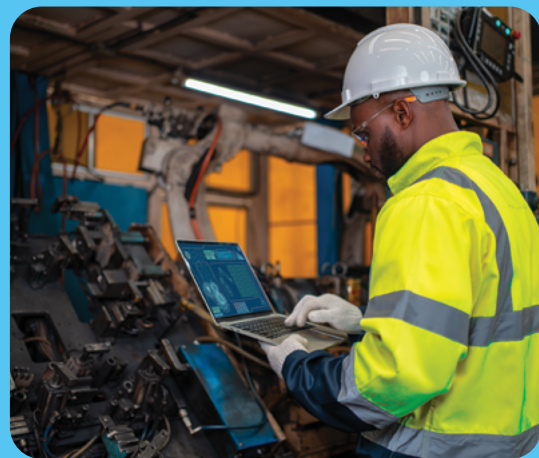


2026 Overall Equipment Effectiveness



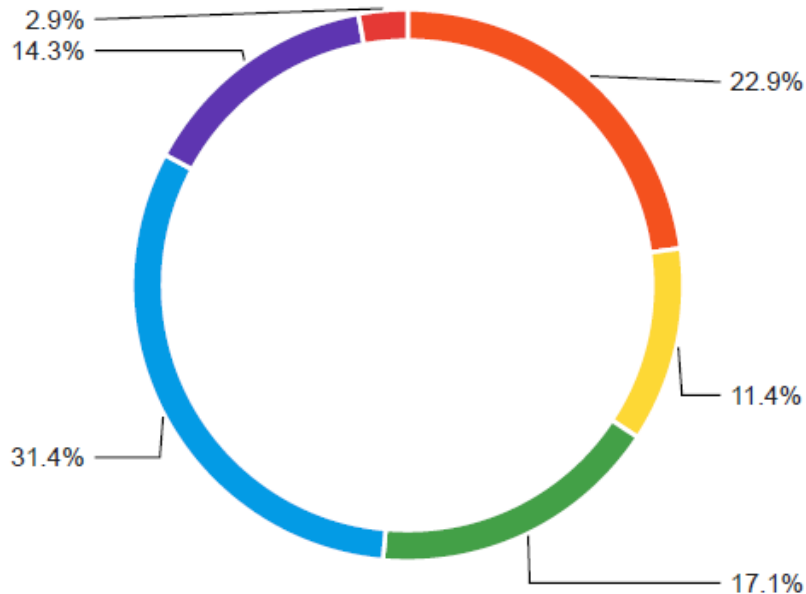
Objective: To benchmark how OEE solutions are being utilized and offered, including tracked KPIs, data visibility capabilities, and emerging trends within the market.

Respondents = 35

Summary

Almost half of respondents (45.7%) currently offer a solution to their customers that tracks (OEE) Overall Equipment Effectiveness. Among current offerings, the most commonly tracked KPIs are downtime (93.8%), output (87.5%), and performance (87.5%), with respondents identifying predictive maintenance metrics, AI-driven recommendations, and root cause analysis as key underserved areas.

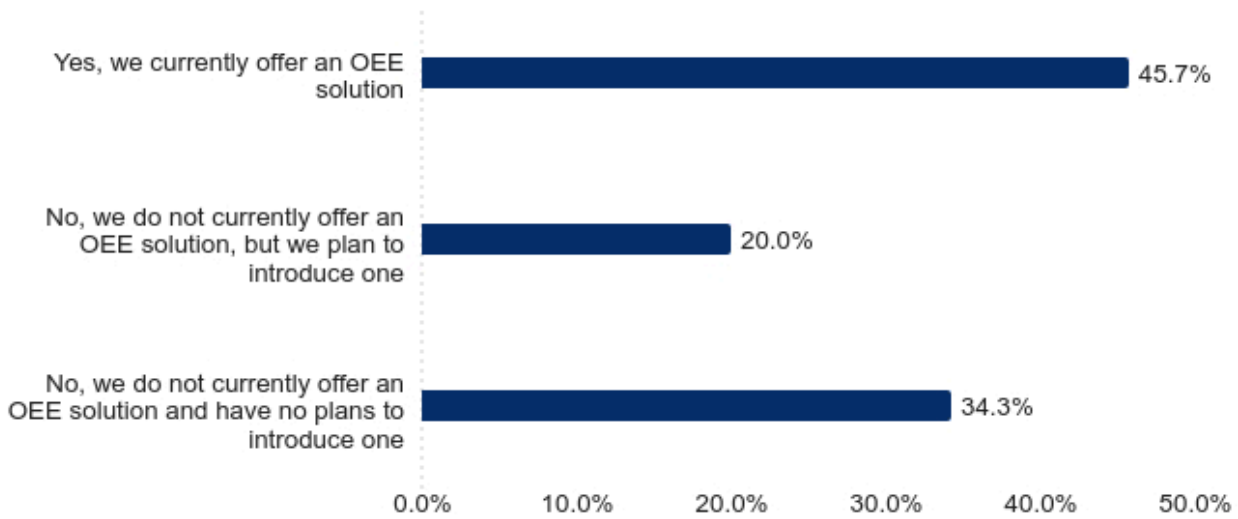
Annual Revenue



- \$250 Million +
- \$100 - \$249 Million
- \$50 - \$99 Million
- \$20 - \$49 Million
- \$10 - \$19 Million
- \$0 - \$9 Million

