



Overview

Partner

MARGMA

Industry

Manufacturing

Profile

A Malaysian non-profit industry association that offers a range of services to members comprising Malaysian rubber glove manufacturers and associated suppliers, and supporting organizations. Since it was established, MARGMA has been a leading advocate for the rubber glove industry in Malaysia, having collaborated closely with key Malaysian government agencies and related ASEAN trade associations to promote and protect the interests of its members and the industry.

Transforming the Glove Manufacturing Industry with Data

Fusionex has been collaborating with the Malaysian Rubber Glove Manufacturers Association (MARGMA) and the Malaysia Digital Economy Corporation (MDEC) to kick start a digital transformation journey for glove manufacturers.

Introduction

Fusionex has been collaborating with MARGMA and MDEC on a Data-Driven Decision Enterprise Adoption program to provide a structured and accelerated approach for decision-makers to optimize their businesses, address pain points and seize new opportunities. The program combines Fusionex's expertise with glove manufacturers to embark on a data-driven decision journey.

The Challenges

The trend on everyone's lips nowadays is that key business decisions are being made based on hard facts and supported by concrete data. Gone are the old ways of making decisions based on one's gut feelings which more often than not is influenced by personal bias and often inaccurate as no one can reliably predict the future due to the complexities of the innumerable factors at play. Due to the competitive and challenging business landscape of the glove manufacturing industry, knowing how and when to make better informed business decisions using data has never been more crucial.

In fact, the urgency of using data has become so inescapable that executives from over ten glove manufacturing companies attended MDEC's Data-Driven Decision Enterprise Adoption program in February 2019 to learn how they could make the best use of their data and whether their companies were ready to embrace data transformation.

However, many of these manufacturers had been operating for many years, even decades, and already had legacy systems in place that were neither digital-ready nor flexible enough to integrate into today's connected world. In order to gain insights into their businesses, they needed to begin adopting data technology and implanting it to quickly adjust their operations based on real-world factors and events.

The Solution

During the Data-Driven Decision Enterprise Adoption program, data professionals from Fusionex together with MDEC representatives identified specific business needs, traded meaningful data analytics voyages and examined potential impactful digital transformation options for the attendees.

To determine the current state and how best to achieve their business goals, Fusionex provided each organization with a unique version of its Big Data Readiness Assessment scorecard. This assessment approach appraises the organizations data-driven decision-making preparedness and organizational maturity to commence planning their roadmaps and investments required to achieve organization goals as below:

Maturity

Awareness - Cognizance of Big Data opportunities in data-driven decision-making

Experimental – Exploring and discovering Big Data technology

Intentional – Business cases are identified and ready to commence their Big Data Analytics journey

Transformation – Budget has been allocated and ready to embark on their Big Data Analytics journey

Optimization – Analytics tools are already in place and ready for optimization

Capability

Data – Data availability, data collection, data processing, data centralization, insights

Process – Planning and budgeting, data governance, business case

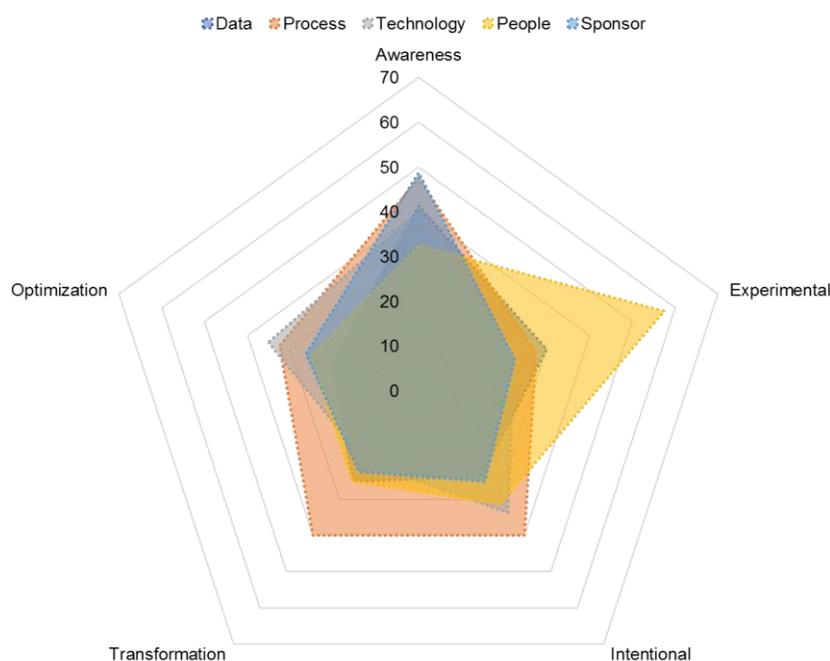
Technology – Platform strategy, integration, scalability

People – Organizational structure, internal talent, in-house/outsource, training

Sponsor – Organization vision and strategy, funding

The Benefits

Below is an aggregated scorecard for all respondents of the Fusionex Big Data Readiness Assessment as well as a number of key insights and recommendations:



Strengths

- Progress on Experimental, Transformation, and Optimization in the areas of Data, Process, and Technology are encouraging
- Strong support from Sponsors

Opportunities

- To further explore implementation options and industry good practices
- To boost staff awareness and intentions regarding Big Data Analytics

Recommendations

- To advocate members to share what data analytics they have been working on and further explore implementation options and industry good practices with Technology Company
- To encourage workforce to attend Big Data Analytics training programs

Common Use-Cases identified from this workshop:

Sales Optimization - Predictable sales demand, customer 360, price/cost optimization

Glove quality inspection – Automated imaging, machine learning, analytics for defects classification

Financial Analytics – Accelerating time-to-answer, predictable costing, what-if analyses

Findings

Based on the aggregated scorecard, over **23%** of respondents are ready to commence their Big Data journey from a Data, Process, Technology, People and Sponsor standpoint, with approximately **41%** of them already equipped by having the appropriate processes in place.

More promisingly, more than **57%** of respondents stated that their internal talent have already begun exploring and discovering data technology, which increases the probability of future big data technology implementation and utilization being realized.

Ultimately, the prospects look promising as around **21%** of the respondents' organizations have already set aside a budget for data technology implementation and are ready to begin their Big Data Analytics voyage.

Summary

This collaboration between Fusionex, MARGMA, and MDEC in assisting businesses adopt data technology has so far enabled rubber glove manufacturers to make data-driven decisions. Continued efforts are in place to further strengthen this collaboration and assist even more organizations on their data journey.

If you need more information regarding how you can benefit from this collaboration, kindly contact Fusionex, MDEC or MARGMA.

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