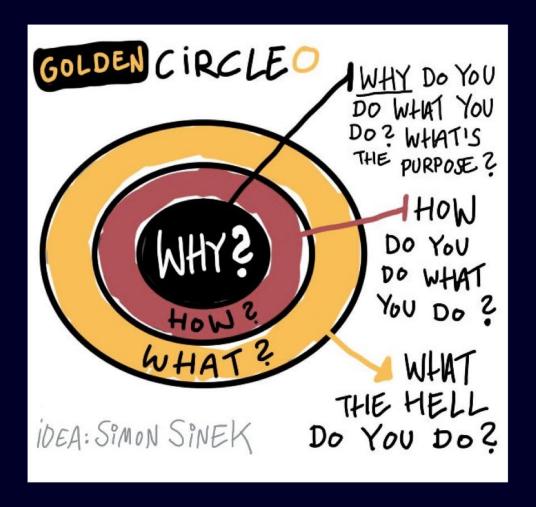


Service Breakfast by (DF)² loT-as-a-Service – Herausforderungen und Ausblick

The brutal truth about the IIoT

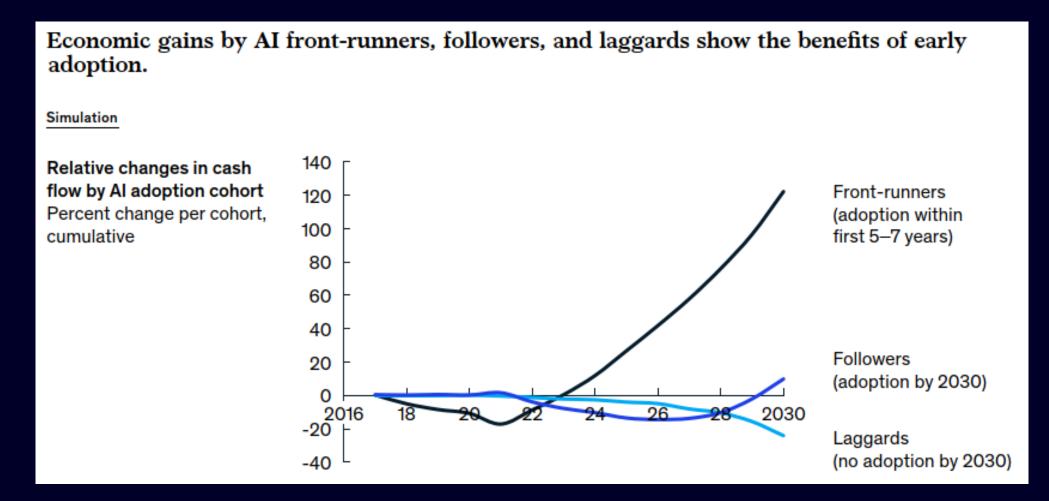


Think about the WHY!



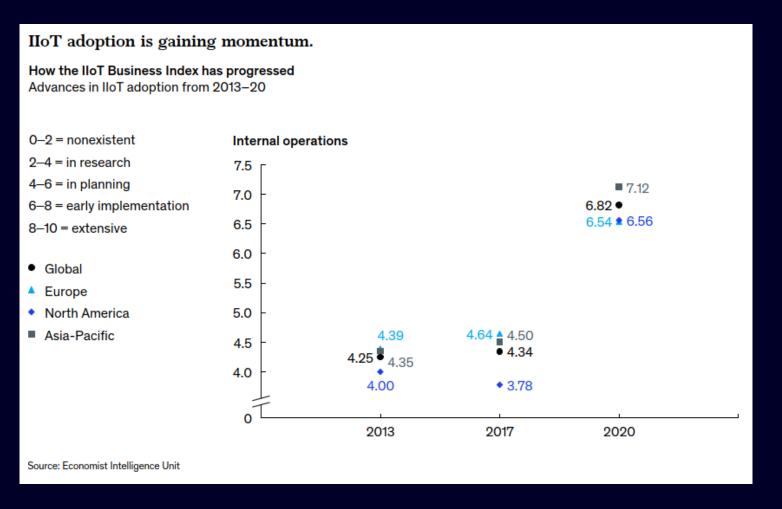
Font: Me & Company: "Golden Circle: Why, How, What für agile Führung und Transformation"

Time is critical!



