

customer value, and customer experience first. While evaluating risks and return on DX investment, companies must adopt a perspective that prioritises the market's needs over its departments, fiefdoms, or leaders' needs. Aligning the IT/OT ecosystem to solve customers' unmet needs ensures the best results in executing a DX strategy.

### Identify quick wins and estimate benefits

There are always opportunities for quick wins by shedding light on pressing issues that erode operational performance - such as unplanned downtime or problematic equipment. Tackling these issues upfront, creates immediate and measurable benefits, freeing up valuable time for more strategic initiatives.

### Build a stable technology foundation and organise your data

Leading companies ensure they have established a stable technology foundation before moving to cross-functional integration and acceleration. Only a data-centred approach to technology can ensure a reliable foundation for applying analytics, application logic, and interoperability.

### Partnering to create futureproof results

When done correctly, DX leads to future-proof results. DX is a daunting challenge with many interdependent factors, and there is not a one-size-fits-all solution. Process industry

companies need a business partner who believes that innovation is not just a one-off event or project but a change in mindset, organisational culture, and business agility.

Yokogawa offers a Discovery Workshop to introduce a DX Framework for process industries, aligning DX efforts, and creating organisational awareness. It is a starting point to layout a digitalisation roadmap that thoughtfully considers people, processes, technology, assets, and data. Interested in learning more about our DX workshop? Contact us at [uk.marketing@uk.yokogawa.com](mailto:uk.marketing@uk.yokogawa.com)

### Donal Bourke MSc BA

*Donal Bourke is Business Unit Manager for Yokogawa Ireland and Business Development Manager for their Advanced Solutions Consultancy Group in UK and Ireland. He is a graduate of Griffith College Dublin (BA) and also holds an MSc in Information Systems Management from NUI Galway. As business development manager for Yokogawa's Advanced Solutions consultancy group, Donal works with customers in the process manufacturing industries to provide professional services and technologies for IIoT, Cyber Security and Data Analytics.*



<sup>2</sup><https://www.mckinsey.com~/media/McKinsey/Industries/Technology%20Media%20and%20Telecommunications/High%20Tech/Our%20Insights/The%20Internet%20of%20Things%20The%20value%20of%20digitizing%20the%20physical%20World/The-Internet-of-things-Mapping-the-value-beyond-the-hype.pdf>

<sup>3</sup><https://www.forbes.com/sites/blakemorgan/2019/09/30/companies-that-failed-at-digital-transformation-and-what-we-can-learn-from-them/?sh=77c93bb603c4>

<sup>4</sup><https://info.us.yokogawa.com/digital-transformation-ebook.html>

