

Life Is On

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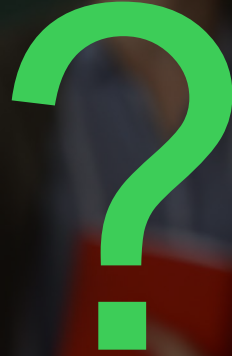
Driving the change for the
FUTURE
of HVAC & Pumping machines

The role of digitization for a sustainable evolution

Marco Gamba
Innovation Program Manager
Schneider Electric

A blurred background image of a classroom. In the foreground, several children are seen from behind, with their arms raised high. One child in the center has a prominent braided hairstyle. In the background, a teacher is visible, also with arms raised. The overall scene is brightly lit, suggesting a positive learning environment.

Do you produce
connected machines

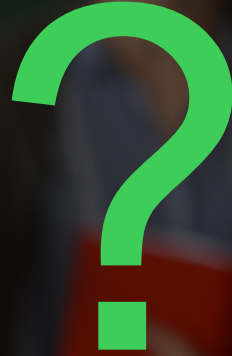


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A blurred background image of a classroom where several children are raising their hands. The focus is on a girl in the foreground with a long braid, wearing a green shirt with pink polka dots. Other children are visible in the background, some also with their hands raised. The overall scene is brightly lit, suggesting a typical classroom environment.

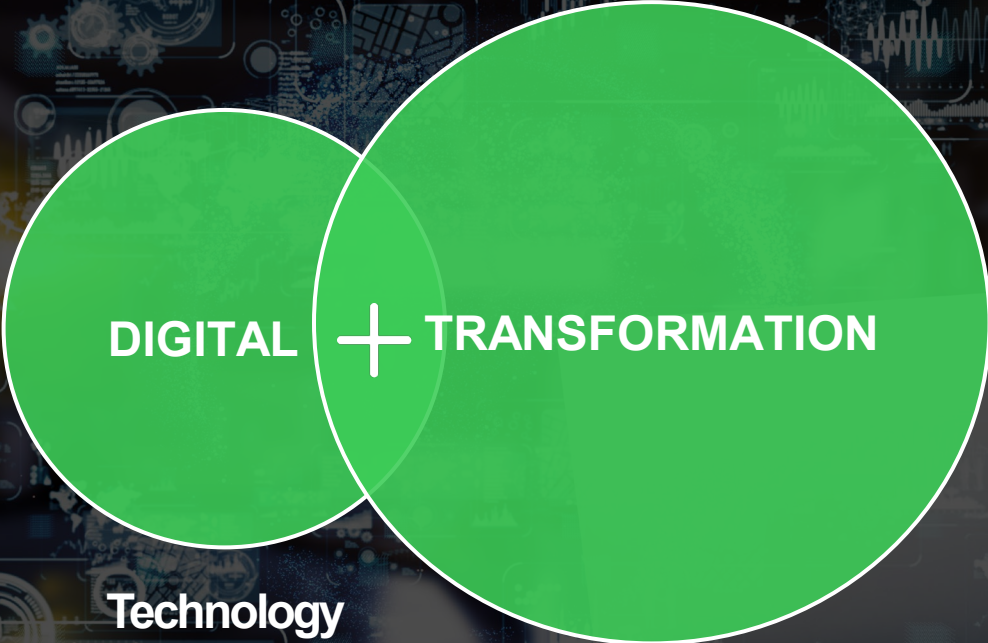
Are you generating
recurring service revenues
thanks to your connected
machines



