

QualiWare

Partner Spotlight Webinar Series:



Implementing a DTO in Manufacturing in 8-12 Weeks



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CBP-Software



Today's Agenda:

QualiWare

QualiWare: Who we are

QualiWare: Metrics that Matter

QualiWare: Market Credibility

QualiWare Manufacturing Use Cases

Why DTO Matters Now

CBP

The Role of DTO in Manufacturing

QualiWare/CBP Integrated Approach to DTO

CBP's Lean-based Methodology for DTO

Live DEMO

CBP's DTO Implementation Approach & Use Case

DTO Fit – Next Steps

Q&A

Who we are: QualiWare - Experienced Market Leaders you can trust!

QualiWare is a leading **Enterprise Architecture, Compliance Management and Business Process Management** solution, used in **Digital Transformation** initiatives that seamlessly integrates with specialized tools for a comprehensive, global, and cross-vertical management experience laser focused on delivering business value & impact!

QualiWare is an established market & thought leader with 35 years of expertise in Enterprise Architecture, Business Process, Compliance and Digital Transformation serving a global client base with a modern approach.

Headquartered in Copenhagen Denmark with offices in New York, Toronto, London, Stockholm, Brisbane, Johannesburg, Sao Paulo and a robust partner channel to cover any region.

1000+ customers around the globe trust their business to QualiWare!

“QualiWare is the brain of our company”
Oliver Loukota - Enterprise Architect , Q beyond



Metrics that Matter: Business Outcomes — Proven, Measured, Repeatable!

25:1
Acquisition-to-churn ratio
For every customer lost, 25 are retained or gained

26+
Years
Longest active client relationships in the EA market

125,000
Users
Government DTO client on a single deployment

99%
Renewal rate
Customers who renew, year over year

55%
Pipeline growth
Last 6 months

90%
Mission-critical status
Customers classify QualiWare as mission-critical

QualiWare Platform — At a Glance

1000+
Customers
EA · GRC · BPM

35
Years
Founded 1991

90+
Dedicated Experts
Global team

5
Certifications
ISO · SOC 2 · UN

Active
Global Partner Network
Active worldwide

SaaS
Deployment

ISO 27001
Info Security

ISO 9001
Quality

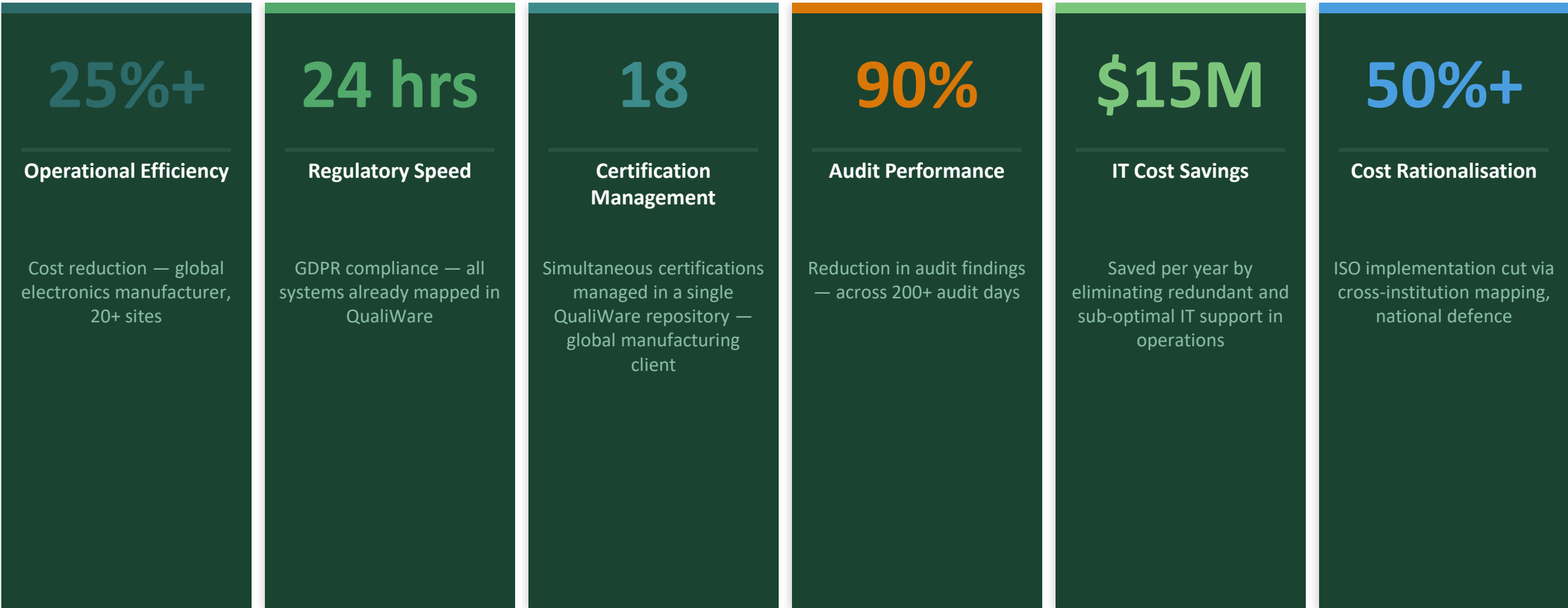
SOC 2
Compliance

UN Global Compact
Signatory

ISO 223001
Business Continuity

Customers who onboard become long-term infrastructure partners.

Metrics that Matter: Business Outcomes — Proven, Measured, Repeatable!



Qualiware & CBP: Recognized Market Leaders and Visionaries

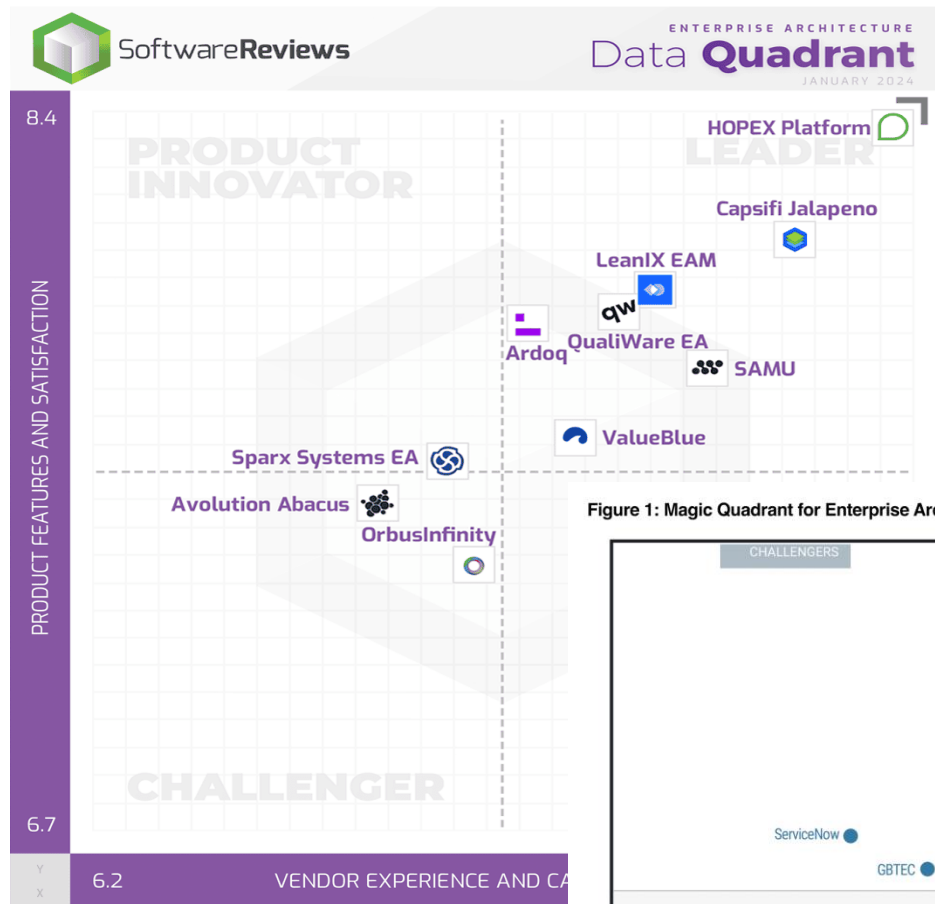
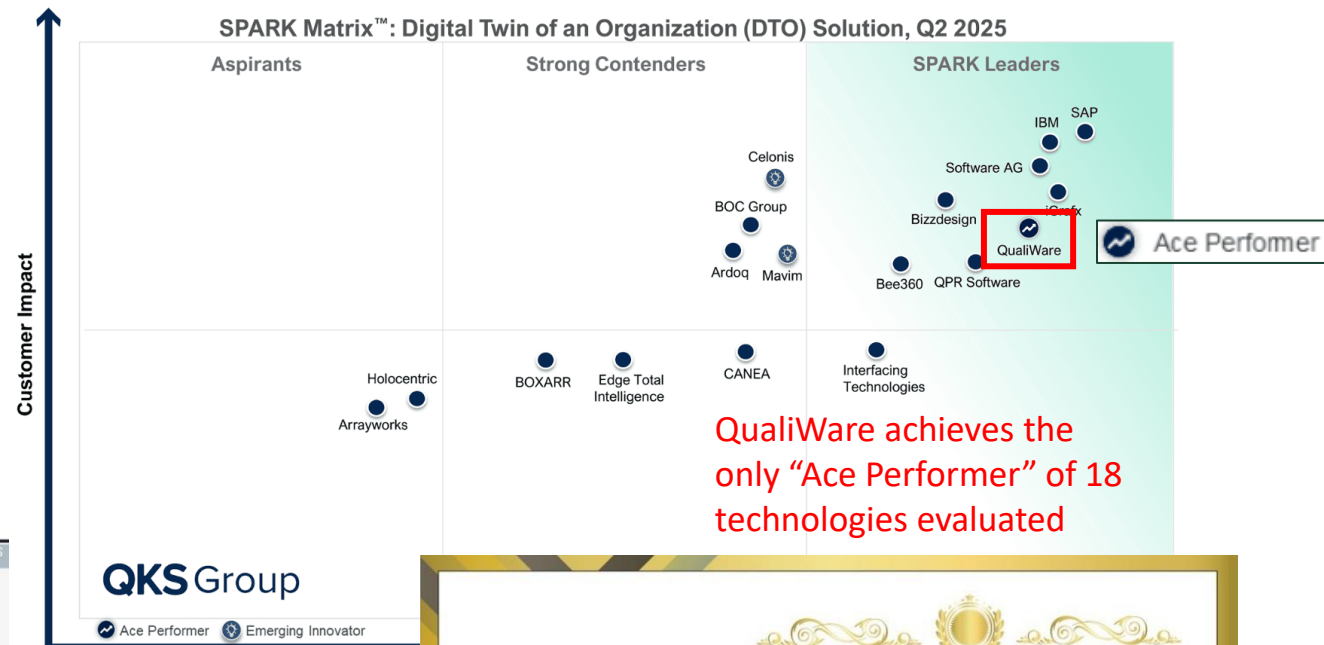


Figure 1: Magic Quadrant for Enterprise Architecture Tools



QualiWare achieves the only "Ace Performer" of 18 technologies evaluated



Gartner.



