



Siemens is Driving the Digital Enterprise

Industry 4.0 Summit | July 2018, Hanoi
Speaker: Tindaro Danze, VP Siemens Vietnam

Unrestricted

www.siemens.com/industrial-edge

Global presence

83 billion € Revenue

377,000 Employees

Close to customers all over the world



Americas		Share of total worldwide
Revenue ¹	€23.5 billion	28%
Employees ²	76,000	20%
Germany		Share of total worldwide
Revenue ¹	€11.1 billion	13%
Employees ²	118,000	31%
Europe (excluding Germany), CIS ³ , Africa, Middle East		Share of total worldwide
Revenue ¹	€32.1 billion	39%
Employees ²	113,000	30%
Asia, Australia		Share of total worldwide
Revenue ¹	€16.1 billion	19%
Employees ²	70,000	19%

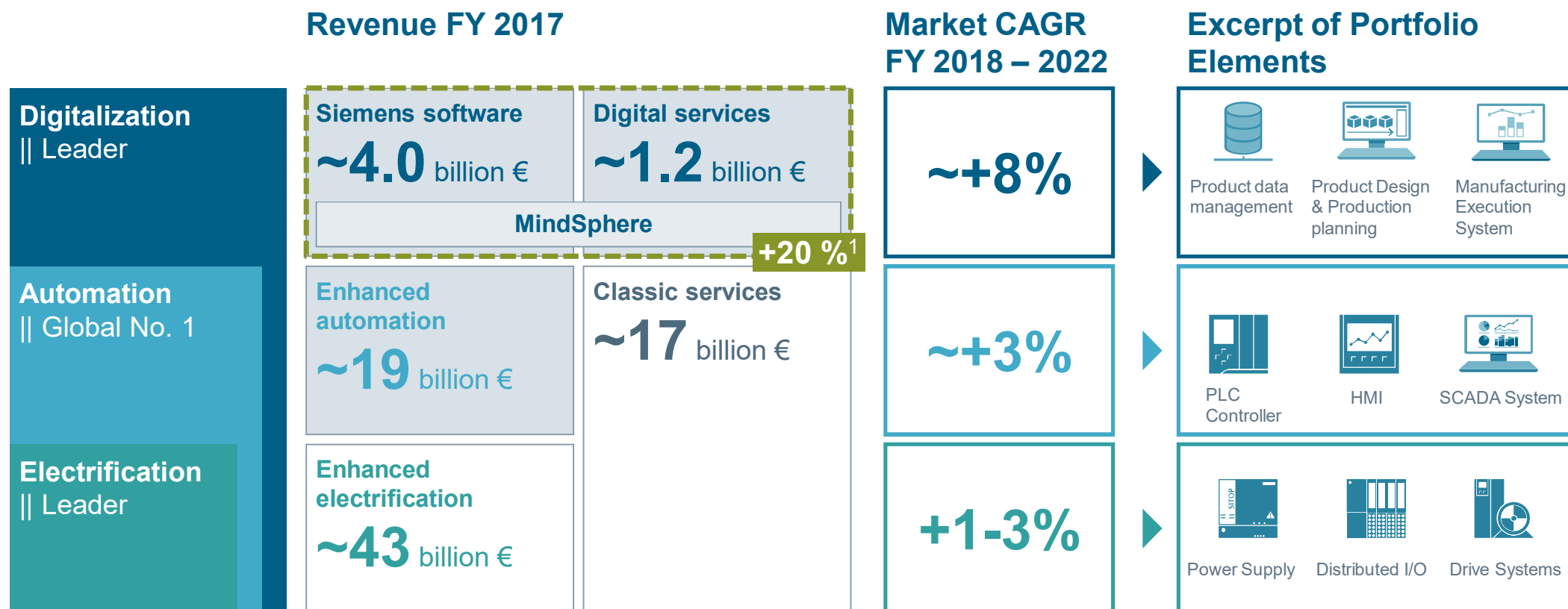
¹ In FY 2017; by customer location

² As of September 30, 2017. With beginning of FY 2018 part time employees are included to the full extent. Prior-year information is presented on a comparable basis

³ Commonwealth of Independent States

All figures refer to continuing operations.

