensors and Internet connectivity crucial to a smart factory devised for cloud computing and may not integrate with newer production data analysis software, leading to time-consuming retrofitting efforts.

Solution

- Manufacturers can employ integration software to link data center/cloud computers with shop floor machines.

Connectivity and reliability



- Manufacturers in remote areas or with poor connectivity face challenges, leading to potential disruptions and operational delays.

Solution

- Invest in higher bandwidth, train IT staff, and leverage cloud-based production planning, outsource tasks to MSPs to reduce issues.

Current and future scenario of cloud in different sectors

Retail

- Helps improve inventory accuracy and reduce wastage, track demand.

- Edge computing for real-time processing for automated operational efficiencies like transport planning.

- High cost of transition and stiff competition from retail giants like Amazon deter technology adoption.

Oil and gas

- Digitize old equipment, boosts safety by remote operations monitoring.

- Edge and cloud computing help break down data silos, analyze remote data.

- Oil and gas is a capital-intensive sector; hence, cost of upgrading is high.

Pharma

- Accelerates time to market, modeling and simulation capabilities enhance efficiency.

- Integrated manufacturing IT/OT platforms for production and logistics for novel therapies and customized medicine.

- Issues like unauthorized access, data breaches, and disruptions may persist.

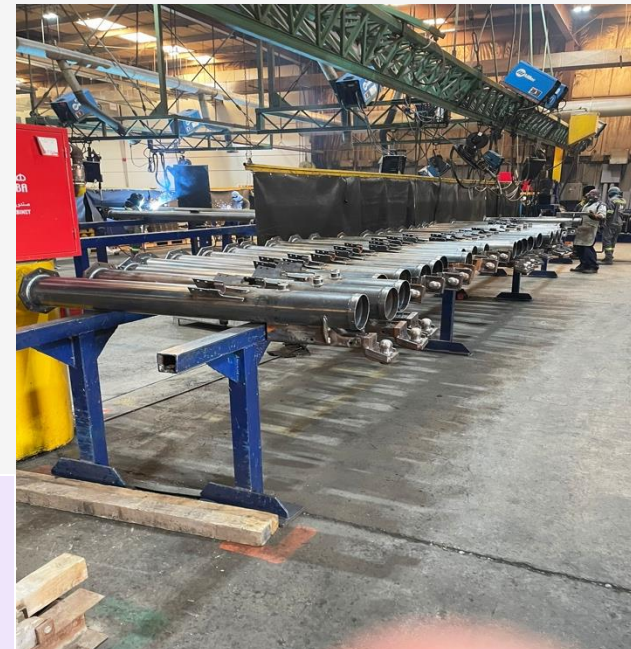
Current challenges

Automotive

- Visual quality control and early anomaly detection, factory performance analysis.

- Create flexible automated systems for high-quality, precision-engineered products leading to smart manufacturing.

- High cost of transition, phased implementation may delay production and cause losses.



Aerospace

- Aids faster prototyping, sensitive data protection, product design, and production management.

- Enhance key aerospace workflows, testing in immersive environments will reduce the need for costly physical trials.

- High demand from airlines makes it difficult to meet the supply and demand, sidelining innovation.

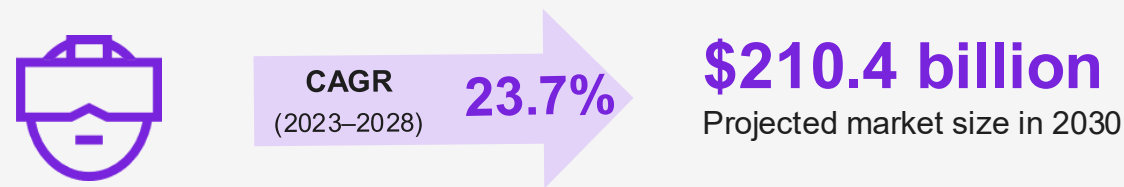
Current challenges

8. AR/VR/wearables

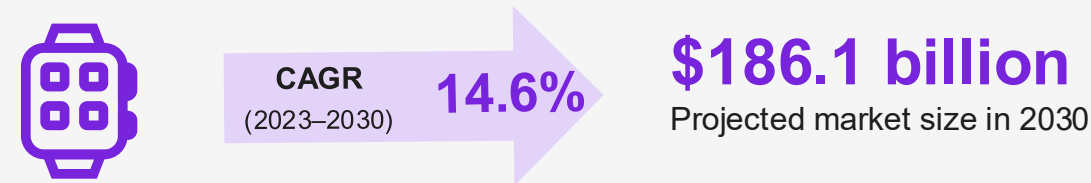


The adoption of AR/VR and wearable technology is rapidly increasing globally, with a current market size of \$24 billion in the manufacturing and industrials space

