



INDUSTRY4.**NOW**

From Transactional to Data Driven Business Processes

John Robinson
November 2020

THE BEST RUN



Agenda

- 1 **Presenter Bio**
- 2 **Industry 4.0 today**
- 3 **Manufacturing review**
- 4 **SAP Industry 4.Now strategy**



My Bio



1 year



2 years



6 years



6 years



5 years

Manufacturing

10 years



Pernod



LafargeHolcim



THE BEST RUN



chemistry

CRODA



ts



STEEL

HARSCO



Industry 4.0

The Fourth Industrial Revolution how to respond

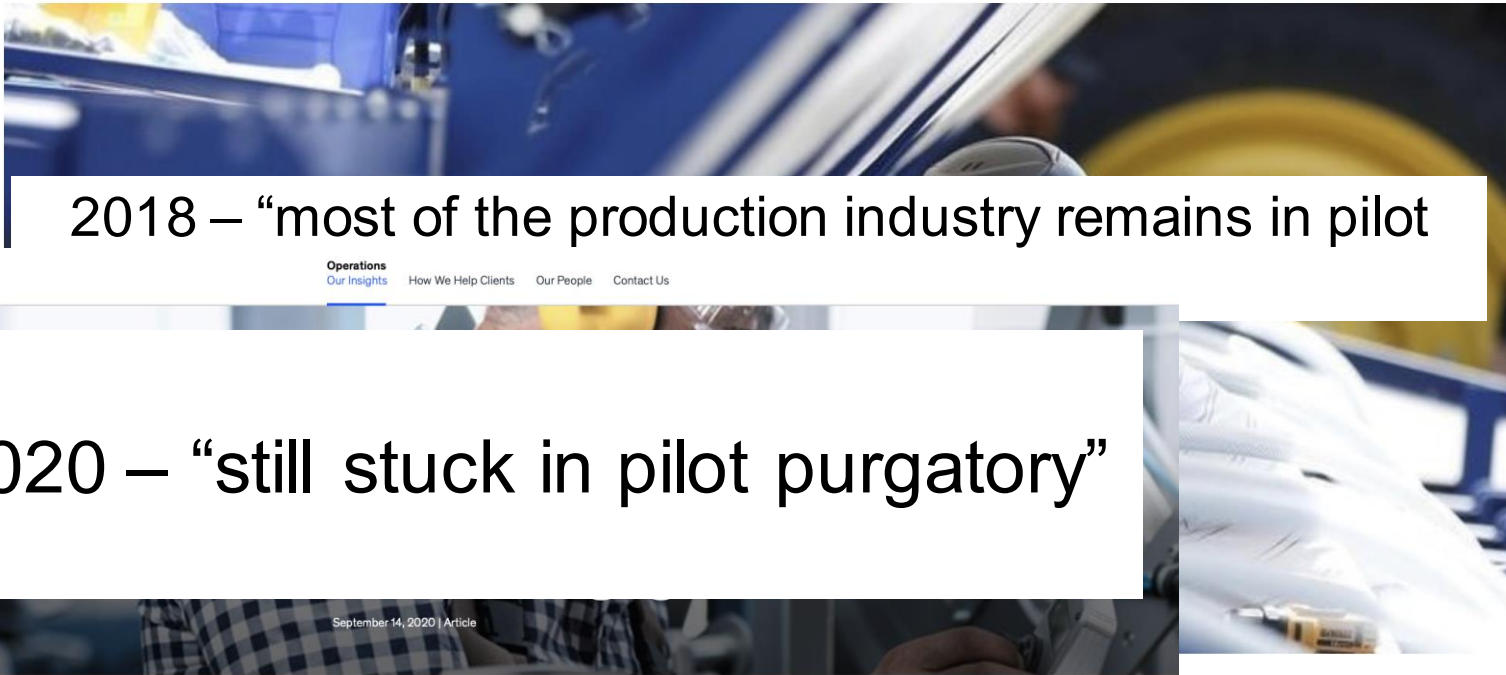


14 Jan 2016

Klaus Schwab
Founder and Executive Chairman, World Economic Forum



The Fourth Industrial Revolution and the factories of the future



By Francisco Betti, [Enno de Boer](#), and Yves Giraud

Manufacturers that are ahead in scaling advanced production technologies are successfully navigating four durable shifts that are critical to managing unprecedented disruption.

Since its inception in 2018, the [Global Lighthouse Network](#) (GLN) of advanced manufacturers has demonstrated how leading companies can work toward realizing the full potential of the innovations and advances at the core of the Fourth Industrial Revolution (4IR). Beginning with a select collection of leading-edge organizations, we have seen how [lighthouse](#) factories can help entire organizations navigate their modernization journeys, inspiring and catalyzing change among partner organizations along the way.

That's why GLN now comprises 54 sites, with ten sites added in Q3 2020 (Exhibit 1). This growth reflects the accelerating adoption of core 4IR technologies, and their infusion into daily manufacturing and supply-chain operations, as organizations act on a new urgency to remain competitive—even as others have fallen behind, still stuck in pilot purgatory.

Industrial Revolution (4IR) is [hurdling](#). A few years back, some came at an [unprecedented rate](#).

Some companies are making efforts to remain in [pilot purgatory](#) (where they do not take the final step of full-scale implementation) while others are actively rolling out new technologies.

Manufacturing review

The universal objectives of all organisations is and always has been performance improvement.

To perform better in the future than they do today.

