

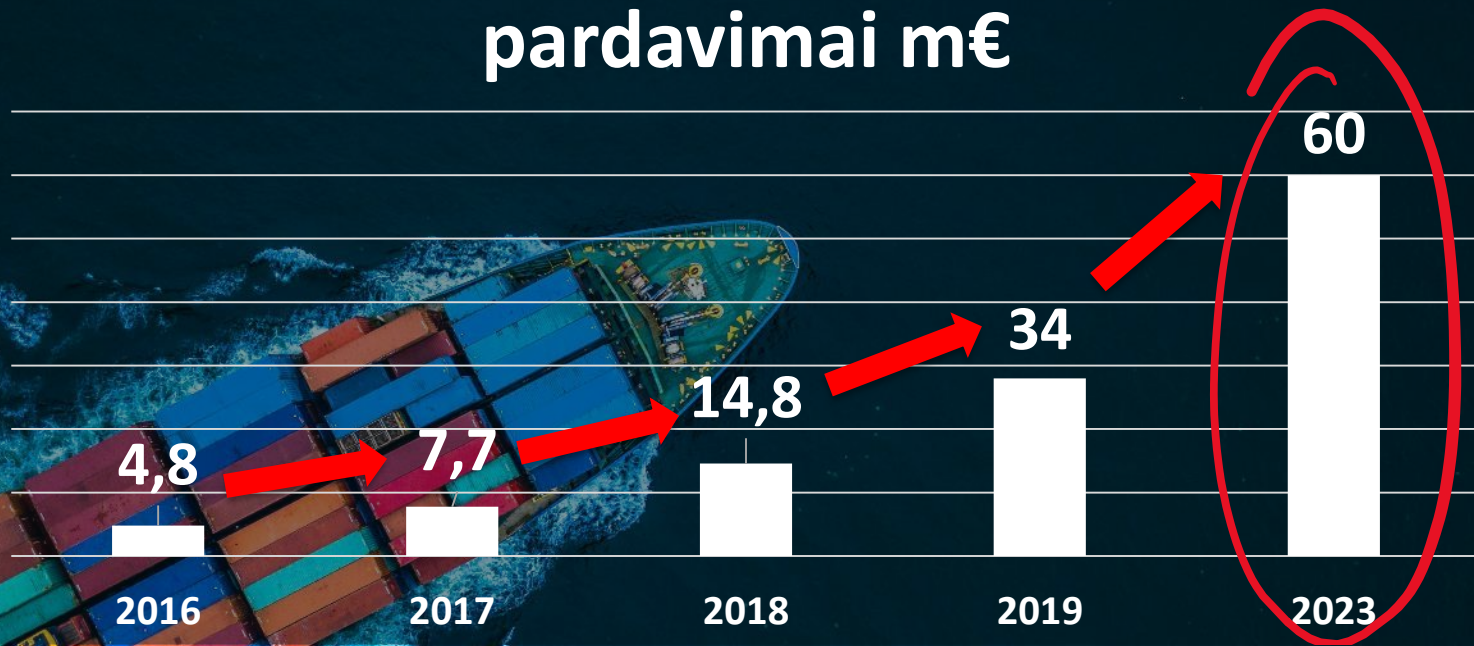


**verslo plētra ir
skaitmeninimo patirtis**

**Tomas Prūsas, CEO
HARJU ELEKTER UAB**

HARJU ELEKTER UAB

pardavimai m€



Darbuotojai

85

115

138

252

350

POs

139

152

253

433

700+



CEO

QHSE

HRM

SCM

PM

CPO

CBDO

CFO

PARTNERIAI

Kongsberg Maritime - ETO/MTO marine multidrive & power MCC

Rolls-Royce Marine (KM CM) - ETO/MTO marine multidrive & ESU

