

The state of



IT

and



OT

convergence

CDW surveyed OT and IT decision-makers in manufacturing to discover how their teams' priorities and investments are converging for 2025.

Manufacturing Teams Trend Toward Alignment



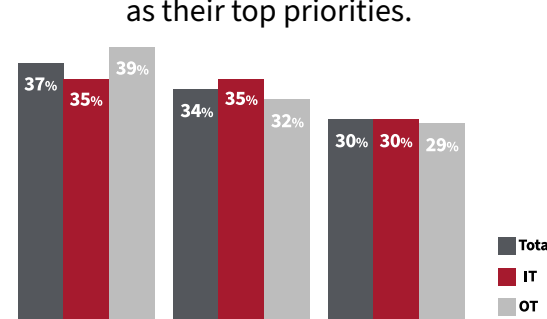
Their departments share the same agenda

Leadership is very supportive of OT technological transformation

The organization is technically resourced enough to justify the investments needed to support strategic initiatives

Priorities and Budget Often Overlap

Decision-makers in both OT and IT ranked growing and improving their OT technologies as their top priorities.



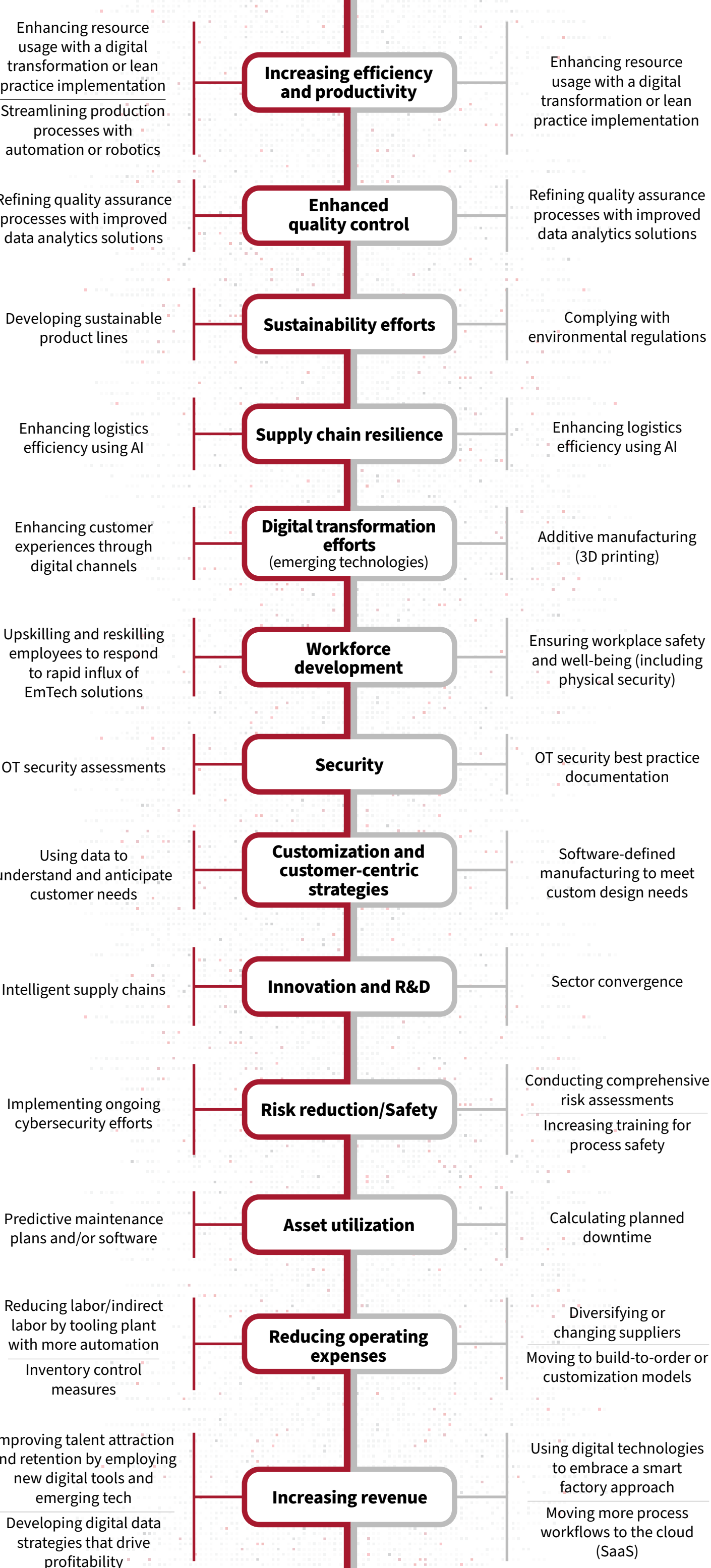
7 in 10

decision-makers expect their company's budget to increase in 2025.

