<table>
<thead>
<tr>
<th>Category of business value</th>
<th>Potential specific business values</th>
</tr>
</thead>
</table>
| Quality                                 | • Improve overall quality  
   • Predict and detect quality trend defects sooner  
   • Control quality escapes and be able to determine when quality issue started                                                                                           |
| Warranty cost and services               | • Understand current configuration of equipment in the field to be able to service more efficiently  
   • Proactively and more accurately determine warranty and claims issues to reduce overall warranty cost and improve customer experiences                                  |
| Operations cost                         | • Improve product design and engineering change execution  
   • Improve performance of manufacturing equipment  
   • Reduce operations and process variability                                                                                            |
| Record retention and serialization       | • Create a digital record of serialized parts and raw materials to better manage recalls and warranty claims and meet mandated tracking requirements                        |
| New product introduction cost and lead time | • Reduce the time to market for a new product  
   • Reduce overall cost to produce new product  
   • Better recognize long-lead-time components and impact to supply chain                                                                                           |
| Revenue growth opportunities             | • Identify products in the field that are ready for upgrade  
   • Improve efficiency and cost to service product                                                                                                           |

Source: Deloitte analysis.