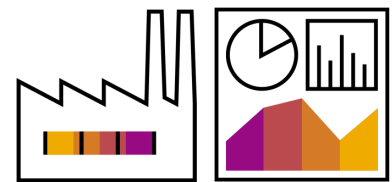
Performance is measured in many different ways:

- Shareholder value
- Revenue growth
- Profit
- Market share
- Customer satisfaction
- Carbon emissions

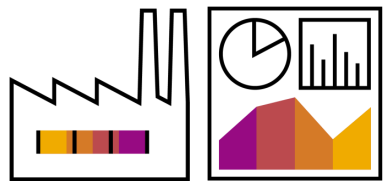


Let's look at what manufacturers have done to improve manufacturing performance

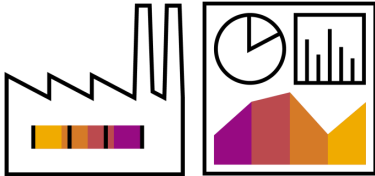
Manufacturing Trends



Manufacturing Trends



Manufacturing Trends



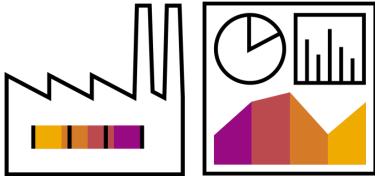
Manufacturing Trends



Strategy



IT



Operational Excellence



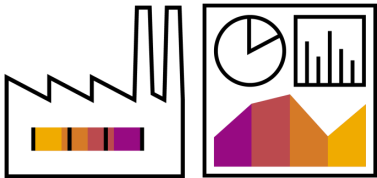
Manufacturing Trends



Strategy



IT