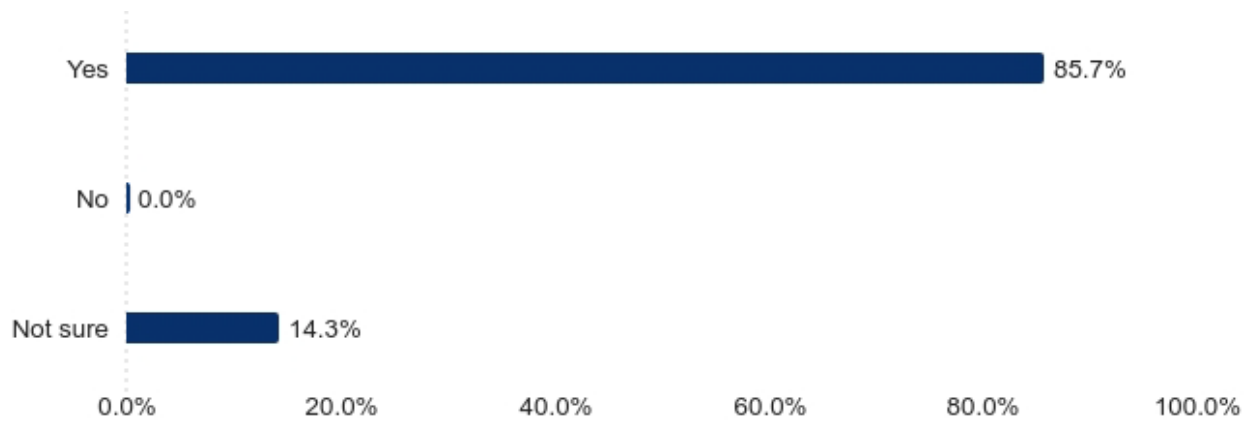
	Total	\$0 - \$9 Million	\$10 - \$19 Million	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Number of Respondents	35	1	5	11	6	4	8

1. Are you currently offering a solution to your customers that tracks (OEE) Overall Equipment Effectiveness?



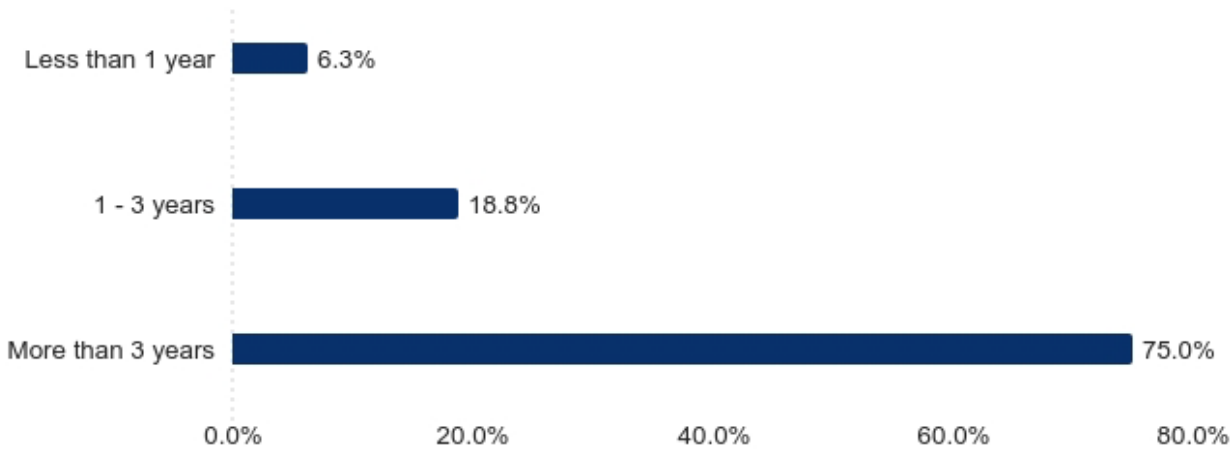
<i>Response Percentage by Revenue Range</i>						
	\$0 - \$9 Million	\$10 - \$19 Million	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Yes, we currently offer an OEE solution	-	20.0%	45.5%	33.3%	75.0%	62.5%
No, we do not currently offer an OEE solution, but we plan to introduce one	100.0%	40.0%	18.2%	33.3%	-	-
No, we do not currently offer an OEE solution and have no plans to introduce one	-	40.0%	36.4%	33.3%	25.0%	37.5%
Total	1	5	11	6	4	8

