

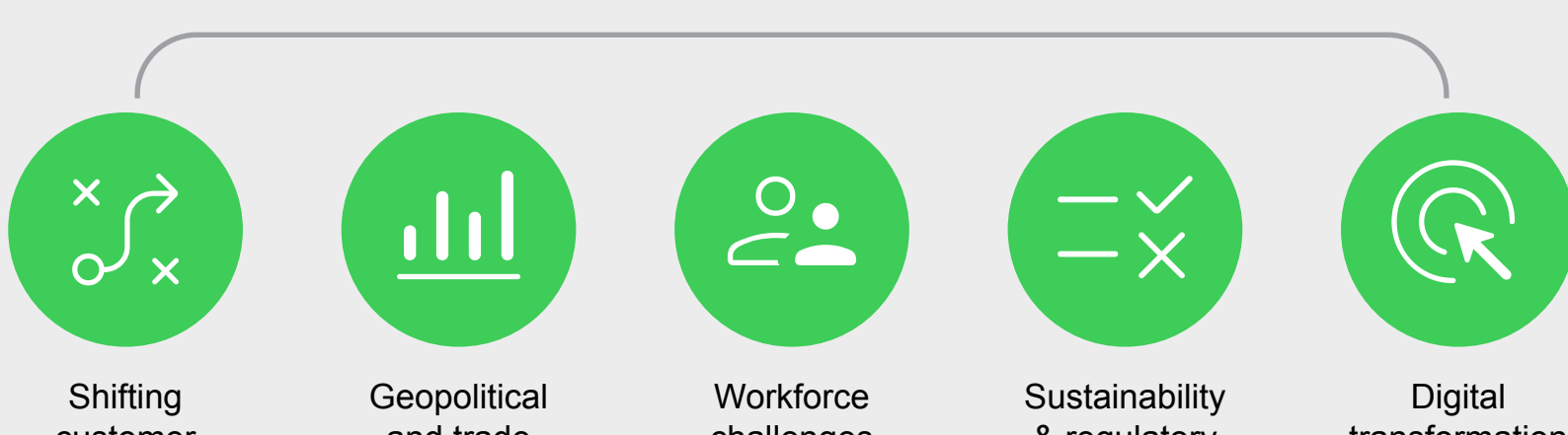
Open vs. Closed: The \$11.28m Question for Industrial Leaders

How closed industrial automation ecosystems inflate costs by \$11.28m annually—and how open alternatives reclaim competitiveness

The Challenge

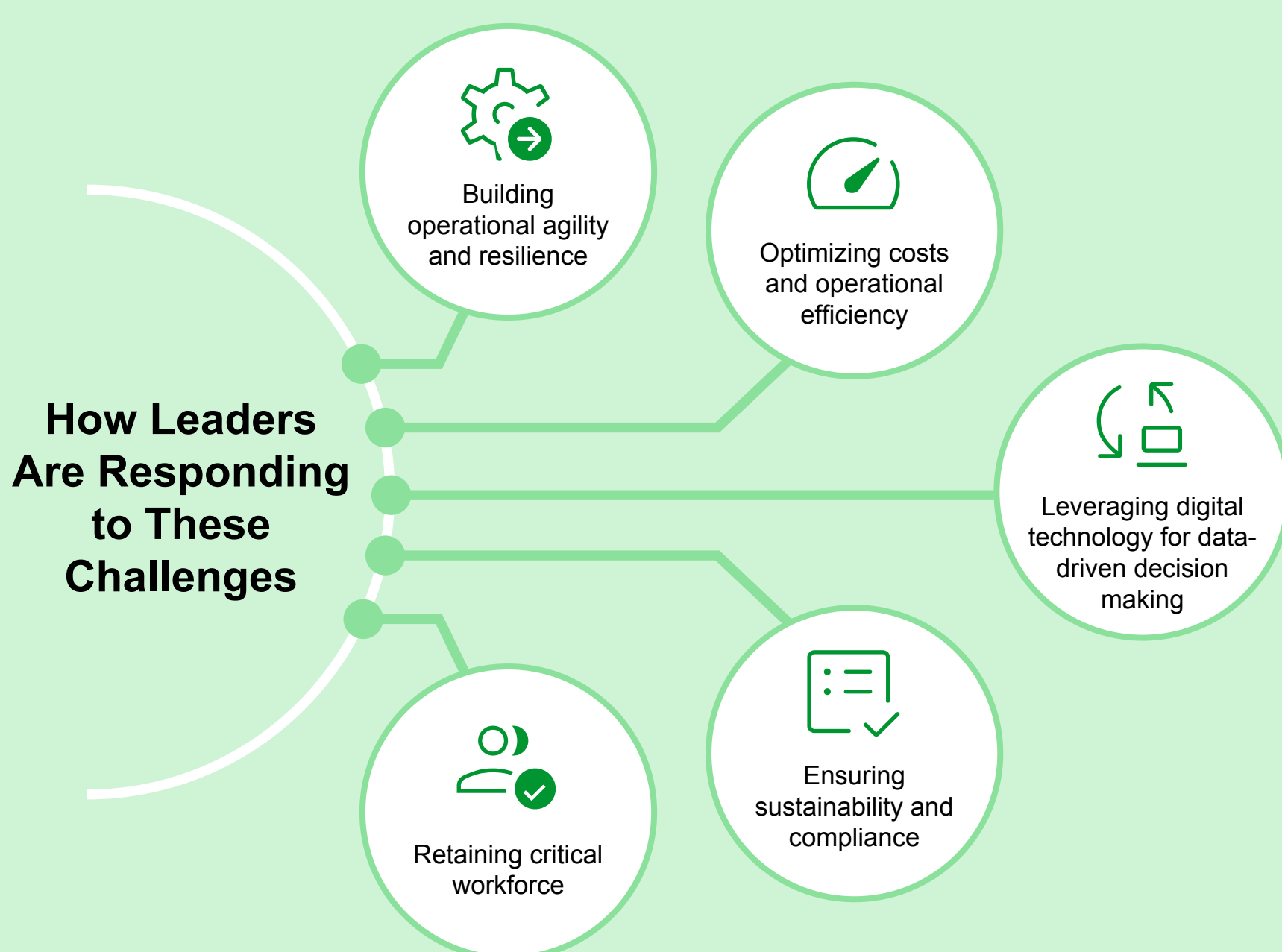
5 Critical Challenges Facing Industrial Leaders Today