Font: McKinsey & Company: "Leveraging Industrial IoT and advanced technologies for digital transformation"

Europe is not leading anymore!



Font: McKinsey & Company: "Leveraging Industrial IoT and advanced technologies for digital transformation"



Digitalization is a journey It is hard at the beginning, but pays off later

Connect & Monitor

- Connect assets for remote transparency
- Collect data for use in apps or processes,
- Reduce cowntime, improve operator experience



Asset Mamt

Condition Monitoring

Performance Preventative Predictive Prescriptive Mgmt

Analyze & Predict

- · Aggregate and analyze big data from multiple enterprise systems in MindSphere applications
- nalytics reveal insights from the data
- New insights create processes to react proactively
- Prescriptive solutions enhance processes, reduce costs and in rease productivity



Maintenance.



Process I Operations Optimization

Digital Tv oduct.

.₁rormance

Produ

Digitalize & Transform

- Interconnection across systems, devices, applications and services
- Business transformation
- New products, apps, new markets, product as solvices





App Ecosystem Run own ecosystem

System of systems

Various data sources

Supply Chain interconnection

Customer interconnection

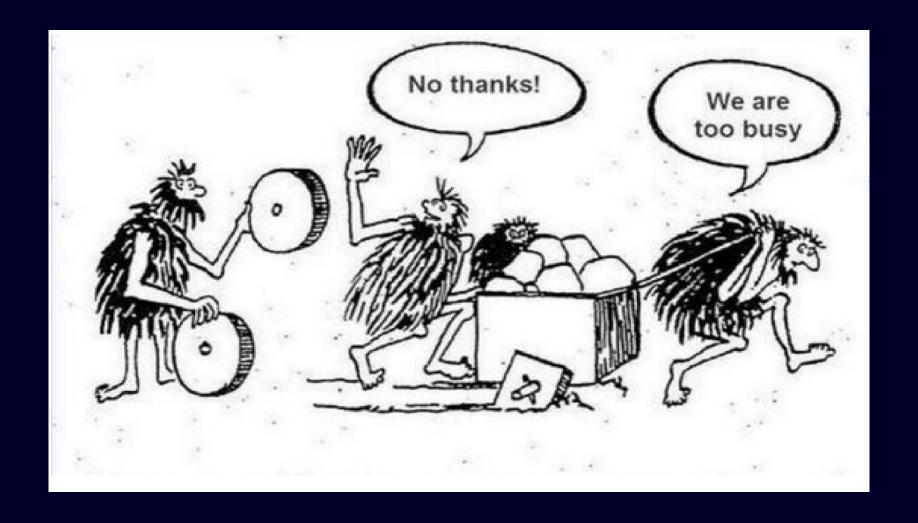


You will not find gold nuggets – you will find gold dust

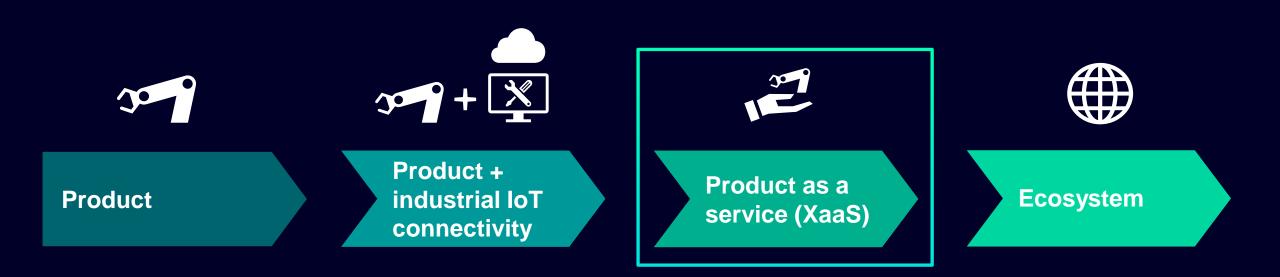


Font: https://goldnuggetsaleshub.com/services/gold-dust/

There is always opposition!