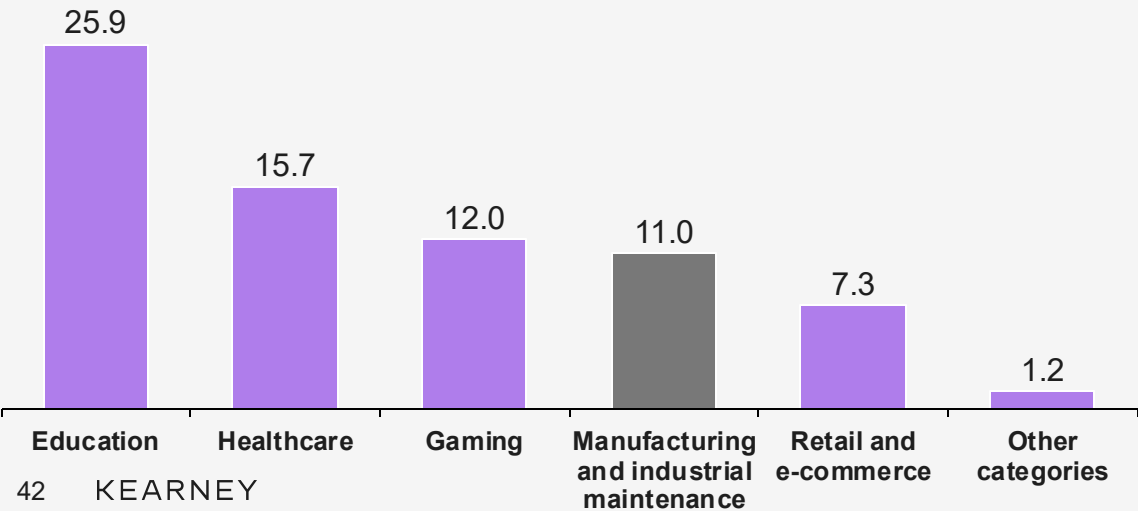
Market size, AR/VR, 2023–2028



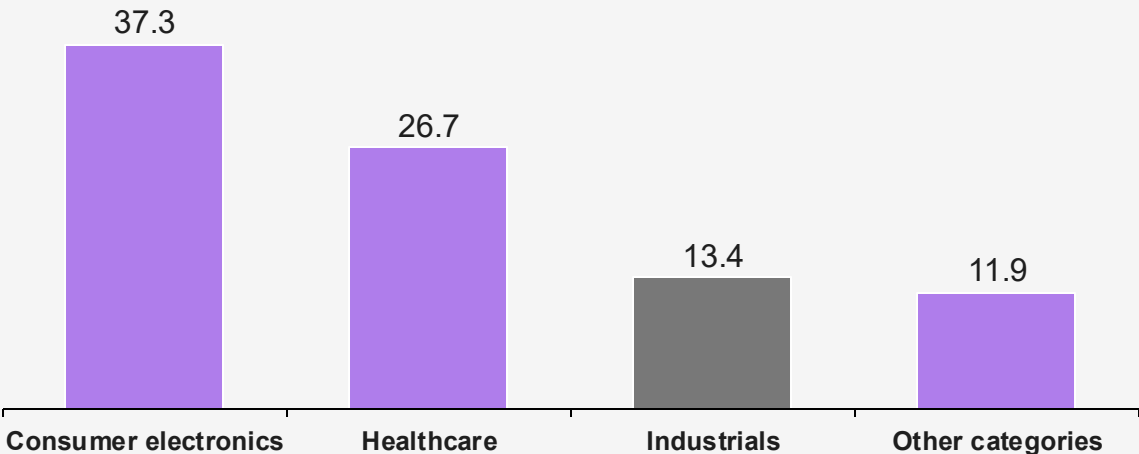
Market size, wearable technology, 2023–2030



Projected global investment in augmented and virtual reality (AR/VR) technology worldwide in 2024, by industry (\$ billion)