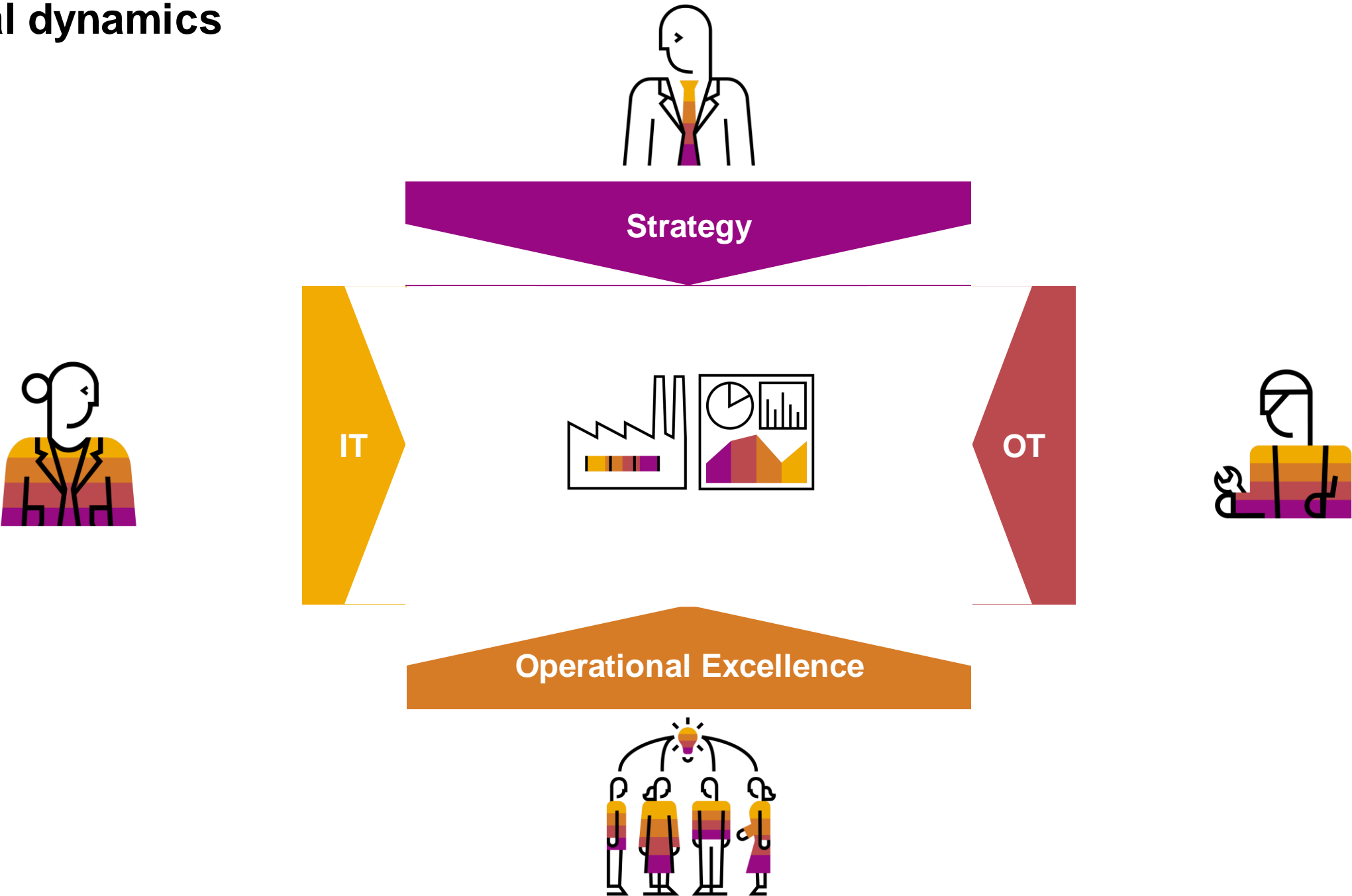
OT



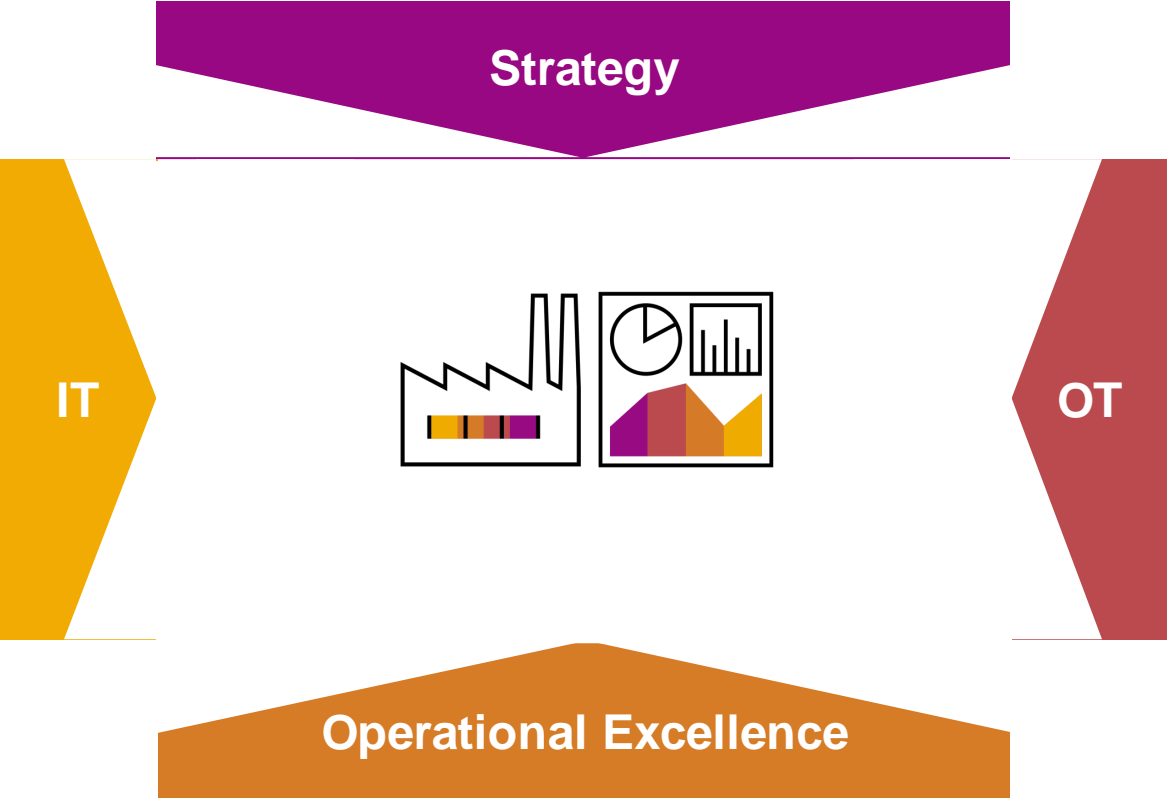
Operational Excellence



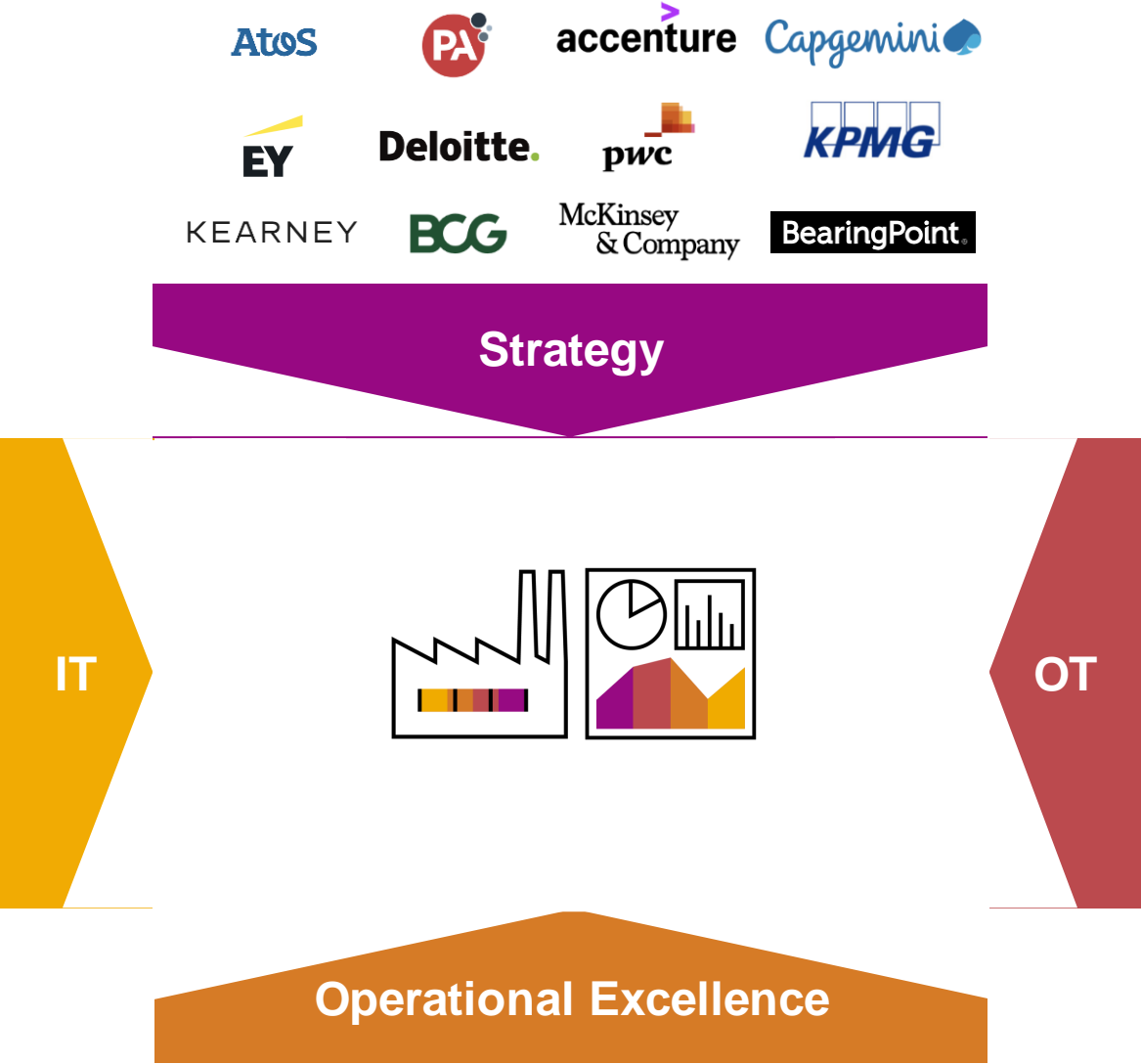
Internal dynamics



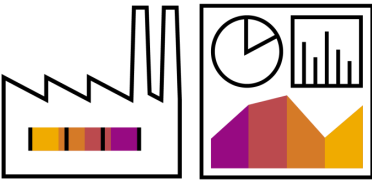
External dynamics



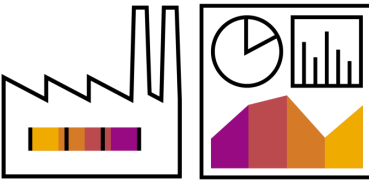
External dynamics



External dynamics



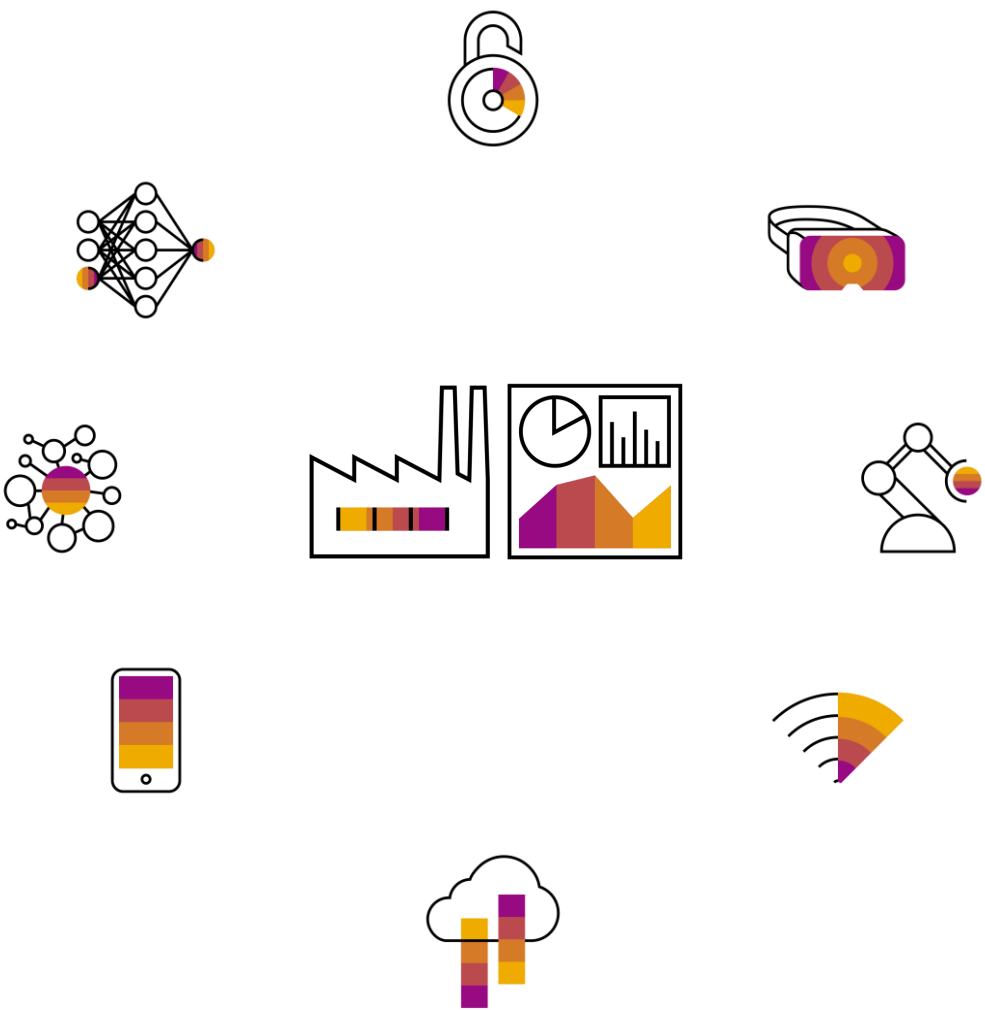
External dynamics



External dynamics



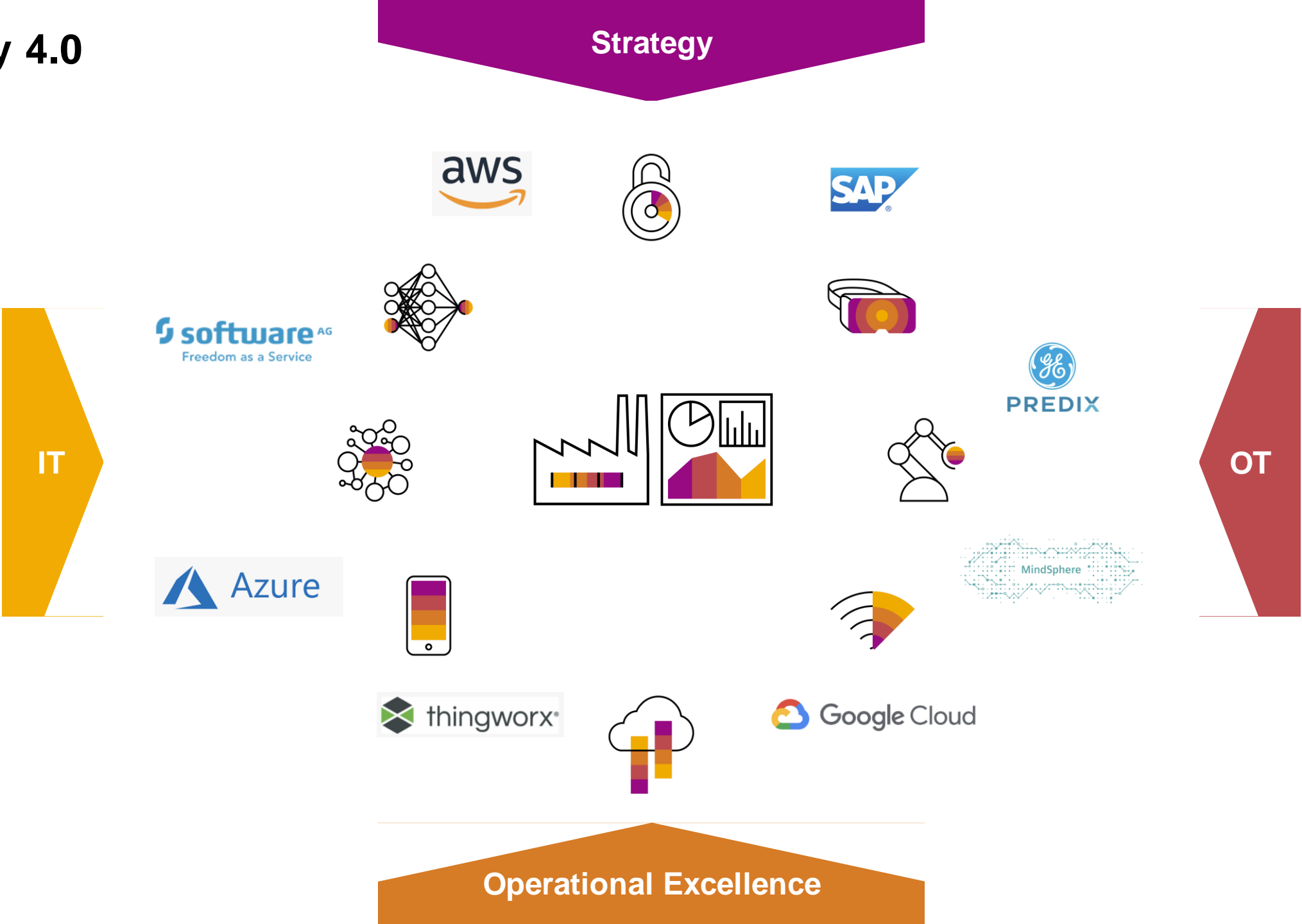
Industry 4.0



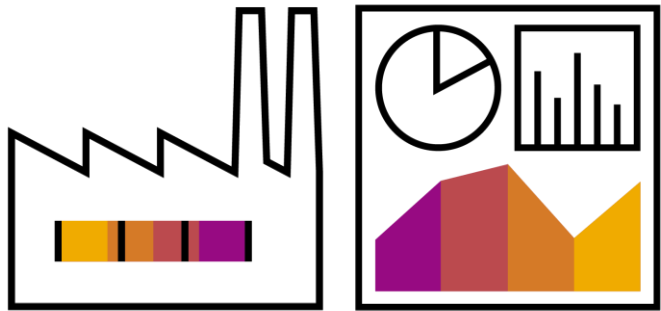
Industry 4.0



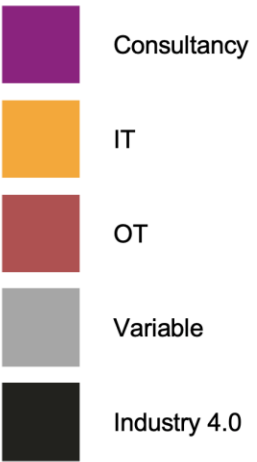
Industry 4.0



Typical players



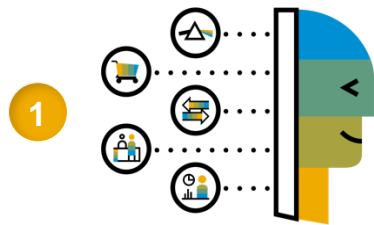
Strategic Consultants	McKinsey & Company