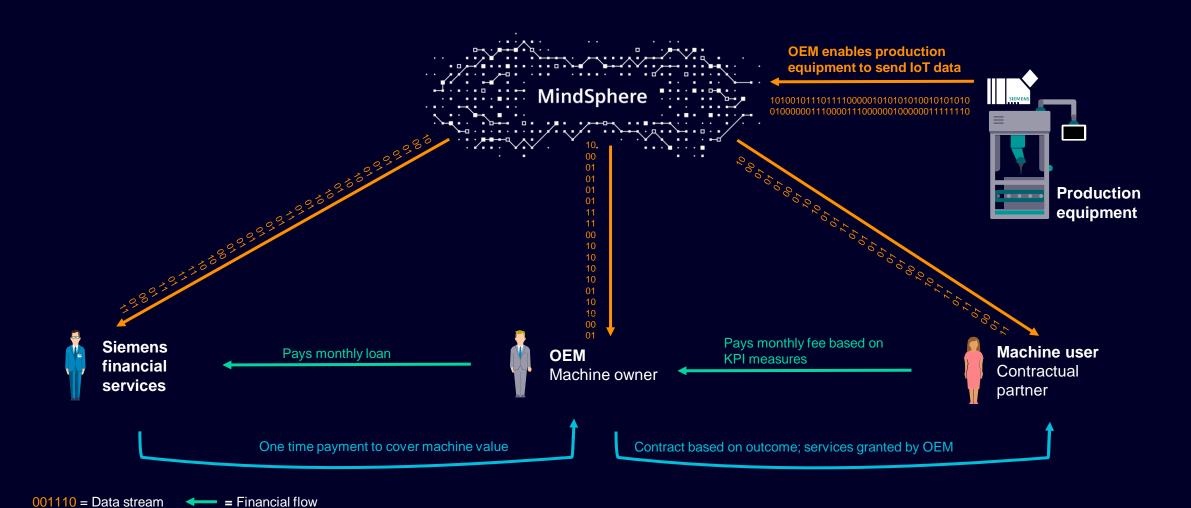


From the product to the eco-system via "digital maturation"



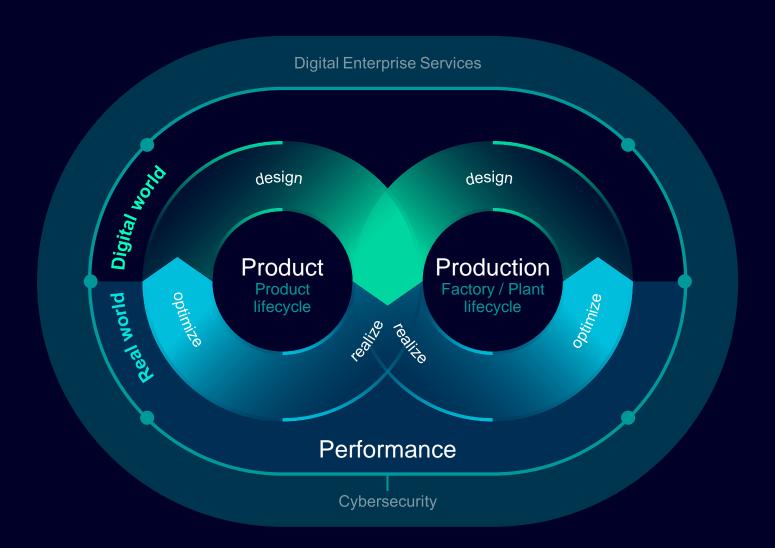
How Siemens delivers EaaS solutions

Consulting + financial services + industrial IoT





Comprehensive Digital Twin approach



Continuous improvement of product and production in a data-driven industry



Contact

Peter Schopf
MindSphere Head of Sales EMEA

Schuhstr. 60 91052 Erlangen Germany

E-mail Peter.Schopf@siemens.com

