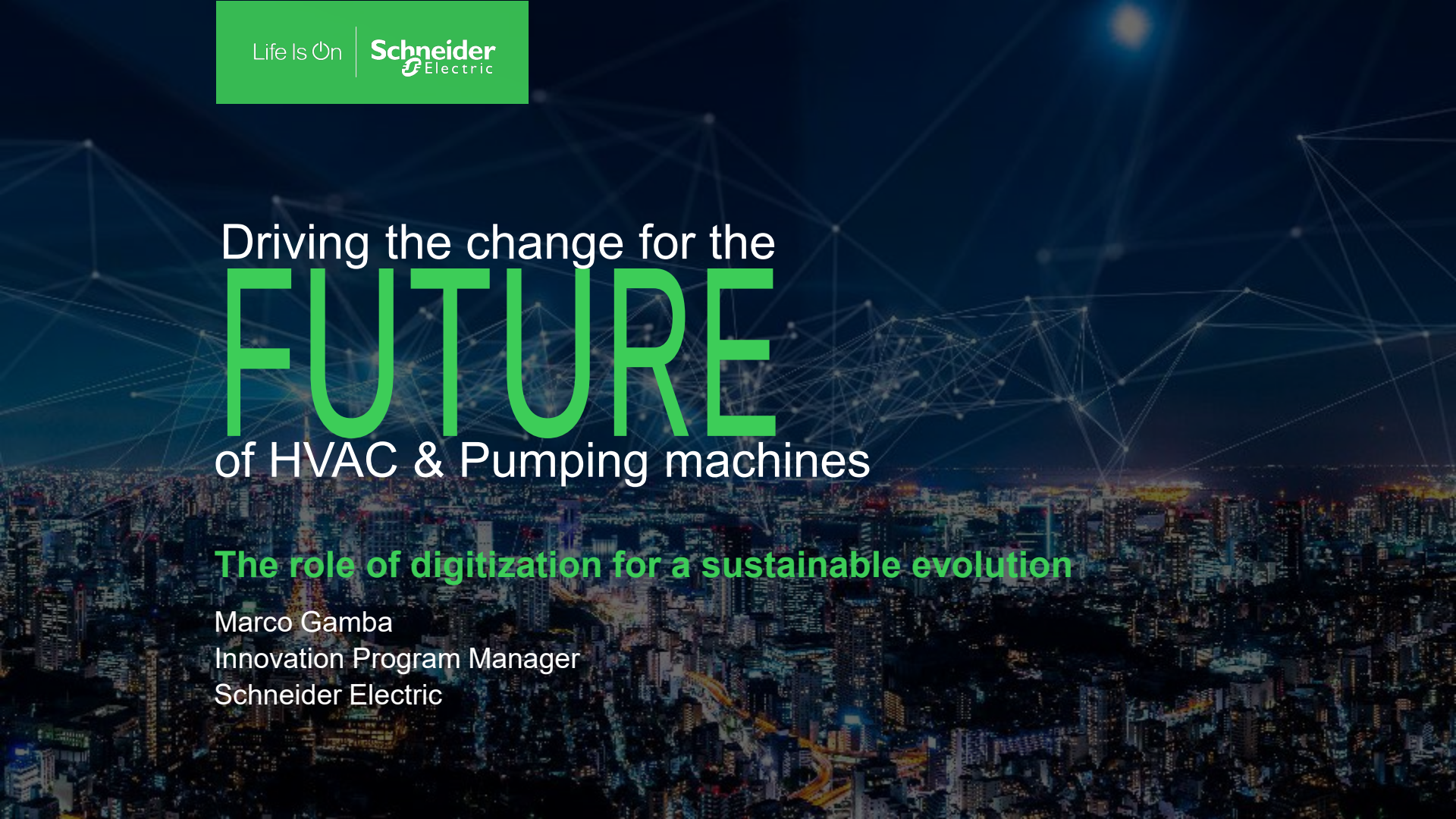


Driving the change for the FUTURE of HVAC & Pumping machines

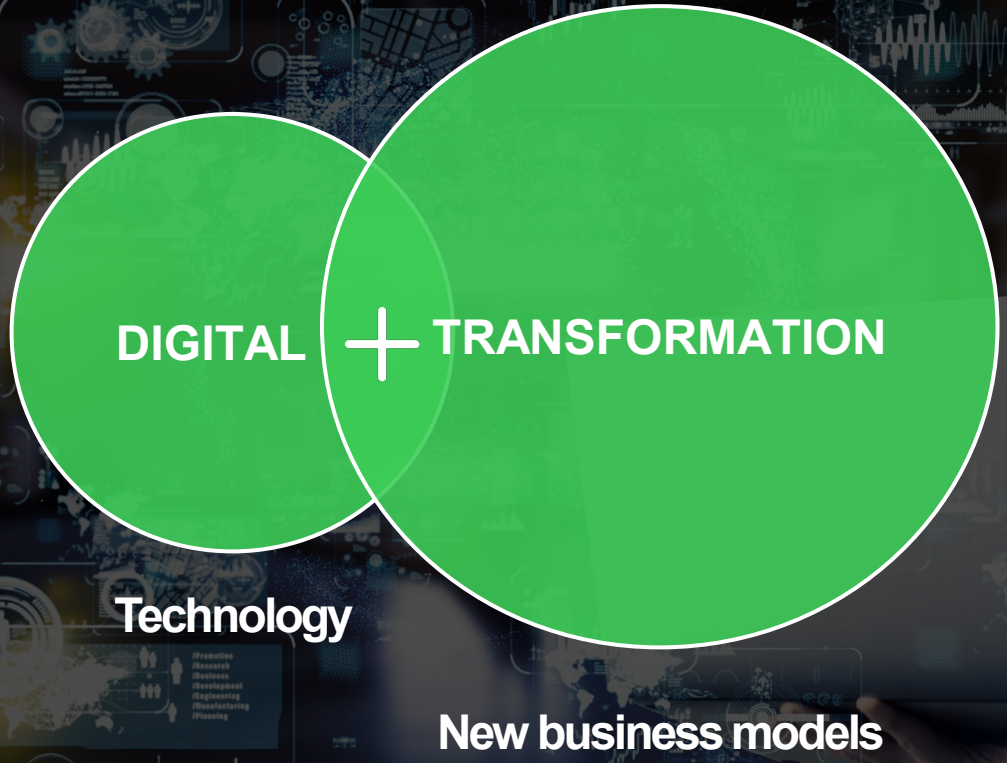
The role of digitization for a sustainable evolution

