

Scale at Speed™



Whitepaper

Adaptive Manufacturing

A Framework for AI-Led Transformation

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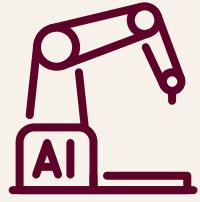


Executive Summary

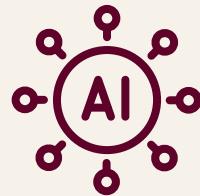
Adaptive Manufacturing

Manufacturing is at an inflection point. Disruptive technologies, shifting market dynamics, and mounting sustainability imperatives are transforming the way value chains operate. Static, linear, and siloed models cannot keep pace with the volatility and complexity of today's environment. Adaptive manufacturing offers a dynamic, real-time approach to drive efficiency, safety, and sustainability at scale. This whitepaper introduces Tech Mahindra's adaptive manufacturing framework, a structured, outcome-driven lens that unites functional levers, enabling technologies, and adoption practices. It equips industry leaders with a clear path to assess readiness, prioritize transformation, and unlock measurable, future-proof competitive advantage.

Key takeaways



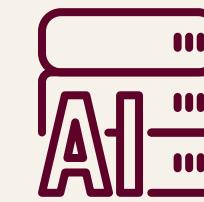
Adapting to transformation for manufacturers is no longer optional, it is the **foundation for future competitiveness**.



By embedding AI and GenAI across design, production, supply chain, and aftermarket processes, manufacturers can **anticipate disruptions, optimize assets, reduce waste, and accelerate decision-making cycles from weeks to minutes**.



Success requires strong governance, a collaborative partner ecosystem, and phased adoption that balances **quick wins with long-term transformation**.

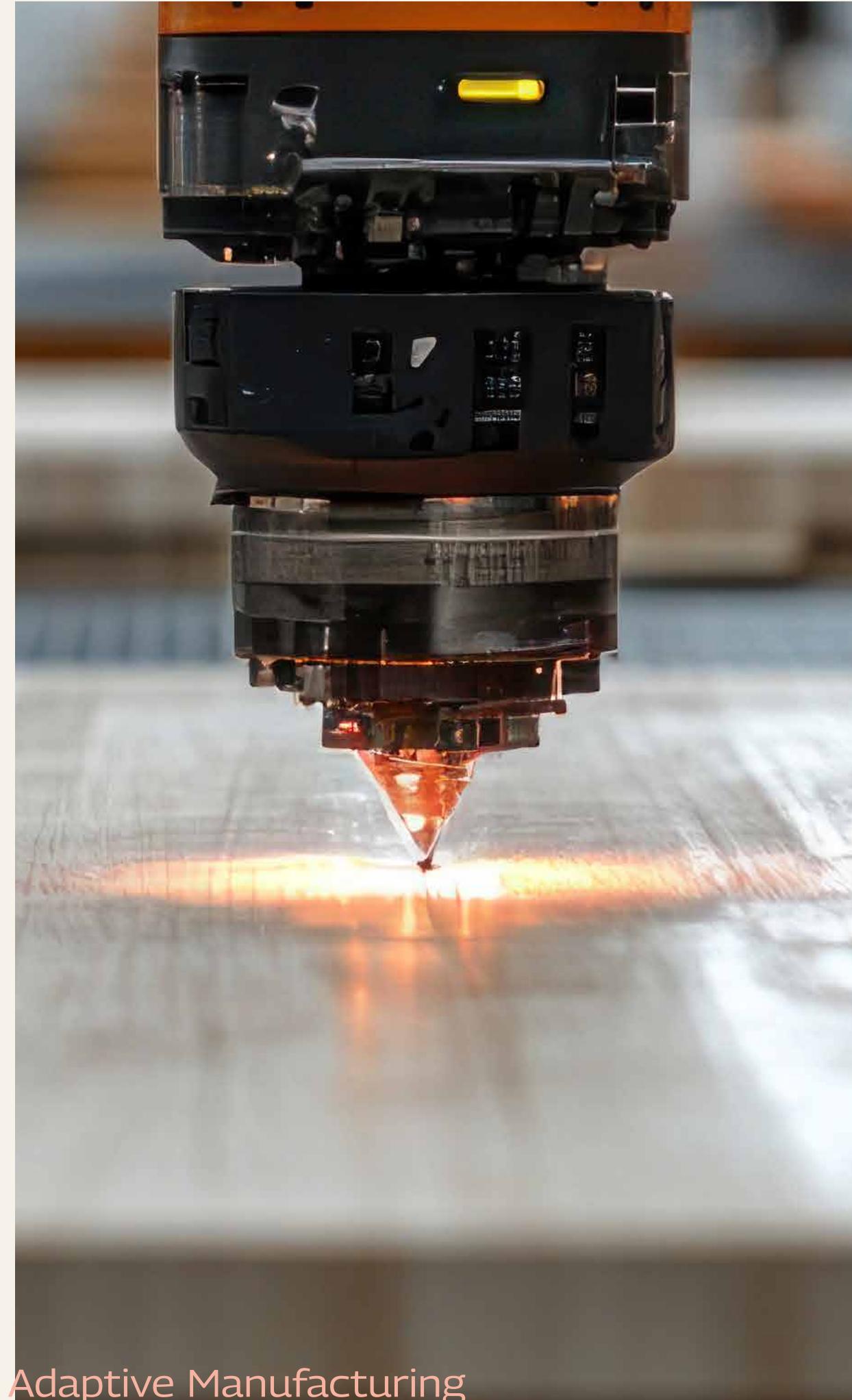


Tech Mahindra's Adaptive Manufacturing Framework offers a **modular, layered approach that is anchored in efficiency, safety, and sustainability**.



With deep domain expertise, pre-built accelerators, and strategic alliances, Tech Mahindra enables manufacturers to **transform volatility into resilience and operational complexity into sustainable growth at scale**.

Agenda



1 Adaptive Manufacturing

Why now, and what's driving the shift.

3 Adaptive Manufacturing Framework

Layered, modular blueprint for transformation.

5 Industry Perspectives

Tailored insights for Automotive, Process, Industrial, and Aerospace.

7 Why Tech Mahindra

Unique capabilities and enablers for customer success.

2 AI as the Adaptive Engine

How AI powers transformation across the value chain.

4 Self-Assessment and Roadmap

How leaders can benchmark and prioritize change.

6 Implementation Best Practices

Keys to Governance, Partnerships, and Change Readiness.

8 Conclusion and Call to Action

Where to Start and How to Engage with Us.



Part 1:
The Case for
Adaptive Manufacturing

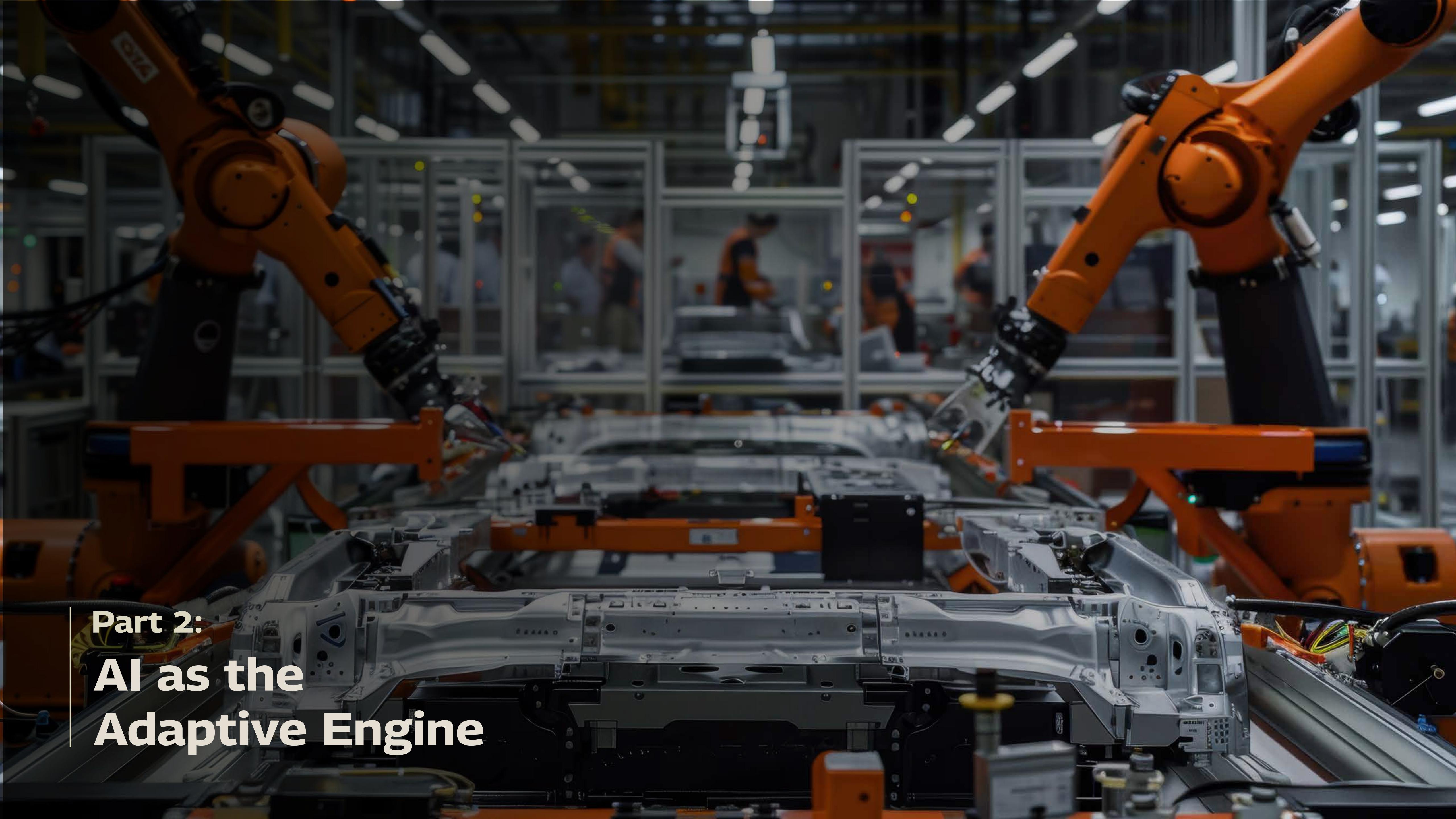
Why Now, and What's Driving the Shift?