QualiWare Manufacturing Management Use Cases



SAAB - Global Defense Manufacturer

The QualiWare platform supports their Global Management System (GMS) by structuring processes, documentation, and governance requirements in a controlled environment.

Video: <https://youtu.be/enLnhwJf8J4>

GPV - International Electronics Manufacturer

GPV built a GMS in QualiWare to unify operations across manufacturing sites on three continents serving industries such as MedTech, Industrial, and Transportation.

Case: <https://www.qualiware.com/gpv-story>

KK Wind Solutions - Industrial Equipment Manufacturer

KK Wind Solutions uses QualiWare both as a management system and new staff support platform for improved organizational transparency and smoother employee onboarding.

Case: <https://www.qualiware.com/kk-windsolutions-story>



Augmented Reality (AR) app to scan a QR code on machines or workstations and instantly access up-to-date SOPs, maintenance procedures, and training materials directly on the shop floor.

Why DTO Matters Now

What the Analysts Say.....

McKinsey & Company

“Digital twins can increase decision-making by up to 90%”

Implication:

Move from static architecture to real-time, simulation – driven decisions

[What is digital-twin technology? | McKinsey](#)

Gartner

“A dynamic software model...that uses operational data to understand and improve how an organization delivers value”

Implication:

DTO = living enterprise model connecting strategy, operations, finance and execution

[How Digital Twins Will Upend Customer Experience Podcast | Gartner](#)

Deloitte

“ An evolving digital profile...helps business performance”

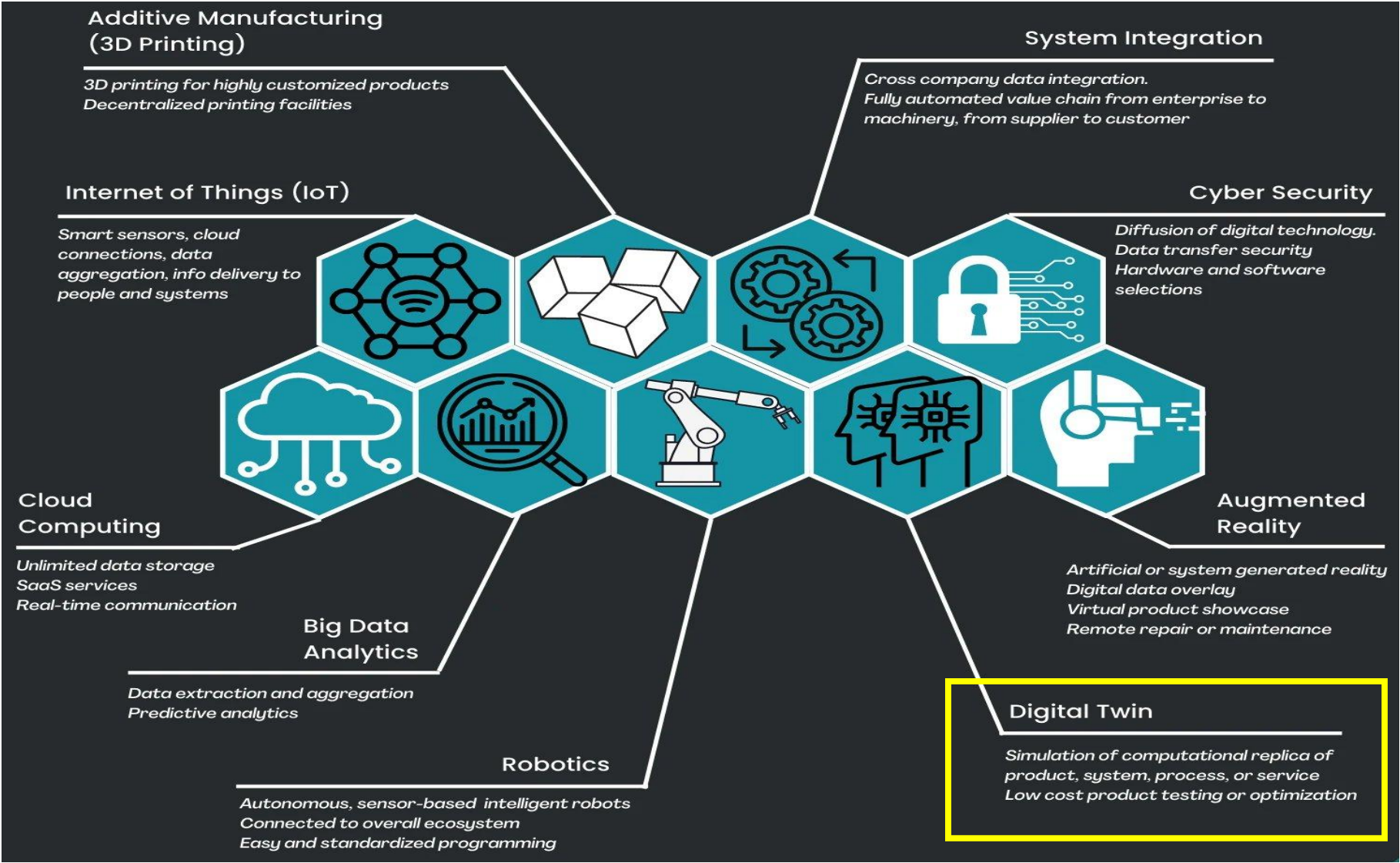
Implication:

DTO’s shift organizations from hindsight reporting to predictive optimization

[Understanding digital twin technology | Deloitte Insights](#)

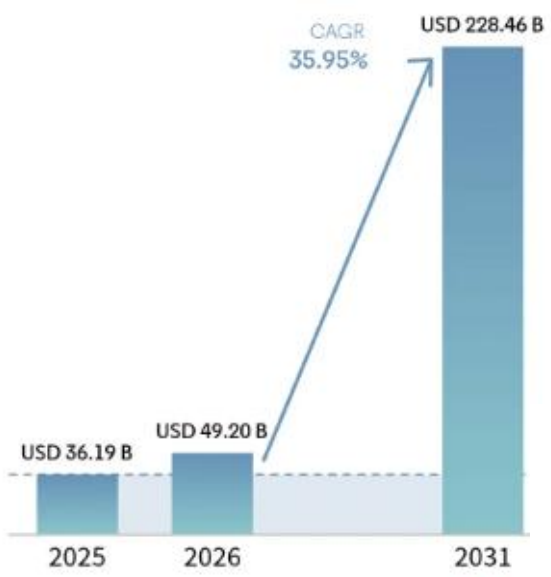


Digital Twin is one of the Nine Pillars of Industry 4.0



Digital Twin Market Growth

Digital Twin (DT) Market
Market Size in USD Billion



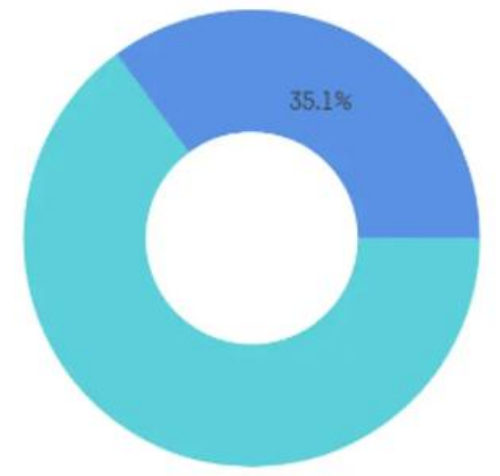
Source: Mordor Intelligence

<https://www.mordorintelligence.com/industry-reports/digital-twin-market> (January 2026)

Market Overview

Study Period	2020 - 2031
Market Size (2026)	USD 49.2 Billion Gartner (2022 Report)
Market Size (2031)	USD 228.46 Billion USD 183 Billion by 2031
Growth Rate (2026 - 2031)	35.95% CAGR 37% CAGR (44% for DTO)
Fastest Growing Market	Asia Pacific
Largest Market	North America
Market Concentration	Medium

Digital Twin (DT) Market: Market Share by Application, 2025



● Manufacturing
● Combined Share of Energy and Power Segments and More

Digital Twin (DT) Market CAGR (%), Growth Rate by Region, 2026 - 2031



Source: Mordor Intelligence

Three Types of Digital Twins:

Digital Twins can be categorized as:



1. Discrete

Developed in IoT platforms, OEMs usually embed the IoT capabilities in new products that leverage modern architectures and technologies

Data/Results: Real-time



2. Composite

Designed to monitor and optimize the use of a related combination of discrete digital twins and/or complex business processes