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Digital Transformation



Technology

New business models



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Connected Products



AVEVA™ Insight

SmartCookie Dashboard

Gestione quadro elettrico

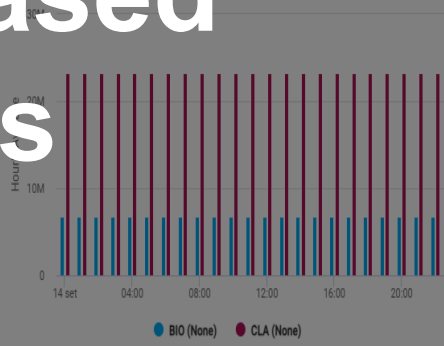
Produzione Biscotti

Cloud-based platforms

14/09/2023 00:00 - 14/09/2023 02:00



14/09/2023 00:00 - 14/09/2023 22:44



Gestione forno

Energia Elettrica

14/09/2023 00:00:00 - 14/09/2023 22:48:44

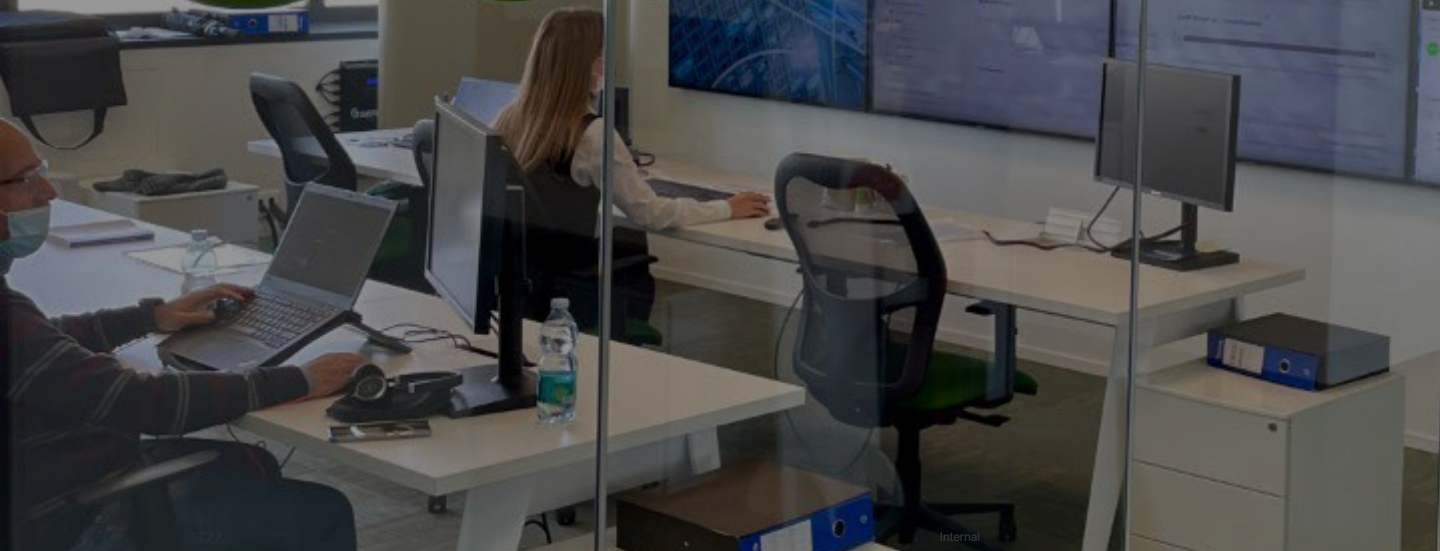
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Be
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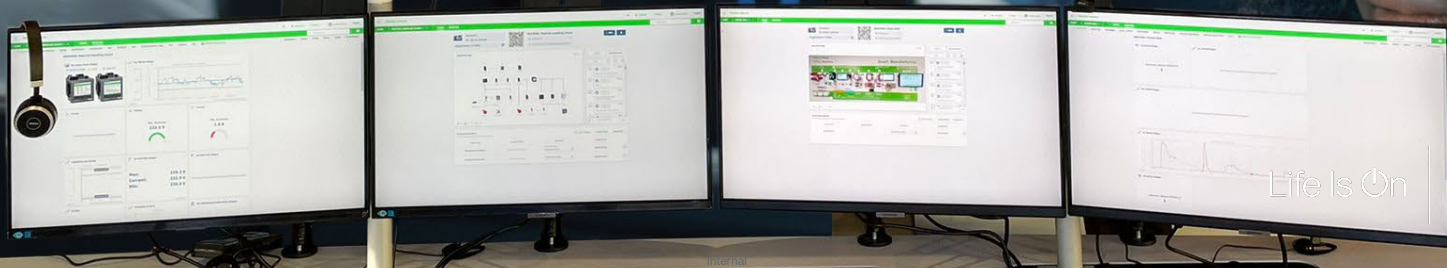
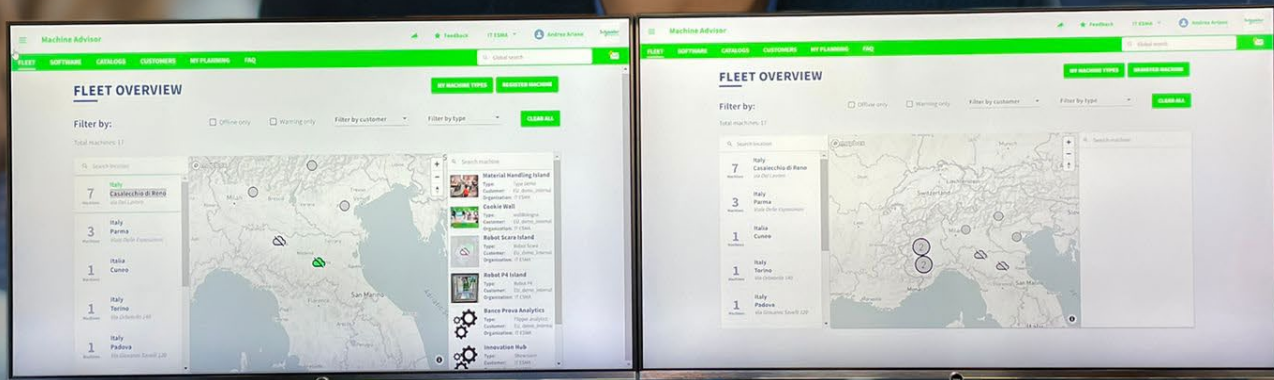
Connected Service Hub