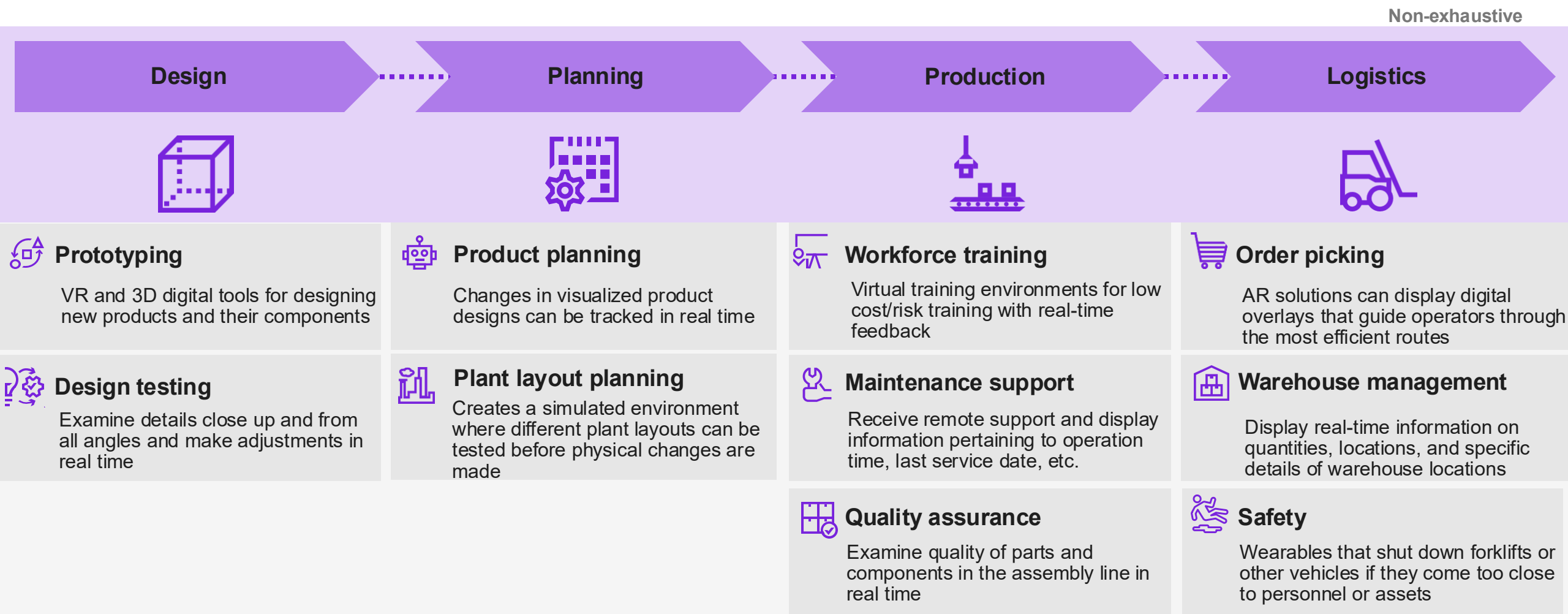


Projected global investment in wearable technology worldwide in 2024, by industry (\$ billion)



Sources: Prescient & Strategic Intelligence, Fortune Business Insights, Research and Markets, IDC; Kearney analysis

AR, VR, and wearables can be utilized in a wide range of operational applications



Notes: AR is augmented reality. VR is virtual reality.
Source: Kearney analysis

Adoption of AR/VR/wearables is increasing, with a few industry players at the forefront of the effort...

Example types of AR/VR/wearables applications



Metaverse manufacturing process training

Manufacturers are using the mixed reality (MR) capability of the metaverse to augment manufacturing processes. Augmented manufacturing processes provide a more realistic experience for new operator/engineer training as an alternative to traditional hands-on applications.



Mixed reality manufacturing inspections

Mixed reality goggles are being deployed to complete more thorough inspections in the manufacturing process. MR goggles are superimposing pictures and text onto assemblies to provide written and visual standards as inspections are completed.



Augmented reality (AR) manufacturing assembly

Low-volume, high-tech manufacturers are using AR to communicate work instructions and installation standards. During assembly, the work instructions are shared via AR along with visual standards for correct part alignment and installation.



Wearable exoskeletons in operations

Adjustable exoskeletons are being used to improve operator ergonomics. Exoskeletons replicate body movements to perform necessary tasks with less muscle fatigue and increased speed. The technology leads to an alleviation of physical stress, reduction of ergonomic risk, and sustainment of worker well-being.

Companies leveraging the technologies today



Non-exhaustive

...but challenges remain for implementing and leveraging these technologies effectively across an organization

Financial justification



- The cost of purchasing AR/VR and wearable devices, as well as the associated software and infrastructure, can be substantial.
- Justifying the investment in wearable technology can be challenging, especially if the benefits are not immediately apparent.

Human factors



- Workers may be resistant to wearing new technology, particularly if it is uncomfortable or perceived as intrusive.
- Workers need comprehensive training to effectively use wearable devices.
- To willingly adopt the technology, workers must feel that the technology adds direct value to their positions, without adding complexity.

Notes: AR is augmented reality. VR is virtual reality.
Source: Kearney analysis

Complexity and scalability



- Wearable technology needs to seamlessly integrate with current manufacturing systems, which can be difficult due to compatibility issues with legacy systems.
- Deploying wearable technology across a large workforce with multiple sites and use cases can be complex.
- Customization to environments and applications can require specific skill sets that are uncommon in manufacturing.