Data/Results: Near-time

Today's Focus



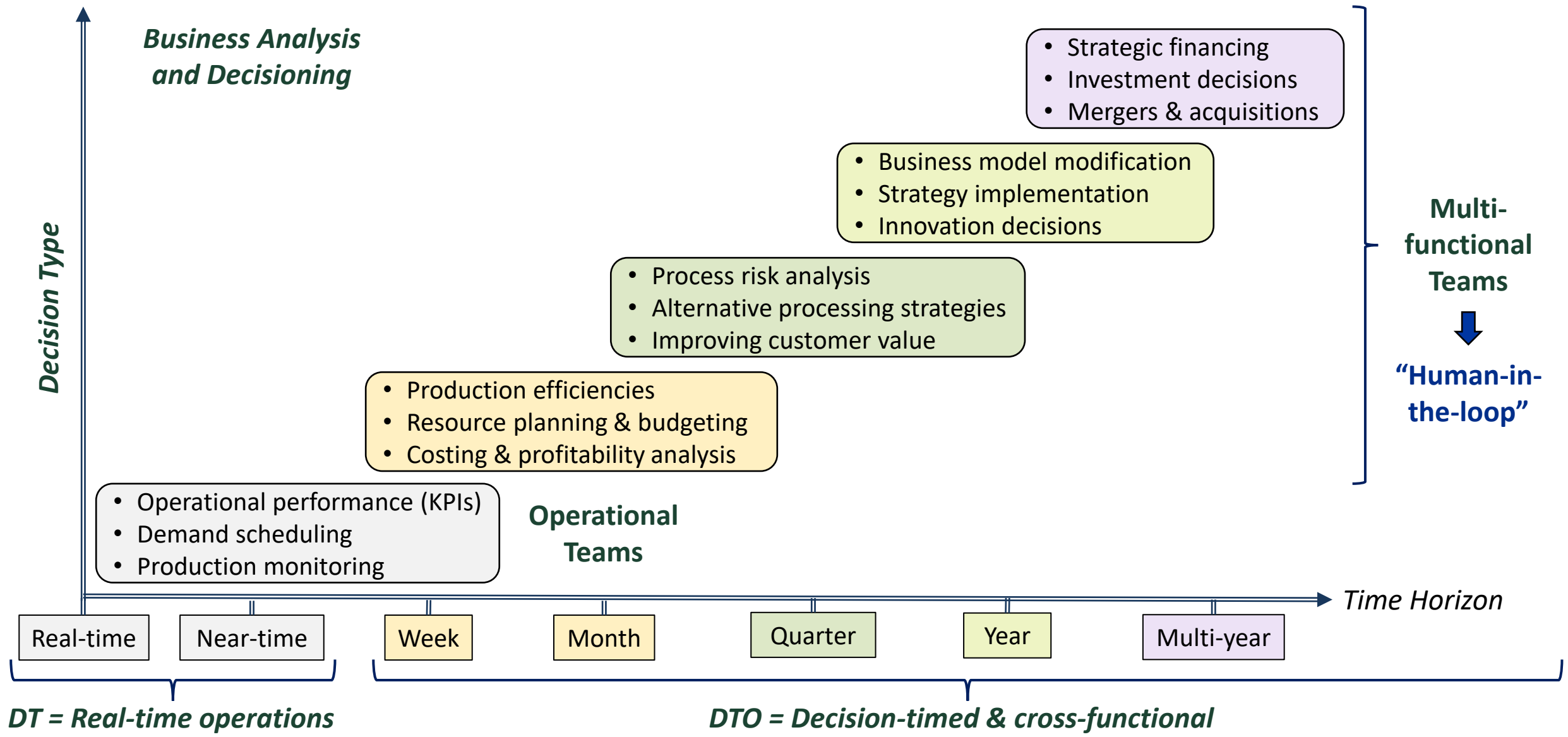
3. Organization

Monitor and optimize specific cross-enterprise processes such as supply chain management, financial risk or profit optimization

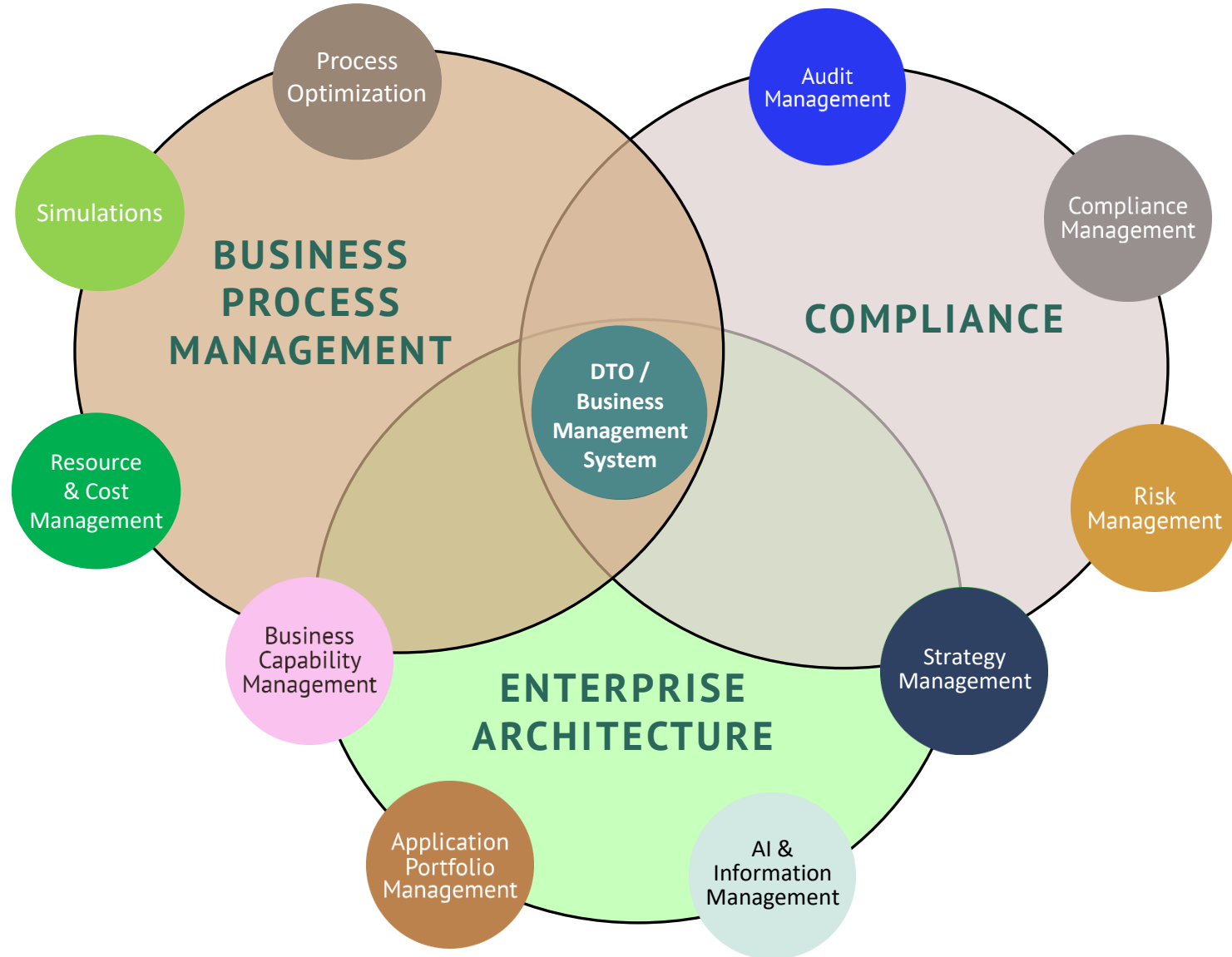
Data/Results: Decision-timed

Source: Gartner®. "Emerging Technologies: Revenue Opportunity Projection of Digital Twins" (2022)

“Decision-Timed” DTO Data/Results Support Key Planning Timelines



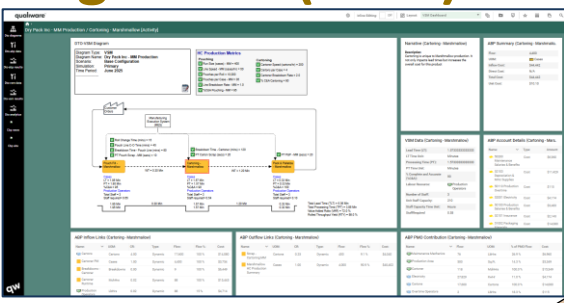
Qualiware & CBP – A Fully Integrated DTO Solution



Collaborative Business Planning (CBP) Focus in Qualiware

Enhanced Business Process Management (BPM)

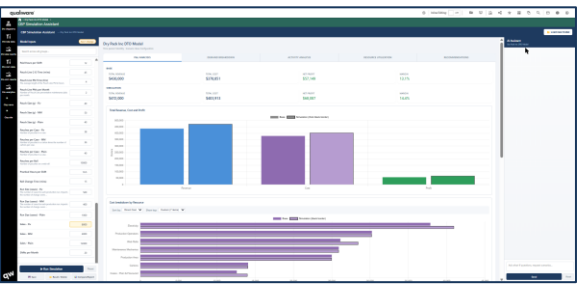
Resource Focused
Lean Value Stream
Mapping (VSM)



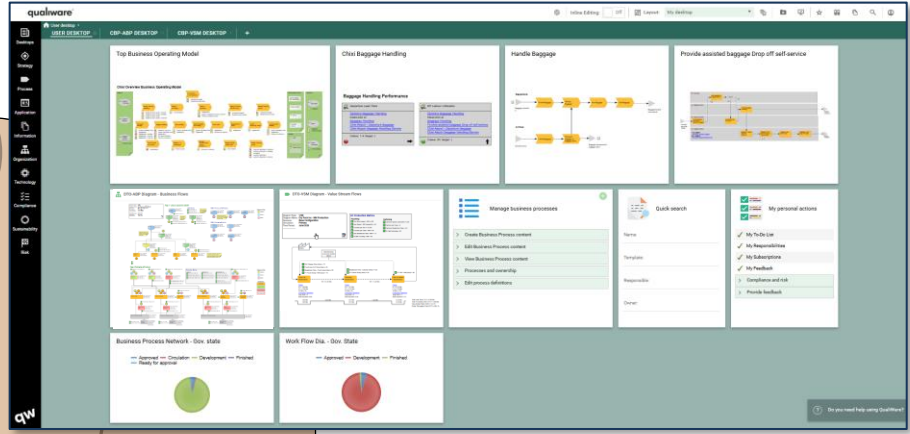
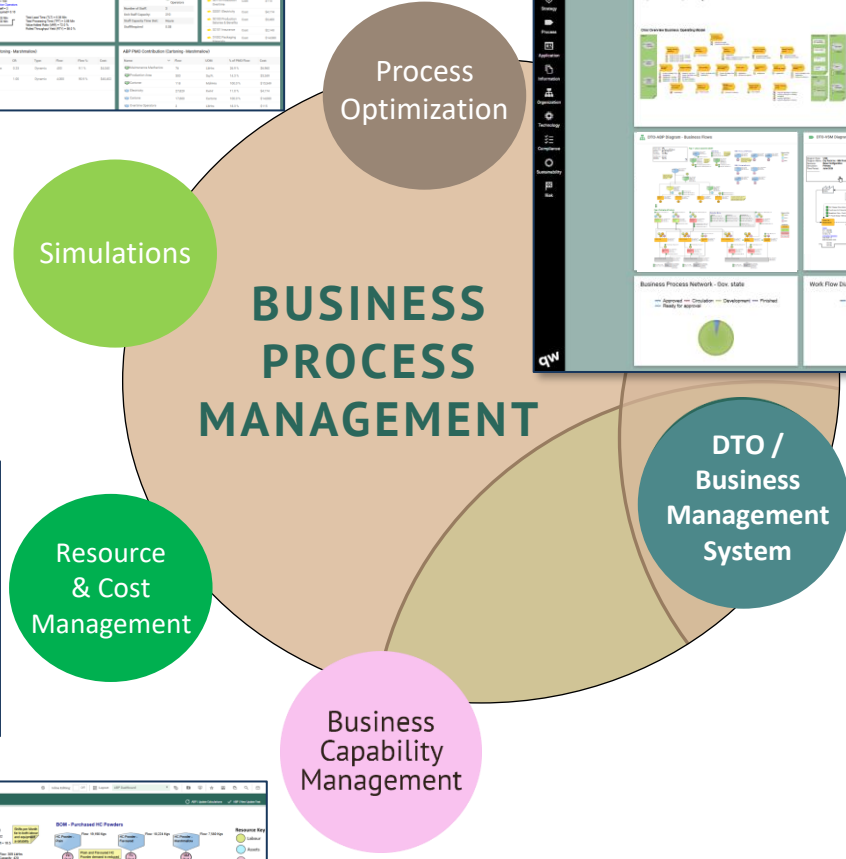
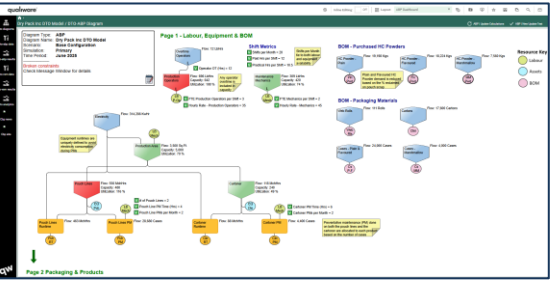
Constraint Driven
Activity-Based
Planning (ABP)