IT

Top areas of opportunity identified for the next 12-18 months include:

OT

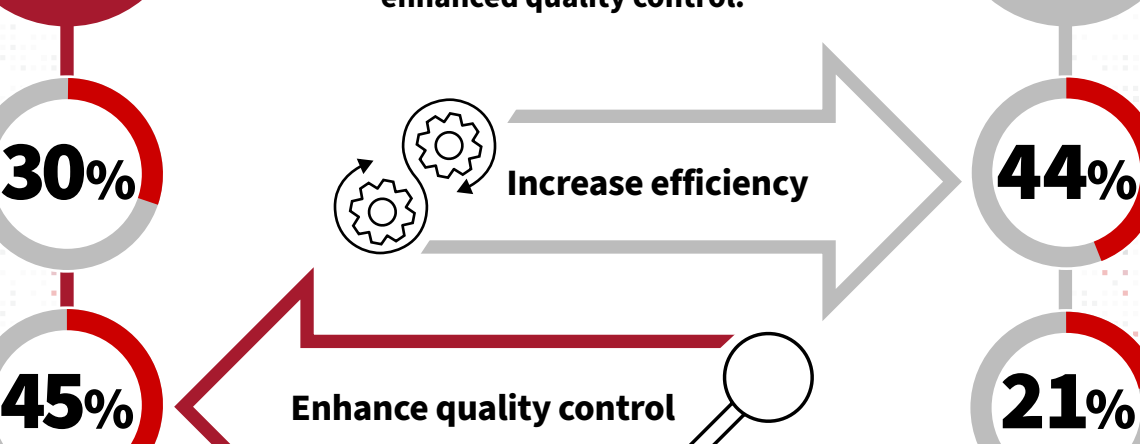


And the Need for Security Is Ever-Present

80% of decision-makers are concerned with OT security, centered around legacy systems that need patches or updates, and absence of information for the latest security protocols.

But Differences Remain

OT decision-makers tend to prioritize **increasing efficiency** while IT decision-makers tend to prioritize **enhanced quality control**.



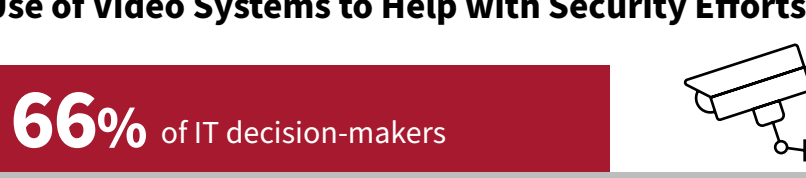
Within the OT environment, decision-makers are challenged with **data security** and **quality people management**.

IT is more likely to face challenges with cost of implementation.

OT is more likely to be challenged with finding skilled resources.

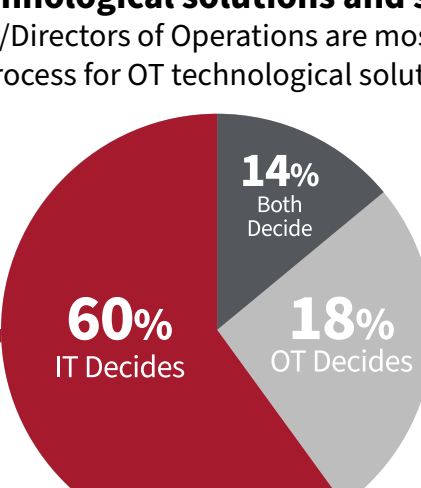
Significantly more OT decision-makers indicate that their company is using video systems to help with security efforts.

Use of Video Systems to Help with Security Efforts



Who decides?

Funding is split between OT and IT in manufacturing, but **IT makes the final decision in most cases for OT technological solutions and services.** IT Leads and VP/Directors of Operations are most often involved in the purchase process for OT technological solutions and services.



Let CDW Empower Your IT/OT Convergence

You don't need to decide on OT solutions alone. CDW's unique business-first approach helps you assess your goals with Transformation Workshops, creating a roadmap to success to help you determine which OT solutions best match your manufacturing goals.

For more information, contact your CDW account manager or call 800-800-4239 and visit CDW.com/manufacturing.



Source: CDW proprietary survey of OT and IT decision-makers