Auditor	pwc
Enterprise Software Applications	SAP
Hyperscaler	Microsoft Azure
IT System Integrator	accenture
ERP Integration Software	SAP
MES Software	Schneider Electric
OT System Integrator	INDEFF
IoT Platform	ptc
Augmented Reality Solution	ptc
Reporting & Analytics Software	sas
3D Printing	hp
LIMS Software	NATIONAL INSTRUMENTS
Historians	OSIsoft
IT Hardware	hp
Networking	cisco
Automation System Integrator	INDEFF
OEM Equipment	WILLTECH
DCS	EMERSON
SCADA	SIEMENS
HMI	SIEMENS
PLC	SIEMENS
Automation	SIEMENS
Measurement & Control	GEA
Operational Excellence Consultancy	EY



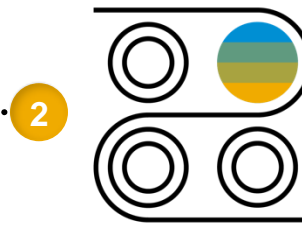
SAP's Strategy for Industry 4.0 – **Industry 4.Now**

SAP's Industry 4.0 approach addresses three business priorities with one leading strategy

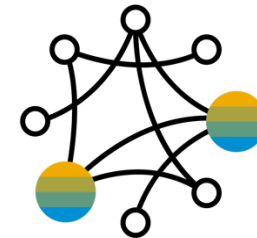
Move digitalization and Industry 4.0 from factory-focused initiatives to a company-wide, competition-beating business strategy. **Combine manufacturing automation with enterprise business execution.**



Center on Customers
so their input and preferences
are the source of all you do



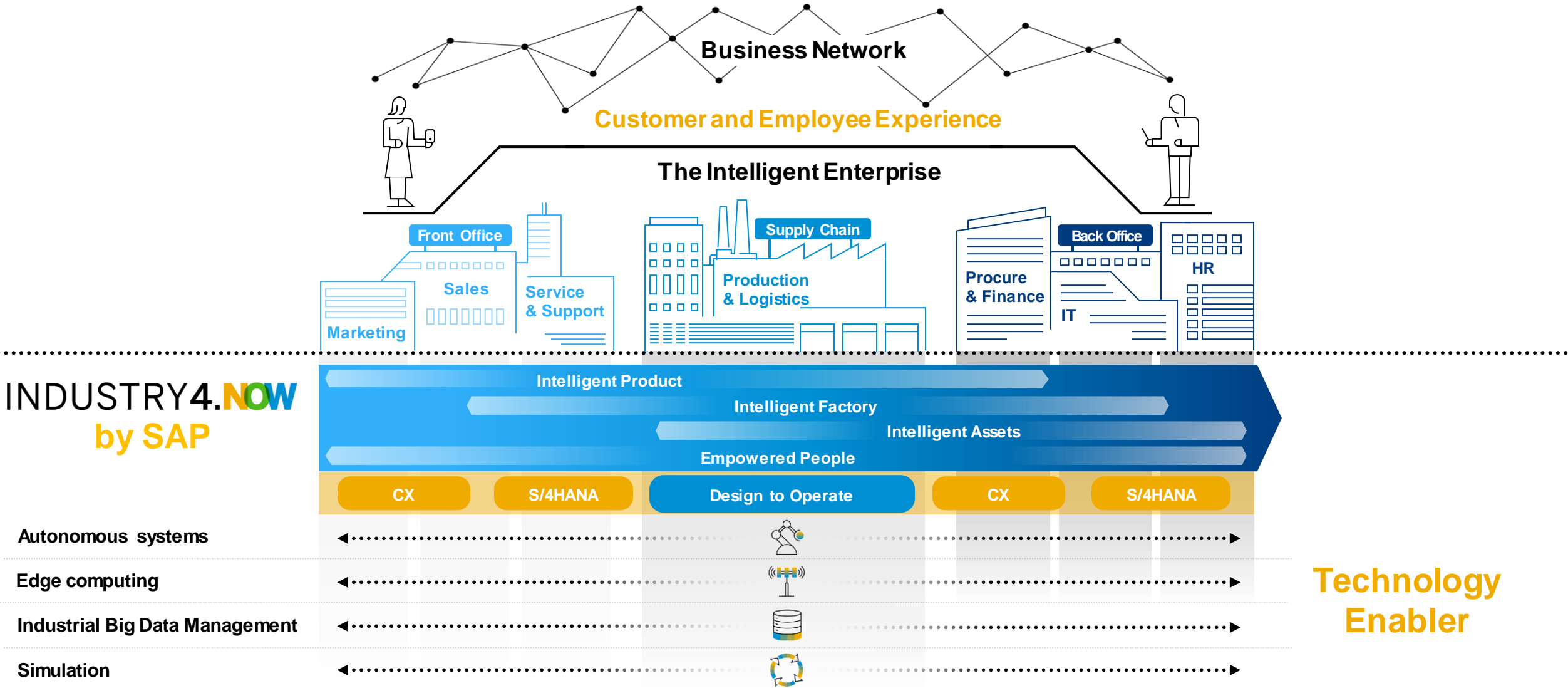
Reinvent Production
using intelligent assets and
processes that dynamically adapt
to production priorities and deliver
customization at scale