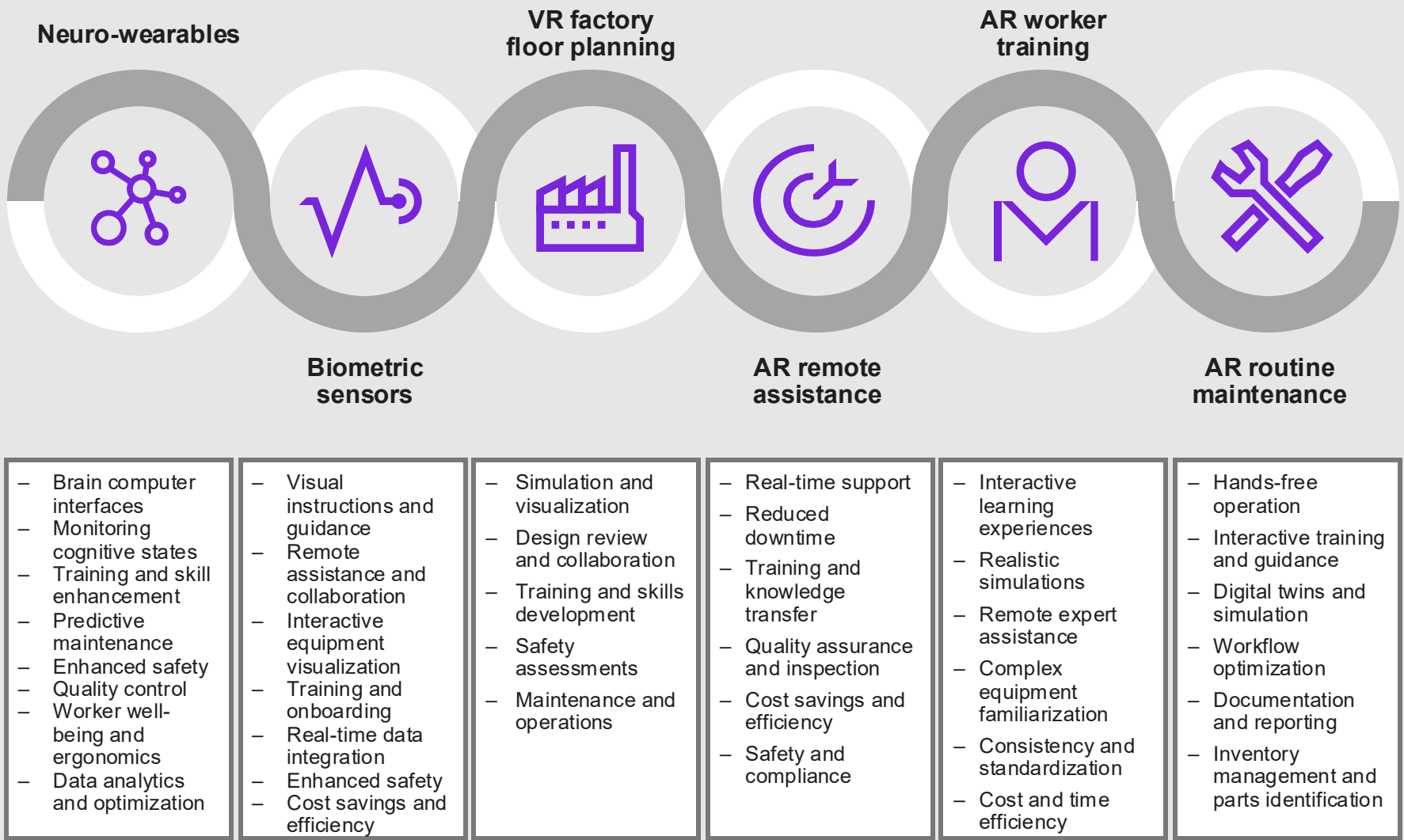
Privacy concerns



- Wearables can track workers' movements and activities, raising concerns about privacy and surveillance.
- Ensuring that personal data collected by wearables is handled in compliance with privacy regulations is a significant challenge.