Marco Gamba
Innovation Program Manager
Schneider Electric

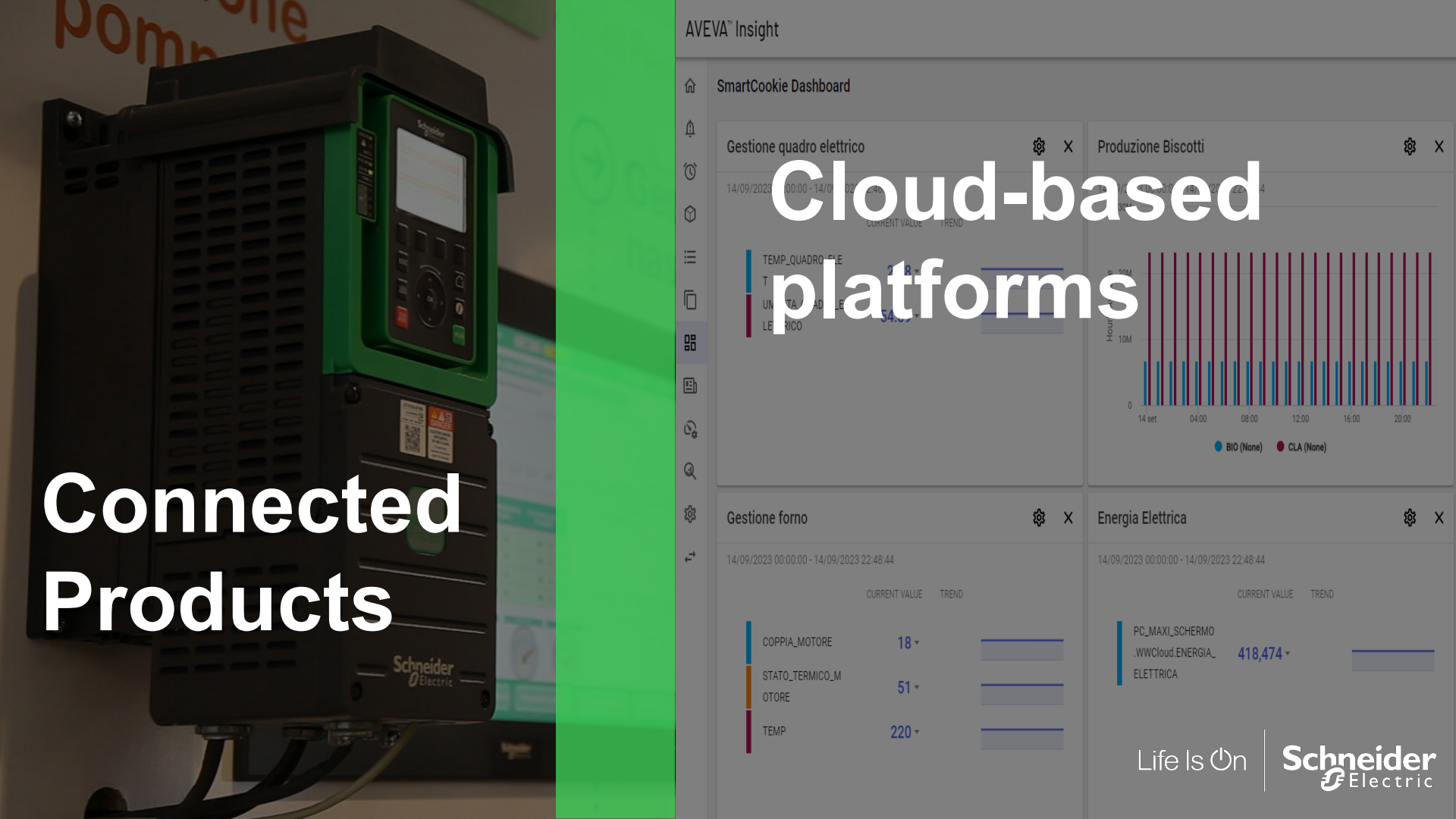

Do you produce
connected machines
?
Life Is On
Schneider Electric


Are you generating
recurring service revenues
thanks to your connected
machines
?
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Digital Transformation



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Connected Products