2. Do you plan on offering OEE in the next 3 years?



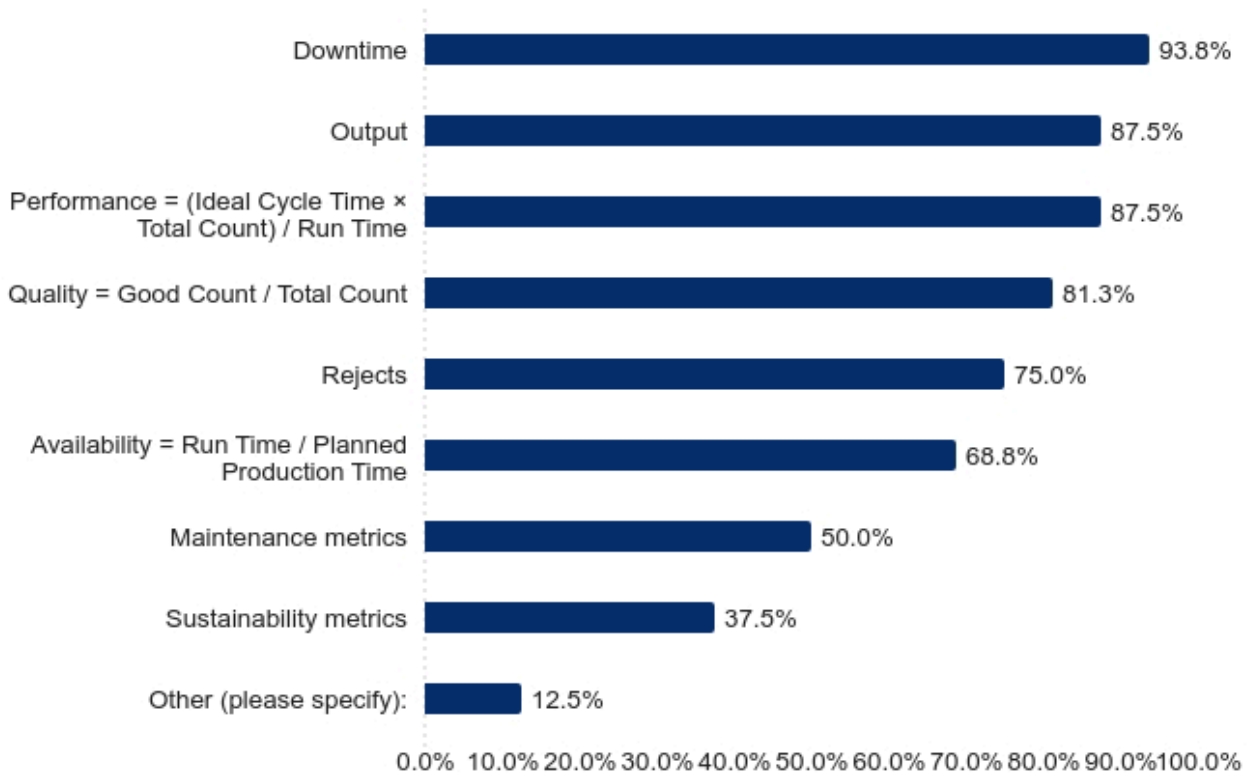
<i>Response Percentage by Revenue Range</i>				
	\$0 - \$9 Million	\$10 - \$19 Million	\$20 - \$49 Million	\$50 - \$99 Million
Yes	100.0%	100.0%	50.0%	100.0%
No	-	-	-	-
Not sure	-	-	50.0%	-
Total	1	2	2	2

3. How long has your company been offering OEE software or solutions?



<i>Response Percentage by Revenue Range</i>					
	\$10 - \$19 Million	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Less than 1 year	-	-	50.0%	-	-
1 - 3 years	-	20.0%	50.0%	33.3%	-
More than 3 years	100.0%	80.0%	-	66.7%	100.0%
Total	1	5	2	3	5

4. Which KPIs do you typically enable your clients to track through your OEE solutions? (Select all that apply)



Response Percentage by Revenue Range					
	\$10 - \$19 Million	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Downtime	100.0%	80.0%	100.0%	100.0%	100.0%
Output	100.0%	100.0%	50.0%	100.0%	80.0%
Performance = (Ideal Cycle Time × Total Count) / Run Time	100.0%	60.0%	100.0%	100.0%	100.0%
Quality = Good Count / Total Count	-	100.0%	50.0%	100.0%	80.0%
Rejects	-	80.0%	100.0%	100.0%	60.0%
Availability = Run Time / Planned Production Time	100.0%	60.0%	50.0%	100.0%	60.0%
Maintenance metrics	-	20.0%	50.0%	66.7%	80.0%
Sustainability metrics	-	-	100.0%	33.3%	60.0%
Other (please specify):	-	-	-	33.3%	20.0%
Total	1	5	2	3	5

How to read this table: 100% of respondents in the \$10 - \$19 Million range selected "Downtime".

Other: Write-in (by Revenue Range)