Our focus is on E-A-D – strong growth in digitalization



Note: Figures based on Industrial Business; SGRE as of April 2017

¹ Growth FY 2016 to FY 2017, rebased; 9% growth for Siemens software excludes Mentor Graphics

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Siemens Driving the Digital Enterprise

Megatrends that are changing our world



Digitalization

By 2020, the global volume of data will soar to 44 zettabytes, and 50 billion devices will be connected.

Source: IDC, The Digital Universe of Opportunities: Rich Data and the Increasing Value of the Internet of Things, April 2014; Dave Evans (Cisco): The Internet of Things, How the Next Evolution of the Internet Is Changing Everything, April 2011

WHY...

...do we need this “Digitalization” thing?

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Ingenuity for life

New business models



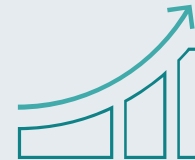
Speed



Flexibility



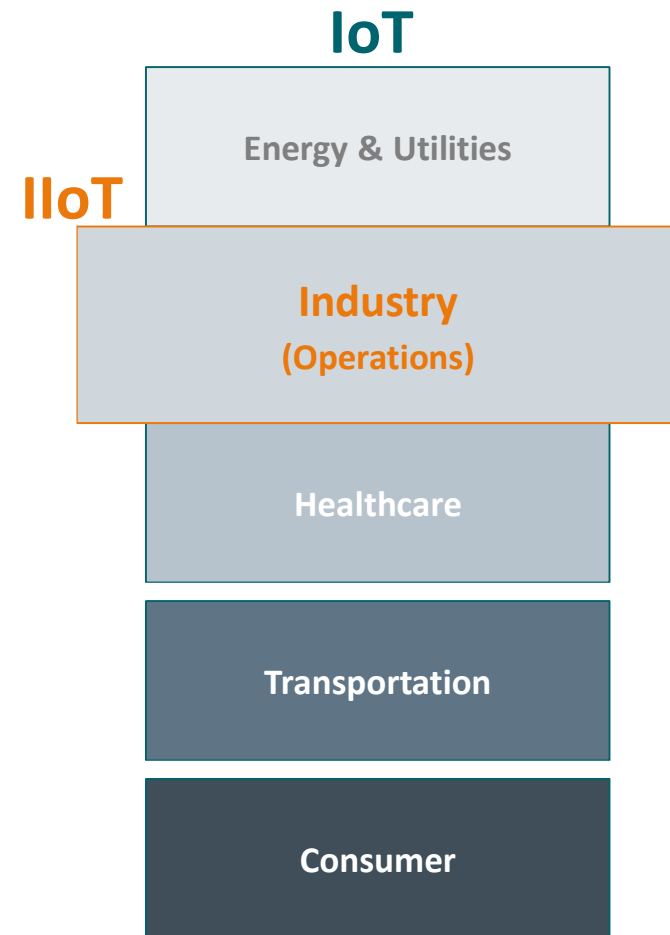
Quality



Efficiency

WHAT...

...do these Buzzwords IoT, IIoT, Industry 4.0 all mean?



WHAT...

...does digitalization for product design mean?

