

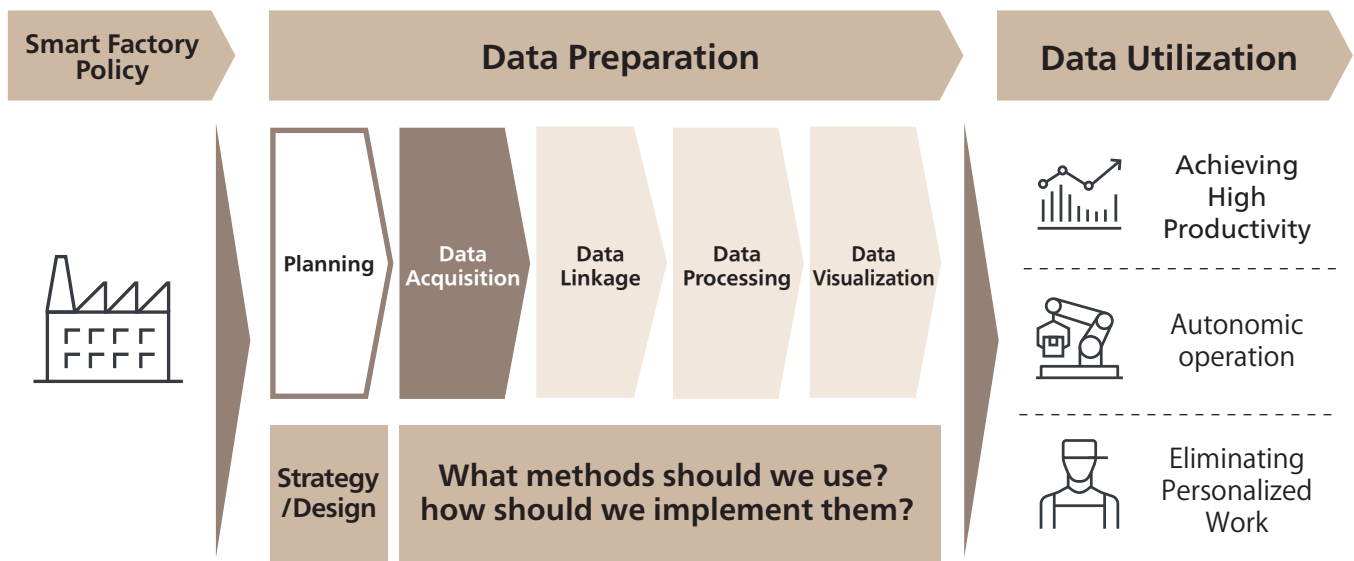
# Sensor Concierge

## Data ready for smart factory

Supporting the Creation of a System for Data Utilization at Manufacturing Sites to Realize Industrial DX

In the manufacturing industry, there is an emerging trend toward utilizing advanced digital technology in problem solving. To achieve results with digital technology, it is necessary to input suitable data in the right form into digital tools and process it to align with specific objectives. Data preparation is a critical success factor for digital transformation.