The message is clear: *manufacturers that cling to static, linear, and siloed operations will struggle to remain competitive. The winners will be those who embrace adaptive manufacturing a model that thrives in volatility, adapts in real time, and delivers measurable outcomes in efficiency, sustainability, and safety.*

And transformation must happen at pace. That's where Tech Mahindra's philosophy of Scale at Speed becomes critical in helping manufacturers move from pilots to enterprise-wide adoption quickly, without sacrificing quality or resilience. It's not about incremental improvements, but about scaling adaptive capabilities across the value chain, fast enough to keep up with market turbulence and bold enough to shape new competitive frontiers.

Manufacturing is at a tipping point. Across industries, whether industrial, automotive, or process, and beyond, the rules of competition are being rewritten by shifting global dynamics. We observe product lifecycles shrinking, as customers increasingly demand personalized, high-quality products at an unprecedented pace. Global supply chains are also facing disruptions from geopolitical shocks to raw material shortages and exposing vulnerabilities in traditional manufacturing models. Additionally, manufacturing industries are grappling with an aging workforce and an influx of digital-native talent, reshaping skills demand and requiring new hybrid capabilities that blend engineering expertise with fluency in AI, data, and automation.

There are also other challenges when it comes to adopting new technologies. Industrial IoT, automation, and 5G-enabled edge computing are pushing intelligence closer to the shop floor, enabling adaptive and real-time decision-making. But the proliferation of sensors, connected machines, and digital supply chains has created vast operational data lakes. Without AI, digital twins, and advanced analytics to transform insight into action, this data remains underutilized. Adding to these challenges, regulatory and ESG pressures are intensifying. Net-zero commitments and tightening environmental mandates are no longer optional; they are now contractual and reputational imperatives. Besides, safety expectations are shifting beyond compliance to proactive risk prevention and fostering true zero-harm cultures.



Part 2: AI as the Adaptive Engine

How AI Powers Transformation Across the Value Chain

In today's manufacturing landscape, adaptability is no longer a competitive advantage. It is a survival imperative. The forces shaping the industries volatile demand cycles, rapid product innovation, supply chain shocks, and tightening sustainability mandates require decisions to be made faster, more accurately, and at scale. This is where AI and GenAI shift from being a supporting tool to becoming the central engine of adaptive manufacturing. **GenAI is already redefining product design, maintenance, and supply chain optimization by enabling predictive, prescriptive, and even creative intelligence.**

From Reactive → Preventive → Predictive → Prescriptive → Autonomous

Traditional manufacturing systems rely on historical data, static rules, and linear workflows. AI fundamentally changes this, creating a continuum of intelligence:

Reactive → Preventive

Sensors, analytics, and rules-based automation enable preventive actions flagging wear and tear, enforcing safe operations, and reducing unplanned

Preventive → Predictive

Machine learning models forecast failures, detect anomalies, and identify root causes in real-time, reducing downtime and optimizing asset utilization.

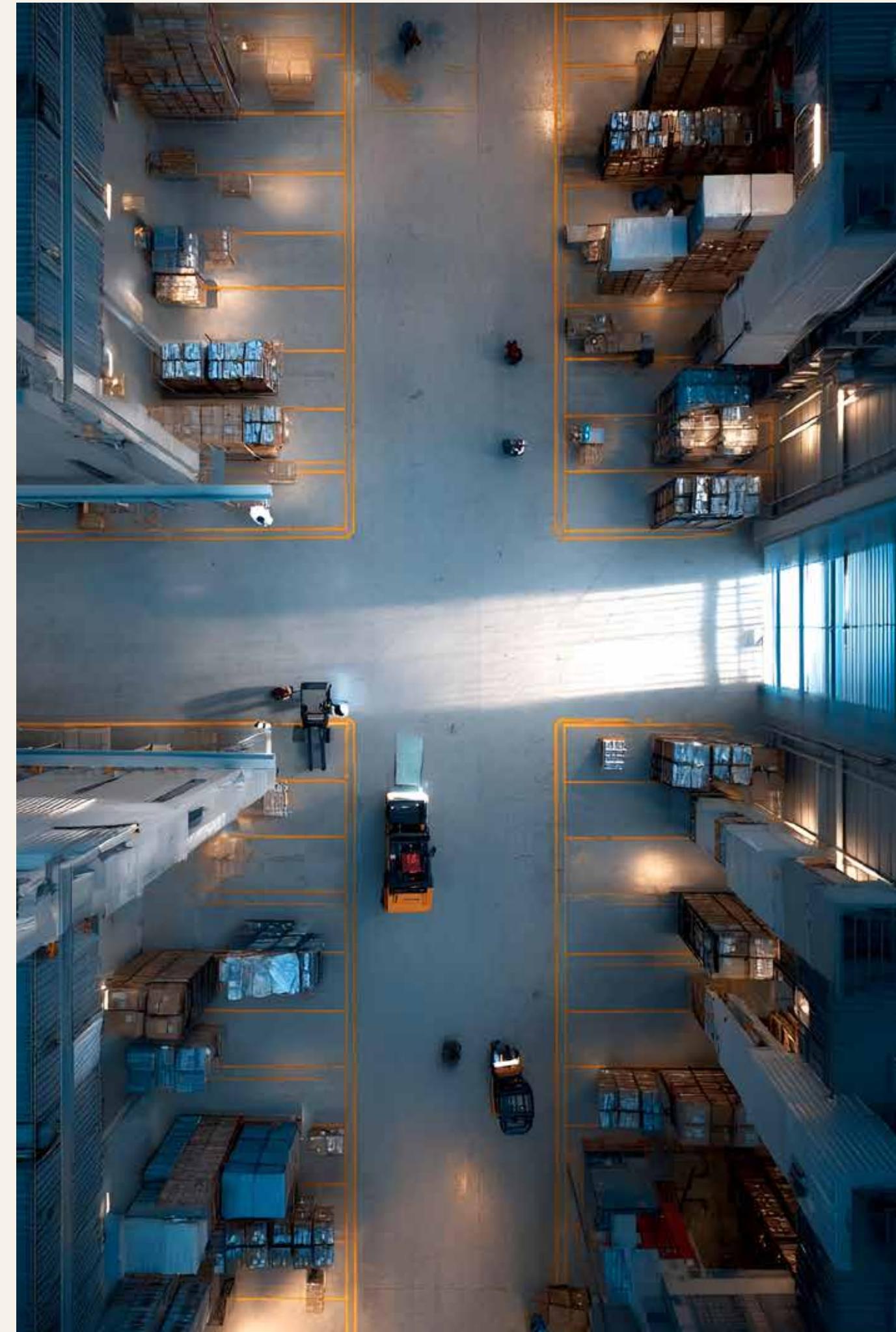
Predictive → Prescriptive

AI recommends the best actions balancing production goals, costs, and sustainability metrics with decision support that improves speed and accuracy.

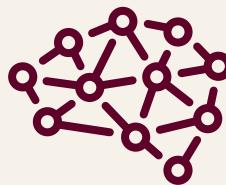
Prescriptive → Autonomous

AI agents integrated with IoT, robotics, and automation close the loop, executing decisions directly on the shopfloor with minimal human intervention.

How AI is Embedded Across the Value Chain

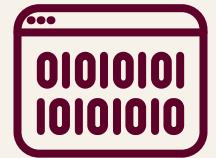


In the Adaptive Manufacturing Framework, AI is not a siloed technology layer it permeates every functional driver:



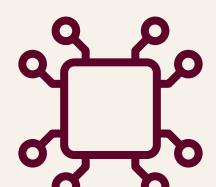
Design and Engineering

GenAI accelerates concept creation, simulation, and manufacturability checks.



Planning and Scheduling

AI dynamically re-plans to absorb demand fluctuations, supplier delays, or quality deviations.



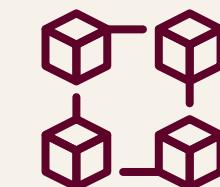
Smart Production

Computer vision + adaptive robotics drive zero-defect operations and flexible production.



Aftermarket and Services

Predictive AI powers proactive maintenance, parts replenishment, and connected customer experiences.



Sustainability Management

AI models forecast emissions, optimize energy, and enable circular economy practices.



Supply Chain and Logistics

AI control towers predict disruptions, suggest alternatives, and optimize for cost, time, and carbon.

Generative AI: The New Frontier

Generative AI pushes beyond analytics into creative problem-solving:



Training and Knowledge Transfer

GenAI assistants turn tacit operator know-how into interactive, searchable content.



Product Design

Thousands of design options explored with embedded sustainability criteria.



Troubleshooting

Step-by-step resolution plans generated for unplanned stoppages.



Tech Mahindra has been rated **Emerging Leader in the Gartner Quadrant for Generative AI Consulting and Implementation Services**

The ROI Multiplier - Compounding Value, Not Linear Gains

When AI powers adaptive manufacturing, value creation is not a straight line. Each improvement reinforces the next, creating a compounding flywheel of returns across the value chain:

1 Process Efficiency → Cost Savings

AI-driven scheduling, predictive maintenance, and energy optimization free up working capital and reduce downtime.

2 Workforce Augmentation → Talent ROI

AI copilots, AR/VR guidance, and skill-mapping tools empower teams to deliver more with less, while accelerating reskilling cycles.