The evolution of AR/VR/wearable tech has laid the foundation for future applications in the manufacturing sector

Future innovation in VR/AR/wearables



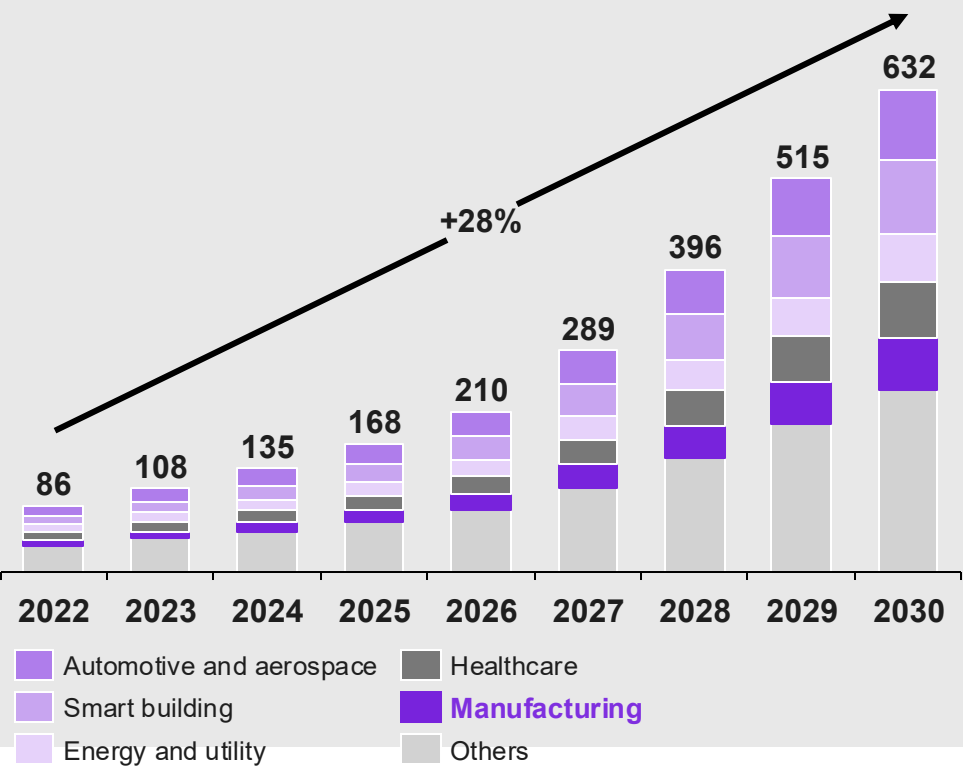
Notes: AR is augmented reality. VR is virtual reality.
Source: Kearney analysis

9. 5G

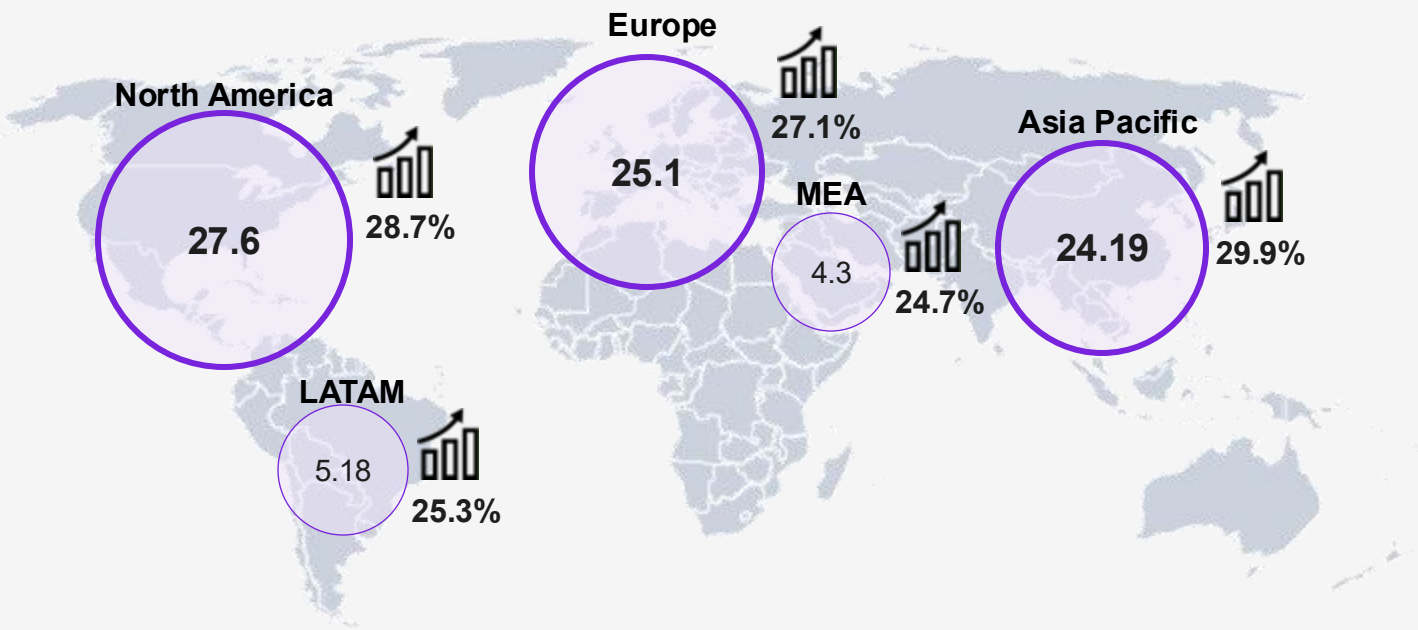


5G industrial applications to grow by 28% CAGR through 2030, primarily driven by smart building, automotive and aerospace, healthcare, and manufacturing

