

Solution for Digital Transformation

Prepared Especially for:

Endress+Hauser 

by: PATRICK RUTLEDGE, Chief Mule Skinner
GEE HAW WALKON INNOVATIONS



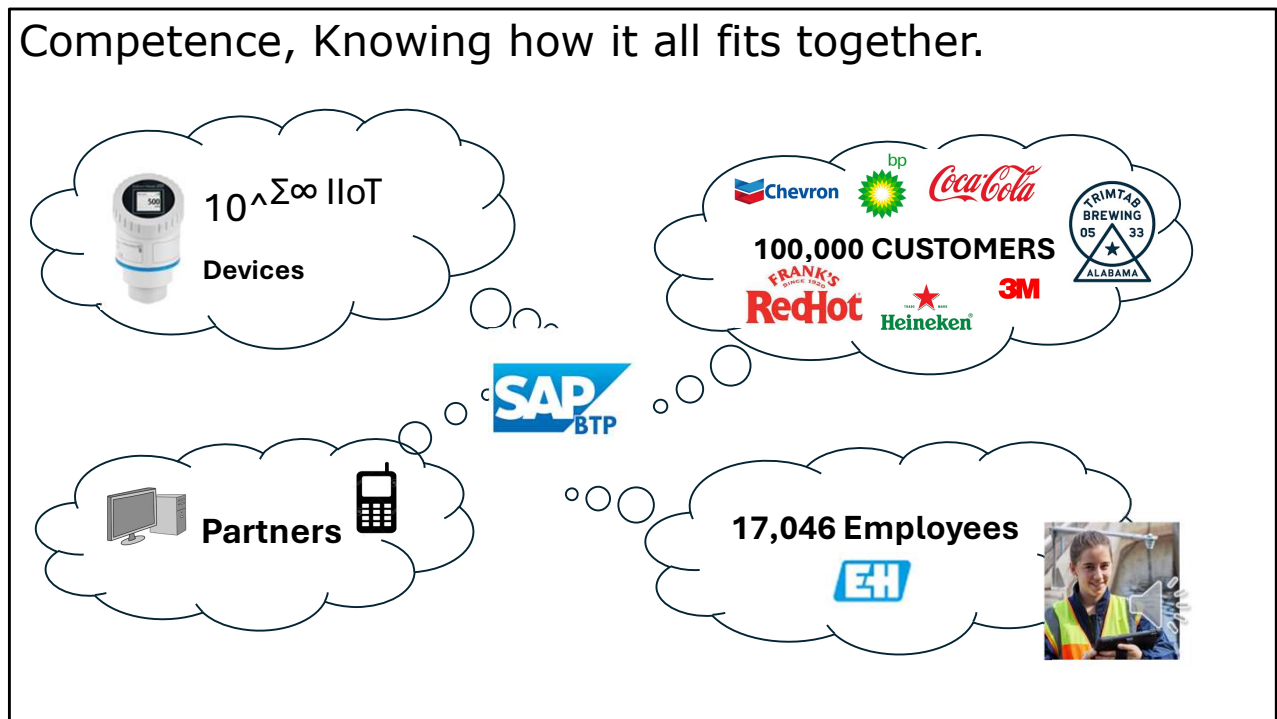
Thank you for joining me to review our initial approach for harnessing the data rich landscape developed by the specialists of Instrumentation. We received this request for proposal because these folks possess deep expertise in solving challenges existing worldwide and they know a digital transformation will simplify many complexities faced by their customers.

Endress Hauser manufactures industrial measurement instrumentation. They employ 17,406 people in 120 countries and sell 3.7 billion dollars of products and services to over 100,000 customers per year.

Endress Hauser's Heartbeat Technology allows its measurement devices to constantly measure themselves, specific processes and conditions of equipment consistently in real time.

Endress Hauser strives to increase the reliability of customer applications and prevent system downtime.

Competence, Knowing how it all fits together.



The big problem faced by many of Endress Hauser's customers is the lack of visibility and ensuing lack of collaboration because most of the enterprise centric systems are not designed for intercompany much less cross-company exchange.

Millions of industrial measurement devices at hundreds of thousands of locations around the globe are reporting information vital to increasing performance of production equipment and the throughput of factories.

Endress needs a solution to

1. Enable collaboration between departments and even outside partners to conventionally define assets and characteristics of asset life and functionality.
2. Provide a single repository of asset and equipment information to enable effective asset management.
3. Support the established collaborative asset maintenance by enabling integrated and more secure work order collaboration among asset owners, service providers and OEMS through different nodes in the service chain.

Harness Teams for Strength & Combine Efforts for Power



Getting through the ambiguity of complexity requires a holistic approach. First we plan to perform a classic Business Process Model Notation so we can record everywhere we need to look and identify everyone we need to hear from. After building the Process Map we plan to engage everyone in Systems Thinking.

Systems thinking will require time spent with Endress Hauser at multiple locations. In order to develop and refine the best solution we need to understand our customers business and the needs of individual users across the service chain. We need to understand Endress Hauser customers and their service providers so the solution will meet the complex interplay of various elements within the existing system and initiate and empower innovation from all business partners.

The framework: First the BPMN & then engaging System Thinking

Is like harnessing a mule train. We have a lot of people working their mule trying to take care of their burdens. Using the analysis framework we hope to develop a solution to bring the mule train working together, strength upon strength in rhythmic effort. Working the framework we seek to decrease wasted motion and bring cadence, a shared rhythm to the trail where the collaboration senses the individuals strength in combined effort, the unified force honed into deliberate momentum.