3 Product Agility → Revenue Growth

Adaptive design, digital twins, and demand-sensing enable faster customization and speed-to-market, translating directly into higher

4 Supply Chain Resilience → Risk-Adjusted Value

AI builds transparency across suppliers, logistics, and demand shifts, protecting ROI not just from efficiency gains but also from risk

The multiplier effect matters because value is not linear. Efficiency gains fuel agility, which drives growth, which in turn strengthens resilience, and ultimately reduces costs further, **creating a self-reinforcing cycle of adaptive advantage.**

For CXOs, the takeaway is clear: without AI as the adaptive engine, manufacturing operations risk rigidity, while competitors move toward self-learning, autonomous ecosystems.

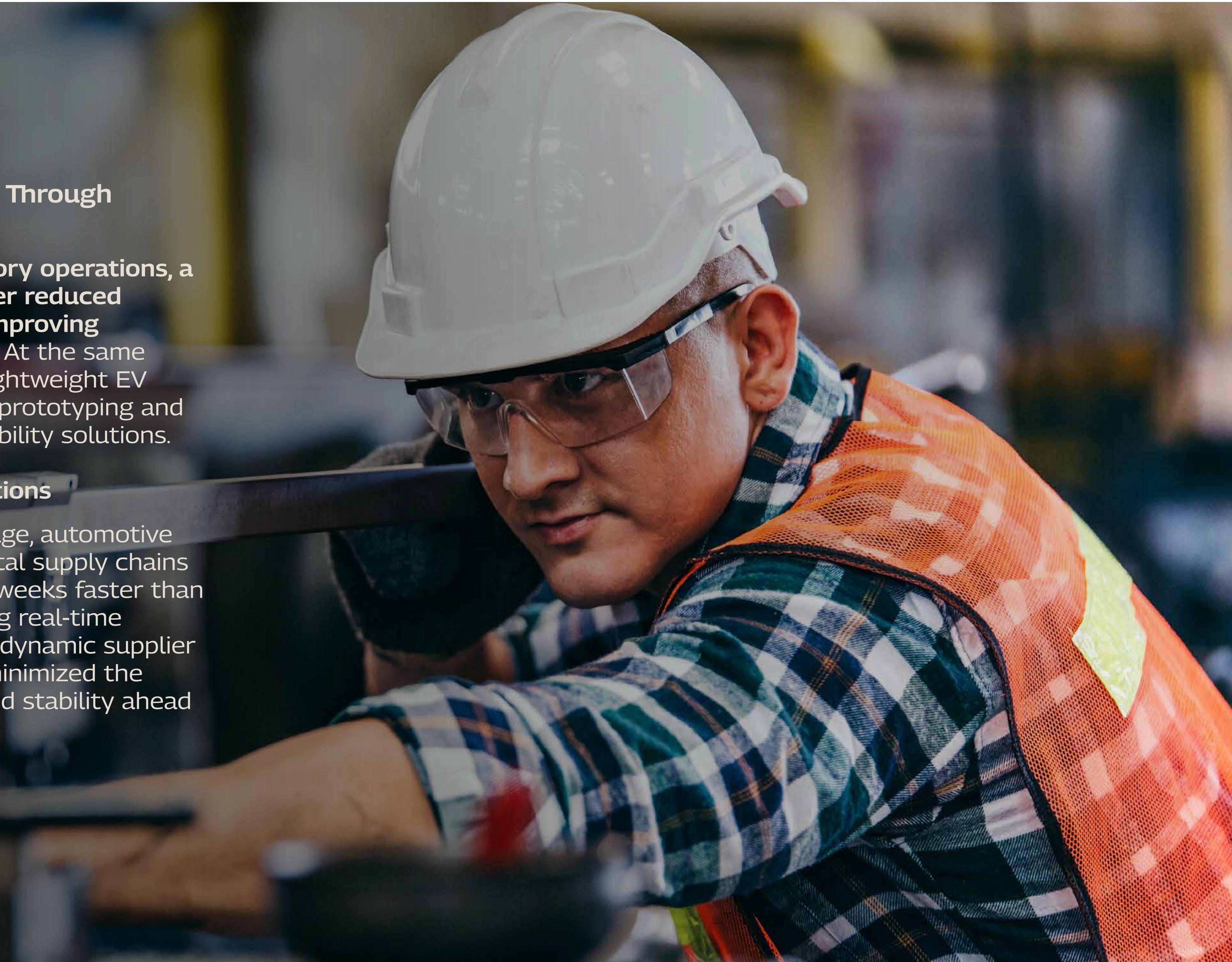
Case Study

Driving Operational Efficiency Through AI-enabled Automation

By applying **predictive AI to factory operations**, a leading automotive manufacturer reduced **unplanned downtime by 30%**, improving **throughput and asset reliability**. At the same time, generative AI accelerated lightweight EV design iterations, enabling faster prototyping and innovation in next-generation mobility solutions.

Resilience During Global Disruptions

During the semiconductor shortage, automotive manufacturers with adaptive digital supply chains were able to recover production weeks faster than their industry peers. By leveraging real-time visibility, predictive analytics, and dynamic supplier collaboration, these companies minimized the impact of disruptions and restored stability ahead of their competitors.



A large industrial robotic arm, painted white and blue, is shown welding a metal structure. Sparks are flying from the welding torch as it moves along the metal frame. The background is a blurred view of a factory interior with various industrial equipment and structures.

Part 3: The Adaptive Manufacturing Framework

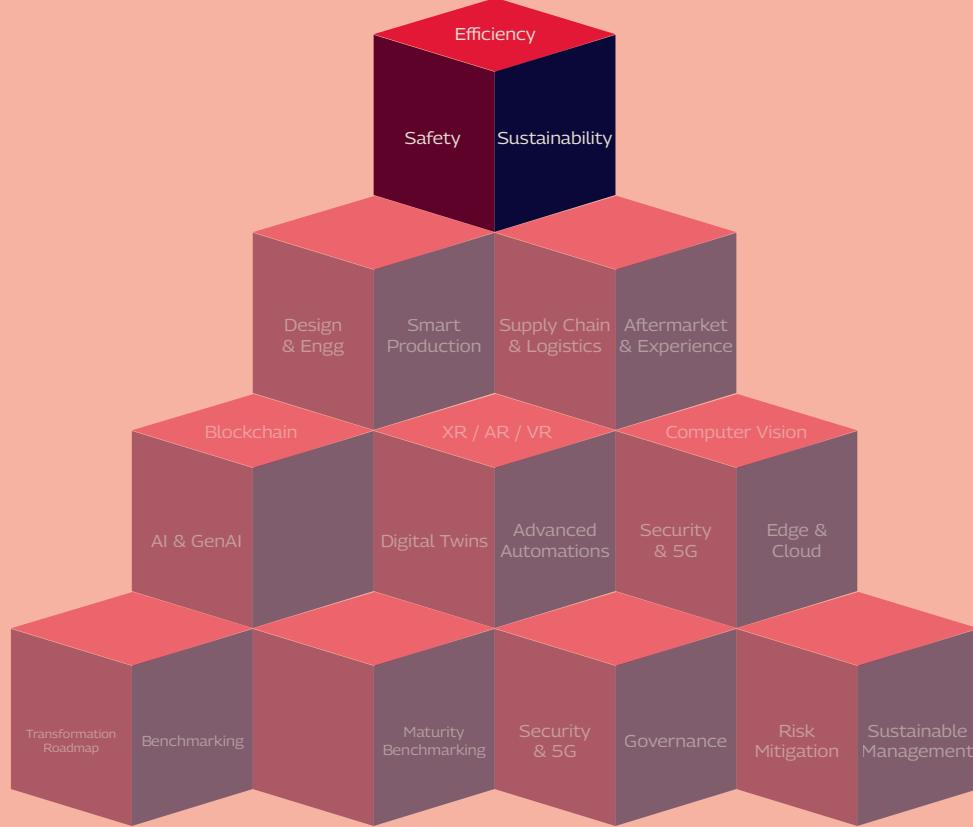
A Layered, Modular Blueprint for Transformation.

The Adaptive Manufacturing Framework is designed to help manufacturers assess, prioritize, and execute transformation in a structured, outcome-driven way. It brings together the purpose, the functional levers of change, the technologies that enable them, and the adoption practices that ensure sustained success.

Adoption and Change Mgmt



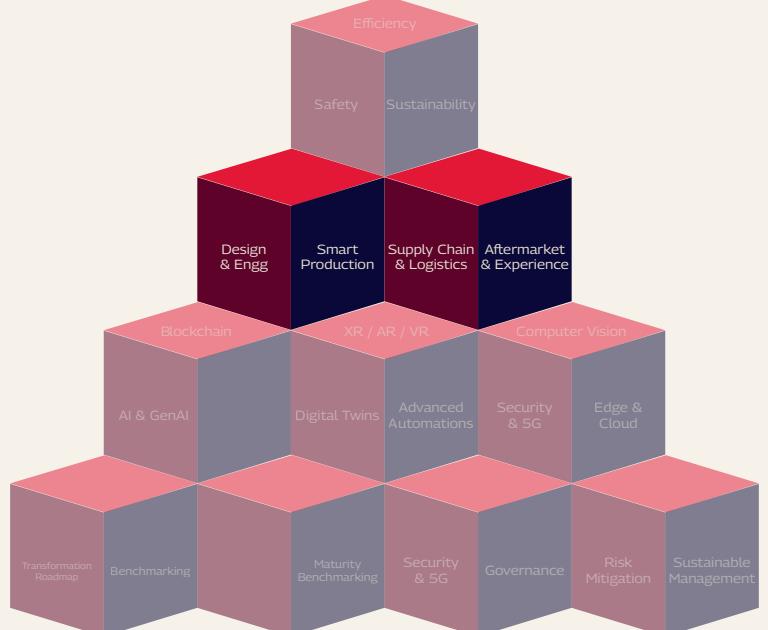
Layer 1 Purpose and Outcomes (Why We Transform)



At the core, the framework is anchored in three non-negotiable objectives:

- **Efficiency** - Accelerating lead times, improving Overall Equipment Effectiveness (OEE), and maximizing asset utilization.
- **Safety** - Moving towards zero-harm environments by predicting and mitigating risks before they occur.
- **Sustainability** - Reducing environmental impact, driving circularity, and embedding responsible practices across the value chain.

