Driving the Digital Enterprise

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Do Canadian Manufacturers take innovation serious?

**Percentage of revenue invested in innovation**

- 0%: 1% (2015), 1% (2016), 1% (2017)
- 1-3%: 5% (2015), 6% (2016), 4% (2017)
- 4-6%: 5% (2015), 4% (2016), 5% (2017)
- 7-10%: 3% (2015), 4% (2016), 6% (2017)
- More than 10%: 5% (2015), 6% (2016), 6% (2017)
- Don’t know/not sure: 80% (2015), 79% (2016), 5% (2017)

**Product Adoption Curve**

- Innovators
- Early Adopters
- Early Majority
- Late Majority
- Laggards

- Visionaries
- Pragmatists
- Tech Enthusiasts
- Conservatives
- Skeptics
Our customers have essential requirements – throughout the manufacturing industry

Speed  Flexibility  Quality  Efficiency

Security
Digital Enterprise is our portfolio of solutions for the digital transformation – in both discrete industry and process industry.
Integrating and digitalizing the entire value chain is key to staying competitive in the future.
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Integrating technical domains into ONE data model

Digital Twin of the product

Digital Twin of the production process

Digital Twin of the equipment
Publishing the optimized Digital Twin to all stakeholders, including suppliers, with the collaboration platform Teamcenter
Our holistic approach
Specific for end customers and machine builders

1. Product design
2. Production planning
3. Production engineering
4. Production execution
5. Services

1. Machine concept
2. Machine engineering
3. Machine commissioning
4. Machine operation
5. Machine services
Digital Enterprise Suite – Siemens’ answer to customer requirements

Cloud-based, open IoT ecosystem: MindSphere

Product Lifecycle Management

Manufacturing Operations Management

Totally Integrated Automation

Collaboration platform: Teamcenter

Logistics Suppliers
Where do you start

1. Question standardization
2. Assess your PLM process
3. Execute pilot