

## CORPORATE NEWS

# ISG Analyst report: FORCAM is a leader in Production Automation Solutions

- „Highly flexible and ready-to-use analytics platform for manufacturing“
- A leader ensures „innovative strength and stability“

**Ravensburg, January 2021.** International technology research and consulting firm ISG ([Information Services Group](#)) ranks smart factory specialists [FORCAM](#) as a leader in the field of production automation solutions.

With FORCAM FORCE™, FORCAM provides a „highly flexible and ready-to-use analytics platform for manufacturing“, states the ISG Provider Lens™ report „Manufacturing Industry Services Germany 2020“. „FORCAM's data collection solution integrates various plug-ins and open API interfaces for sources such as the ERP system.“

The FORCAM-Solution „offers functionalities for collecting and evaluating production data in real time, as well as for linking it with automated responses“. „By means of processing of insights in context, FORCAM's platform can visualize production status to make customer sensor data understandable in the context of application scenarios.“

### **Pandemic is accelerating digitization – Demand for efficient supply chains on the rise**

According to ISG, the COVID-19 pandemic is accelerating digitization in the manufacturing industry. Accordingly, the need for global networks, efficient logistics and supply chains is increasing. At the same time, product life cycles are becoming shorter and shorter. As a result, manufacturing companies are shifting their focus from product sales to service delivery (Product as a Service). Competition is now taking place in the service sector, the ISG analysts state.

Dr. Andrea Rösinger, Co-CEO and CTO of FORCAM: "An integrative IT architecture is crucial for success of manufacturing companies today. Being smart means being open - open to both existing IT systems and required new applications such as AI or predictive analytics. An integrative IT approach increases efficiency, protects investments made and enables innovation."

Oliver Hoffmann, Co-CEO and CSO of FORCAM: "Our portfolio covers all use cases for the industrial IoT - from edge connectivity for existing factory assets to flexible IIoT platform solutions and cloud-based packaged solutions as Software as a Service. The ISG rating reinforces our course to enable our customers to freely collaborate and compose IT systems."

## Leaders are "opinion leaders, providing strategic impulses to the market"

The "Leader" rating is the highest category in analyst studies. According to ISG's definition, these are providers that have a "highly attractive product and service offering and a very strong market and competitive position". " They can be regarded as opinion leaders, providing strategic impulses to the market. They also ensure innovative strength and stability."

FORCAM is listed as a leader in the "Production Automation Solutions" quadrant. According to ISG, these include solutions that "process large amounts of (...) data from various sources" and use this to identify patterns and trends – for example, to optimize machine usage and product and delivery quality.

## FORCAM solves the three core tasks of a Smart Factory: transparency, efficiency, flexibility

In the era of IIoT, new supply chains are emerging and new business models are displacing old ones. Those who work with real-time analytics technology in production will participate in the business processes of the future. The FORCAM FORCE™ IIOT solution solves the three most important tasks of a smart factory:

- **TRANSPARENCY THROUGH CONNECTIVITY**

Transparency the prerequisite for efficient processes. The FORCAM FORCE™ IIOT solution ensures transparency through comprehensive connectivity in production and planning. Firstly, the cloud-capable platform solution ensures the horizontal connection of machines from a wide range of manufacturers and vintages. Secondly, it networks the systems of production (shop floor) with the systems of corporate planning (top floor).

- **EFFICIENCY THROUGH THE DIGITAL TWIN OF PRODUCTION**

The FORCAM FORCE™ IIOT solution's central intelligence (rule engine) generates a unified production data model for real-time analysis. This "digital twin" becomes the "single source of the truth" throughout the company. In addition, the solution offers all important factory IT apps turnkey (MES - Manufacturing Execution System). Companies achieve more than ten percent higher efficiency (measured by overall equipment effectiveness OEE) in as little as three months.

- **FLEXIBILITY THROUGH FREE COMPOSITION AND COLLABORATION**

In the factory of the future, companies can create their individual IT architecture. Integrated in FORCAM FORCE™ IIOT is the first open web interface for smart manufacturing (OPEN API). This gives companies the opportunity to freely compose and collaborate on IT systems.

Currently, FORCAM is further differentiating its offering to further facilitate companies' entry into Industry 4.0 in the current economic climate. This includes a tailor-made solution as Software as a Service (SAAS) for SMEs as well as a connectivity solution (Edge) for existing older machines (Brownfield) in factories especially of large companies.

Knowledge-Series: [How to connect heterogeneous machines](#)

**Über ISG – [www.isg-one.com](http://www.isg-one.com)**

ISG (Information Services Group) (Nasdaq: III) is a leading global technology research and advisory firm. A trusted business partner to more than 700 clients, including more than 75 of world's top 100 enterprises, ISG is committed to helping corporations, public sector organizations, and service and technology providers achieve operational excellence and faster growth. The firm specializes in digital transformation services, including automation, cloud and data analytics; sourcing advisory; managed governance and risk services; network carrier services; strategy and operations design; change management; market intelligence and technology research and analysis. Founded in 2006, and based in Stamford, Conn., ISG employs more than 1,300 digital-ready professionals operating in more than 20 Countries.

**Über FORCAM – [www.forcam.com](http://www.forcam.com)**

In the era of the Industrial Internet of Things (IIoT), manufacturing companies need a strong and flexible IT backbone in production. FORCAM supports companies by significantly increasing their efficiency in production and planning. FORCAM provides a open and adjustable IIoT platform solution for data-driven manufacturing. The solution is used by internationally active large and medium-sized companies alike - including BorgWarner, Dynamax Aerospace, Howmet Aerospace (formerly Arconic), Kostal, Krones, Lockheed Martin, Richards Industrials, Schaeffler. More than 100,000 machines worldwide are already connected with FORCAM technology. FORCAM is headquartered in Ravensburg, Germany, with offices in USA (Cincinnati), England (Rugby) and China (Shanghai).

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