Connect the Entire Company
orchestrating sales, service,
and logistics with production
to transform how you work

Industry 4.0 - by SAP

Leveraging Intelligent Enterprise Technologies and Applications



Target Solution Blueprint – Industry 4.0 Now

Leveraging SAP Intelligent Enterprise

Key Differentiators

From siloed applications

To standardized digitization

From process data

To data driven processes

From deterministic processes

To predictive and prescriptive processes

From many digital twins

To one digital lifecycle thread

From managed on premise

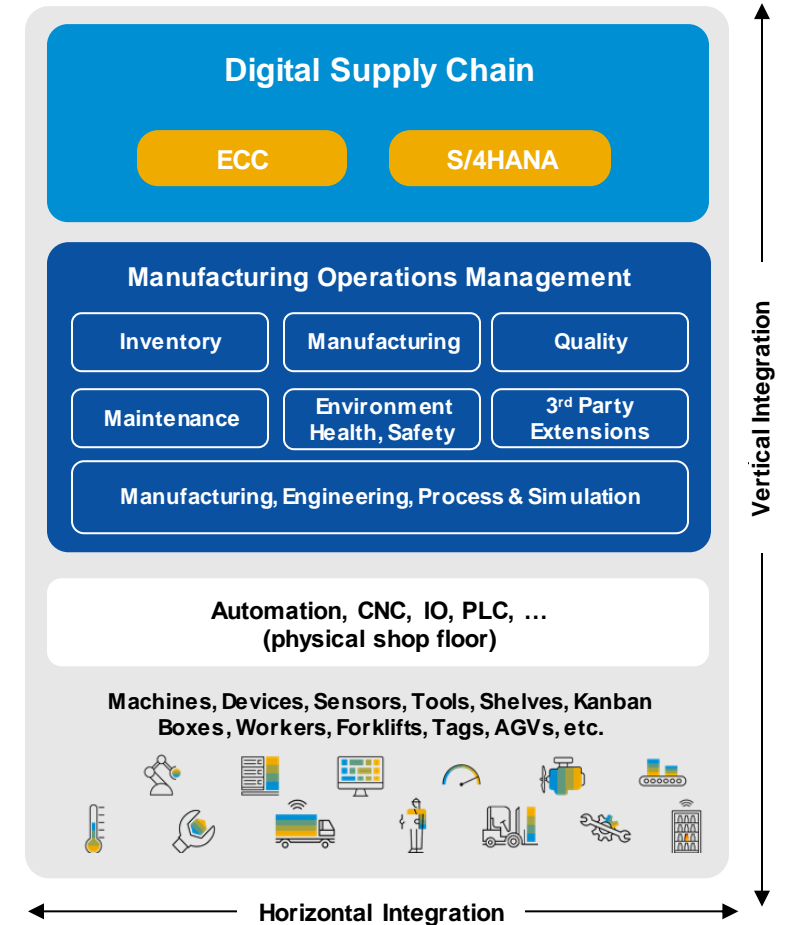
To managed EDGE



Factory/Plant

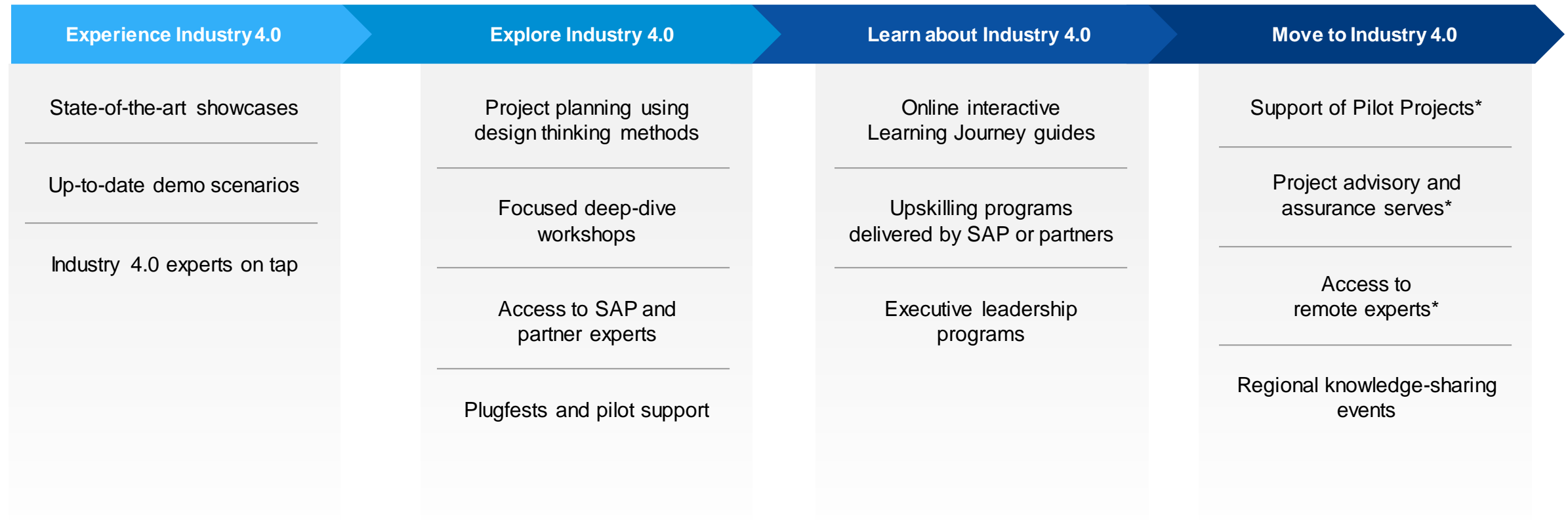
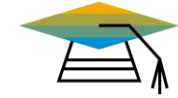
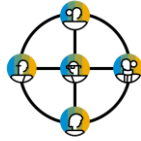
- 5 Business Networks
- 4 Enterprise & Supply Chain
- 3 Industry 4.0 Operations
- 2 Industry 4.0 Monitoring
- 1 Sensing & Control
- 0 Physical Things

