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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)*