Danfoss Drives – ETO/MTO industry & marine multidrive

ANDRITZ - ETO industry multidrive & power MCC

Siemens - MTO marine power MCC

Alfa Laval - MTO marine drive & control

Palfinger Marine Norway - MTO marine drive & control

ABB – ETO/MTO water cooled marine multidrive

Norwegian Electric Systems - ETO marine multidrive

GE Power – ETO/MTO water cooled industrial multidrive

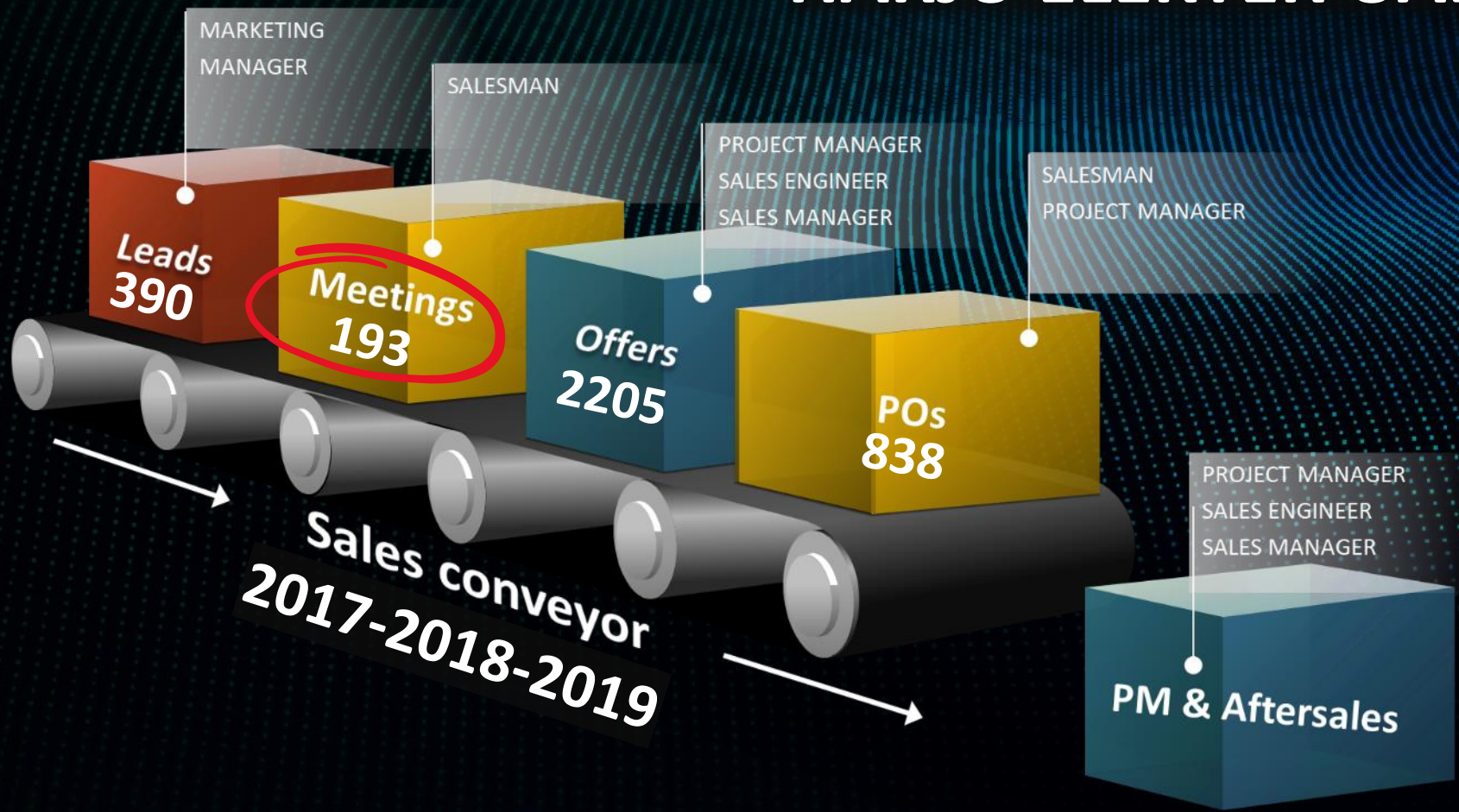
+50...