Discrete Factories & Process Plants



Industry 4.Now Hubs – Accelerate Customer Adoption

One-stop-shop in the region for customers seeking guidance with their Industry 4.0 strategy



Locations: * Walldorf | NSQ | Tokyo

* EXISTING

<https://youtu.be/IJzUqJhTsTM>

SAP Services framework for Industry 4.Now

Why SAP Industry 4.Now Services

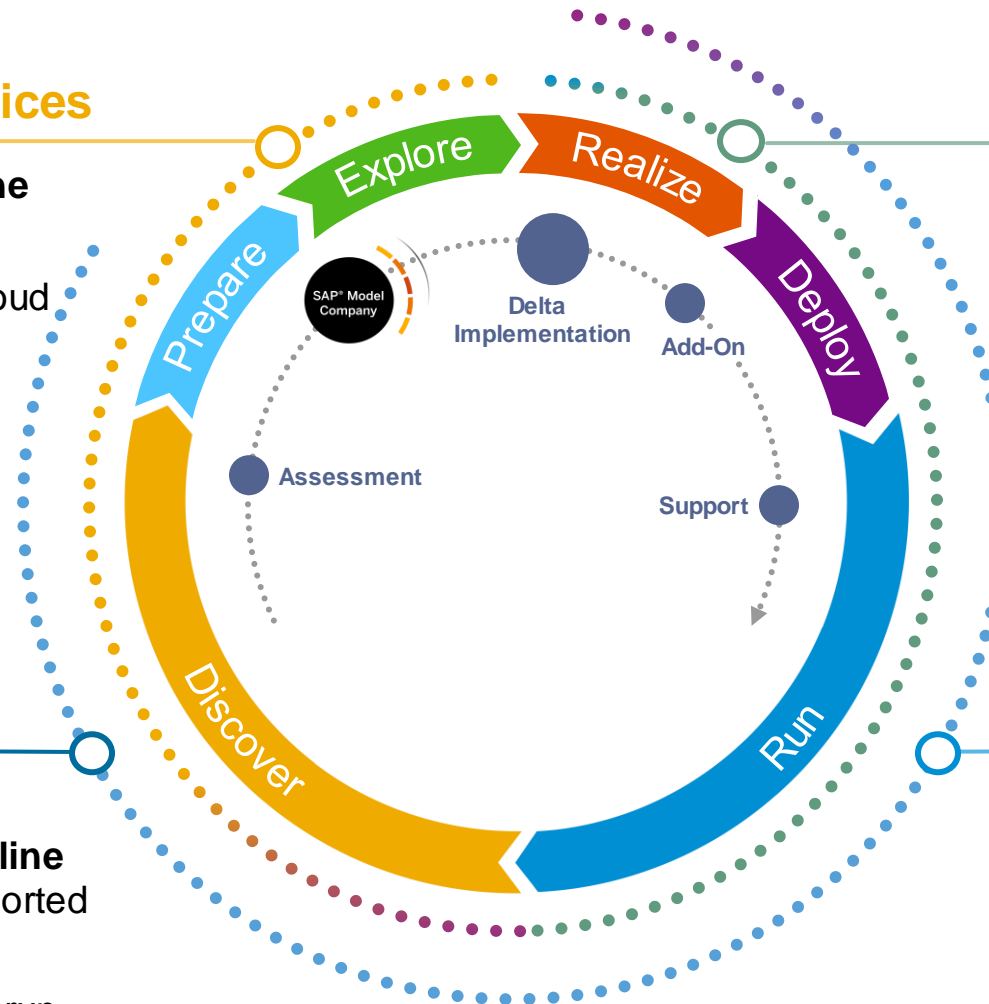
Holistic portfolio of services **covering the complete project lifecycle**

- end-to-end scenarios that includes cloud and edge components
- aligned with software and solutions roadmap

What is being delivered

Services, delivering **one business configuration content library as baseline for all Industry 4.Now use cases** supported by SAP products

- for all project phases from discover to run



How does it help You?

Reduces Time-to-Value with proven industry leading practices

Scalable services to

- jumpstart design and accelerate implementation
- adopt solutions to specific needs
- learning and enablement services to upskill workforce

You have the choice!

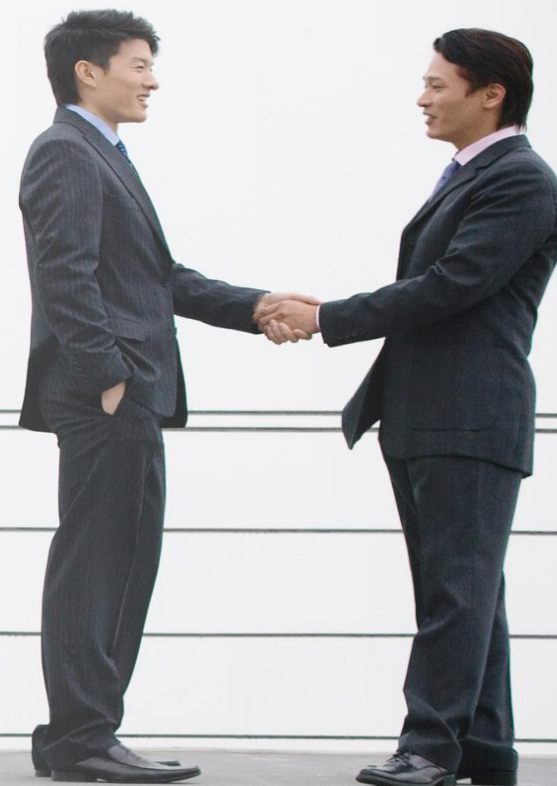
Choose the **preferred engagement model**