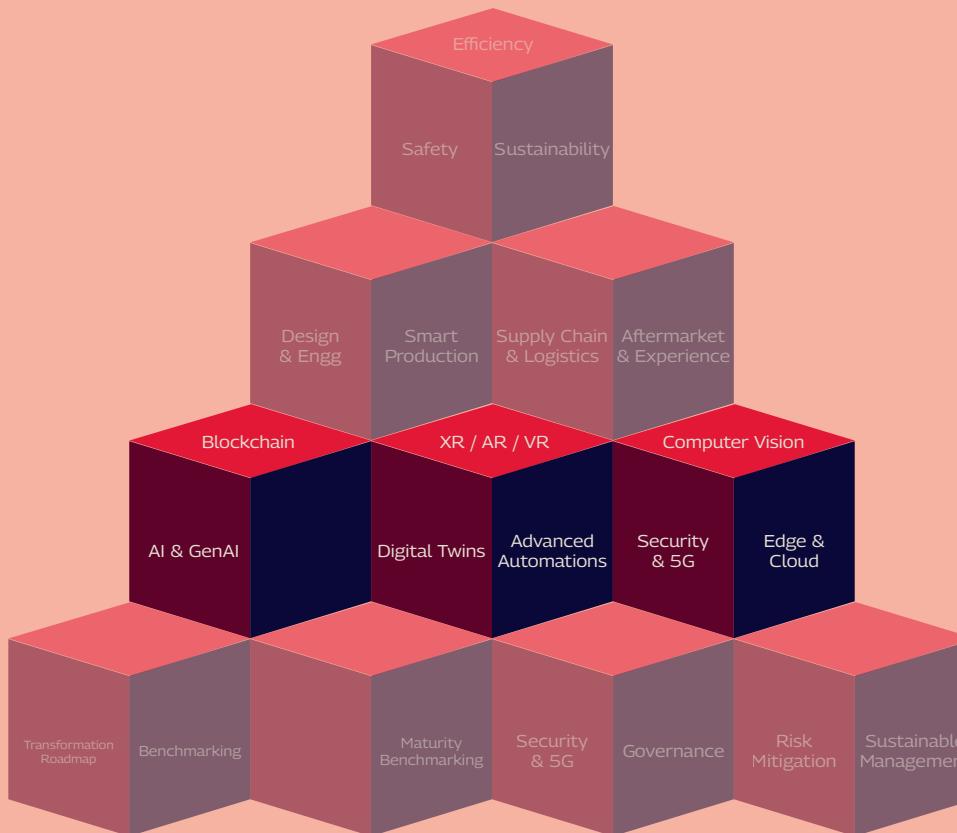
Layer 2 Functional Drivers (What to Transform)



These are the key value chain levers where transformation delivers the highest impact:

- **Design and Engineering** - Leveraging digital twins, generative design, and simulation-led product innovation.
- **Smart Production** - Introducing autonomous cells, adaptive robotics, and predictive quality systems.
- **Supply Chain and Logistics** - Creating integrated, end-to-end visibility with dynamic risk sensing and routing.
- **Aftermarket and Experience** - Unlocking new revenue streams through predictive maintenance, remote diagnostics, and customer-centric service models

Layer 3 Enabling Technologies (How to Deliver)



A modular technology stack ensures flexibility and scalability:

Blockchain

for trust, transparent transactions, and supply chain traceability.

AI and GenAI

for deep insights, autonomous decision-making, and creative problem-solving.

Industrial IoT

for real-time shopfloor-to-topfloor connectivity.

XR / AR / VR

for immersive training, remote collaboration, and rapid design validation.

Digital Twins

to simulate, optimize, and predict operations in virtual environments.

Advanced Automations

including robotics, cobots, and AGVs, to enhance throughput.

Computer Vision

for automated inspection, quality assurance, and worker safety.

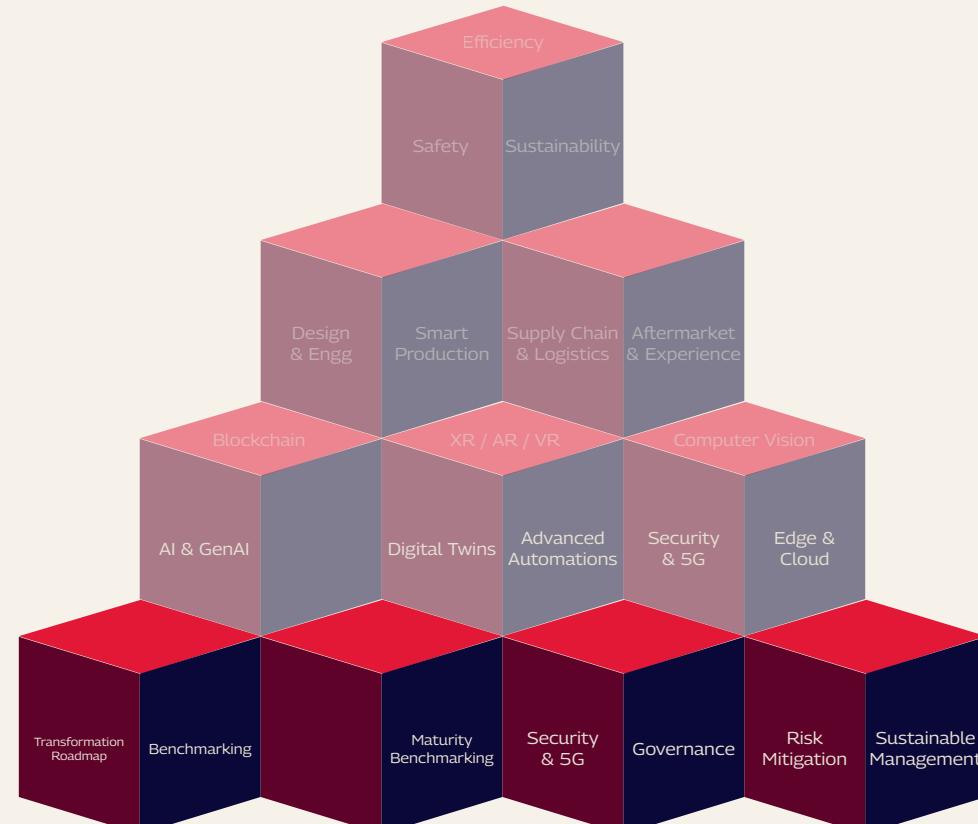
Security and 5G

for low-latency, secure, mission-critical operations.

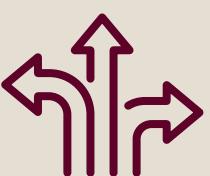
Edge and Cloud

to enable distributed intelligence and scalable data processing.

Layer 4 Adoption and Change Management (How to Succeed)

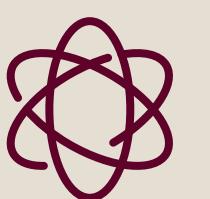


Transformation is sustained by aligning technology with people, processes, and governance:



Transformation Roadmap -

A phased approach to value realization.



Benchmarking -

Comparing against industry leaders and peers.



Self-assessment -

Identifying maturity gaps across processes and technologies.



Maturity Benchmarking -

Structuring progress in measurable stages.



Governance -

Defining accountability, risk management, and compliance.



Risk Mitigation -

Proactive measures to prevent disruption.



Continuous Improvement -

Embedding learning loops into daily operations.