SUSITVARKĒME

- **Procesus – BIZAGI**
- **Projektų valdymą – EXEPRON**
- **Projektavimą – EPLAN, Solid Edge, Kanbanize**
- **Tiekimo grandinę – ERP Tryton -> MS BC**
- **Komplektavimą – ERP Tryton -> MS BC**
- **Gamybos operacijas – EXEPRON, ERP Tryton -> MS BC**
- **Kokybės tikrinimą – ALFRESCO**

PRO PARDAVIMAI

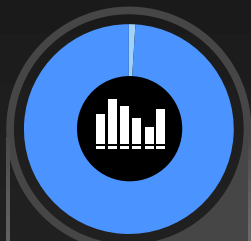
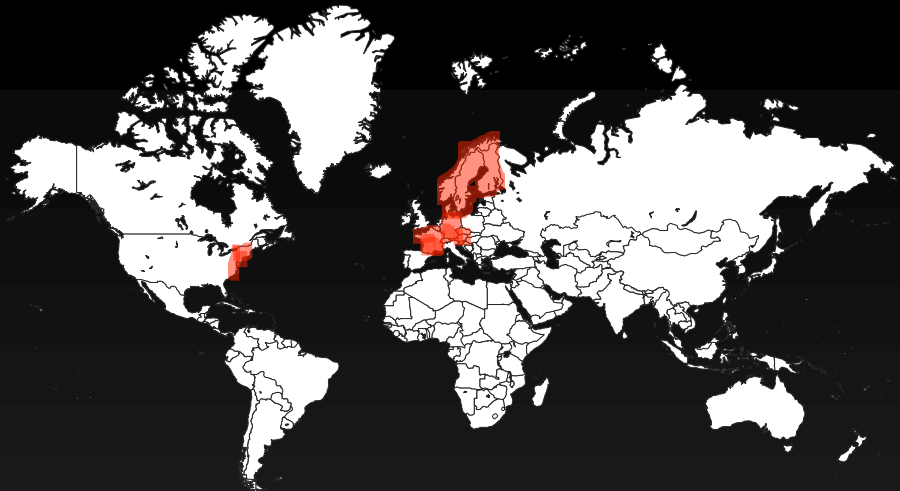
- **Pardavimų konvejeris**
- **BIG FISH paieška**
- **Atviri pasiūlymai**
- **Pralaidumo skaičiavimas**
- **Nėra amžinų klientų**
- **Užduoda ritmą visam fabrikui**



