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**DIGITAL SERVICES ROUNDTABLE DISCUSSION QUESTIONS**

**Crucial Digital Services – Present and Future**

* As a user, what digital services related to this sector does your industry currently use to accomplish day-to-day manufacturing operations *(e.g. Internet of Things (IoT) services, predictive maintenance, cybersecurity, data analysis)?*
  + *Example: Remote collection and analysis of machine performance data*
* What digital services does your industry provide as a standalone product, or as a portion of the final sale of a manufactured good?
* What digital services and related technologies does your industry currently export as stand-alone products or bundled with machinery goods?
  + Any difference than what’s sold domestically?
* What is the most important digital services to your industry’s competitiveness/success?
* Predict what will be most important in the future?
* What is necessary to compete internationally?
* What digital services is the United States most competitive in overseas?
* Are there regions or technologies the United States is losing out to?
* (How) Do you anticipate demand in your industry (providers or users) for digital services changing in the next five years?

**Categorizing Digital Services**

* How would you categorize the digital services identified in the previous discussion topics, whether sold as a stand-alone product or bundled with a manufactured good?
* For each service, what is the larger digital services category this particular service is in?
* Does your industry anticipate new digital services categories emerging within the next 5-10 years?
* Does your industry anticipate exporting digital services or related technologies in manufacturing beginning in the next 5-10 years that are not currently exported?
  + Under which larger services categories would those services fit?
  + Which existing categories will increase or decrease?

**Data Collection Methods**

* How would a seller of digital services estimate the value that their services add to:
  + a customer’s production process
  + to the sale of a finished product?
* What would be the most effective measure to show the separate value of digital services that are bundled with machinery/goods sales?
  + *Example, if needed: The percentage of a company’s total machinery sales or revenue attributed to the bundling of digital services in the sale/export of final products? (We are not asking for the value of digital services in the manufacturing process of the final product)*