Resource & Cost
Analysis by Activity
and Output



Theory of Constraints (TOC)
for Identification and
Elimination of Bottlenecks



A DTO with a Holistic View
and Analysis of the Entire
Organization

CBP's Business Ontology for DTO

Key Benefits

- Costing & profitability analysis
- Operational budgeting
- Cost of Quality and Non-Value Add
- Enhanced ROI determinations
- Applied Theory of Constraints (TOC)
- Labour and asset utilizations
- Bottlenecks identification/resolution
- Alternative resourcing strategies
- Visual process input>output mapping
- Process efficiencies/optimization
- Waste identification & reduction
- Improved throughput & lead times
- Demand planning

Financial Dimension

Resource Dimension

Lean Value Stream Mapping (VSM)

Activities

Processing Times

Activity-Based Planning (ABP)

Operational Dimension

CBP-DTO models can simulate the impact of change across all 3 business dimensions

CBP-DTO modeling in CPG continuous process manufacturing



- Crosby Foods has been importing the world's finest molasses to the East Coast of Canada since 1879; supplying retailers across Canada and USA
- Today Crosby's are more than molasses; they pack dry powders, act as co-manufacturers and provide liquid bulk storage



CBP-DTO elements

Bill of Materials (BOM)

- Web Rolls (pouches)
- Crystal Ingredients
- Poly Bags
- Cases

On-cycle Direct Activities

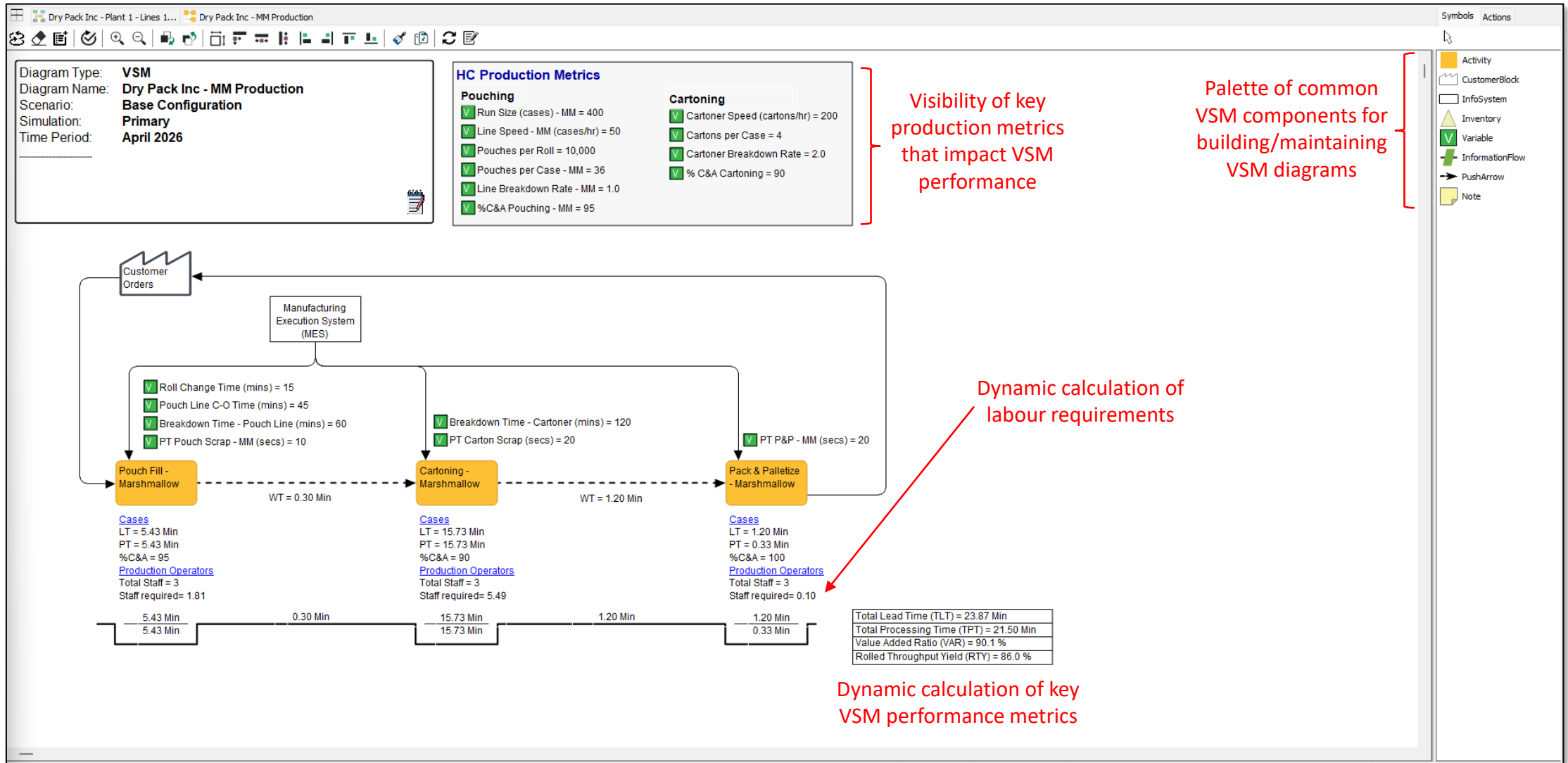
- Pouch Filling Line
- Poly Bagging
- Case Packing
- Palletizing

Off-cycle Indirect Activities

- Web Roll Changes
- Rework (pouches and bags)
- Breakdowns
- Change-Overs

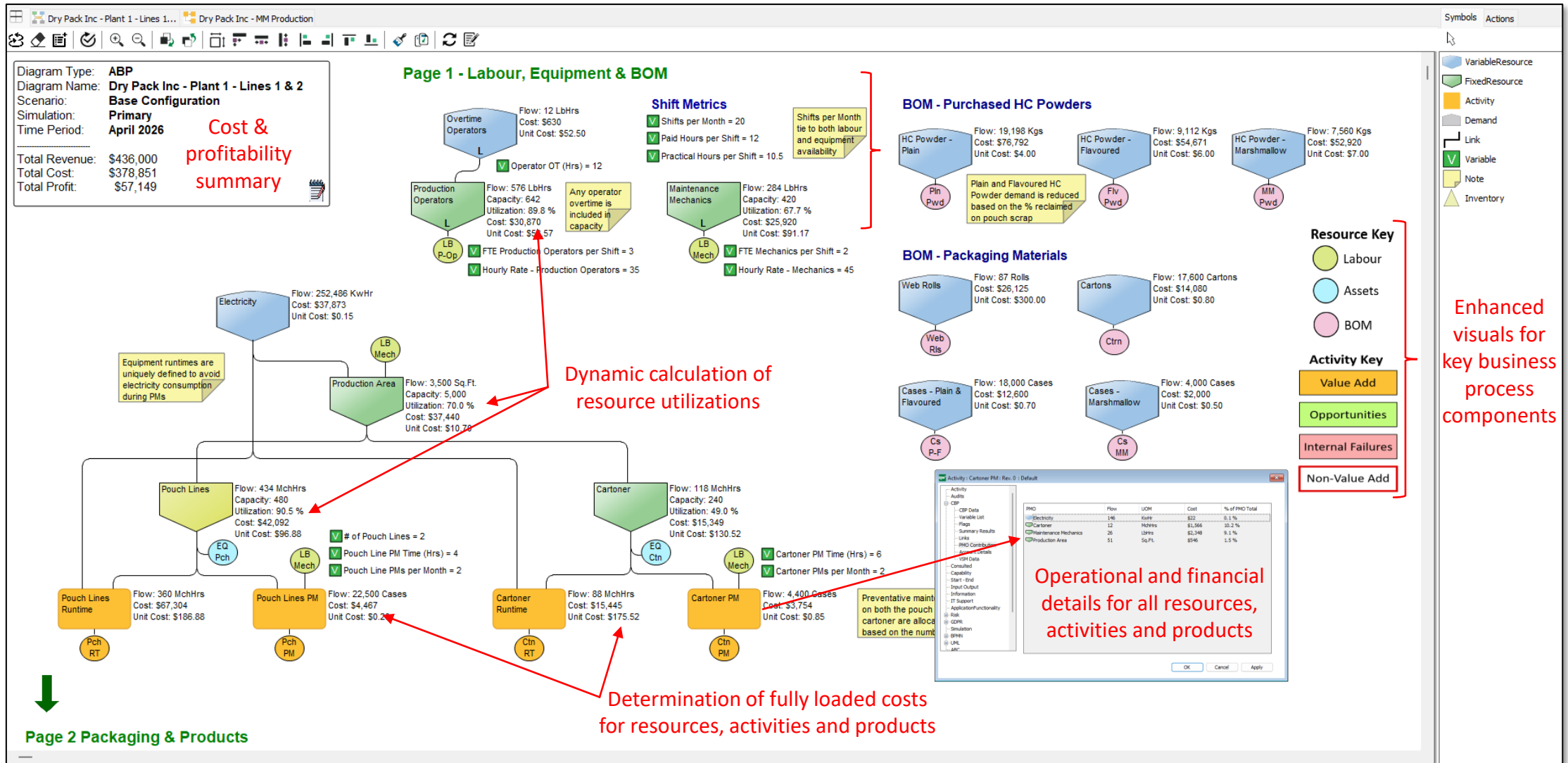
Collaborative Business Planning (CBP) – Manufacturing Demo

Value Stream Mapping (VSM)



