

DIGITAL SERVICES ROUNDTABLE DISCUSSION QUESTIONS

- As a user, what digital services related to this sector does your industry currently use to accomplish day-to-day manufacturing operations
- 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?
- 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?
- 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 measures to show the separate value of digital services that are bundled with machinery/goods sales?
 - How would your industry calculate those measures?