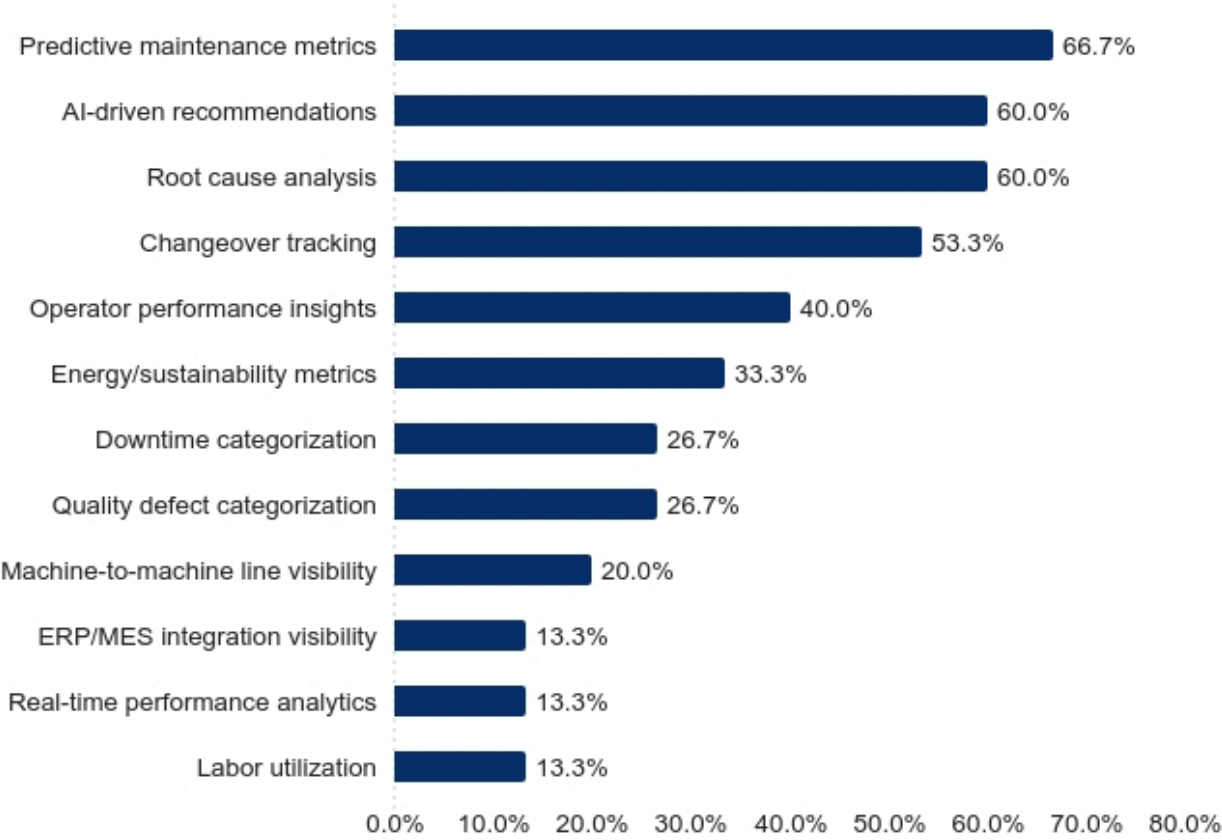
\$100 - \$249 Million

- Packaging System vs machine optimization

\$250 Million +

- Customized needs

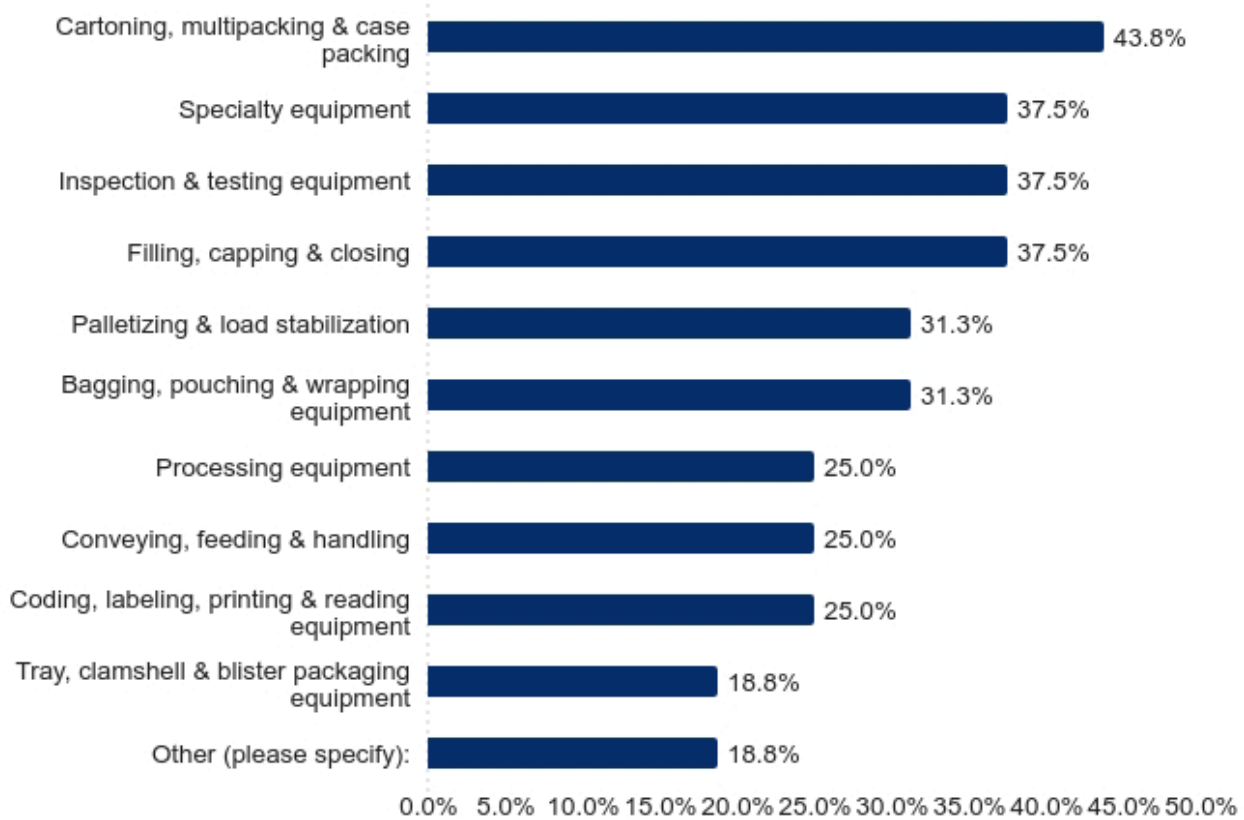
5. Which OEE-related metrics or capabilities do you believe are currently underserved in your offering or across the market? (Select all that apply)