### Data Preparation for Realizing Smart Factories



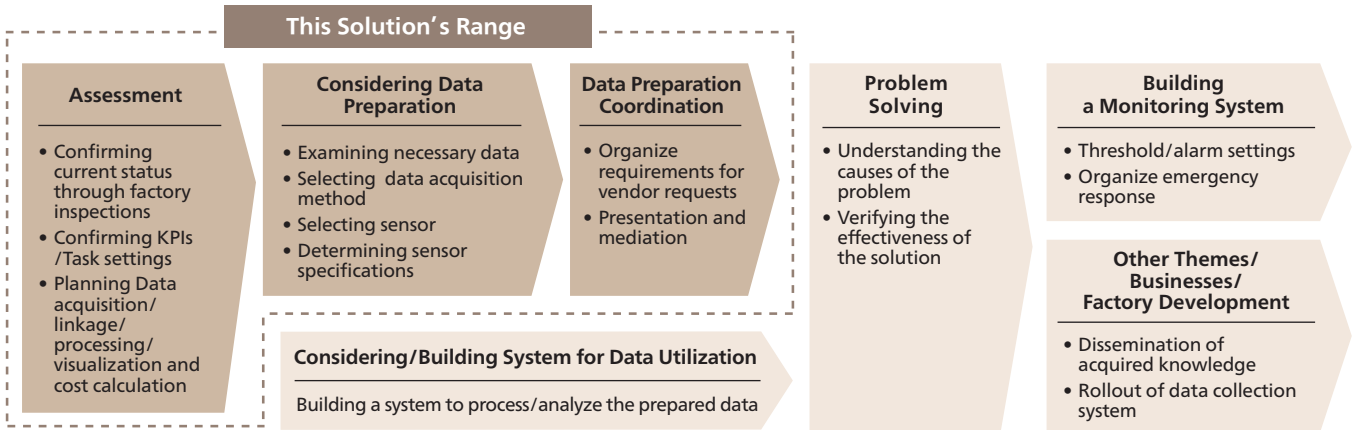
Foundational data preparation is crucial for realizing smart factory functionality through data utilization. Data preparation involves aspects such as “Strategy”, “Design”, “Methodology” and “Implementation”. Each stage of these processes demands distinct capabilities such as strategy formulation, business understanding, and sensor technology, posing challenges to proceed with deep consideration of the entire process. Notably, the core aspect of data preparation—data acquisition (sensor selection)—is frequently considered separately from subsequent integration processes.

### Issues in Data Preparation & The Value Proposition of ABeam Consulting

Strategy	The project has been initiated tentatively, though its specific goals and path are unclear.	Based on our support experience, we establish specific goals considering managerial objectives, and plan a roadmap spanning from design to implementation.
Design	Existing packaged services do not fully match actual business operation requirements.	By clarifying the client’s specific concerns, we prepare the data which suits the client’s actual business operations.
Methodology	Sensor manufacturers are constrained to offering their own services and limited use cases, impeding the development of holistic solutions.	Discover suitable means of data acquisition utilizing knowledge from professionals with diverse industry backgrounds, alliance partners and our abundant project experiences.
Implementation	Concerned about project management across diverse business partners, including those with little past collaboration.	Considering their skills and capabilities, we manage multiple business partners including equipment manufacturers, sensor suppliers, and engineering companies.