Cloud-based platforms
AVEVA™ Insight
SmartCookie Dashboard
Gestione quadro elettrico
Produzione Biscotti
Gestione forno
Energia Elettrica
COPPIA_MOTORE
STATO_TERMICO_MOTORE
TEMP
PC_MAXI_SCHERMO.WWCloud.ENERGIA_ELETTRICA
418,474
BIO (None)
CLA (None)
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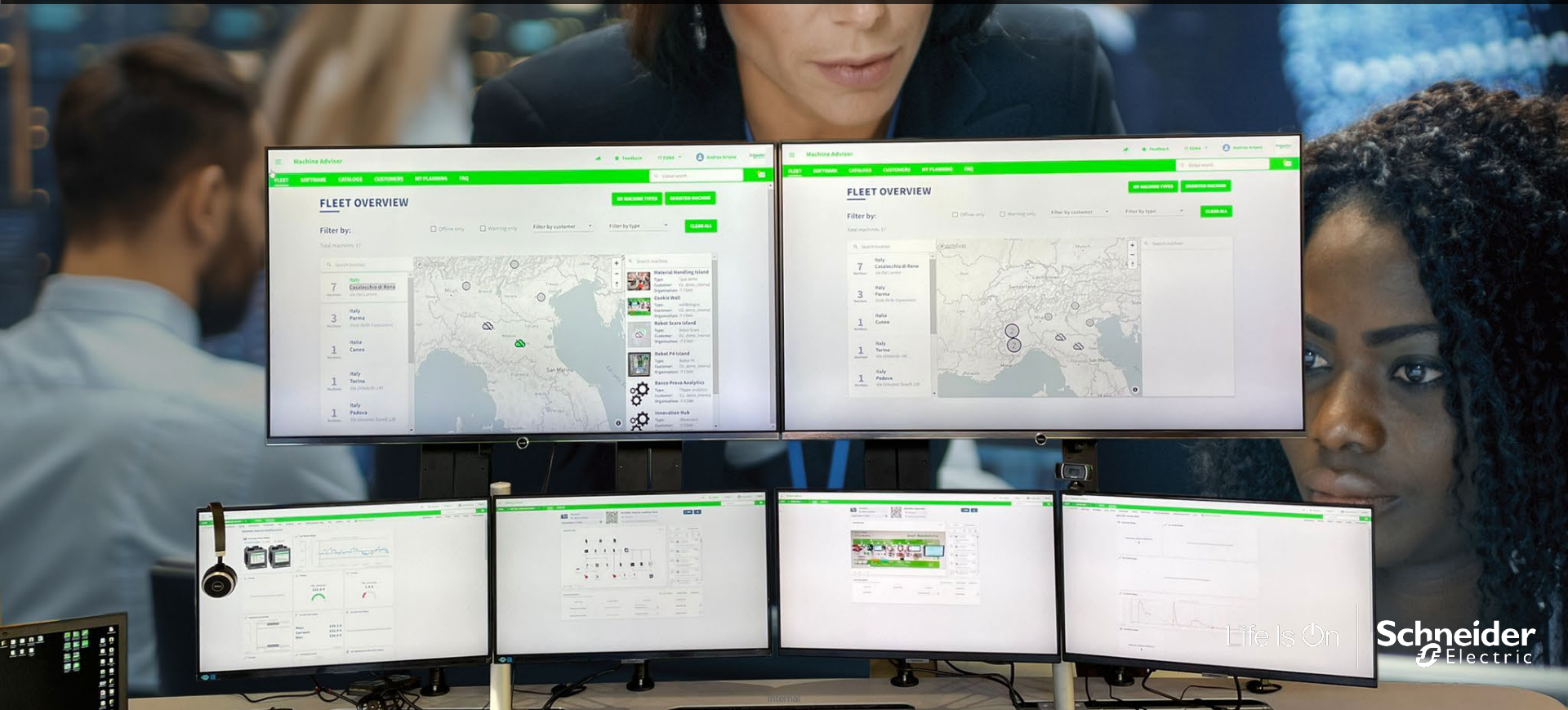