Sustainable Management -

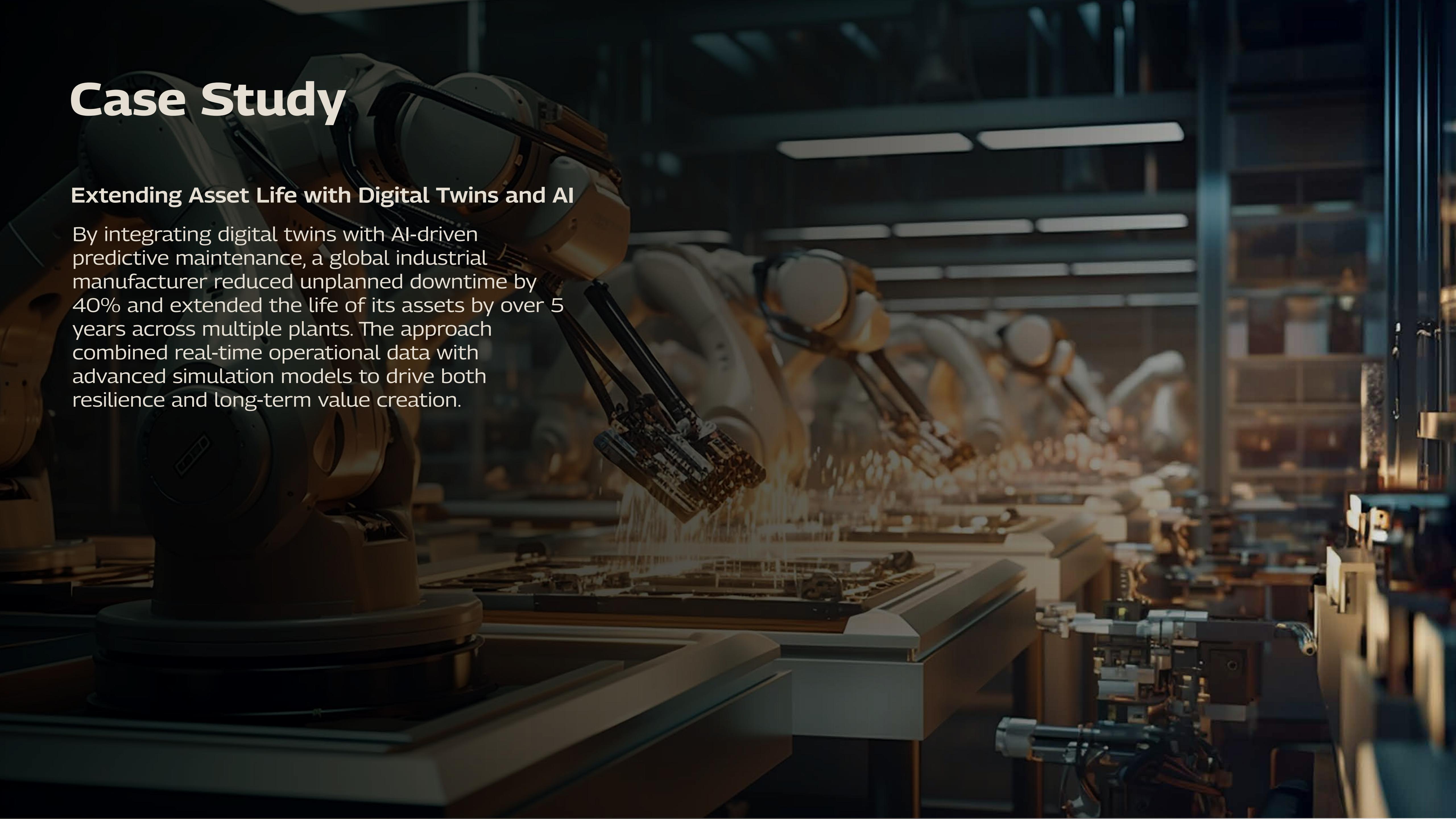
Ensuring that gains are environmentally and socially responsible.

In essence, the Adaptive Manufacturing Framework provides leaders with a blueprint to align investments, measure readiness, and execute transformation, making their value chains more efficient, sustainable, and safe.

Case Study

Extending Asset Life with Digital Twins and AI

By integrating digital twins with AI-driven predictive maintenance, a global industrial manufacturer reduced unplanned downtime by 40% and extended the life of its assets by over 5 years across multiple plants. The approach combined real-time operational data with advanced simulation models to drive both resilience and long-term value creation.



A photograph of an elderly man with glasses and a dark jacket working on a large industrial machine in a workshop. He is wearing a patterned shirt and a cap. The machine is made of metal and has various tools attached. In the background, there are shelves with boxes and other equipment. The lighting is dramatic, with strong highlights and shadows.

Part 4: Self-Assessment and Roadmap Building

Self-Assessment and Roadmap Building

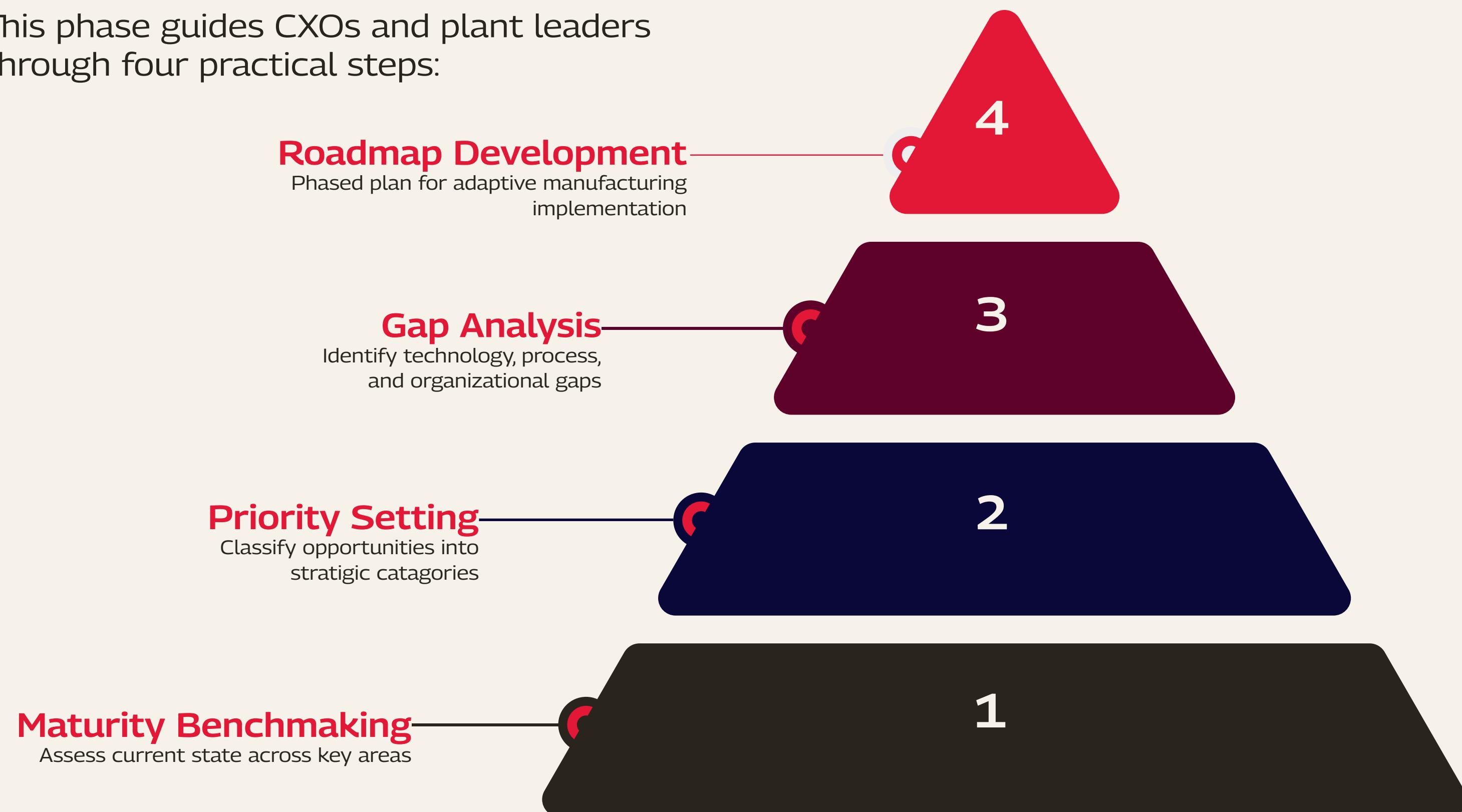
The journey toward adaptive manufacturing begins with a humble realization: no organization is perfect, and there are always opportunities to learn from peers and the wider industry. Success starts with benchmarking digital maturity, whether that means fragmented data flows, siloed assets, or pilots trapped in *“proof-of-concept purgatory.”*

A structured self-assessment helps leaders identify strengths to build upon and areas for improvement. From there, a clear roadmap translates ambition into action: sequencing quick wins that fund momentum, closing capability gaps in data, AI, and skills, and aligning investments with measurable business outcomes.

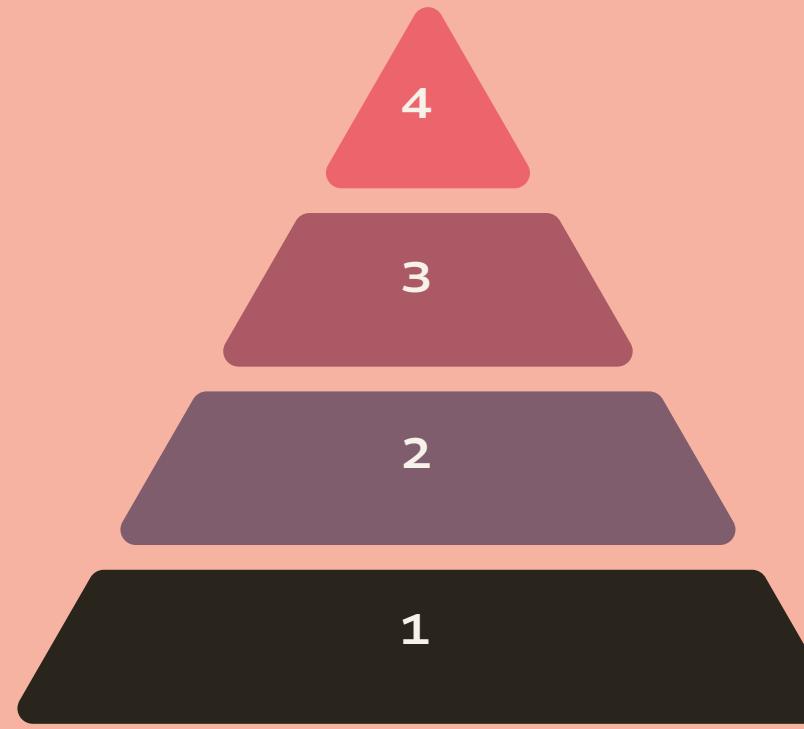
This roadmap is not a static document. It becomes a dynamic compass that adapts as market conditions, technologies, and customer expectations evolve.

In short, the path to adaptive manufacturing begins with a clear-eyed understanding of where you stand today and a structured plan for where you need to be tomorrow.