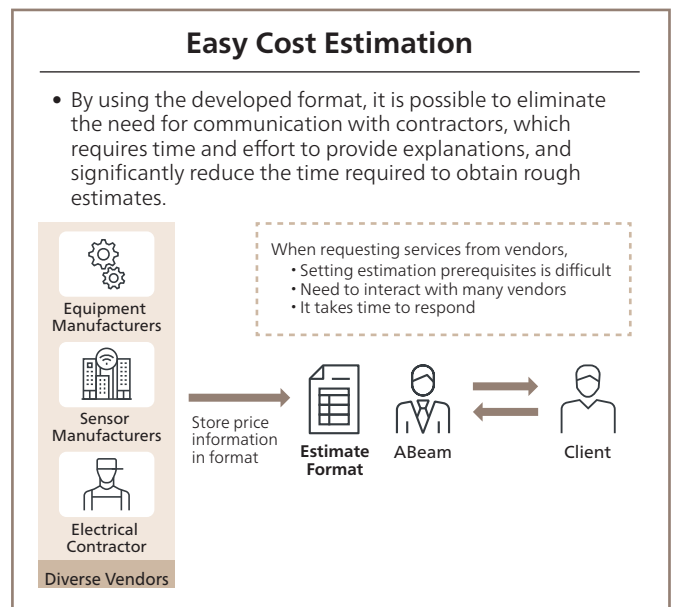
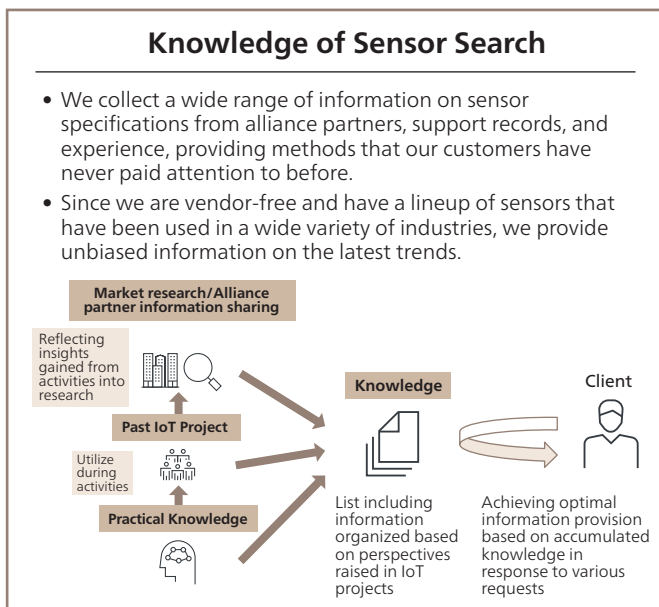
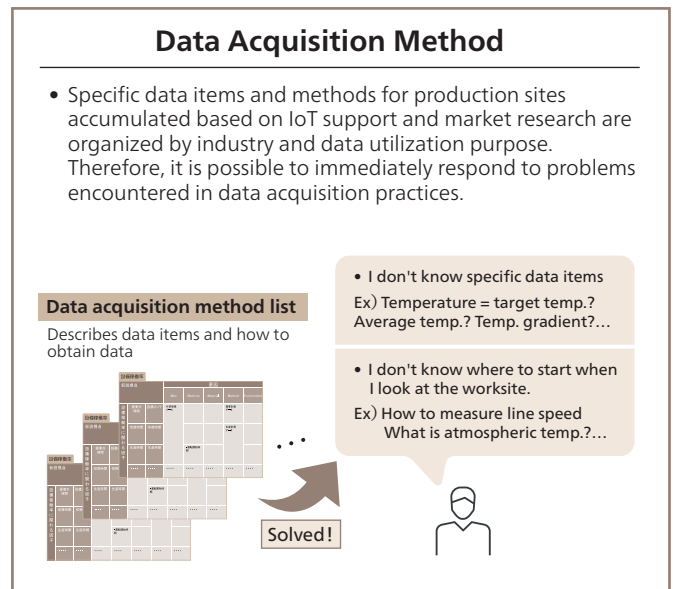
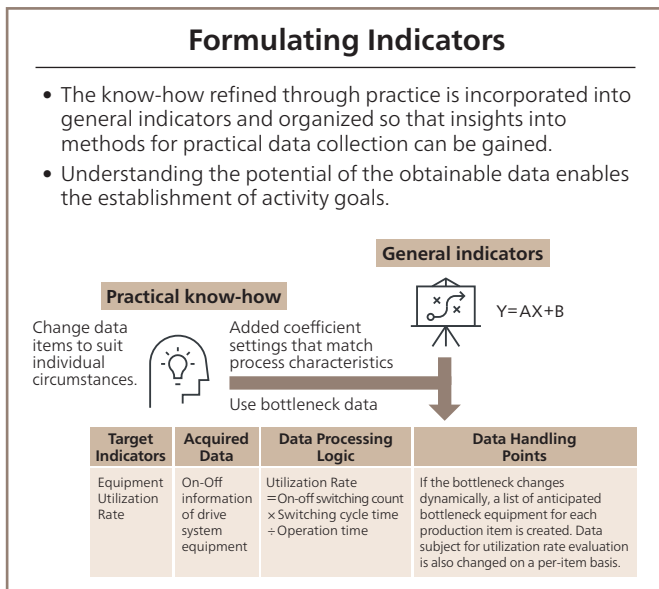
## Approach

We start by evaluating goals to achieve with the data collection system and assess the current situation. Subsequently, we explore various ways to gather data and establish clear criteria for the collection process.



## Assets of ABeam Consulting for Value Provision

We provide optimal solutions to our clients' issues by leveraging the diverse skills of our professionals across various industries and assets built on the know-how gained through abundant projects.



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