Response Percentage by Revenue Range				
	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Predictive maintenance metrics	40.0%	50.0%	66.7%	100.0%
AI-driven recommendations	80.0%	50.0%	66.7%	40.0%
Root cause analysis	40.0%	50.0%	100.0%	60.0%
Changeover tracking	80.0%	-	66.7%	40.0%
Operator performance insights	40.0%	50.0%	33.3%	40.0%
Energy/sustainability metrics	40.0%	50.0%	33.3%	20.0%
Downtime categorization	20.0%	-	66.7%	20.0%
Quality defect categorization	-	50.0%	66.7%	20.0%
Machine-to-machine line visibility	-	50.0%	66.7%	-
ERP/MES integration visibility	20.0%	-	33.3%	-
Real-time performance analytics	-	-	-	40.0%
Labor utilization	40.0%	-	-	-
Total	5	2	3	5

How to read this table: 40% of respondents in the \$20 - \$49 Million range selected "Predictive maintenance metrics".

6. Which types of equipment or packaging lines do you currently provide OEE visibility for? (Select all that apply)



Response Percentage by Revenue Range					
	\$10 - \$19 Million	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Cartoning, multipacking & case packing	100.0%	40.0%	-	66.7%	40.0%
Specialty equipment	-	40.0%	50.0%	33.3%	40.0%
Inspection & testing equipment	-	40.0%	50.0%	33.3%	40.0%
Filling, capping & closing	-	40.0%	50.0%	66.7%	20.0%
Palletizing & load stabilization	-	40.0%	-	66.7%	20.0%
Bagging, pouching & wrapping equipment	-	40.0%	-	33.3%	40.0%
Processing equipment	-	-	-	33.3%	60.0%
Conveying, feeding & handling	-	-	50.0%	33.3%	40.0%
Coding, labeling, printing & reading equipment	100.0%	20.0%	50.0%	33.3%	-
Tray, clamshell & blister packaging equipment	-	-	-	33.3%	40.0%
Other (please specify):	-	-	50.0%	33.3%	20.0%
Total	1	5	2	3	5

How to read this table: 100% of respondents in the \$10 - \$19 Million range selected "Cartoning, multipacking & case packing".

Other: Write-in (by Revenue Range)

