



Digital Transformation in Manufacturing

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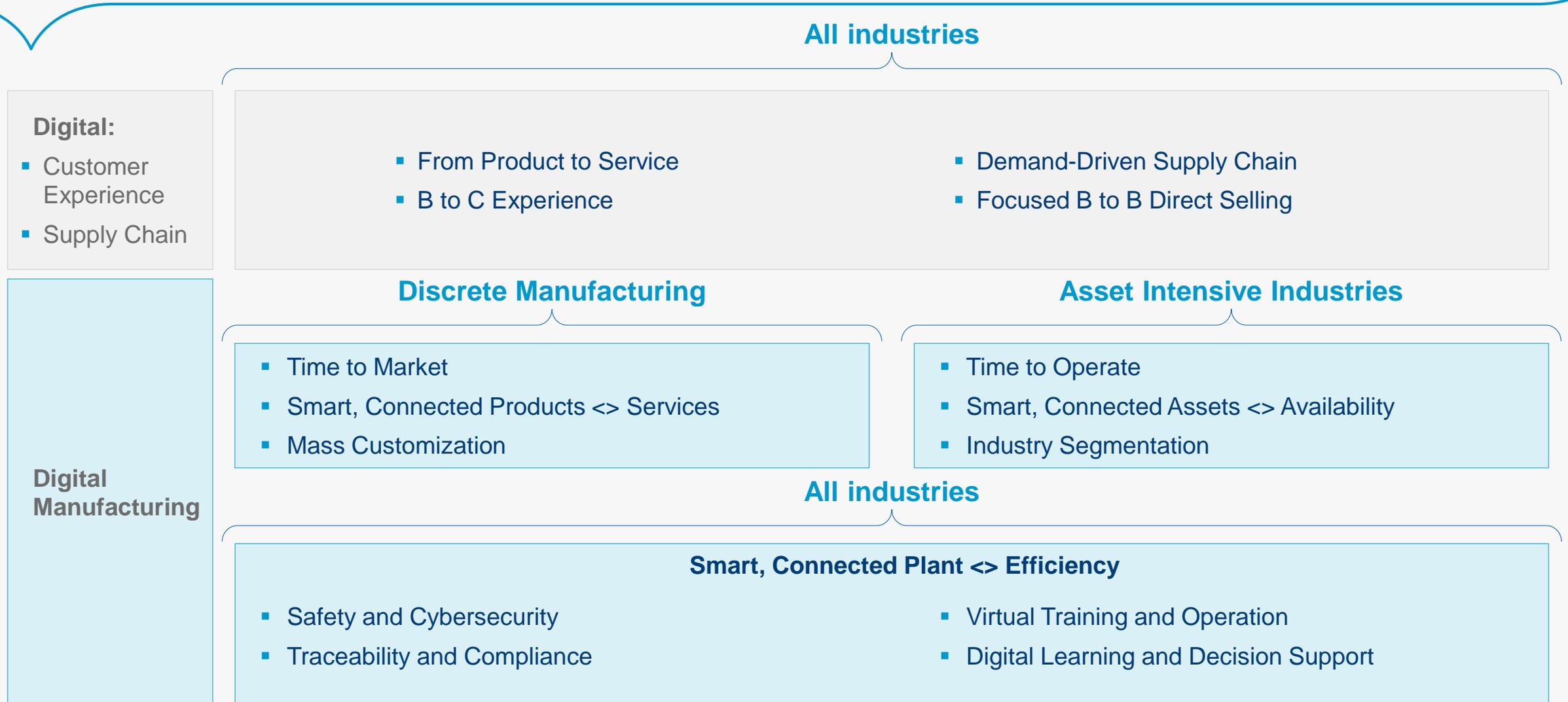


**CAPITAL
MARKET DAY**
LONDON | SEPTEMBER 12, 2017

People matter, results count.



Manufacturing market trends



Manufacturing is going through the same disruption as Marketing & Sales did in the last 10 years

Marketing and Sales

The migration of sales force automation to Software as a Service/cloud:

- Allowed operational managers to bypass the CIO and take control,
- Created a new market, different from traditional Enterprise software,
- Triggered a wave of innovation around the platform.

Manufacturing

IoT, 3D and remote platforms are triggering the same for the products and manufacturing operations:

- Operational managers develop their own apps on cloud platforms,
- ... that creates a new market, challenging the same Enterprise players,
- ... and triggering a massive wave of innovation.

What is different this time?