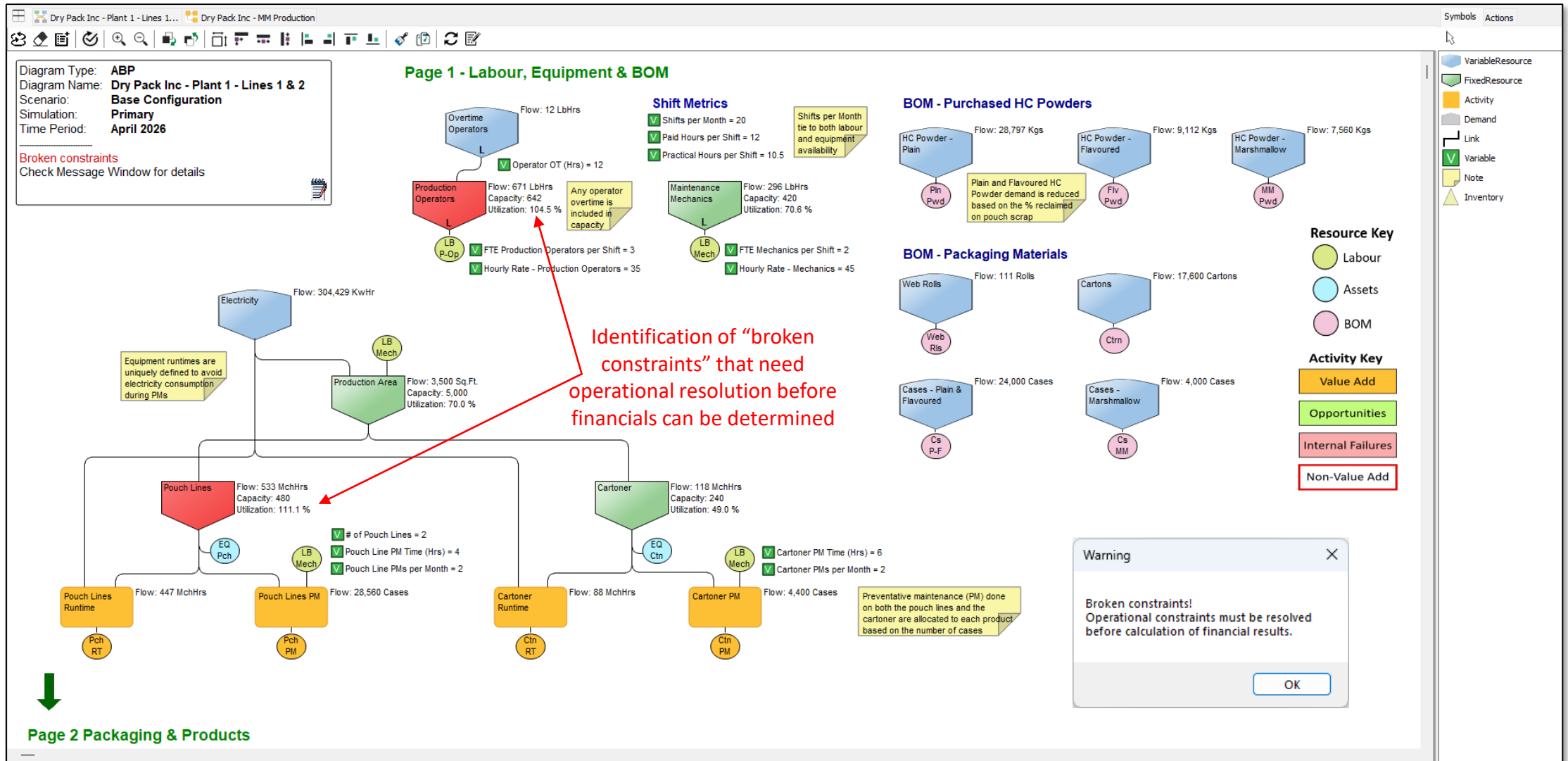
Collaborative Business Planning (CBP) – Manufacturing Demo

Activity-Based Planning (ABP)



Collaborative Business Planning (CBP) – Manufacturing Demo

Theory of Constraints (TOC)



Collaborative Business Planning (CBP) – Manufacturing Demo

Qualiware's Collaborative Web Interface

The screenshot displays the Qualiware Collaborative Web Interface with the following components:

- Header:** Qualiware logo, navigation icons, and user profile.
- Left Sidebar:** Navigation menu with icons for Dto diagrams, Dto-abp data, Dto-abp results, Dto-vsm data, Dto-vsm results, Dto analytics, Cbp news, and Cbp site.
- Main Content Area:**
 - DTO-ABP Diagram - Business Flows:** A complex flowchart showing business processes, including 'Page 1 - Labor, Equipment & Cost' and 'Page 2 Packaging & Produce'.
 - DTO-VSM Diagram - Value Stream Maps:** A VSM diagram for 'Dry Pack Inc - MM Production' with 'Base Configuration' and 'Primary' simulation for 'June 2025'. It includes 'HC Production Metrics' for Pouching and Cartoning, and a detailed process flow from 'Customer Orders' to 'Pack & Palletize - Manufacturing'.
- Right Sidebar:**
 - DTO Model Search:** Search filters for Resource, Activity, Demand, Variable, Account, Document, and Report.
 - Latest CBP-DTO News:** Announcements for 'CBP-DTO Release 10.10.02' and 'CBP-DTO Workshops'.
 - CBP-DTO Dashboards:** A section for custom Power BI dashboards.
- Bottom Row:** Collaboration tools and document links.
 - Register Idea:** Represented by a megaphone icon.
 - Register Change Request:** Represented by a refresh icon.
 - My Ideas:** Represented by a wrench icon with a '1' count.
 - My To-Do List:** Represented by a checkmark icon with a '0' count.
 - CBP Documents:** Represented by a document icon.
 - CBP Reports:** Represented by a document icon.

Visual tiles that expand for detailed information on ABP or VSM diagrams

Quick access for detailed info on any DTO model component

Collaboration tools/views to share and track ideas and information

Links to key documents, reports and detailed analysis

Collaborative Business Planning (CBP) – Manufacturing Demo

Qualiware's Collaborative Web Interface

qualiware
Inline Editing: Off
Layout: ABP Dashboard

Dry Pack Inc - Plant 1 - Lines 1 & 2 / Cartoner PM [Activity]

DTO-ABP Diagram

Diagram Type: ABP
Diagram Name: Dry Pack Inc - Plant 1 - Lines 1 & 2
Scenario: Base Configuration
Simulation: Primary
Time Period: April 2026

Total Revenue: \$436,000
Total Cost: \$378,051
Total Profit: \$57,149

Page 1 - Labour, Equipment & BOM

Shift Metrics

- Shifts per Month = 20
- Practical Hrs per Shift = 12
- Shifts per Month (w/ both labour and equipment availability)
- Operator O1 (Pms) = 12
- Any operator overtime is included in capacity
- Production Operators per Shift = 3
- Mechanics per Shift = 2
- Healthy Hrs - Production Operators = 35
- Healthy Hrs - Mechanics = 45

BOM - Purchased HC Powders

- Plain HC Powder - Plain: Flow: 19,198 Kgs, Cost: \$78,752, Unit Cost: \$4.00
- Flavoured HC Powder - Flavoured: Flow: 9,112 Kgs, Cost: \$54,871, Unit Cost: \$6.00
- Mechanics: Flow: 7,380 Kgs, Cost: \$52,520, Unit Cost: \$7.00

BOM - Packaging Materials

- Web Rolls: Flow: 87 Rolls, Cost: \$28,123, Unit Cost: \$300.00
- Cartoner: Flow: 17,850 Cartons, Cost: \$14,080, Unit Cost: \$0.80
- Cases - Plain & Flavoured: Flow: 18,000 Cases, Cost: \$12,800, Unit Cost: \$0.70
- Cases - Marshmallow: Flow: 4,000 Cases, Cost: \$2,000, Unit Cost: \$0.50

Cartoner PM

Description: Preventative maintenance on the Cartoner is done twice a month. The average time is approximately 6 hours and requires 2 maintenance mechanics. In spite of this, we continue to have significant downtime associated with this equipment which is impacting our profitability for the Marshmallow product.

Click for more info...

Page 2 Packaging & Products

Production Metrics

- Plain HC: Flow: 35 Change-Overs, Cost: \$10,136, Unit Cost: \$289.75
- Flavoured HC: Flow: 87 Rolls, Cost: \$30,367, Unit Cost: \$350.00
- Marshmallow HC: Flow: 10 Breakdowns, Cost: \$3,434, Unit Cost: \$332.78
- Breakdowns - Cartoner: Flow: 9 Breakdowns, Cost: \$6,449, Unit Cost: \$712.84

Narrative (Cartoner PM)

Description: Preventative maintenance on the Cartoner is done twice a month. The average time is approximately 6 hours and requires 2 maintenance mechanics. In spite of this, we continue to have significant downtime associated with this equipment which is impacting our profitability for the Marshmallow product.

ABP Summary (Cartoner PM)

Flow:	4,400
UOM:	Cases
Inflow Cost:	\$3,754
Direct Cost:	N/A
Total Cost:	\$3,754
Unit Cost:	\$0.85

Summary information on any selected model element

CBP Simulation Assistant

Direct Financials (Cartoner PM)

Name: Financial:

NO CONTENT

ABP Account Details (Cartoner PM)

Name:	Type:	Amount:
50200 Maintenance Salaries & Benefits	Cost	\$2,348
52103 Depreciation & Mntc Supplies	Cost	\$1,166
52001 Electricity	Cost	\$22
52101 Insurance	Cost	\$219

Detailed financial analysis

ABP Inflow Links (Cartoner PM)

Name:	UOM:	CR:	Type:	Flow:	Flow %:	Cost:
Maintenance Mechanics	LbHrs	24.00	Static	24	8 %	\$2,188
Cartoner	MchHrs	12.00	Static	12	10 %	\$1,566

ABP Outflow Links (Cartoner PM)

Name:	UOM:	CR:	Type:	Flow:	Flow %:	Cost:
Cartoning - Marshmallow	Cases	1.00	Dynamic	4,400	100.0 %	\$3,754

ABP PMO Contribution (Cartoner PM)

Name:	Flow:	UOM:	% of PMO Flow:	Cost:
Maintenance Mechanics	26	LbHrs	9.1 %	\$2,348
Production Area	51	Sq.Ft.	1.5 %	\$546
Cartoner	12	MchHrs	10.2 %	\$1,566
Electricity	146	KwHr	0.1 %	\$22

Detailed operational and financial information on direct flows for any selection

Details on resource needs

Access to AI-enabled analysis & simulations

Visual tiles that expand for detailed information on ABP or VSM diagrams



Collaborative Business Planning (CBP) – Manufacturing Demo

AI-enabled Analysis Capabilities

qualiware
Dry Pack Inc - Plant 1 - Lines 1 & 2
CBP Simulation Assistant

Model Inputs
Search across all groups...