\$50 - \$99 Million

- Assembly

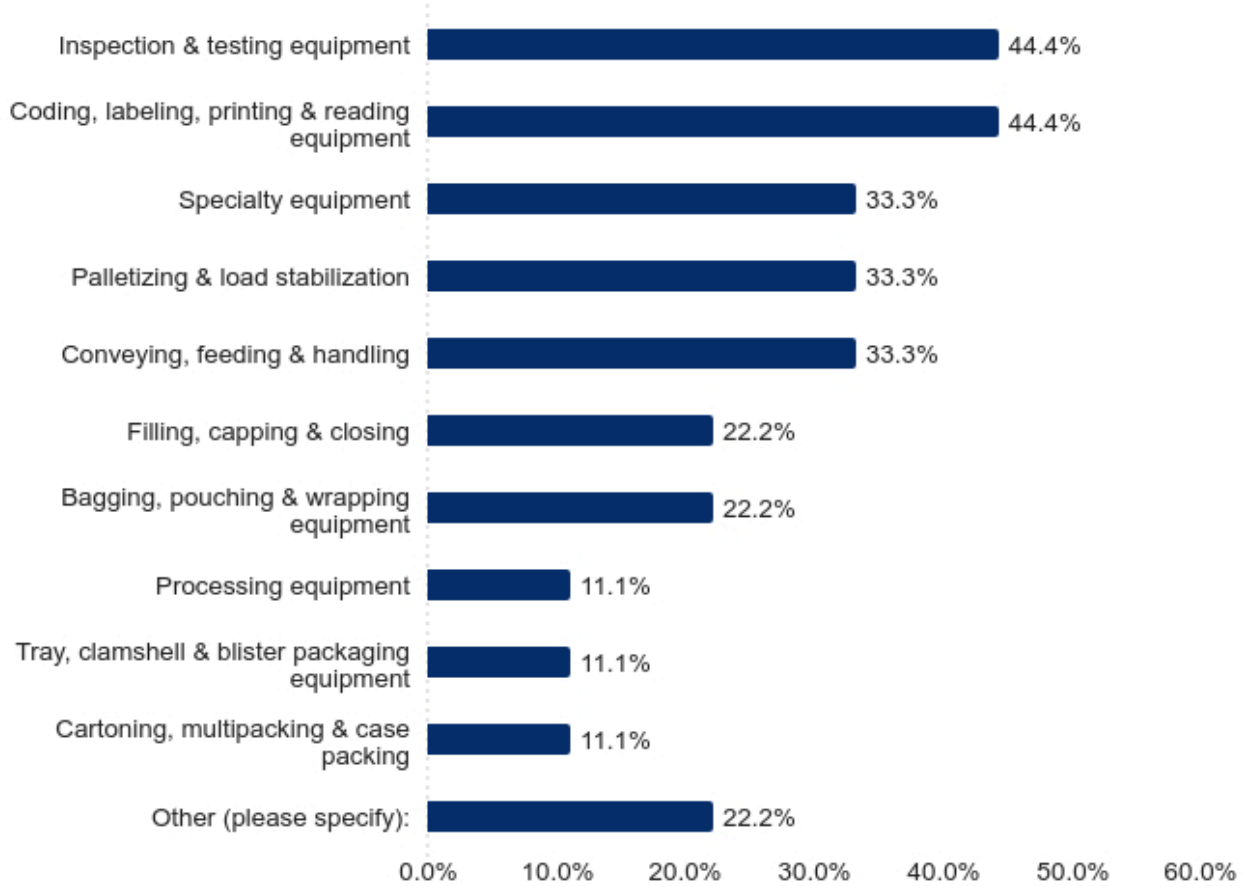
\$100 - \$249 Million

- This selection of machine centers fails to recognize that it's the OVERALL performance of the entire system that matters!

\$250 Million +

- Gluing System

7. Which types of equipment or packaging lines are you planning to expand OEE visibility to in the future? (Select all that apply)?



Response Percentage by Revenue Range				
	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Inspection & testing equipment	-	100.0%	50.0%	66.7%
Coding, labeling, printing & reading equipment	-	100.0%	50.0%	66.7%
Specialty equipment	33.3%	-	50.0%	33.3%
Palletizing & load stabilization	33.3%	-	50.0%	33.3%
Conveying, feeding & handling	66.7%	-	50.0%	-
Filling, capping & closing	-	-	50.0%	
Bagging, pouching & wrapping equipment	-	-	50.0%	33.3%
Processing equipment	-	-	50.0%	-
Tray, clamshell & blister packaging equipment	-	-	50.0%	-
Cartoning, multipacking & case packing	-	-	50.0%	-
Other (please specify):	-	-	50.0%	33.3%
Total	3	1	2	3

How to read this table: 33.3% of respondents in the \$20 - \$49 Million range selected "Specialty equipment".

Other: Write-in (by Revenue Range)

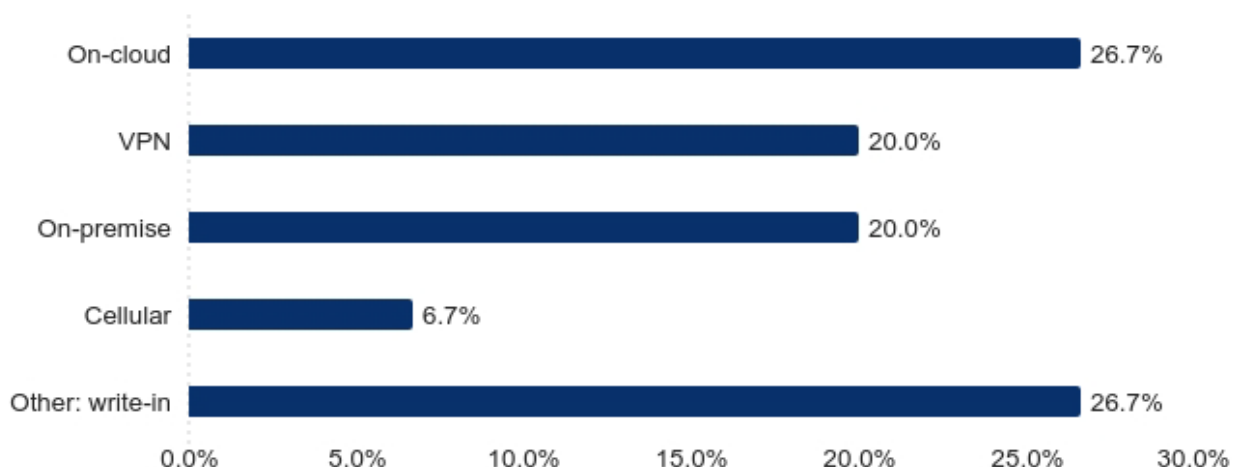
\$100 - \$249 Million

- Most of the above are a part of many packaging systems and so we are typically involved in some way with each category of machine centers itemized above.