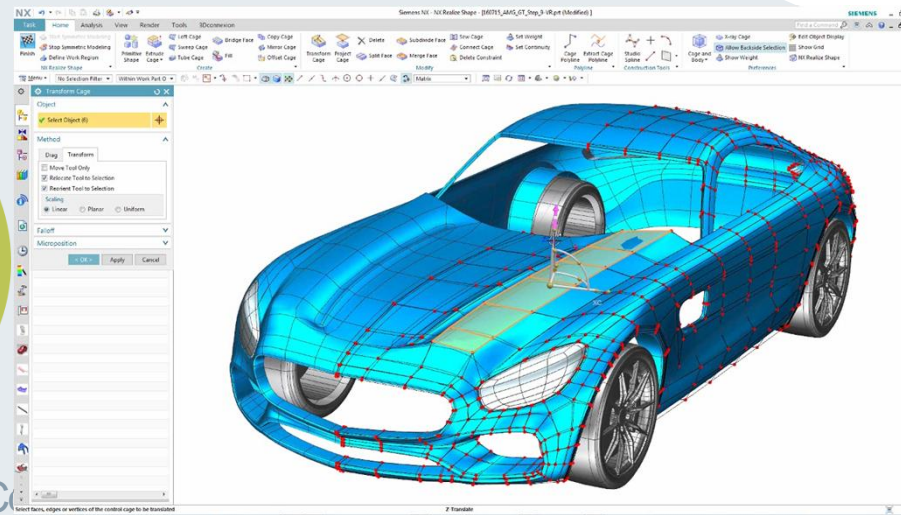
Design
the product

NX CAD

Concept & Design

Digital Twin
Product

Virtual
Product



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IoT

Energy & Utilities

IIoT

**Industry
(Operations)**

Healthcare

Transportation

Consumer

WHAT...

...does digitalization for product design mean?

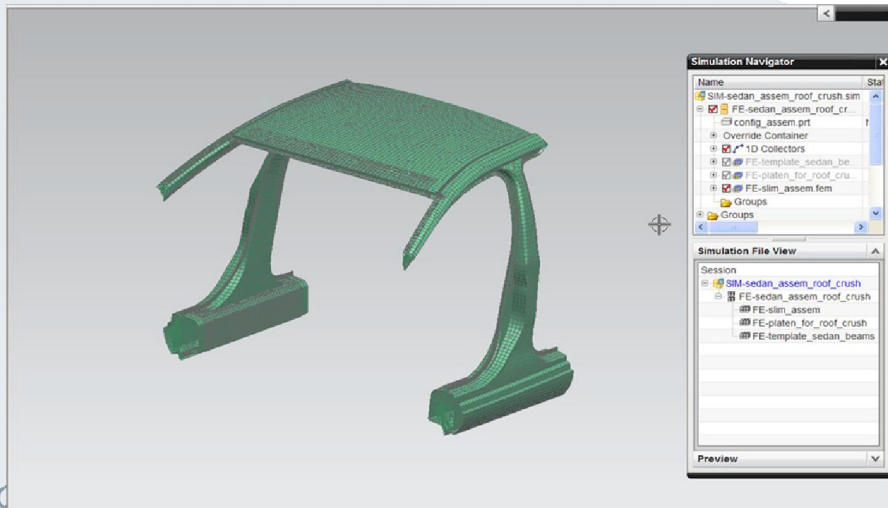
Simulate
the physical behavior

Simcenter

Concept & Design

Digital Twin
Product

Virtual
Product



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IoT

Energy & Utilities

IIoT

Industry
(Operations)

Healthcare

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Consumer

WHAT...

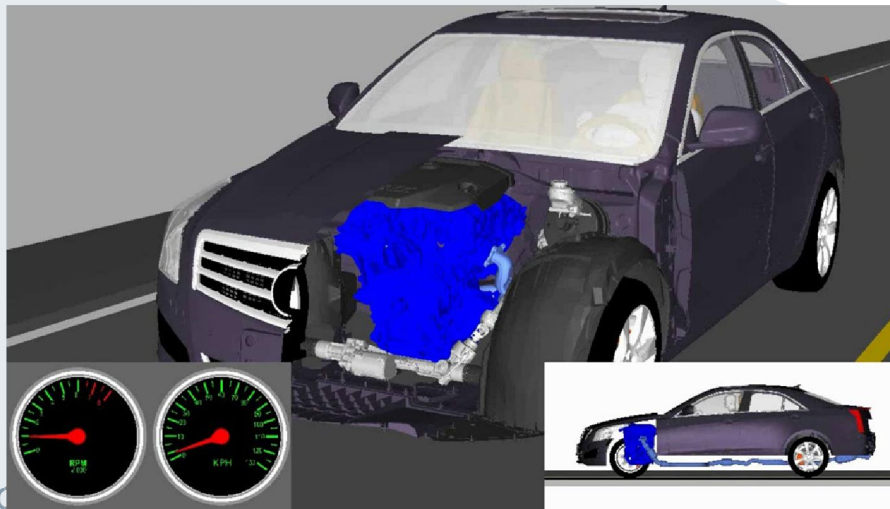
...does digitalization for product design mean?