DEMANDS (3)
FIXED RESOURCES (5)
VARIABLE RESOURCES (3)
LINKS (77)
VARIABLES (52)

Dry Pack Inc - Plant 1 - Lines 1 & 2
Time period: April 2028 - Scenario: Base Configuration

P&L ANALYSIS

TOTAL REVENUE	TOTAL COST	NET PROFIT	MARGIN
\$436,000	\$378,851	\$57,149	13.1%

Total Revenue, Cost and Profit

Cost breakdown by Resource

Resource	Cost
HC Powder - Plain	~\$100,000
HC Powder - Flavoured	~\$100,000
HC Powder - Marshmallow	~\$100,000
Electricity	~\$50,000
Production Operators	~\$26,851

Run Simulation | Save | Recall / Delete | Compare/Export

DTO model
financial summary

Per-Demand Revenue, Cost, and Profit

Financial analysis by product

NAME	VOLUME	UNIT REV	REV
Flavoured Hot Chocolate	6,000	\$18.00	\$108,000
Marshmallow Hot Chocolate	4,000	\$28.00	\$112,000
Plain Hot Chocolate	12,000	\$18.00	\$216,000

Utilization by Resource

Resource utilizations and alerts

NAME	TYPE	UTILIZATION	FLOW	UOM	CAPACITY	HEADROOM	THRESHOLD	STATUS
Cartoner	FixedResource	49.0%	118	MchHrs	240	122	90%	OK
Maintenance Mechanics	FixedResource	67.7%	284	LbHrs	420	136	90%	OK
Pouch Lines	FixedResource	90.5%	434	MchHrs	480	46	90%	OVER THRESHOLD
Production Area	FixedResource	70.0%	3,500	Sq.Ft.	5,000	1,500	90%	OK
Production Operators	FixedResource	89.8%	576	LbHrs	642	66	90%	OK

Collaborative Business Planning (CBP) – Manufacturing Demo

AI-enabled Simulation Capabilities

The screenshot displays the Qualiware CBP Simulation Assistant interface for 'Dry Pack Inc - Plant 1 - Lines 1 & 2'. The main window shows a 'RESOURCE UTILIZATION' tab with a red alert box indicating 'Unassigned costs need resolution before financial calculations can proceed'. The alert details 'Cartoner PM (Activity) \$18,526.21 total' with in-flow costs from 'Cartoner' and 'Maintenance Mechanics', both marked as 'STATIC CR'. A bar chart titled 'Utilization by Resource' compares 'Base' and 'Simulation' results for five resources: Production Area, Pouch Lines, Maintenance Mechanics, Production Operators, and Cartoner. Pouch Lines shows a significant increase in utilization from 70% to 90.5% in the simulation. Below the chart is a table of detailed utilization for the BASE scenario.

NAME	TYPE	UTILIZATION	FLOW	UOM	CAPACITY	HEADROOM	THRESHOLD	STATUS
Cartoner	FixedResource	49.0%	118	MchHrs	240	122	90%	OK
Maintenance Mechanics	FixedResource	67.7%	284	LbHrs	420	136	90%	OK
Pouch Lines	FixedResource	90.5%	434	MchHrs	480	46	90%	OVER THRESHOLD
Production Area	FixedResource	70.0%	3,500	Sq.Ft.	5,000	1,500	90%	OK

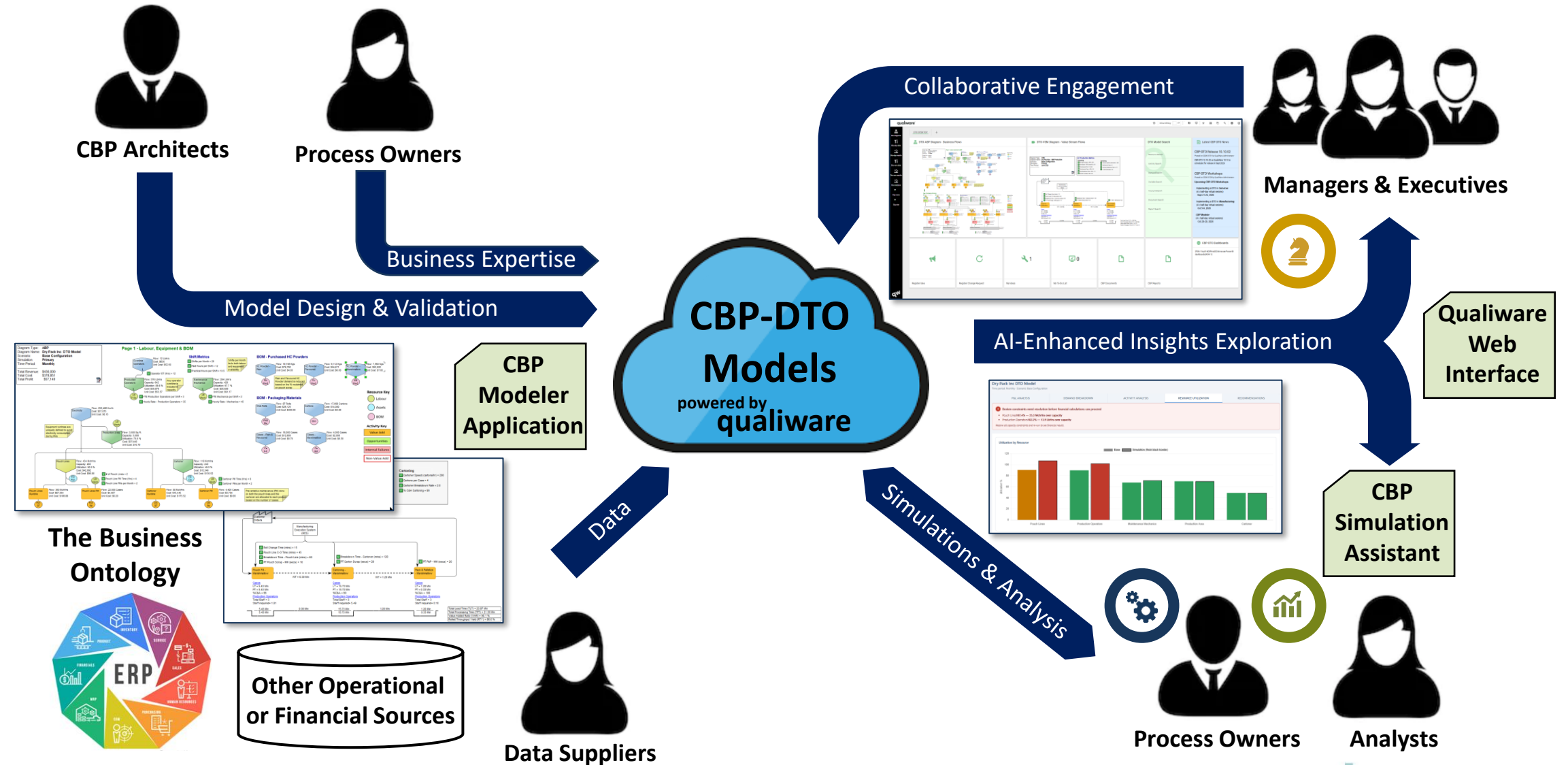
The AI Assistant chat window on the right is titled 'Interactive dialog/intelligence on simulation ideas'. It contains a user query: 'What would be the impact of dropping the Marshmallow product?'. The assistant's response explains that dropping Marshmallow would set its sales volume to 0, which would orphan several Cartoner-related activities and stop the Cartoner PM. It provides a code snippet: `set_variable(name="Sales - MM", value=0)` and a `run_simulation()` command. A status message indicates: 'Simulation: financials suppressed (Unassigned cost(s) - financial calculation halted by engine Gate 2) - Cartoner PM (\$18,526)'. The assistant concludes with a business interpretation: 'As expected, Cartoner PM has \$18,526 of unassigned cost... this is the static-CR link pulling Cartoner and Maintenance Mechanic costs through the PM activity... No constraints are broken, so this is a Gate 2 blocker. Business interpretation: With no Marshmallow production, there's no reason to run Cartoner PMs. The fix is to stop the Cartoner PMs by setting 'Cartoner PMs per Month = 0', which simultaneously zeroes both static-CR links feeding this activity (Cartoner → Cartoner PM and Maintenance Mechanics → Cartoner PM). Shall I proceed with that change to unblock the financials? The Cartoner itself will still carry its depreciation cost (\$10,000), which will be allocated to the Production Area and then Pouch Lines — a real, unavoidable fixed cost that will show up in...'

Tracking of DTO model changes

Identification of operational and financial issues related to the simulation

Comparative visual analysis between Base and simulation results

CBP-DTO Models support a Collaborative User Environment



Crosby Foods - CBP-DTO Implementation Approach

Key Components

- Multi-functional team of three:
 - Production/ERP Analyst - operational data
 - Continuous Improvement Manager – process flow and Lean practices
 - Financial Analyst – financial data, costing & budgeting expertise
- Team training on DTO concepts (Implementing a DTO & CBP Modeler workshops)
- Phased DTO modeling approach (coached Pilot > self-directed Pilot expansion > independent modeling)
- Plant management staff engagement (Lead Hands, Supervisors, Plant Manager)
- Senior Leadership Team (SLT) engagement (CEO, COO, CFO, VP Sales, CIO)

A Proven 8-Step Approach to Create, Validate and Benefit from a CBP-DTO in 8-12 weeks

Step 7: Enhance Understanding
Diagnose constraints, analyze activity-based costs, and expose hidden margin leakage to pinpoint optimization opportunities.

Step 8: Optimize & Plan for the Future
Run AI-enabled "what-if" scenario planning to pre-test changes, evaluate investments, and quantify financial impacts before committing resources.

Step 5: Collect Relevant Data
Populate the DTO model with validated, real-world operational and financial inputs from systems and frontline teams.