HARJU ELEKTER UAB

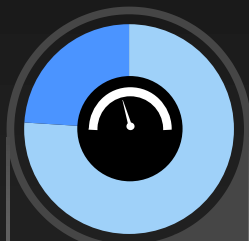
90%

MARINE SEGMENT



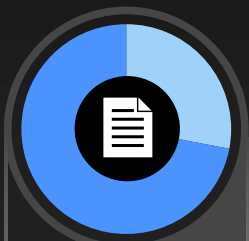
99,9%

System
integrators



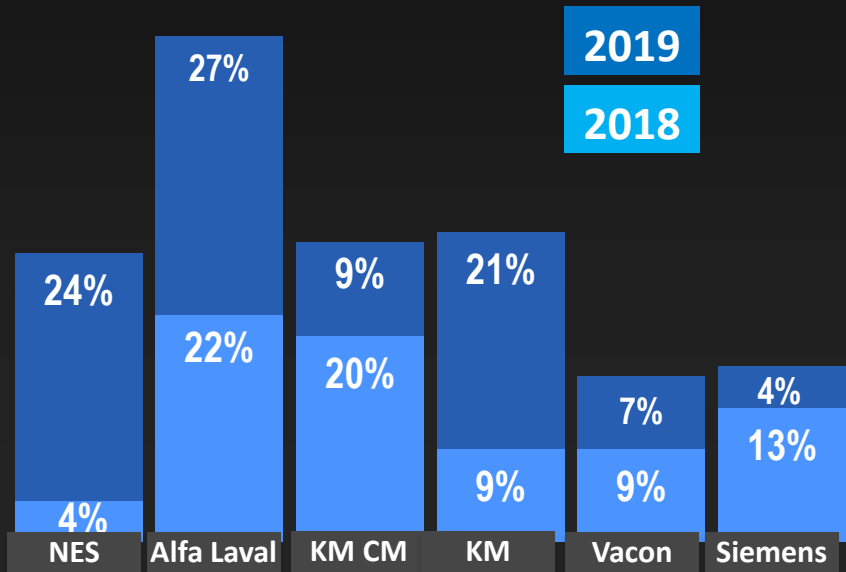
30%

Small orders
<45 000 EUR



72%

customers are
using our
engineering



Marine 4.0 – the Ship Intelligence era

1.0 Steam engines

1860 – 1910



2.0 Mass production

1940



3.0 Containerization

1957



4.0 Digitalization

2010+



TESLA

amazon

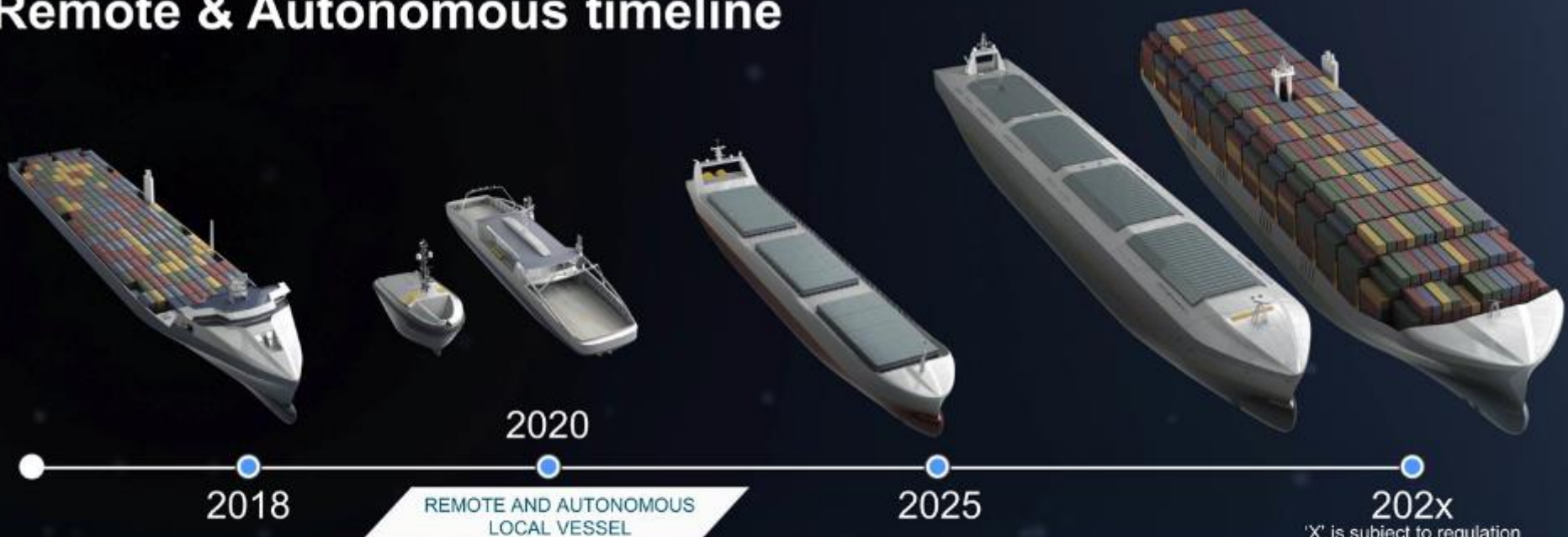


Spotify



airbnb

Remote & Autonomous timeline