Simulate
the product
Simcenter

Concept & Design

Digital Twin
Product

Virtual
Product



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IoT

Energy & Utilities

IIoT

**Industry
(Operations)**

Healthcare

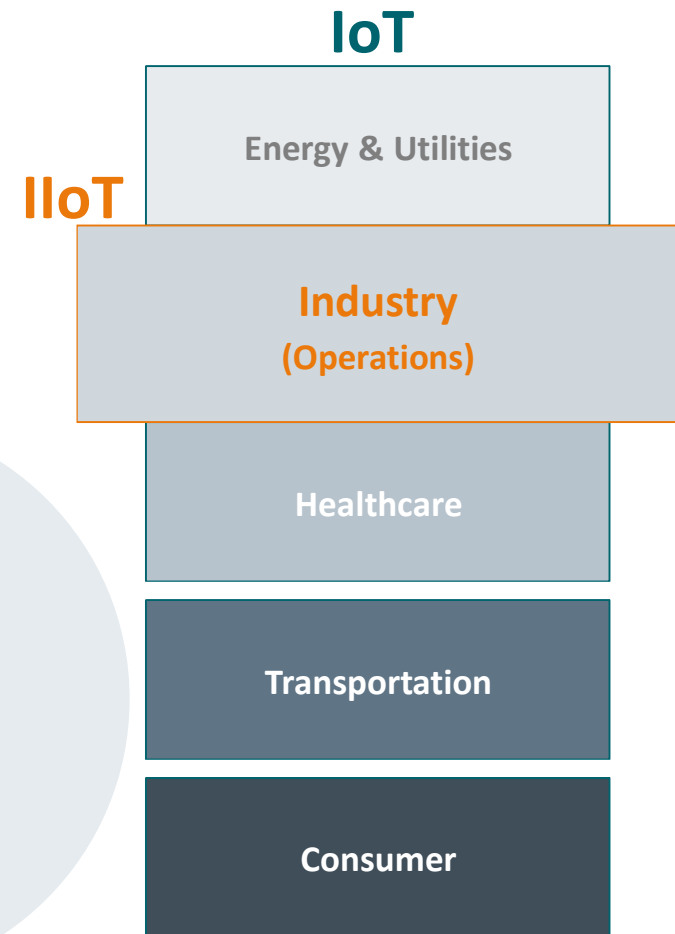
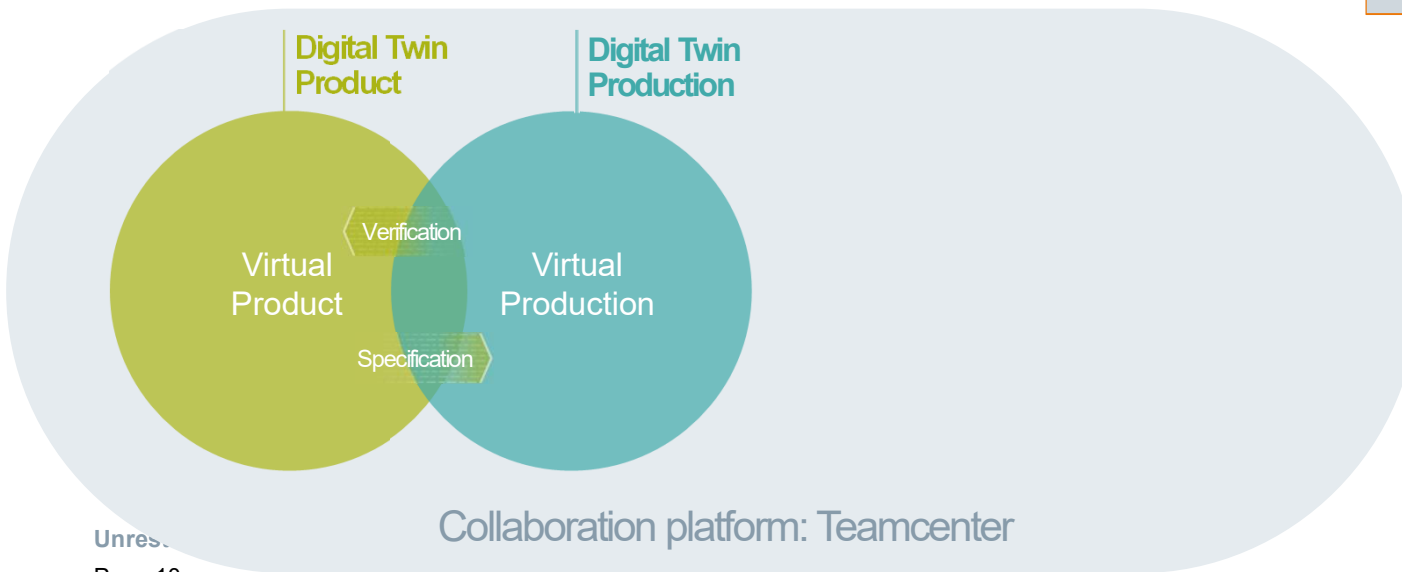
Transportation