\$250 Million +

- Gluing System

8. How do you protect your customer from cybersecurity risks?



<i>Response Percentage by Revenue Range</i>				
	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
On-cloud	20.0%	50.0%	-	40.0%
VPN	20.0%	50.0%	-	20.0%
On-premise	20.0%	-	66.7%	-
Cellular	20.0%	-	-	-
Other: write-in	20.0%	-	33.3%	40.0%
Total	5	2	3	5

Other: Write-in (by Revenue Range)

\$20 - \$49 Million

- customers in charge of their own cyber security. Our machines will not access network unless data is called on by the network

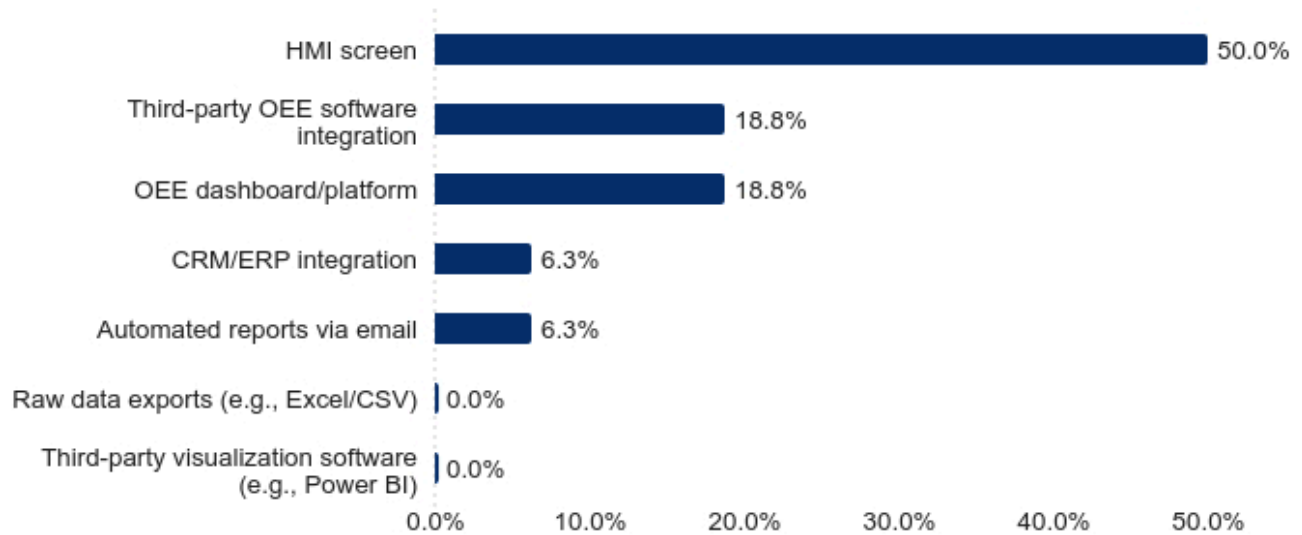
\$100 - \$249 Million

- It depends on the customer

\$250 Million +

- All of above
- We do have VPN in addition to TLS -3 rated security.

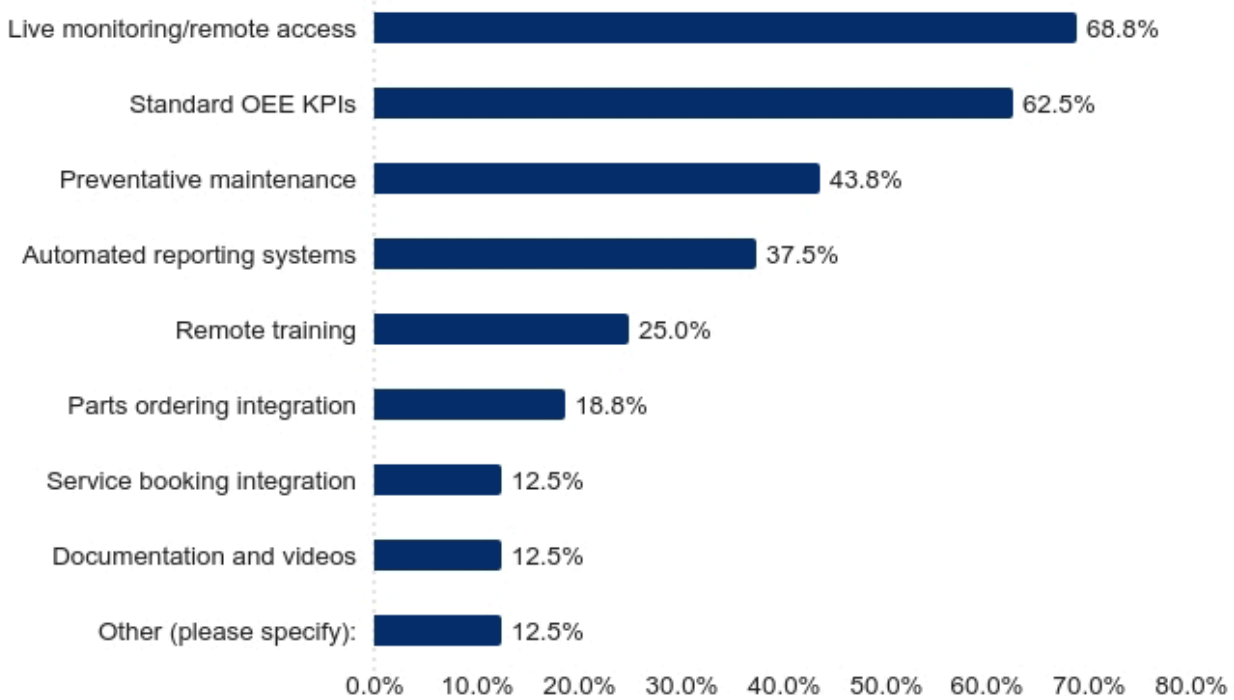
9. How do your solutions provide OEE data visibility?



