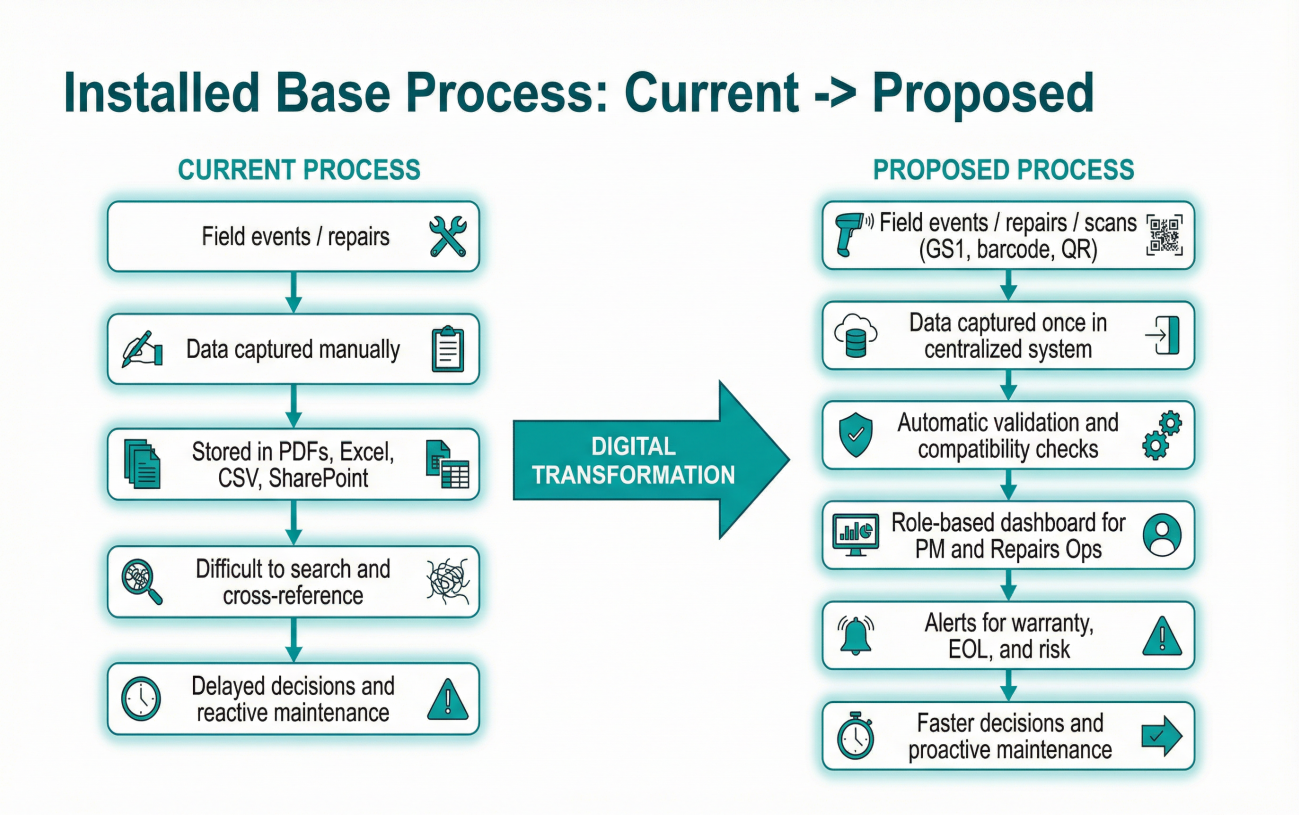
Installed Base Lifecycle Management

Presentation Brief (Non-Technical)

Audience: Product Management, Repairs Operations, Engineering Procurement

Objective: Show how Siemens can move from fragmented records to proactive lifecycle decisions.

1) Current vs Proposed Business Process



Key message: We are not only digitizing inventory; we are improving decision speed, reliability, and lifecycle planning.

2) What Stakeholders Need Most

Need	Plain-language outcome
See installed base quickly	One dashboard showing what is installed, where, and in what state
Handle compatibility risk	Easy view of hardware/software revision mismatches
Track age and guarantees	Know what is nearing warranty or end-of-life
Update data faster	Scan barcode/QR/GS1 instead of manual entry
Plan replacements better	Use trend and failure signals before outages happen

3) Suggested Wednesday Narrative (Simple)

- Today, installed-base data is spread across PDFs, Excel, CSV, and SharePoint.
- Teams spend too much time gathering information and too little time making decisions.
- Our solution creates one trusted view for PM and Repairs Operations.
- The system highlights compatibility risks, aging assets, and replacement priorities.
- Result: faster updates, better planning, and fewer reactive interventions.

4) Decision Requests for Stakeholders

- Which 5 KPIs must PM and Repairs Ops see daily?
- What alert lead-times are useful (30/90/180 days)?
- What is the source of truth for compatibility rules?
- Which pilot site/system should be first?
- Which data source should we ingest first: PDF, Excel, or CSV?

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