Consumer

WHAT...

...does digitalization for production planning mean?

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WHAT...

...does digitalization for production planning mean?

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Create the layout
and select
equipment

Line Designer

Concept & Design

Production
Planning

Digital Twin
Product

Virtual
Product

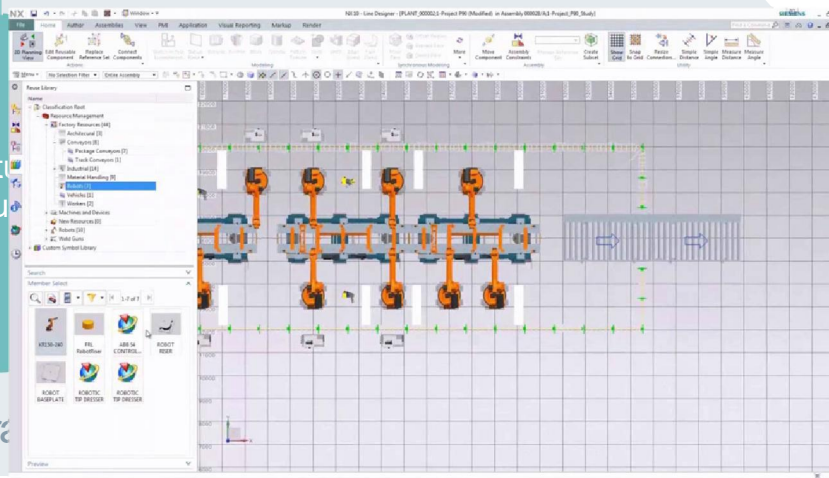
Verification

Specification

Digital Twin
Production

Virtual
Production

Collaborative



IoT

Energy & Utilities

IIoT

Industry
(Operations)

Healthcare

Transportation

Consumer

WHAT...

...does digitalization for production planning mean?

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Simulate and optimize
production process

Tecnomatix Process Simulate

Concept & Design

Production
Planning

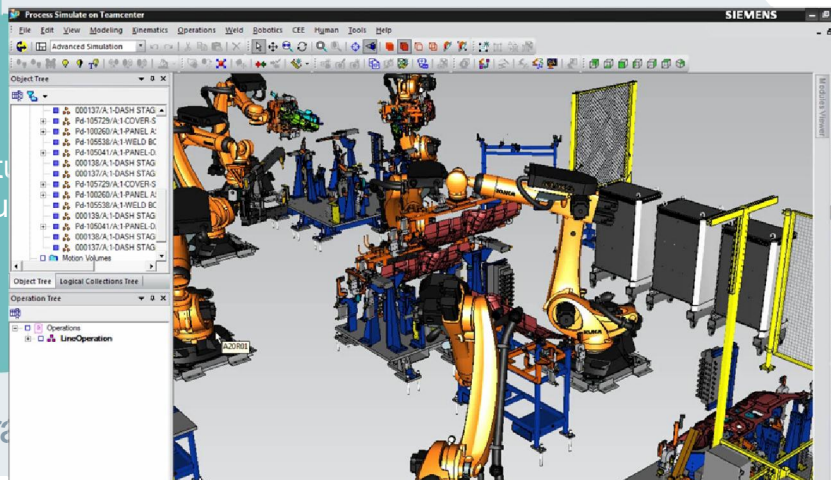
Digital Twin
Product

Virtual
Product

Verification

Specification

Digital Twin
Production



IoT

Energy & Utilities

IIoT

Industry
(Operations)

Healthcare

Transportation

Consumer

WHAT...