Response Percentage by Revenue Range

	\$10 - \$19 Million	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
HMI screen	-	100.0%	50.0%	33.3%	20.0%
Third-party OEE software integration	100.0%	-	50.0%	33.3%	-
OEE dashboard/platform	-	-	-	-	60.0%
CRM/ERP integration	-	-	-	33.3%	-
Automated reports via email	-	-	-	-	20.0%
Raw data exports (e.g., Excel/CSV)	-	-	-	-	-
Third-party visualization software (e.g., Power BI)	-	-	-	-	-
Total	1	5	2	3	5

10. What features are included in your current OEE offering? (Select all that apply)



<i>Response Percentage by Revenue Range</i>				
	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Live monitoring/remote access	60.0%	100.0%	66.7%	80.0%
Standard OEE KPIs	60.0%	50.0%	100.0%	40.0%
Preventative maintenance	60.0%	50.0%	-	40.0%
Automated reporting systems	20.0%	50.0%	33.3%	60.0%
Remote training	20.0%	50.0%	33.3%	20.0%
Parts ordering integration	-	50.0%	-	40.0%
Service booking integration	20.0%	50.0%	-	-
Documentation and videos	-	-	-	20.0%
Other (please specify):	-	50.0%	-	20.0%
Total	5	2	3	5

How to read this table: 60.0% of respondents in the \$20 - \$49 Million range selected "Live monitoring/remote access".

Other: Write-in (by Revenue Range)

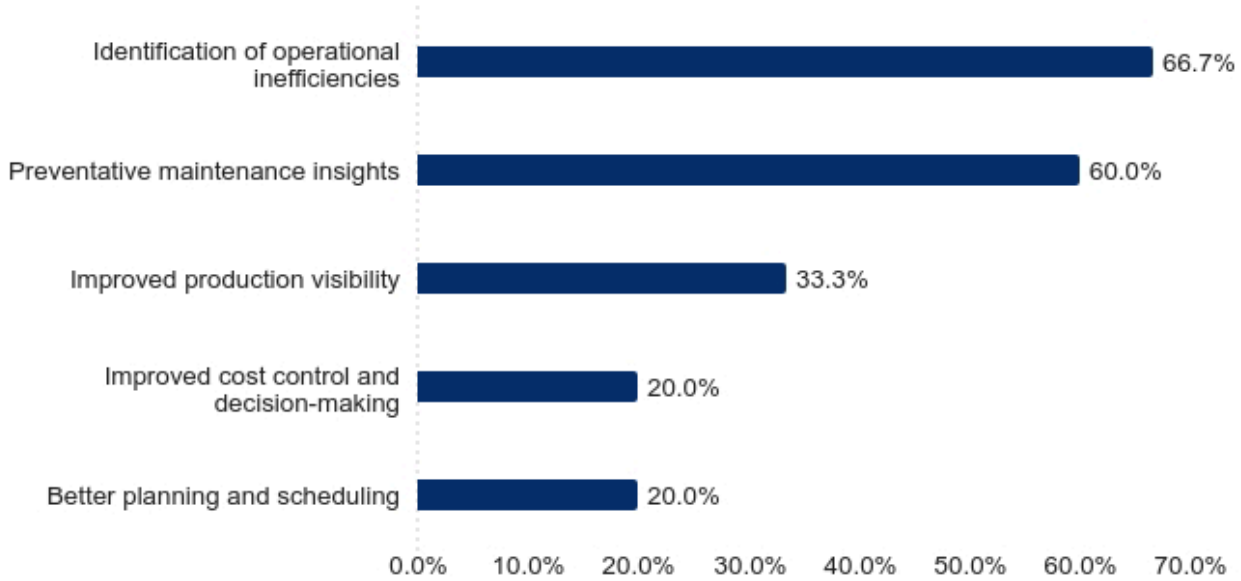
\$50 - \$99 Million

- RCA security videos

\$250 Million +

- Customized to need

**11. Where do you see the greatest value for your clients from OEE solutions over the next 3 years?
(Select your top 2)**



<i>Response Percentage by Revenue Range</i>				
	\$20 - \$49 Million	\$50 - \$99 Million	\$100 - \$249 Million	\$250 Million +
Identification of operational inefficiencies	80.0%	-	100.0%	60.0%
Preventative maintenance insights	60.0%	50.0%	33.3%	80.0%
Improved production visibility	-	100.0%	66.7%	20.0%
Improved cost control and decision-making	20.0%	50.0%	-	20.0%
Better planning and scheduling	40.0%	-	-	20.0%
Total	5	2	3	5

12. Any additional comments on how your company approaches OEE or how the market is evolving?

Responses by Revenue Range

\$50 - \$99 Million

- Our customers need help finding ways of running lines with fewer people

\$100 - \$249 Million

- OEE optimization is far more of a systems issue than it is a machine center issue. If one machine center in an integrated packaging line isn't performing as specified -- the entire packaging system is impacted.

\$250 Million +

- AI is being explored to help with all future decisions. How it will be used is yet to be determined. Some departments are already using it.
- I have found OEE can be a moving target for some. Meaning, from a control's perspective, code can be written in a PackML structure to make the code more OEE ready. Machinery runtimes and the various auxiliary equipment and materials that could produce bottlenecks or line stoppages are critical to monitor. OEE is growing and is a critical component of our own production facilities.



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