- SAP-led | Partner-led | Co-led
- and scale the role of SAP and/or the partner

Choose **the entry points with SAP anytime** during the project

5

Open Industry 4.0 Alliance



Open Industry 4.0 Alliance

Vision & Mission



Creating customer value by promoting interoperable Industry 4.0 solutions and services following a common framework developed by the alliance to drive the digitization of the factories, plants & warehouses of our customers



Work together
to deliver
customer value



Create
a viable
ecosystem



Ensure
collaboration of asset
operators and manufacturers



Establish
Common
Semantics

At this time the Open Industry 4.0 Alliance comprises of 53 companies

... and recruiting continues

Founding Members



SAP is founding member and leveraged **Open Industry 4.0 Alliance** as catalyst to accelerate Industry 4.0 sales pursuit

Contributing Members



For more information visit:
www.openindustry4.com

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What's next



Call to Action



Visit Industry 4.0 on SAP.COM [[Link](#)]



Read the SAP Industry 4.0 Strategy Whitepaper [[Link](#)]



Contact us by phone [+1-800-872-1727](tel:+1-800-872-1727)

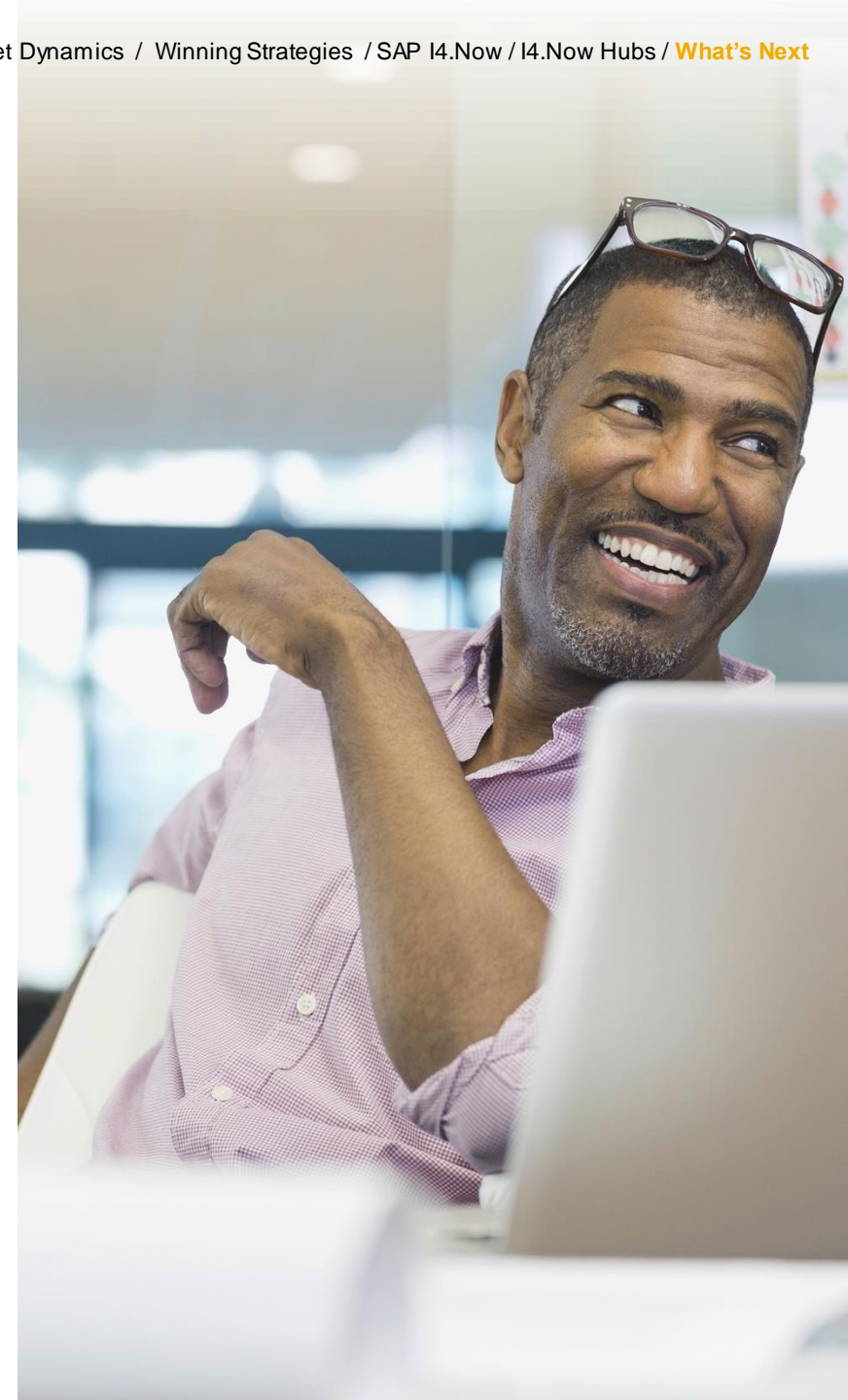
Or see our complete list of [local country numbers](#)



[Email Contact](#) - E-mail us with comments, questions or feedback.



Get further information with additional [Links] on the following slide



Further Information

Strategy papers: Industry 4.0, SAP Digital Supply Chain (DSC), S/4HANA, Industry 4.0 and Design-to-Operate Strategies, Industry 4.Now Hubs

SAP Industry 4.0 Strategy

- [Industry 4.0](#)

SAP DSC Strategy Whitepaper

- [Digital Supply Chain](#)

SAP DSC Executive Overview Deck (L0)

- [English Version](#)
- [German Version](#)

SAP Design-to-Operate Strategy Whitepapers

- [Supply Chain Planning and Delivery](#)
- [Digital Manufacturing](#)
- [Intelligent Asset Management](#)

Industry 4.Now Hubs

- [Industry 4.Now Hubs](#)

Thank you.

Contact information:

John Robinson

Strategic Client Advisor, Manufacturing & Industry 4.0

john.robinson02@sap.com

+44 (0)7774 856541