Justin Time, Project Mgr



Patrick Rutledge, FC



Lou Natic, TC



Patty O'Furniture, TC



Ella Vator, FC



Let me introduce the team.

The project manager JUSTIN TIME, emerged from the chaotic realms of deadlines and milestones. He bends timelines to his will and rustles up deliverables across the range.

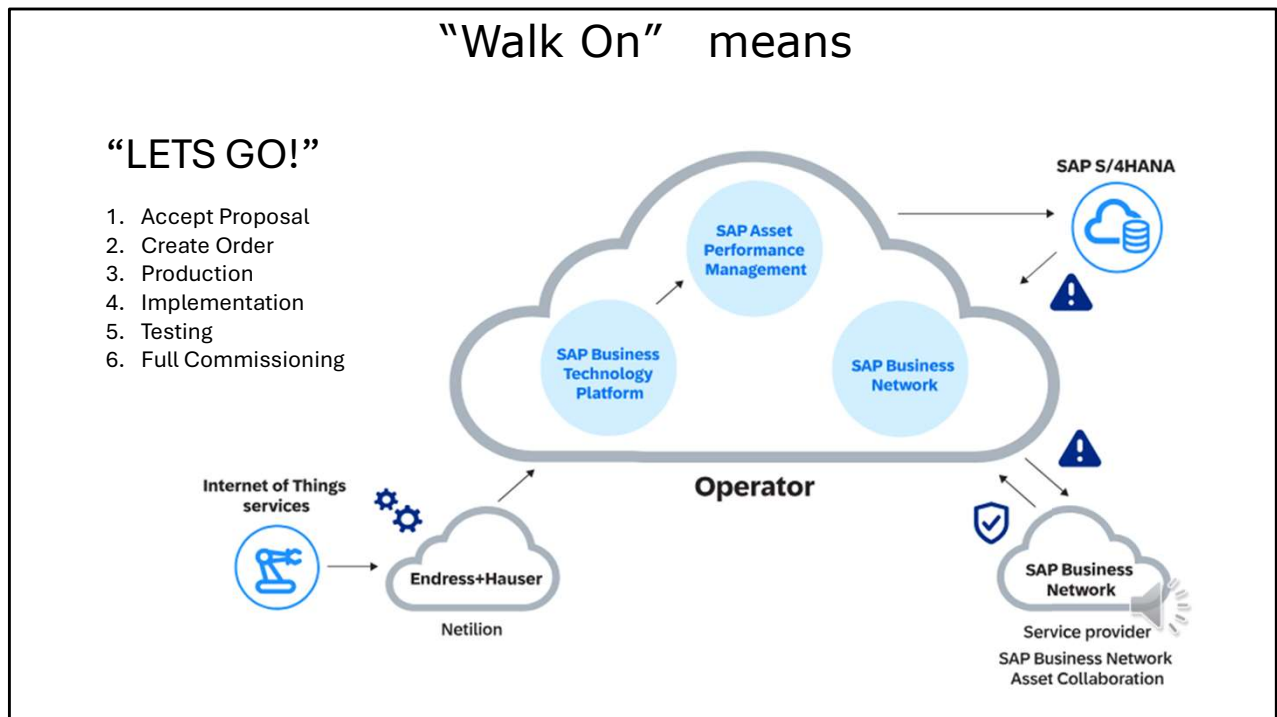
A functional consultant, ELLA VATOR has laser focus sharper than a No. 2 pencil and a strategic mind possible of outmaneuvering a couple grandmasters on three chessboards at once. She doesn't map processes but instead paints landscapes out of this world.

A functional consultant, Patrick Rutledge enters the project out of the corridor of business logic escaping the labyrinth of process optimization. This guy speaks fluent "value stream" and translates wants into needs using elegant and game changing configurations.

A technical consultant, Lou Natic doesn't just design and implement technology she wields it. A technical bard composes architectures with unparalleled technical mastery.

A technical consultant, Patty O'Furniture conjures solutions to extract gold and

whatever might be precious from the most cryptic datasets. Patty O'Furniture can transform requirements beyond expectation to create new ways of transforming your information into powerful engines to enable collaboration.



Next Steps.

1. First step. Whether in a team or individually, teamsters or mule skinnners start every journey with a signal, “Walk On” .

Every detail of the journey is not known, but we have determined a path and the elements required.

1. The SAP Business Technology Platform will be the unified environment rounding up and corraling every service, essentially simplifying development and deploying processes.
2. The SAP S/4 HANA ERP SYSTEM, is the central hub for all business functions, The tool for completing Endress Hauser’s digital transformation. The key to leveraging new technologies like AI and Machine learning across the range.
3. The SAP Business Network will close the break points between partners and create the rhythm of information sharing and transaction exchange enabling true partner collaboration.
4. SAP Asset Performance Management will harness the team of nodes providing data from IoT sensors to enable workers in the optimization of performance, cost and risk associated with physical assets.

Your journey to effecting your future has already begun. You are faced today with a solution to combine efforts. The way to understand performance, risks and opportunities drawn from your own experience out of your own comprehensive and centralized data,,, ALL IN REAL TIME.

Take hold of the reigns today, “ACCEPT THE WAY, LETS HIT THE TRAIL TOGETHER” and harness YOUR STRENGTHS FOR COMBINED POWER.