2018

REMOTE SUPPORT, OPERATION
OF CERTAIN FUNCTIONS

2020

REMOTE AND AUTONOMOUS
LOCAL VESSEL

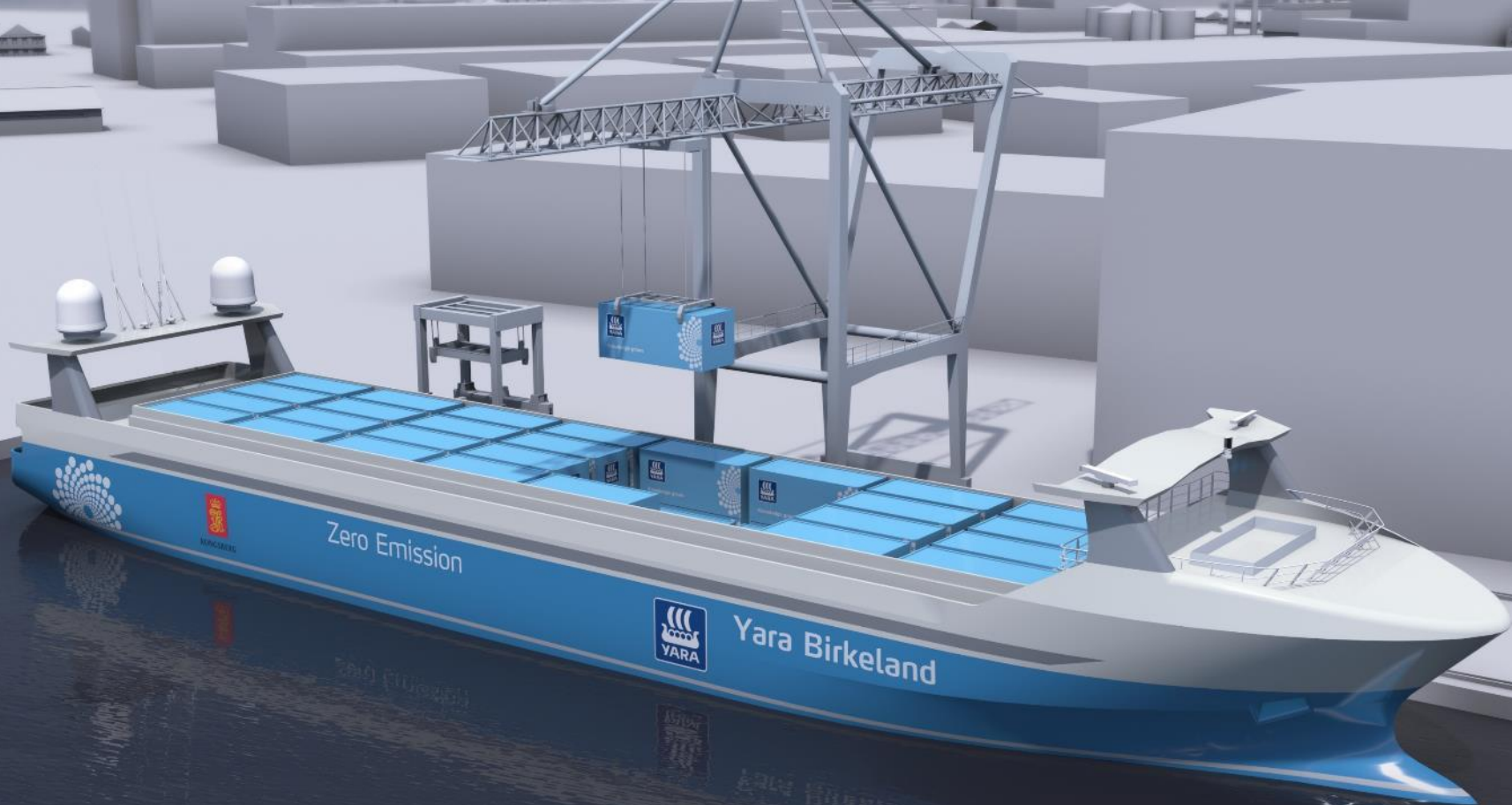
2025

REMOTE AND AUTONOMOUS
SHORT SEA VESSEL

202x

'X' is subject to regulation

REMOTE AND AUTONOMOUS OCEAN GOING VESSEL



Pagrindinė elektrotechninė sistema sukurta, pagaminta, testuota ir sertifikuota
PANEVĖŽYJE!

BONUSAS

Dr. Boaz Ronen'as: ar parduosite už 16€?

- Žaliavos 10€
- Tiesioginis darbas 2€
- Netiesioginiai kaštai 8€
- Viso savikaina 20€
- Gamybos apkrovimas 60%