This phase guides CXOs and plant leaders through four practical steps:



Step 1 Maturity Benchmarking

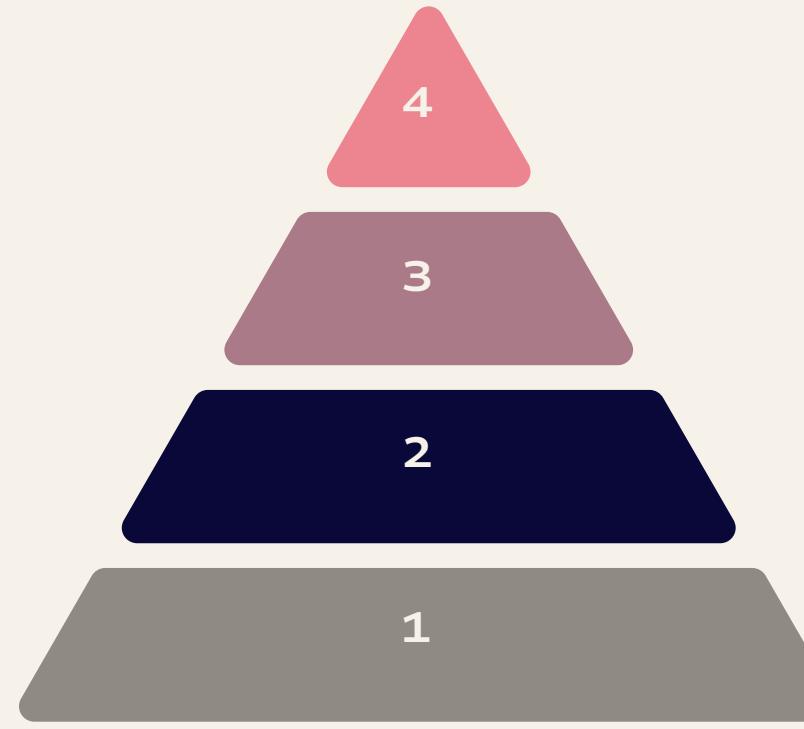


Evaluate the current state of your manufacturing operations across the Adaptive Manufacturing Framework layers:

- **Purpose and Outcomes:** How clearly defined are your efficiency, sustainability, & safety goals?
- **Functional Drivers:** Which value chain levers (design, planning, production, supply chain, aftermarket, sustainability management) are strongest or weakest?
- **Enabling Technologies:** Where are AI, IoT, automation, and other core capabilities in the adoption lifecycle?
- **Adoption and Change:** How embedded is transformation governance, skills development, and continuous improvement?

A blend of self-assessment surveys, stakeholder interviews, and AI-powered analytics ensures objectivity and depth.

Step 2 Gap Analysis

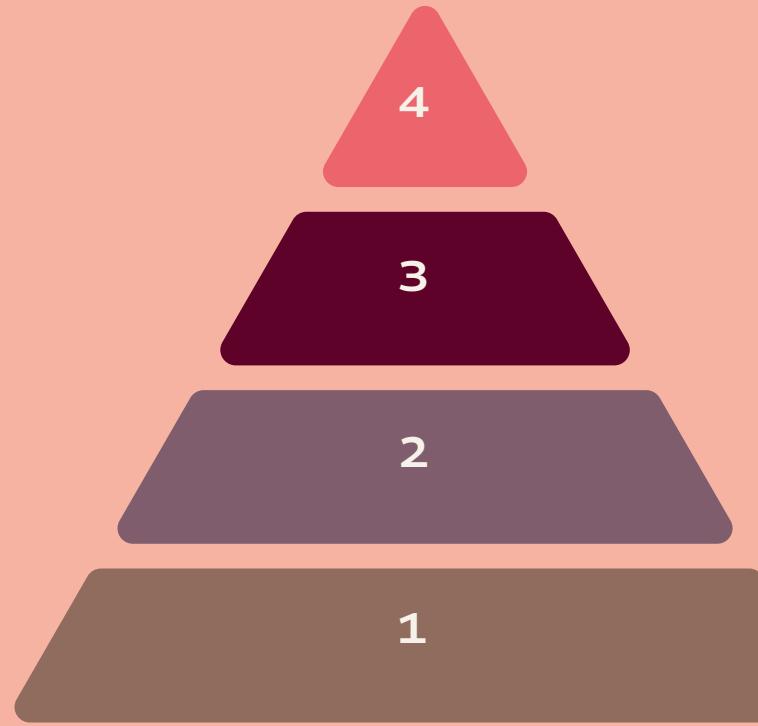


Identify capability gaps that limit operational agility or competitiveness:

- **Technology Gaps:** Missing data integration layers, underutilized AI, and a lack of real-time visibility.
- **Process Gaps:** Bottlenecks in planning, slow changeover times, and reactive maintenance practices.
- **Organizational Gaps:** Skill shortages, weak governance models, and resistance to change.

These insights create a heatmap of priorities that informs the transformation sequence.

Step 3 Priority Setting

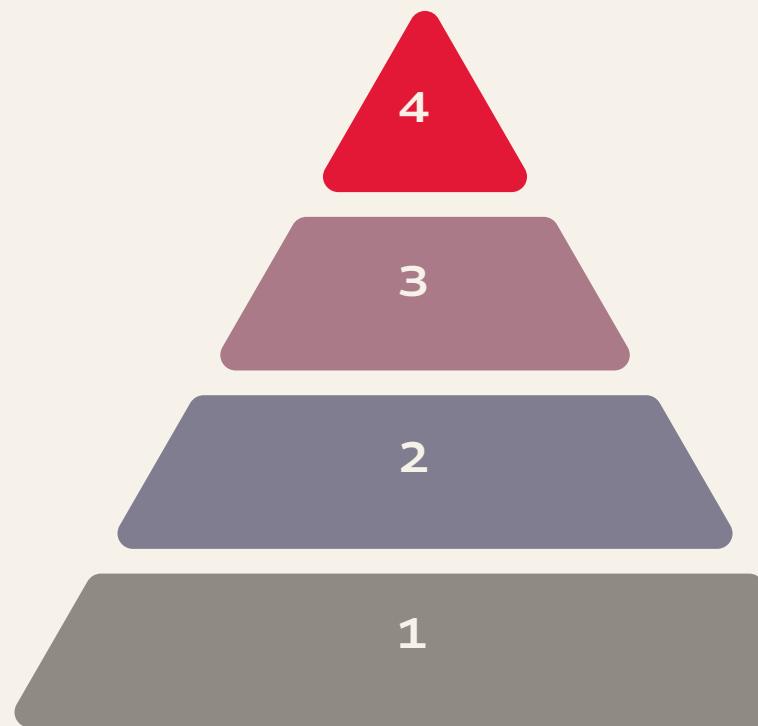


Classify opportunities based on business impact and execution readiness:

- **High-Impact and Ready:** Quick wins with measurable ROI within 3-6 months.
- **High-Impact but Complex:** Strategic bets requiring phased execution.
- **Foundational Enablers:** Infrastructure and capability-building efforts that underpin all other transformations.

AI-enabled value modelling can simulate potential gains in cost savings, productivity, and sustainability before investments are committed.

Step 4 Roadmap Development



Translate insights into a structured, phased transformation plan, balancing early wins with long-term bets:

Step 4 Roadmap Development

Each phase is mapped to the Adaptive Manufacturing Framework layers, ensuring tight linkage between technology adoption, functional drivers, and change enablement.

Roadmaps are supported by AI-driven business case modeling, providing leadership with a quantifiable view of efficiency gains, sustainability impact, and safety improvements before execution begins.

Phase 1 - Foundation:

Address critical technology gaps, establish transformation governance, and deploy quick-win automation (e.g., AI-powered

Phase 2 - Integration:

Connect systems across the value chain, unify data streams, and expand automation into planning, scheduling, and supply chain

Phase 3 - Optimization:

Leverage advanced analytics, AI-led decision-making, and predictive capabilities to optimize production, asset utilization, and

Phase 4 - Adaptiveness at Scale:

Achieve autonomous operations, self-healing systems, and continuous improvement loops—unlocking full adaptive manufacturing

Phase 1 Foundation

Adders caps, establish governance

Phase 2 Integration

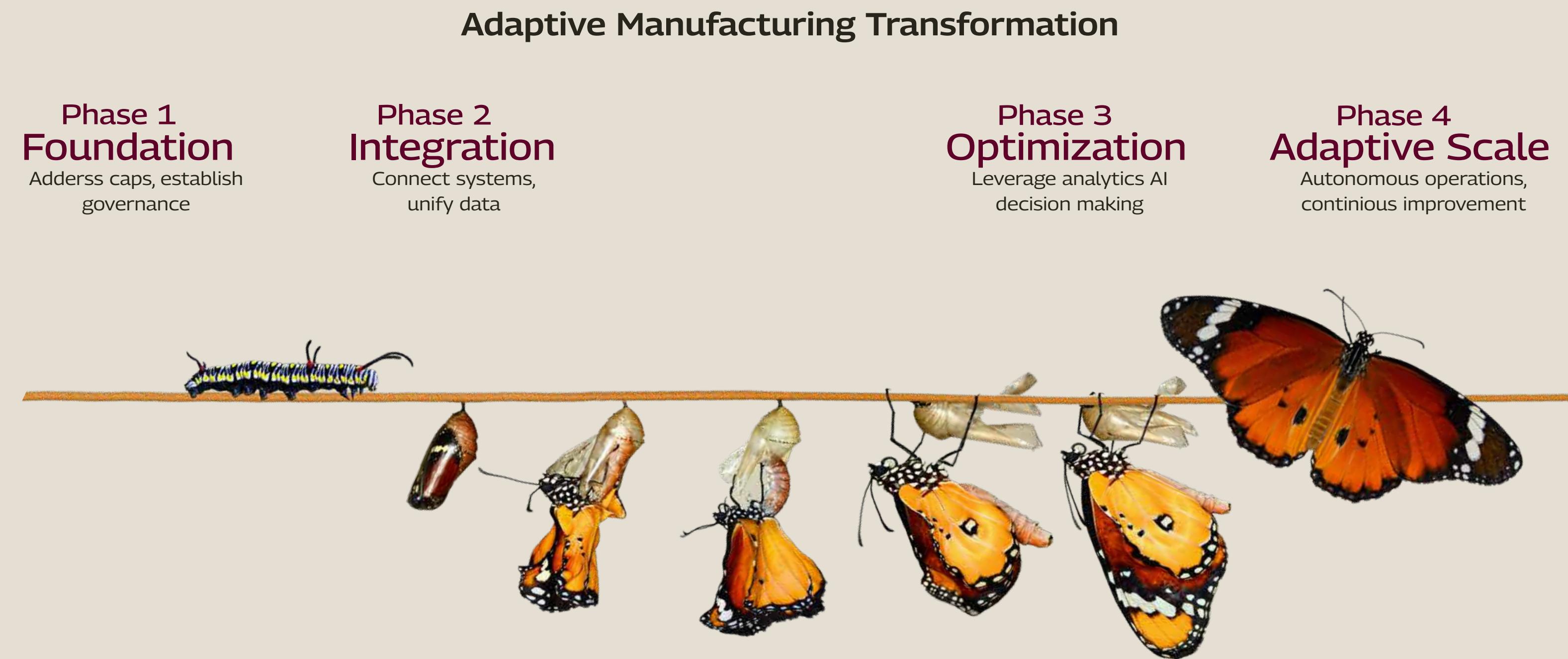
Connect systems, unify data

Phase 3 Optimization

Leverage analytics AI decision making

Phase 4 Adaptive Scale

Autonomous operations, continous improvement



Case Study:

Advancing Sustainability and Agility Through Digital Maturity

A North America-based automotive manufacturer implemented a digital maturity roadmap that enabled a **~20% reduction in energy consumption** while also enhancing scheduling agility across production lines. This structured approach helped align operational efficiency with sustainability goals.





Part 5:
Industry Perspectives
Tailored Insights for Key
Manufacturing Segments

Tailored Insights for Key Manufacturing Segments

While the Adaptive Manufacturing Framework offers a universal approach, its application varies across different industries. Each sector faces unique operational pressures, regulatory demands, and opportunities for innovation. Here's how the framework translates into tangible value for four strategic verticals.

Industry	Maturity	Top Priorities	Top Priorities	Top Priorities
Automotive	Med-High	Digital twins, adaptive robotics, AI supply chain	Faster launches, predictive quality	Complex suppliers, change mgmt
Process Manufacturing	Medium	Carbon tracking, AI yield, closed-loop control	Lower emissions, better yield	Legacy systems, data culture
Industrial Manufacturing	Low-Med	Predictive maintenance, asset twins, remote service	Less downtime, higher utilization	Capex limits, low digital skills
Aerospace	Medium	Simulation cert, blockchain traceability, AI inspection	Faster certs, compliance, less rework	Certification cycles, security concerns
Metals, Mining & Construction	Low-Med	Fleet telematics, energy optimization, AI safety monitoring	Lower OPEX, safer sites, sustainability compliance	Harsh operations environments, skill gaps

Automotive

Context: The shift to EVs, software-defined vehicles, and just-in-time global supply chains demands rapid innovation and risk-resilient operations.

Adaptive Focus Areas:

- **Design and Engineering:** Digital twins for vehicle platforms, generative design for lightweight components.
- **Smart Production:** Adaptive robotics for mixed-model assembly lines.
- **Supply Chain:** AI-driven risk sensing to counter semiconductor and battery supply volatility.

Outcome: Shorter model launch cycles, improved supplier collaboration, and predictive quality control.

Process Manufacturing

Context: Commoditized markets, rising energy costs, and environmental compliance requirements pose challenges to profitability.

Adaptive Focus Areas:

- **Sustainability Management:** Carbon accounting and process energy optimization.
- **Advanced Automation:** Closed-loop process controls integrating AI and IoT.
- **Planning and Scheduling:** AI-led yield optimization in batch and continuous processes.

Outcome: Lower operational costs, reduced emissions, and improved yield consistency.

Industrial Manufacturing

Context: A diverse set of products and production environments, often with aging assets and multi-plant complexity.

Adaptive Focus Areas:

- **Smart Production:** Predictive maintenance for legacy machinery.
- **Aftermarket and Services:** Remote diagnostics and service monetization.
- **Digital Twins:** Asset-level modeling for operational optimization.

Outcome: Reduced unplanned downtime, higher asset utilization, and service-driven revenue growth.

Tailored Insights for Key Manufacturing Segments

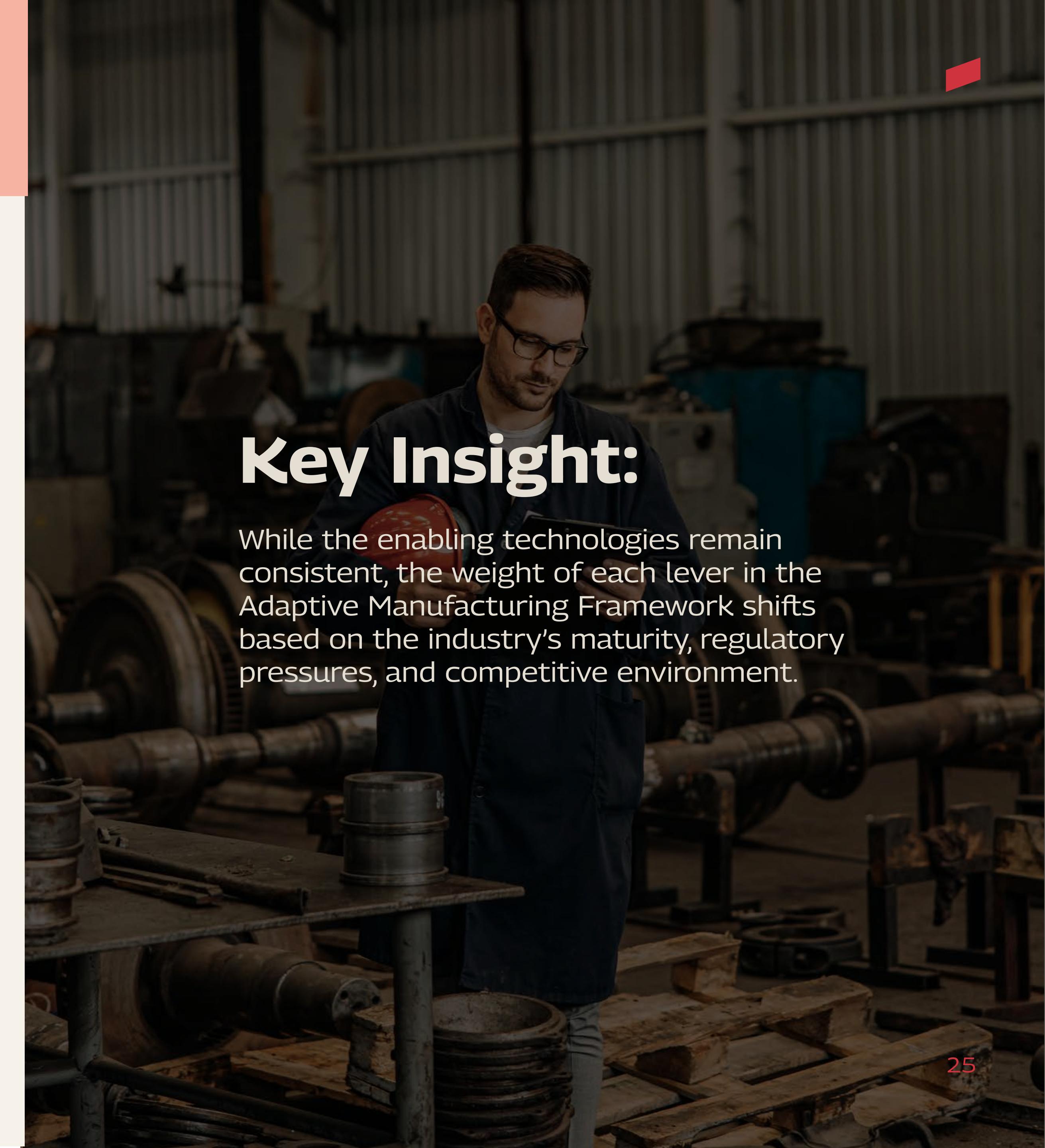
Aerospace and Defense

Context: High regulatory oversight, stringent quality standards, and complex global supplier networks.

Adaptive Focus Areas:

- **Design and Engineering:** Simulation-led certification processes.
- **Supply Chain and Logistics:** Blockchain-based part traceability and compliance tracking.
- **Smart Production:** Automated inspection using AI vision systems.

Outcome: Enhanced compliance, faster certification, and reduced scrap/rework



Key Insight:

While the enabling technologies remain consistent, the weight of each lever in the Adaptive Manufacturing Framework shifts based on the industry's maturity, regulatory pressures, and competitive environment.

A photograph of a factory assembly line. Several bright yellow robotic arms are positioned around a silver car chassis, which is mounted on a conveyor belt. The background is filled with the complex machinery and infrastructure of a modern manufacturing plant.

Part 6: Implementation Best Practices

Keys to Governance, Partnerships, and Change Readiness

Successful adaptive manufacturing transformations don't just depend on technology, they rely on disciplined execution, clear ownership, and an ecosystem approach. From our experience with large-scale manufacturing programs, these are the cornerstones:

Strong Governance Structure

- Establish a central transformation office with cross-functional leaders.
- Define clear KPIs linked to efficiency, sustainability, and safety outcomes.
- Establish governance cadences such as monthly steering reviews and quarterly strategy

Partner Ecosystem Orchestration

- Blend technology partners (AI, IoT, robotics) with domain experts (process, quality, safety).
- Prioritize open architectures to avoid vendor lock-in.
- Co-create use cases with partners to accelerate time-to-value.