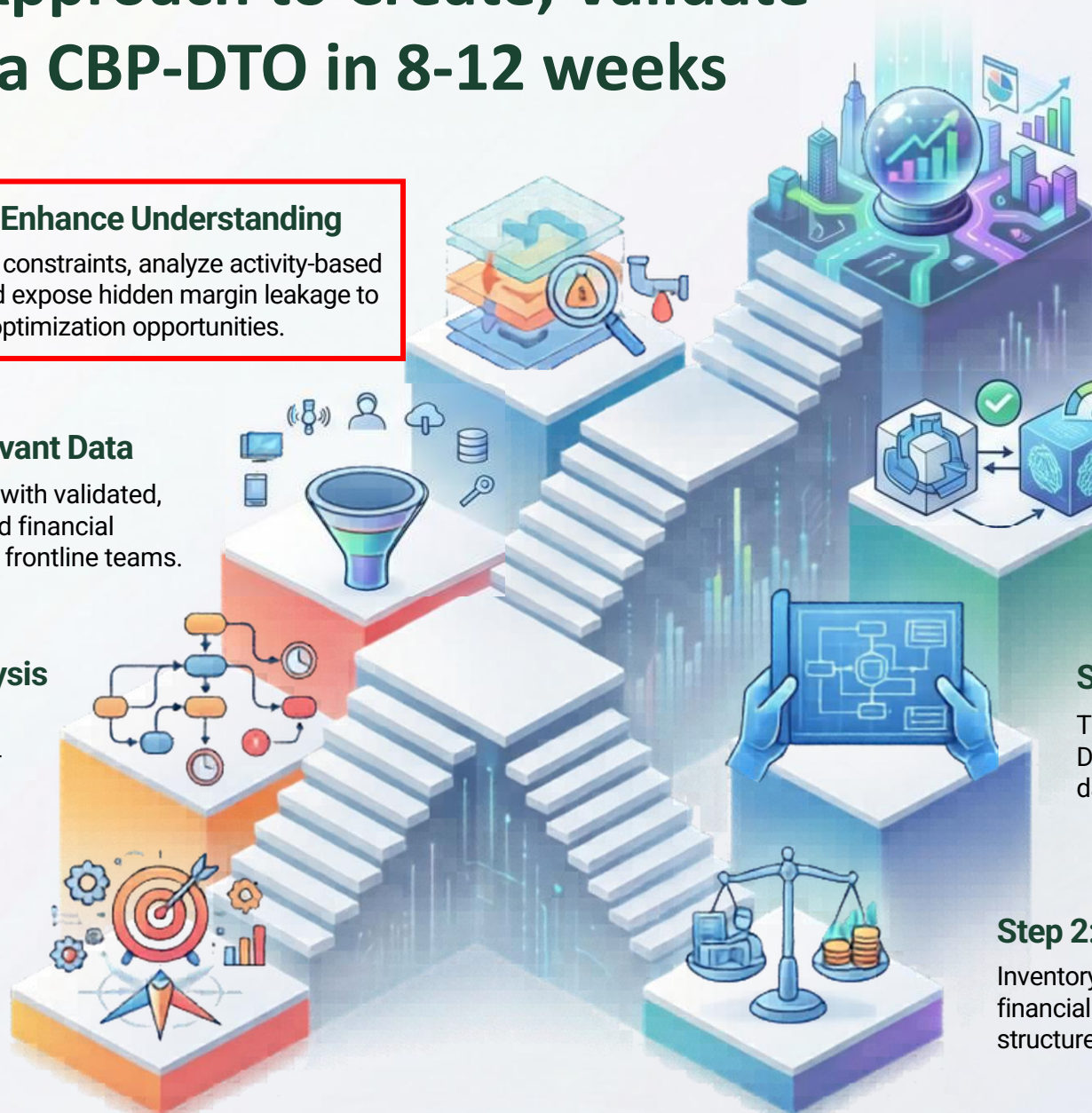
Step 6: Build & Validate the Model
Construct the DTO using CBP and iteratively test it against known performance outcomes to establish a trusted baseline.

Step 3: Perform a Process Analysis
Map value streams and activity-based operational flows to identify non-value-added tasks, wait times, and waste.

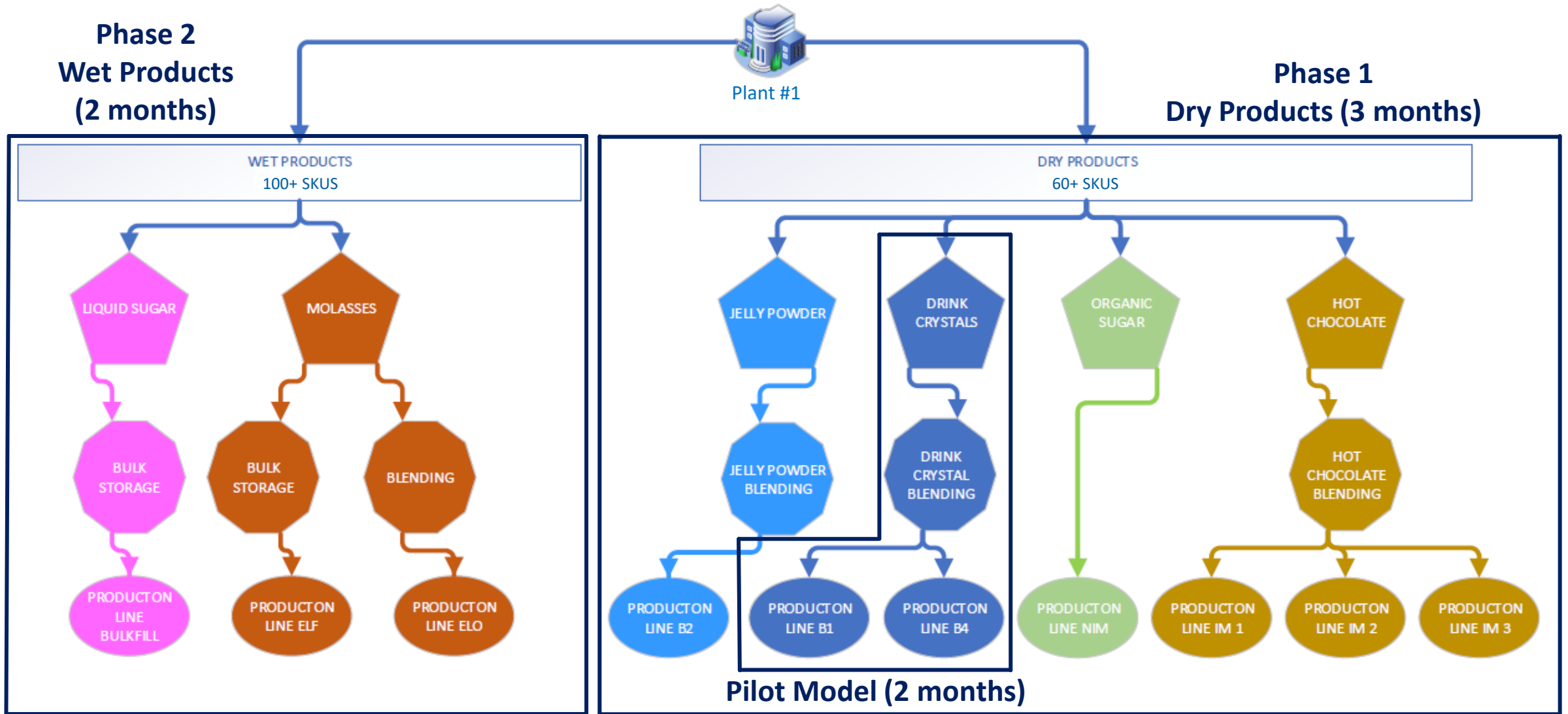
Step 4: Design Model Diagrams
Translate processes into a structured DTO model schema and define precise data collection requirements.

Step 1: Conduct a Strategic Assessment
Align leadership and prioritize key operational pain points to focus the DTO on high-value improvement areas.

Step 2: Analyze Resources
Inventory production resources and map financial linkages to reveal the true cost structure and capacity gaps.



Crosby Foods - CBP-DTO modeling plan



Crosby Foods – Key benefits from CBP-DTO modeling

Financial

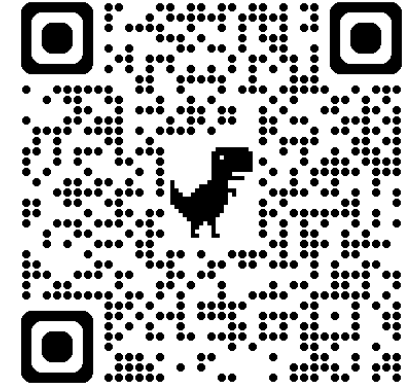
- Improved cost & profitability precision for sales and marketing focus
- Annual budgetary planning decisions for production, labour (employees and contract), products, and customers

Operational

- Optimization of multiple production lines to provide additional capacity and improve resource utilizations

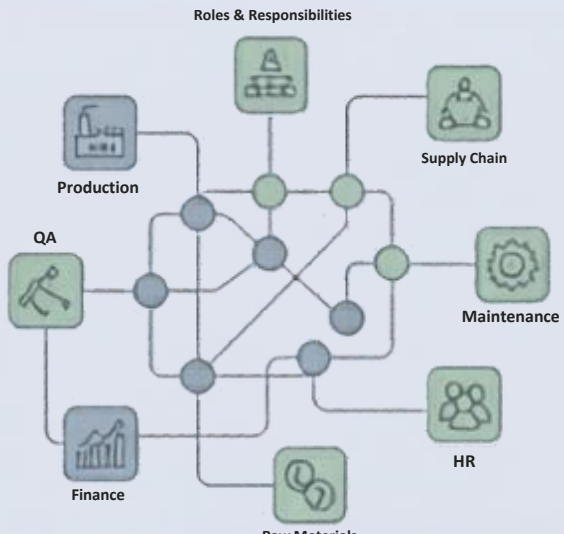
Strategic

- ROI determinations for investments in additional production automation
- Common management/staff understanding of ten production lines to support additional collaborative analysis and decisioning




Crosby Foods
DTO Use Case

Critical Manufacturing Pain Points Solved by CPD-DTO Modeling



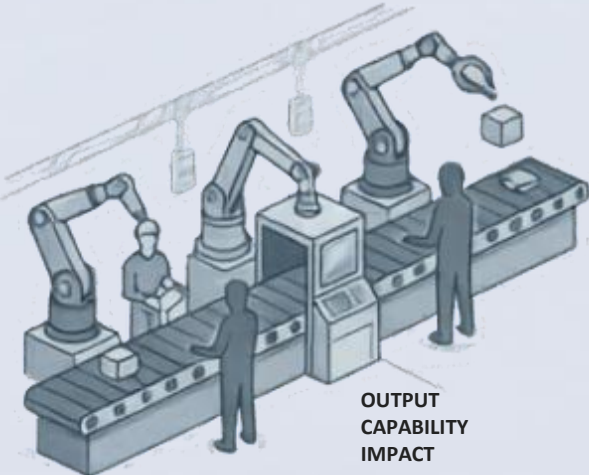
Lack of Common Process Understanding

Many organizations struggle with a lack of clarity on how manufacturing and supporting business processes inter-relate and what specific resources, including labor, are required to sustain them.




Rigid Planning and Costing Solutions

Manufacturers face challenges in maintaining flexible solutions for costing, pricing, and profitability analysis that can keep up with shifting customer and operational demands. Without advanced modeling, organizations cannot effectively quantify the financial impacts of capacity constraints and operational bottlenecks.



Skilled Labor Shortages

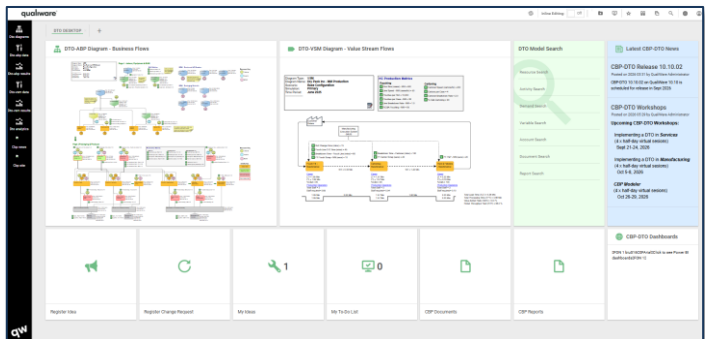
A critical shortage of skilled labor directly impacts overall capacity and the ability of a manufacturing plant to meet its process output capability.