...does digitalization for production engineering mean?

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**Automated PLC
Code Generation**

Production Systems
Engineering

Concept & Design

Production
Planning

Production
Engineering

IoT

Energy & Utilities

IIoT

**Industry
(Operations)**

Healthcare

Transportation

Consumer

**Digital Twin
Product**

Virtual
Product

Verification

Specification

**Digital Twin
Production**

Virtual
Production



Unres...

Collabora

WHAT...

...does digitalization for production execution mean?

Manage work operations and quality

SIMATIC IT, Camstar, R&D Suite, QMS

Secure and efficient operations

Totally Integrated Automation (TIA)

IoT

Energy & Utilities

IIoT

Concept & Design

Production Planning

Production Engineering

Production Execution

Digital Twin Product

Virtual Product

Verification

Specification

Digital Twin Production

Virtual Production

Validation

Commissioning

Real Production Automation

Collaboration platform: Teamcenter



WHAT...

...does digitalization for service mean?

Let your products and
your production speak
to you

MindSphere

Concept & Design

Production
Planning

Production
Engineering

Production
Execution

Service

Digital Twin
Product

Digital Twin
Production

Digital Twin
Performance

Insights from performance with MindSphere

Virtual
Product

Verification

Specification

Virtual
Production

Validation

Commissioning

Real
Production
Automation

Ideal
delivery

Real
Product

Continuous improvement

Collaboration platform: Teamcenter

IoT

Energy & Utilities

IIoT

Healthcare

Transportation

Consumer

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WHAT...

...does Industry 4.0 mean?

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Industry 4.0

Concept & Design

Production
Planning

Production
Engineering

Production
Execution

Service

IIoT

IoT

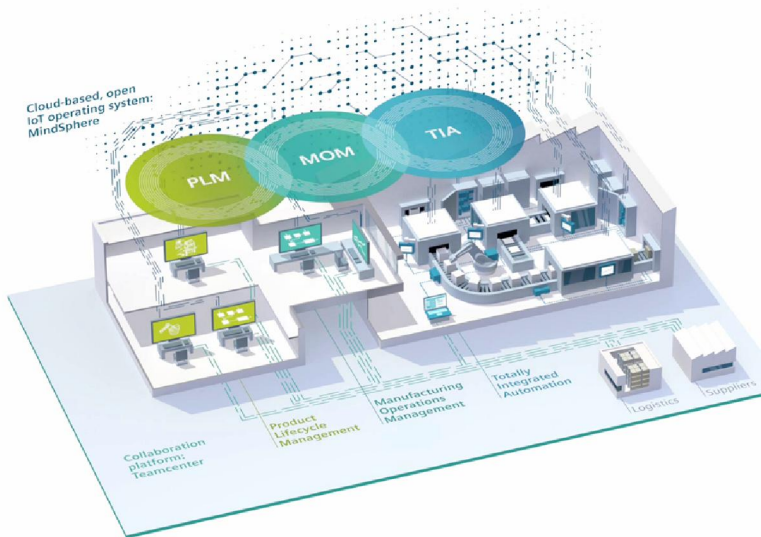
Energy & Utilities

Healthcare

Transportation

Consumer

Digital Enterprise Suite
Unique portfolio for the
digital transformation



Siemens Driving the Digital Enterprise

HOW...