5G market size by industry verticals (\$ billion)

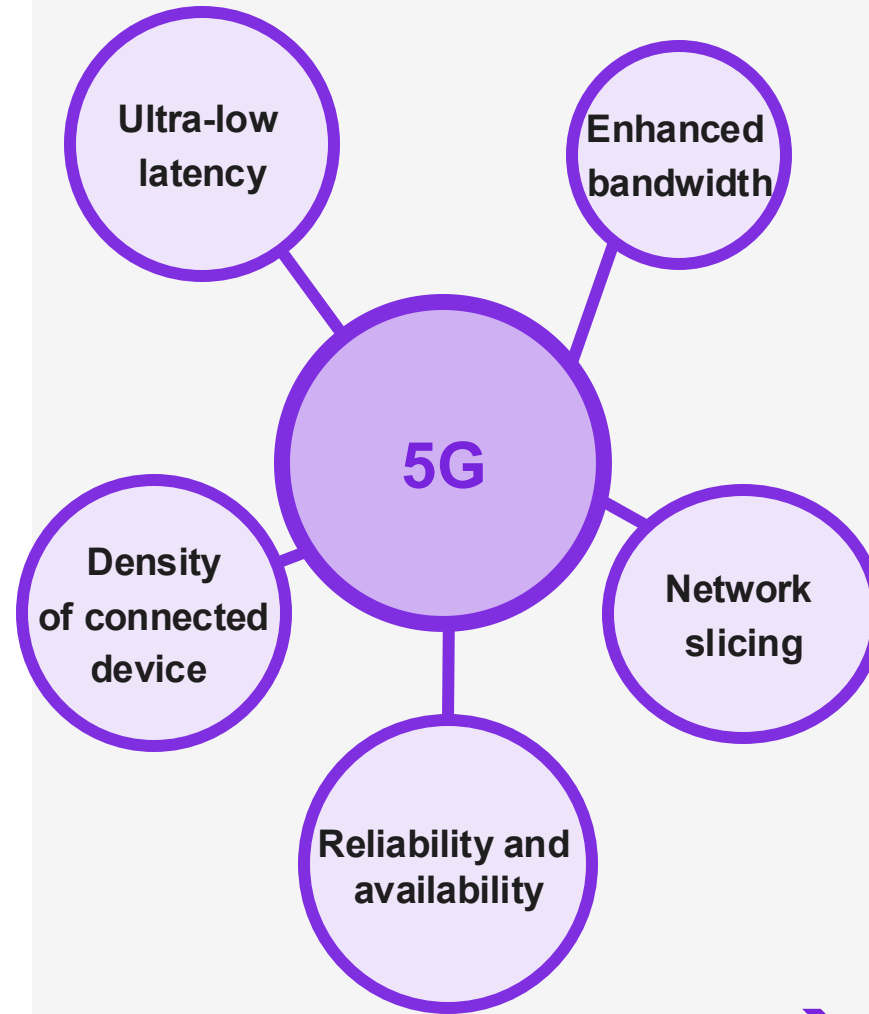


Adoption of 5G applications by region, 2022 (\$ billion)



5G helps reduce environmental impact by addressing all seven types of waste that hinder leaner operations