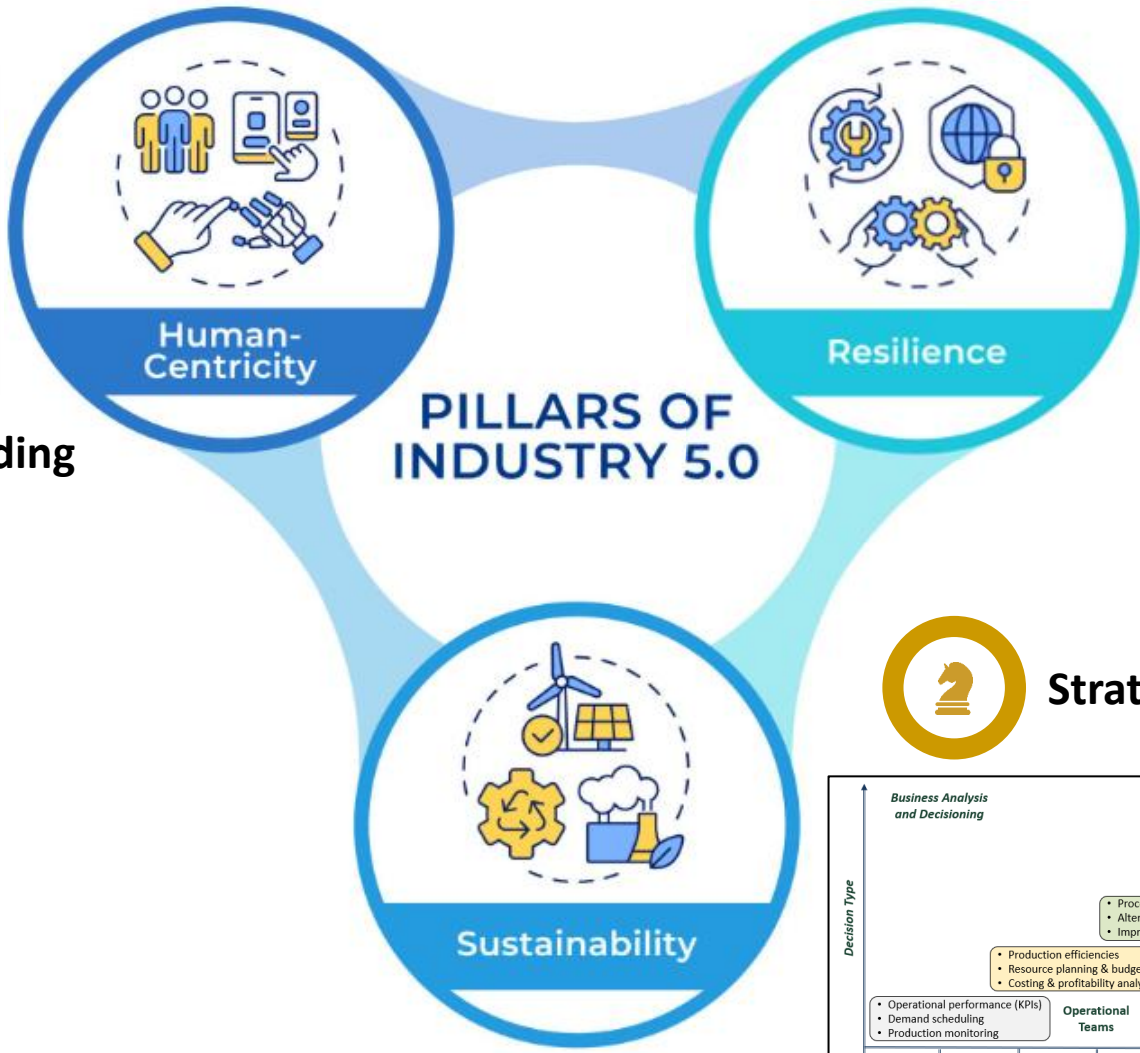
The “Green” Impact on the Bottom Line

There is a significant difficulty in understanding the true operational and financial impact of implementing new sustainability goals or other regulatory objectives. The intersection of sustainability and finance remains a complex challenge to balance..

DTO Modeling also supports the Three Pillars of Industry 5.0



Common Understanding & Collaborative Decision-Making



Simulations & Analysis



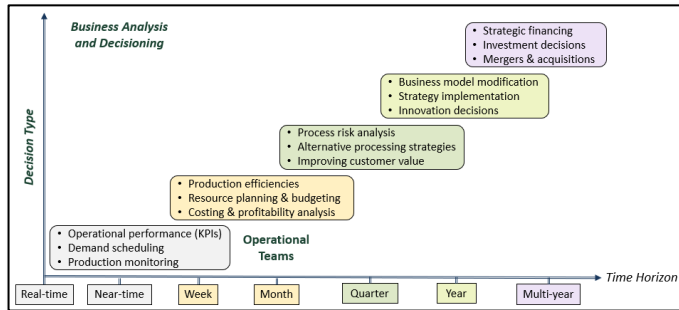
Process Owners



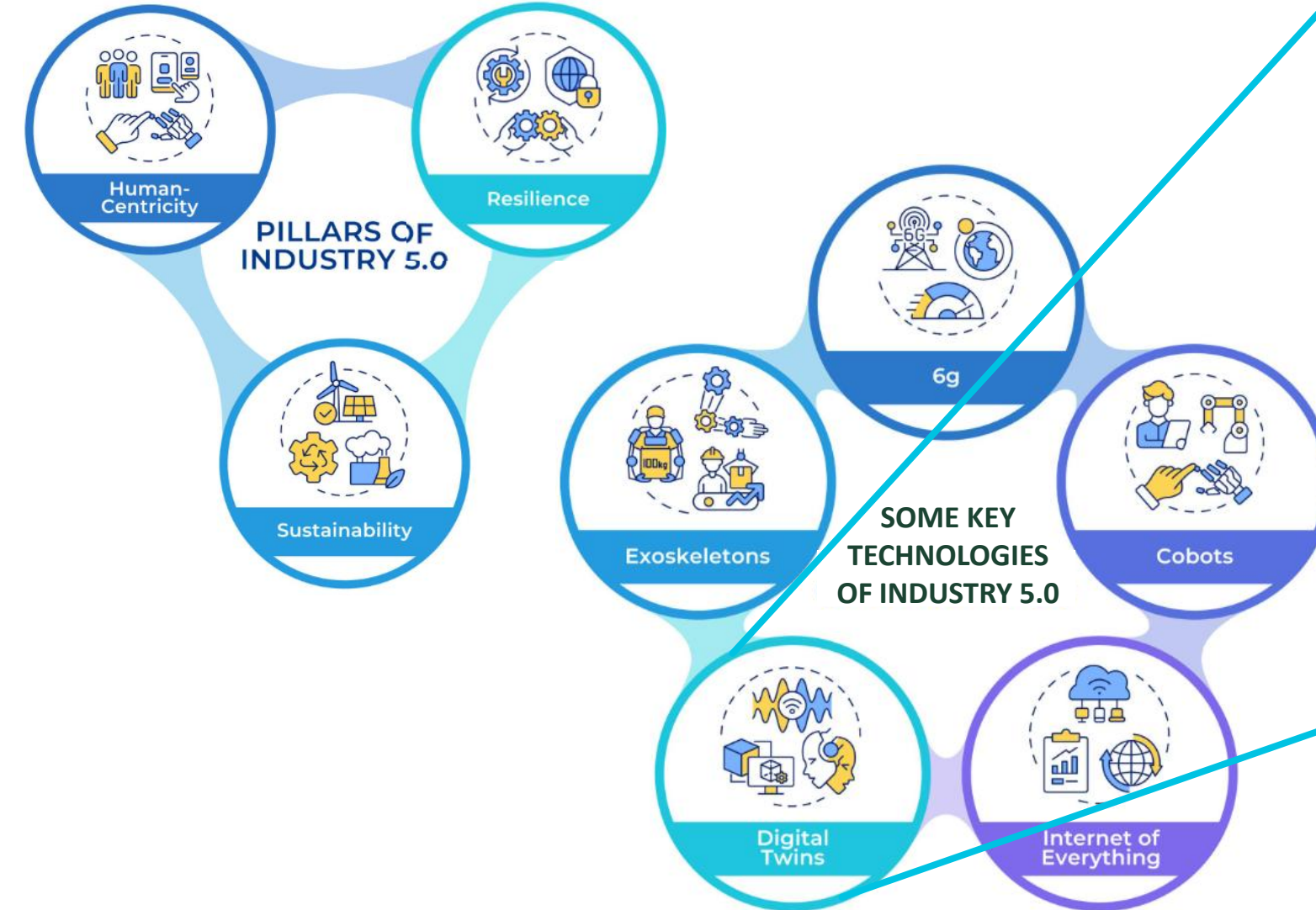
Planners & Analysts



Strategic Insights



Industry 5.0 elevates Digital Twins from engineering tools to Decision Intelligence Systems



Digital Twin of Assets & Production Systems
Real-time operational optimization and predictive maintenance

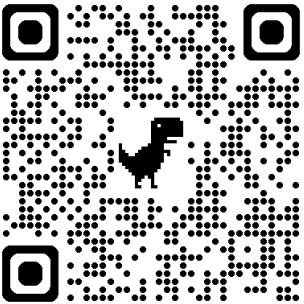
Digital Twin of Processes & Value Streams
Flow optimization, constraint analysis, and scenario testing

Digital Twin of an Organization (DTO)
Simulation of resources, policies, demand variability, and financial outcomes

Why it matters: Enables *explainable, human-in-the-loop* decision-making rather than black-box automation.

For more Information on Qualiware-CBP DTOs for Manufacturing

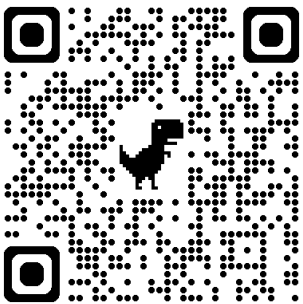
General Information



Qualiware Manufacturing Webpage

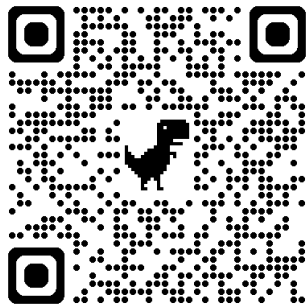


Industrial Manufacturing DTO Use Case



Additional Food Manufacturing DTO Use Case

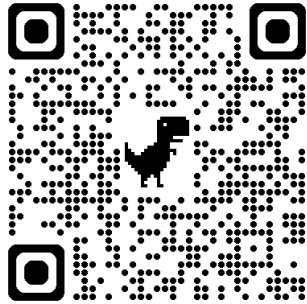
Explore DTOs for your Organization



DTO Advisor Tool

Implementing a DTO in Manufacturing Workshop

- Designed for business users (not CBP Modelers)
- Participants get hands-on experience with the 8-Step approach using a real-world manufacturing use case
- Next delivery: Oct 5-9, 2026 (half days)



Thank you!

QualiWare

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