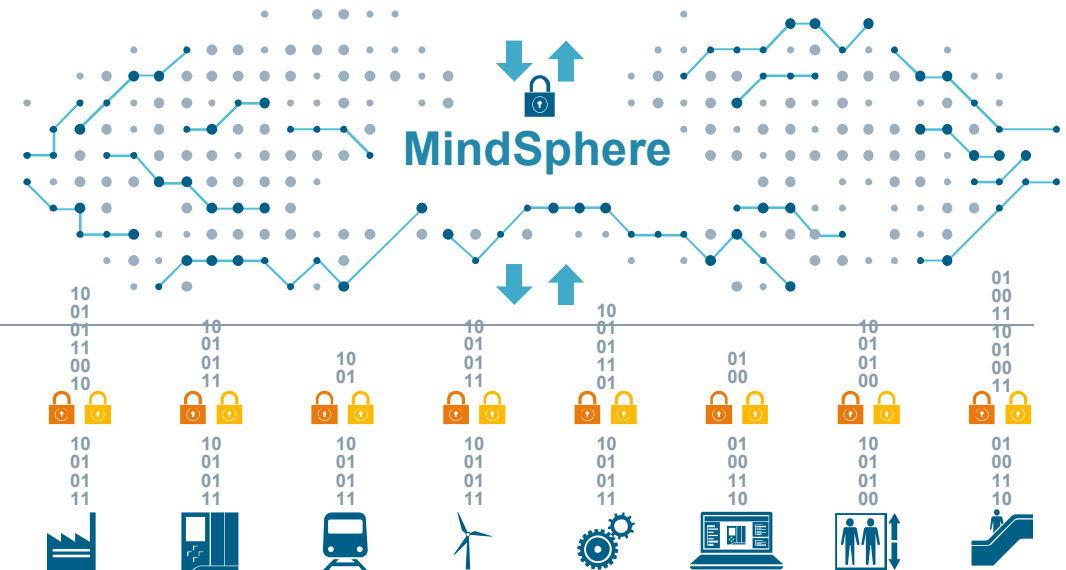
...does IoT work?

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Apps



Operating System



Sensors

HOW...

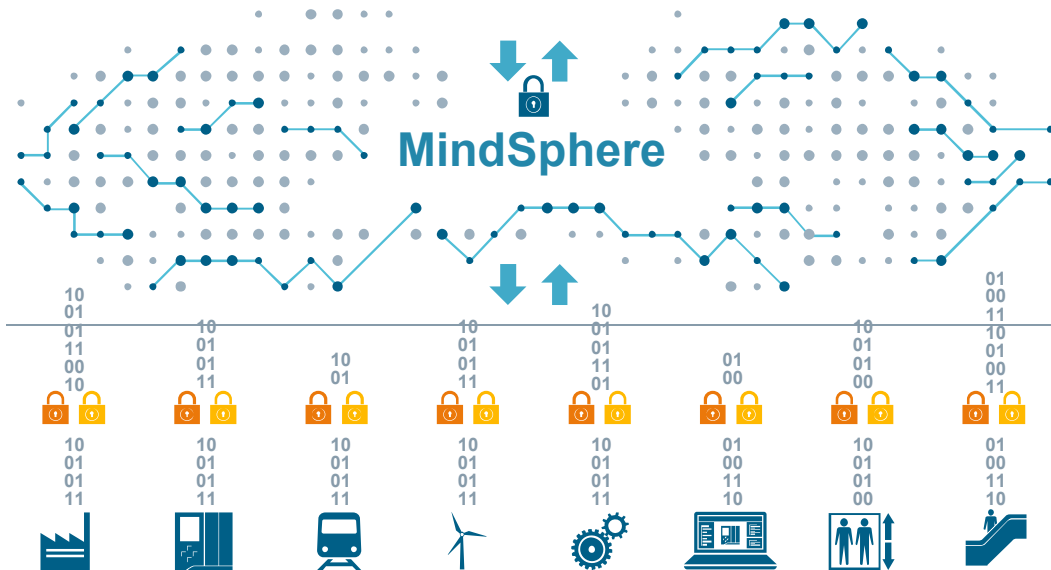
...does this translate into SIEMENS offerings?

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MindApps

Powerful industry applications and digital services for asset transparency and analytical insights



MindSphere

Open Platform as a Service (PaaS) for scalable, global IoT connectivity and application development



MindConnect

Secure plug and play connection of Siemens and third-party products and equipment



Thank you for your attention



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