Change Management and Workforce Enablement

- Run change readiness assessments early.
- Integrate AI, automation, and digital tools training into daily workflows.
- Use AR/VR for immersive, scalable upskilling

Continuous Improvement Loop

- Institutionalize feedback mechanisms at both shop floor and leadership levels.
- Regularly refresh the transformation backlog to align with market shifts.

With the right governance, partners, and readiness mindset, adaptive manufacturing moves from a **vision to an operating reality, safely, sustainably, and at scale**.

Case Study:

Scaling Transformation with Centralized Governance

A Fortune 500 automotive manufacturer established a central transformation office, deployed AR/VR-enabled workforce training, and successfully scaled digital pilots into enterprise-wide adoption within **18 months**. This structured governance approach accelerated innovation while ensuring consistency and measurable impact across global operations.



A worker in a hard hat and safety glasses is working on a large industrial machine. The worker is wearing a blue long-sleeved shirt and orange safety gloves. The machine is a large, metallic, cylindrical component with various bolts and nuts. The background is dark and out of focus, emphasizing the worker and the machine.

Part 7: The Tech Mahindra Advantage

Unique Capabilities and Enablers for Customer Success

Adaptive manufacturing demands more than just technology it requires a trusted partner who understands the complexities of global value chains, the nuances of industry verticals, and the pace of innovation.

Tech Mahindra brings this edge through a unique combination of capabilities:

Deep Manufacturing DNA

- 30+ years serving Automotive, Process, Industrial, Aerospace, and Metals and Mining sectors.
- Proven execution on complex brownfield and greenfield transformations across geographies.

AI-Delivered Right, Value-Led Approach

- AI and GenAI are infused into every transformation layer from demand planning to autonomous cells.
- Measurable ROI through phased, outcome-based delivery.
<https://www.techmahindra.com/services/ai-delivered-right/>

Industry-Specific Frameworks and Accelerators

- Adaptive Manufacturing Framework - our structured approach to efficiency, sustainability, and safety.
- Pre-built solutions for MES, connected shopfloor, energy optimization, predictive quality, and aftermarket monetization.

End-to-End Delivery Capability

- From consulting to implementation and managed services, ensuring customers have a single point of accountability.
- Strong onshore-offshore model for cost optimization without compromising quality.

The Manufacturing Experience Center (MXC)

- A live, immersive environment to co-create solutions with customers, demonstrate Industry 4.0 use cases, and run pilot simulations before scaling.
- <https://www.techmahindra.com/industries/manufacturing-xperience-center/>

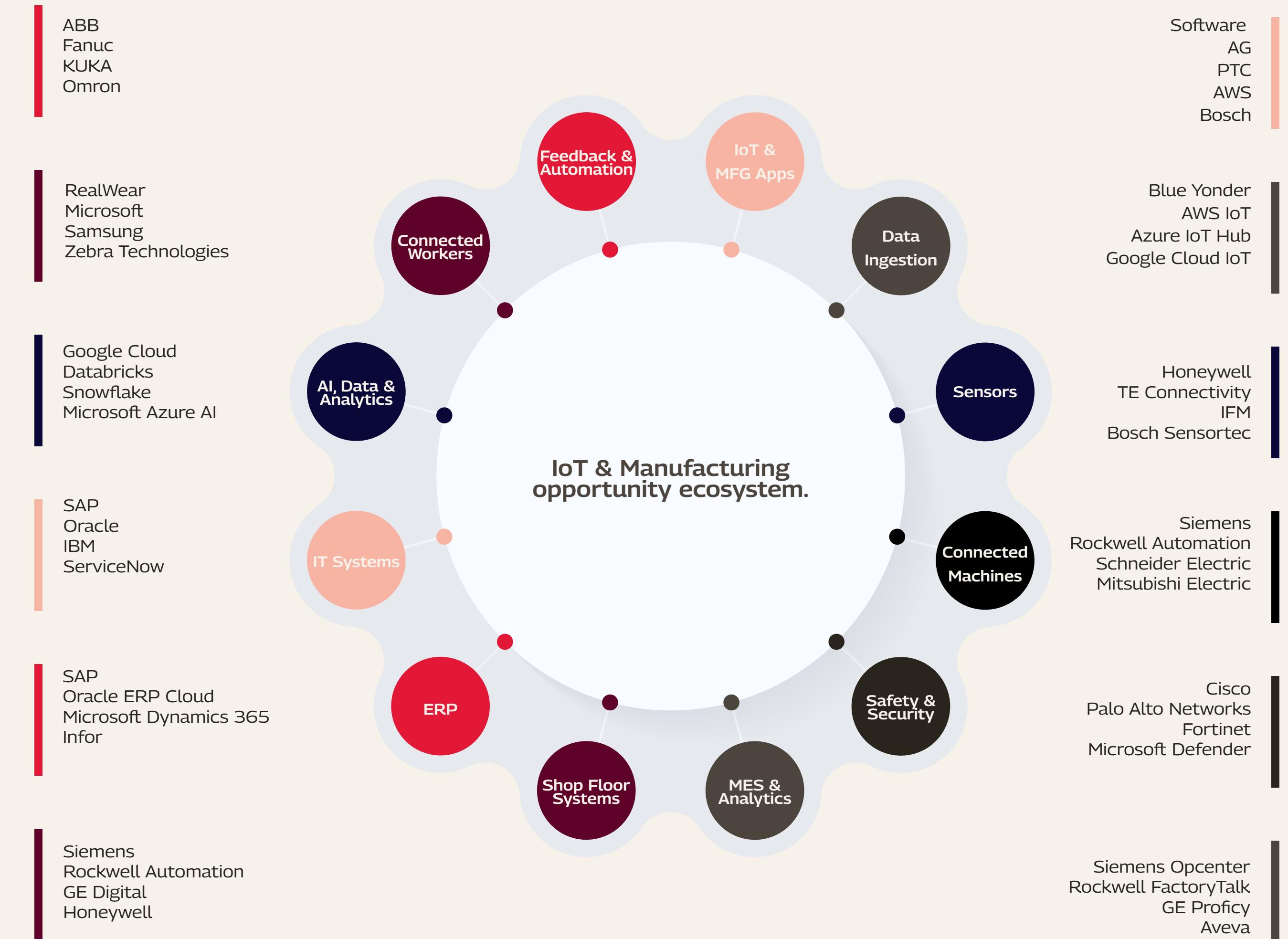


Unique Capabilities and Enablers for Customer Success

Global Partner Ecosystem

- Strategic alliances with hyperscalers, industrial data platforms, line builders, Robots and automation providers, network, sensors, and security providers, industry forums, research alliances, and others.
- Open, modular architectures to integrate best-of-breed solutions.

With Tech Mahindra, manufacturers don't just deploy technology—they gain a partner committed to making their value chains efficient, sustainable, and safe, while ensuring measurable business impact from every investment.



Case Study:

Accelerating EV Launches with AI and Digital Twins

A North American automotive OEM improved EV launch cycles by 35% by deploying AI-driven adaptive planning integrated with digital twin technology. This approach streamlined program management, reduced design-to-production friction, and accelerated time-to-market for next-generation vehicles.

Your Next Step:

The path to adaptive, intelligent manufacturing begins with a conversation.

Let's explore how we can make your manufacturing value chain more efficient, **sustainable, and safe while driving measurable business results.**



A man with a beard and glasses, wearing a white hard hat, a light-colored long-sleeved shirt, and a teal and white safety vest, is working on a piece of industrial equipment. He is wearing dark gloves and holding a dark tablet or clipboard. He is looking down at the equipment. The background is a blurred industrial setting with pipes and structures.

Part 8: Conclusion

Conclusion and Call to Action: Where to Begin and How to Engage with Us

The shift toward Adaptive Manufacturing is no longer optional; it is the foundation for future competitiveness in the respective industry. Those who act now will not only capture market share but will also create more resilient, sustainable, and safe value chains.

Where to Begin:

- **Assess Your Maturity** - We help you benchmark with your peers and industry with our Adaptive Manufacturing Self-Assessment to identify strengths, gaps, and quick wins.
- **We help define a Value-Led Roadmap** - Align transformation priorities with business goals, focusing on measurable ROI.
- **Start Small, Scale Fast** - Begin with pilot projects in high-impact areas, then expand across the value chain.

How to Engage with Tech Mahindra:

- **Engage** with our domain experts and get an outside-in perspective
- **Co-create** solutions with our technology teams and leverage our Manufacturing Experience Center (MXC) to build live use cases in a simulated environment
- **Deploy** proven accelerators and niche partner ecosystems to deliver faster outcomes.

About the Author:



Hemant Sankhla

Global Practice Head for Manufacturing at Tech Mahindra

He leads the articulation and execution of adaptive, AI-enabled transformation across Automotive and Manufacturing sectors. A seasoned strategist, he combines in-depth knowledge of the manufacturing domain with cutting-edge digital expertise in AI, IoT, and sustainability. Hemant is passionate about transforming value chains, making them more efficient, resilient, and eco-conscious through thoughtfully integrated solutions. In his role, he drives high-impact initiatives that reshape how businesses adapt to evolving market demands, regulatory pressures, and technological disruption.

About Tech Mahindra

Tech Mahindra (NSE: TECHM) offers technology consulting and digital solutions to global enterprises across industries, enabling transformative scale at unparalleled speed. With 152,000+ professionals across 90+ countries helping 1100+ clients, Tech Mahindra provides a full spectrum of services including consulting, information technology, enterprise applications, business process services, engineering services, network services, customer experience & design, AI & analytics, and cloud & infrastructure services. It is the first Indian company in the world to have been awarded the Sustainable Markets Initiative's Terra Carta Seal, which recognises global companies that are actively leading the charge to create a climate and nature-positive future. Tech Mahindra is part of the Mahindra Group, founded in 1945, one of the largest and most admired multinational federation of companies. For more information on how TechM can partner with you to meet your Scale at Speed™ imperatives, please visit <https://www.techmahindra.com/>.



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