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Internal

The OEM Control Room paradigm

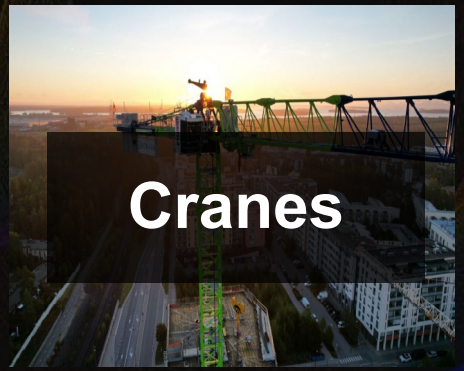


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Internal

Some servitization examples from the market













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Which services can be sold?

Maintenance
condition based or predictive

Monitoring
performance and energy

Remote Expert

Traceability
of operations

Remote Assistance

Digitalization
maintenance procedures

Incident Management

Fast interventions

Spare parts
availability

Training & Support
to operations

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Benefits for those who sell the service

Monitoring
installed base

Optimization
of procedures

Benchmark
between different machines

Better
marginality

Loyalty

Safety
of Operators

Service optimization

Differentiation
from competitors

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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»

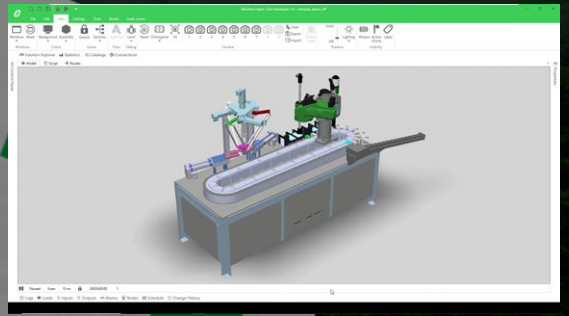
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SUSTAINABILITY
DIGITALIZATION
IIoT
Cyber Security
Analytics
Digital Twin
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SUSTAINABILITY
SERVITIZATION
DIGITALIZATION
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Sustainable OEMs

Efficient design

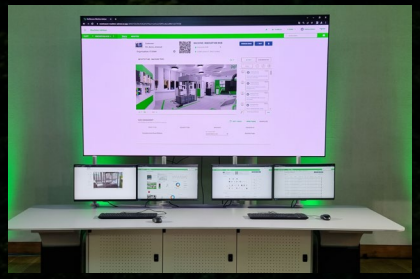


Green Premium™

End of life management

Green Premium™

Machines servitization



Machine Life Cycle

Use

Distribution

Production and packaging

Efficient manufacturing process

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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!