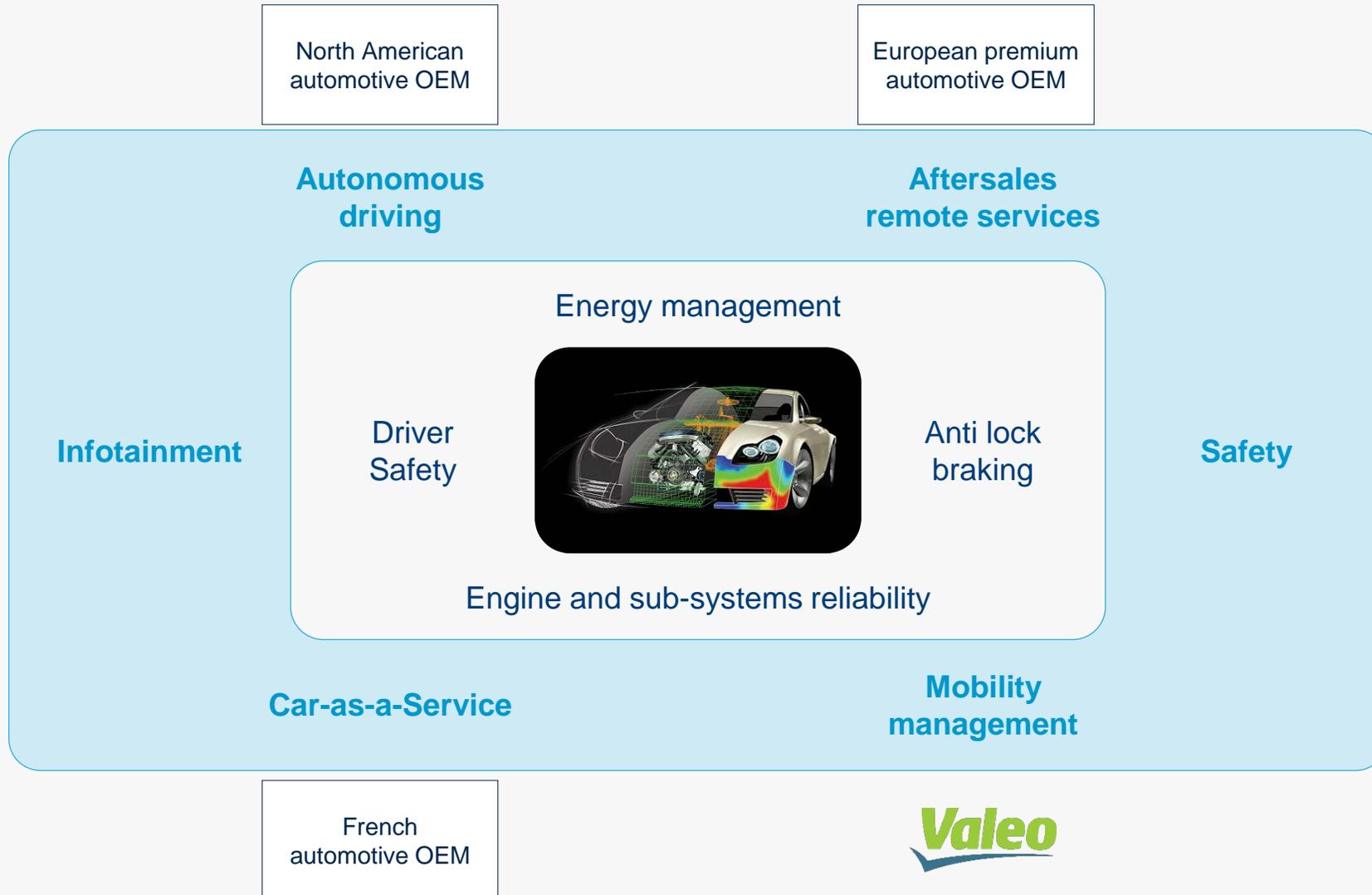
It is not



starting the trend, but



Digital Manufacturing: Toward smart, connected product



Digital Manufacturing: Toward smart, connected plant



RioTinto

Remote Operator

Remote Monitoring

AGV

Cobots



Resources positioning

Preventive and Predictive maintenance

Machine to Machine / Product to Device

In situ geolocation

Energy Management

Manufacturing Intelligence

SIEMENS
Building Technologies

faurecia



AGV: Autonomous Guided Vehicles - Cobots: Collaborative robots

Group Ambition: A strong double digit growth, leveraging the Power of One



Design



Operate



Service

PLM (Digital Engineering)

Digital Operations

Connected Products

Client Issues

- Time to Market
- Customization and platforming
- Smart product
- System engineering and Simulation
- Collaboration & Data continuity

- Handover & unit outage optimization
- Preventive & Predictive Maintenance
- Price cost continuous improvement
- Remote Operations
- Renovation

- B to C, of which connected car
- B to B
- Remote monitoring
- Connected services
- Pay per use, Pay for Performance

Credentials

French automotive OEM

US Automotive and Aerospace manufacturer

AIRBUS



Electricity plant manufacturer

Connectivity & sensor manufacturer

North American automotive OEM

Pace maker leader



Global consumer goods manufacturer

consumer packaged goods manufacturer



RioTinto



faurecia

Global automotive OEM

SIEMENS

Building Technologies

Industrial equipment manufacturer

Capgemini Value Proposal

Connect the physical and the virtual worlds: Consulting + Engineering + IS/IT

Approach

ERP like
Run to Build

4.0 Transformation
Land and Expand (IoT, ...)

From Ideation to Operate

Logos are confidential



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