Across industries, we identified 5 key challenges facing plant-level decision makers and C-suite executives.



These pressures impact industrial companies across verticals, most operating within traditionally rigid automation ecosystems that collide with volatile market conditions, creating mounting costs and operational inefficiencies.

Industrial Leader Strategies



The \$11.28m Blind Spot

The Hidden Cost Leaders Miss

Despite these strategic efforts, industrial leaders overlook a critical cost driver—their automation systems.

Legacy systems—inflexible, rigid, and closed—drive escalating costs during market disruption. Consequently, mid-market companies face an estimated \$11.28m annual impact due to their inability to adapt to volatility.



The Scale of Impact

Mid-market companies (\$150m revenue):

\$11.28m annually

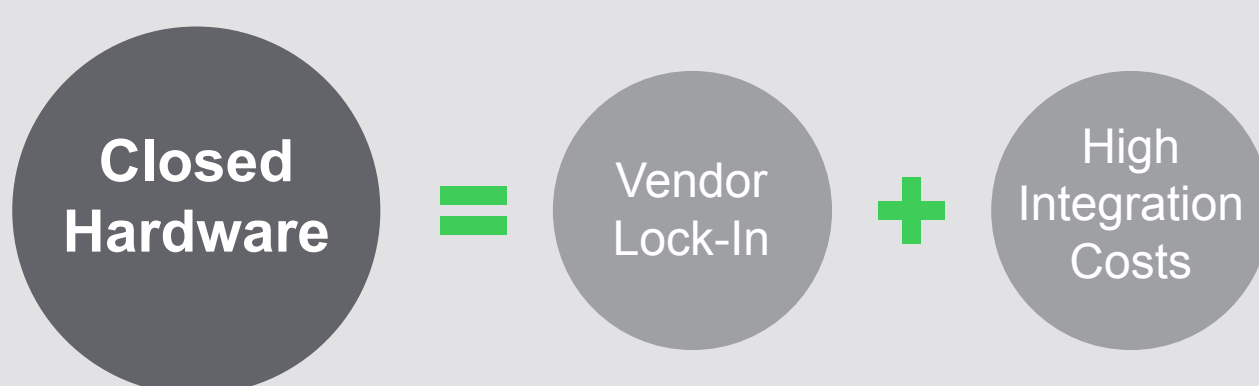
(7.5% of revenue)

Large companies (\$1bn+ revenue):

\$45m+ annually

(4.5% of revenue)

Why It Happens



Proprietary hardware systems trap companies into expensive, single-vendor relationships that drive up both switching costs and integration expenses.

The Solution – Open, Software-Defined Automation

Open, Software-Defined Automation enables industrial companies to achieve these savings by replacing closed proprietary systems with flexible, vendor-independent solutions.

Proven Results – Real Companies, Measurable Outcomes



Faster Design & Development

- **30%** lower design and engineering costs
- **40%** fewer errors in the development phase

— Chemical recycling and green technology provider, Europe



Enhanced Energy Efficiency

- **43%** better energy efficiency
- **Up to 100%** engineering efficiency improvement

— Industrial equipment and vacuum technology manufacturer, Asia & Oceania



Streamlined Operations

- **50%** savings in commissioning

— Machine builder, Europe



Future-Ready Infrastructure

- **20%** less engineering time
- **100%** future-ready solution reducing hardware obsolescence impact

— Wastewater treatment provider, Europe

The Bottom Line

\$11.28m



Open, Software-Defined Automation directly addresses these 5 critical business challenges while eliminating up to **\$11.28m in unnecessary costs annually**. This next-generation automation approach empowers industrial enterprises to thrive amid today's constant market uncertainty.

Research Methodology

330 Industry Leaders Surveyed
10 C-Suite Executives | 320 Plant Decision Makers