5G value add



Source: Kearney analysis

Wastes in operations



Waiting



Inventory



Overprocessing



Motion



Overproduction



Environmental impact



Defects

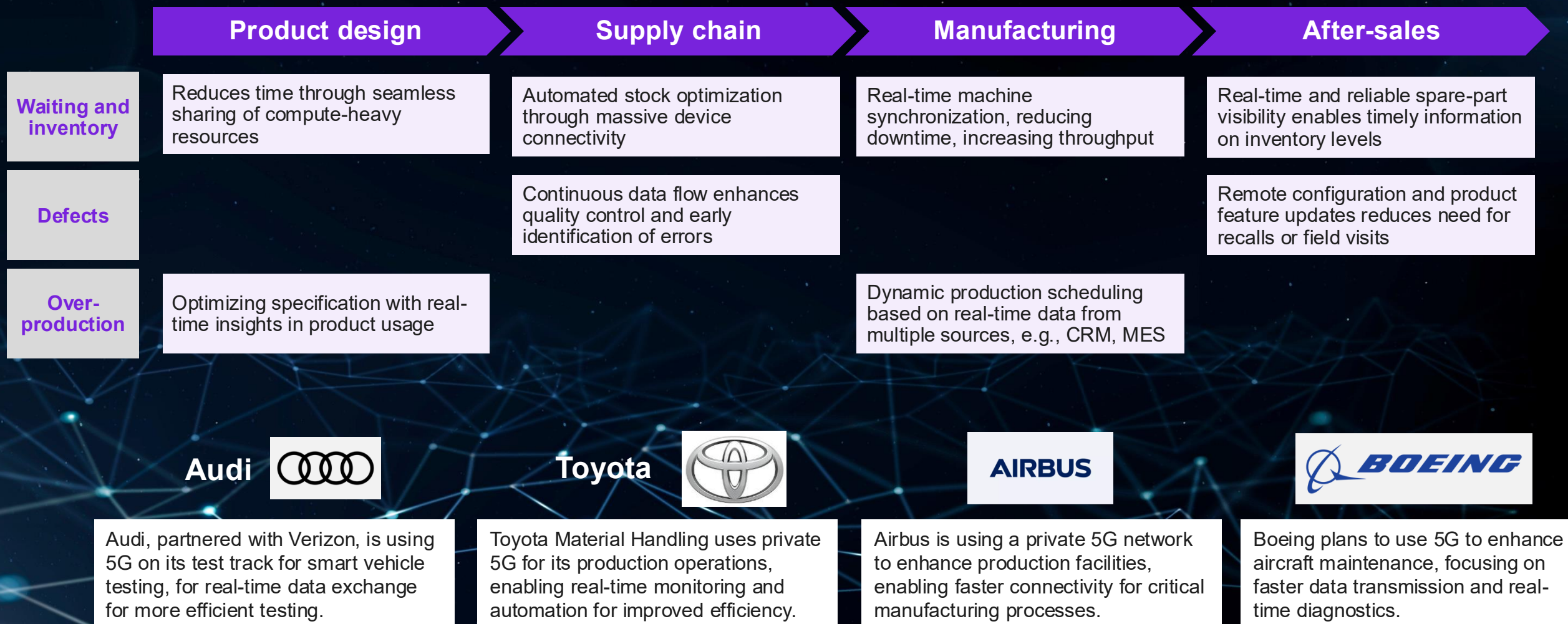


Transportation

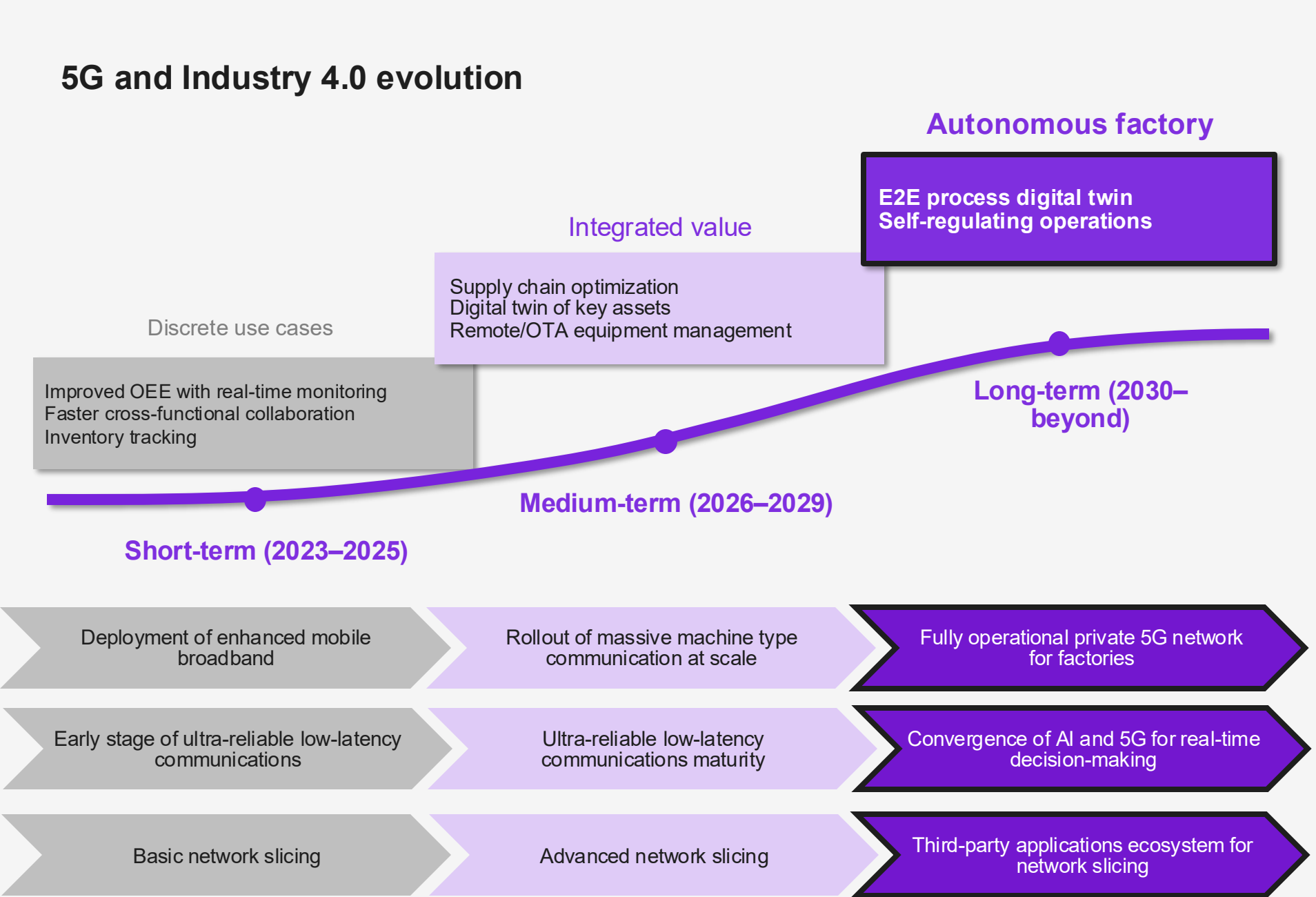
5G technology can significantly enhance manufacturing efficiency, reduce costs, and streamline operations across all stages of the value chain