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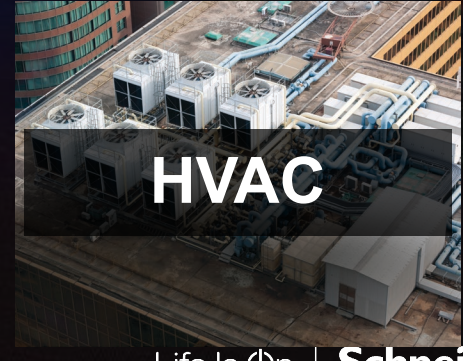
The OEM Control Room paradigm



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Some servitization examples from the market



Which services can be sold?

Maintenance
condition based or
predictive

Monitoring
performance and
energy

Remote Expert

Digitalization
maintenance
procedures

Traceability
of operations

Remote Assistance

**Incident
Management**

Fast interventions

**Spare parts
availability**

**Training & Support
to operations**

Benefits for those who sell the service

Monitoring
installed base

Optimization
of procedures

Benchmark
between different
machines

Better
marginality

Loyalty

Safety
of Operators

Differentiation
from competitors

Service
optimization

Benefits for those who purchase the service

Higher efficiency

Traceability

Better
management
maintenance

«Over the shoulder»
Remote Support

Optimization
of training
procedures

Reduced
maintenance costs

Increased asset
security

«Peace of mind»

An aerial night view of a city with a highway and green light trails. The highway is illuminated with red and white light trails, and the surrounding area is filled with green light trails. The city skyline is visible in the background with illuminated buildings.

SUSTAINABILITY

DIGITALIZATION

IIoT

Cyber Security

Analytics

Digital Twin

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An aerial night photograph of a city with a highway interchange. The highway has long-exposure light trails in green and white. The city buildings are lit up, and the sky is dark blue. Two large white curved arrows are overlaid on the image, one on the left and one on the right, pointing towards the center text.

SUSTAINABILITY
SERVITIZATION
DIGITALIZATION

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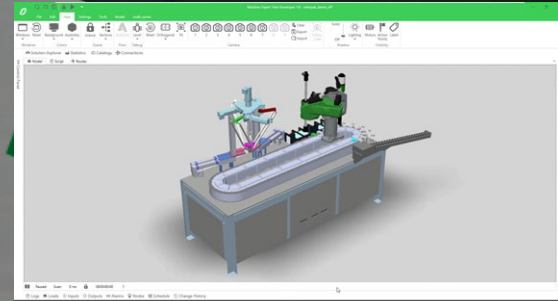
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Sustainable OEMs

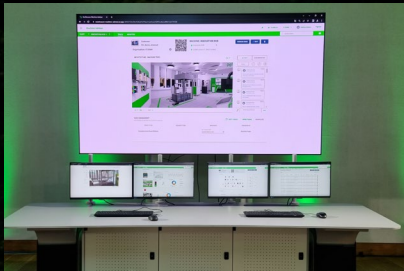
End of life management



Efficient design



Machines servitization



Machine Life Cycle

Use

Production and packaging

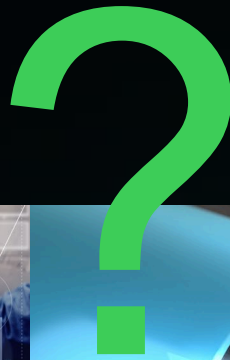
Efficient manufacturing process

Distribution

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What's next



Servitization is not for everyone
but it is for future-oriented people



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Thank you!