5G use case in manufacturing framework

Non-exhaustive



Evolution in 5G technology will incrementally add value to Industry 4.0 to achieve autonomous factory



Notes: OEE is overall equipment effectiveness. OTA is over-the-air. E2E is end-to-end. AI is artificial intelligence.
Source: Kearney analysis

Key challenges include demonstrable ROI, data overload, integration with legacy systems, and security vulnerabilities

High initial investment

- 5G infrastructure requires substantial upfront investment, which can be prohibitive.
- The return on investment may not be immediately clear, causing hesitation.
- Smaller enterprises may struggle to justify the costs of 5G deployment.

Solution

- Implement 5G incrementally, starting with high-impact areas to demonstrate ROI.

Security vulnerabilities

- More connected devices means more entry points for cyberattacks and data breaches.
- Critical manufacturing data could be at risk of theft or sabotage.
- Critical operations may be targeted, leading to costly downtimes.

Solution

- Implement robust cybersecurity measures, including encryption and AI-based threat detection, to secure the network.

Complex integration with legacy systems

- Integrating 5G with existing, outdated systems can cause significant technical issues.
- Integration may lead to temporary operational downtime and quality issues.
- Managing a hybrid of old and new systems adds layers of complexity.

Solution

- Utilize middleware to facilitate seamless, phased integration while minimizing operational risks.

Data management and overload

- 5G enables a vast number of connected devices, sensors, and machines, leading to exponential growth in data volume.
- The ability to process, analyze, and act on real-time data can become a bottleneck, particularly if the infrastructure is not adequately scaled.

Solution

- Implement edge computing to process data closer to source, reducing latency and bottlenecks.
- Utilize AI and machine learning to prioritize and manage data effectively.

10. Conclusion



Manufacturers are leveraging intelligent automation, data analytics, and bandwidth capacity to improve supply chains, reduce environmental footprint, and empower workforces

AI adoption drivers include big data, robotics, and computer vision capabilities, as well as predictive analytics and real-time optimization.

AI-enabled predictive maintenance applications are expected to grow by 25% over five years, with quality control and production planning applications expanding by 16% and 18%, respectively.

Enterprise IoT offerings are expected to comprise a \$720 billion market by 2030, with more than 4 billion connected devices in manufacturing alone.

AR/VR and wearable technology adoption continues to grow, with a current market size of \$24 billion.

AI-enabled solutions enhance efficient, sustainable, lights-out production.

The advanced robotics industry continues to grow rapidly, carried by demand and advancements in pharma, high-precision, and auto/logistics industries.

3D printing is fueled by the introduction of new machines, materials, and technological breakthroughs.

Scalable and secure enterprise IIoT platforms are the backbone enabling AI, ML, AR/VR, and digital twins.

Cloud-based infrastructure offers advantages over costly infrastructure investments.

AR, VR, and wearables can be utilized in a wide range of operational applications.

Evolution in 5G technology will incrementally add value to Industry 4.0 to achieve autonomous factory.

Workforce challenges include shortages and skills gaps in areas critical to deploying and managing digital solutions.

There are security concerns surround emerging digital technologies that are by definition vulnerable to exposure.

Integrating digital solutions with legacy systems can be complex, disruptive, and expensive.

Continued investments, strategic planning, and incremental deployment can address existing challenges.

Thank you

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