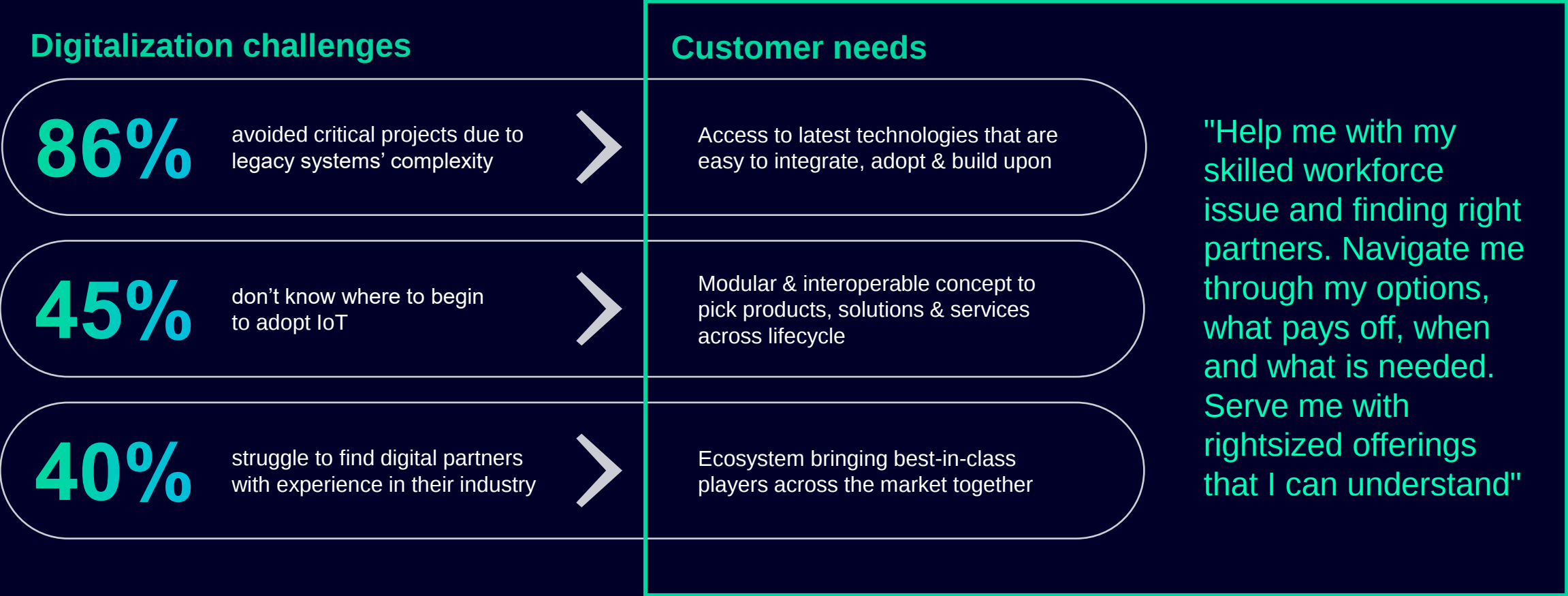


# SFS' Contribution to Siemens Xcelerator

Deep Dive on PS-AM

February 12<sup>th</sup>, 2025

# Customer want digital transformation that is easy, fast and scalable



Sources: The Forrester Wave: Global IoT Services for Connected Business Operations, Harvard Business Analytic Services Internet of Things Report for Siemens

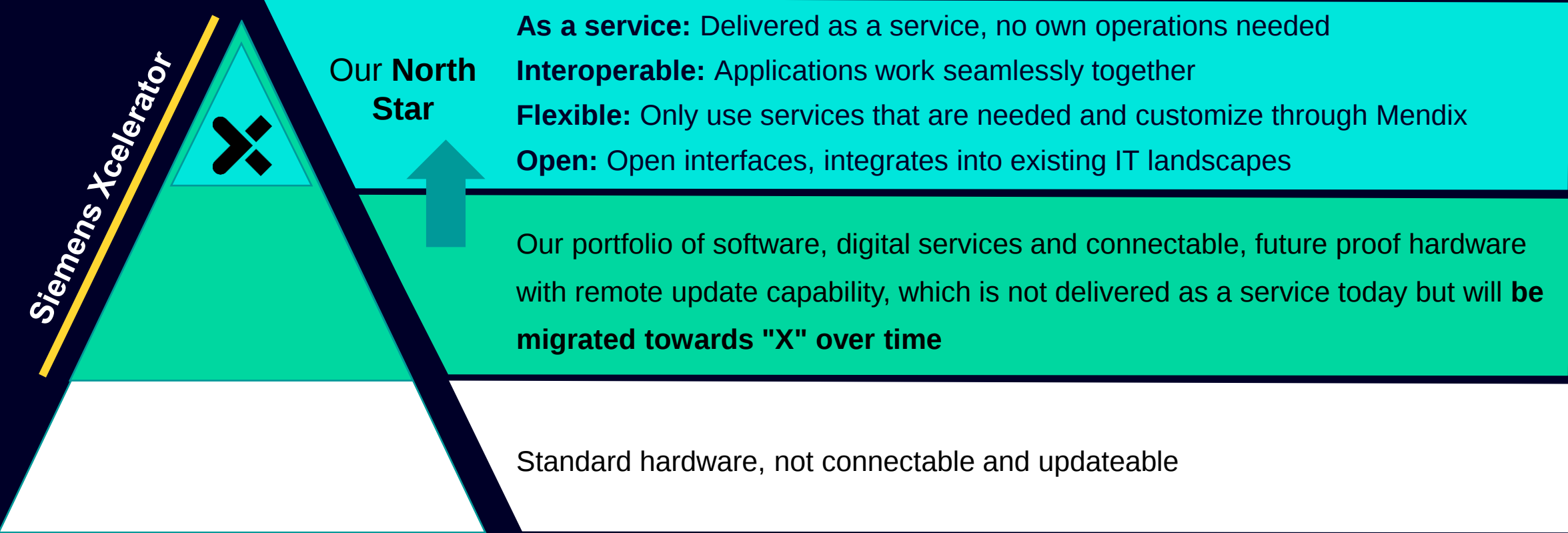
**Siemens Xcelerator** is the place where everything customers need for their digital transformation is available at one point

**Siemens Xcelerator** is an **open digital business platform** making digital transformation easier, faster & scalable through

- **a comprehensive, curated portfolio**, with ready to implement solutions, services and products
- **a powerful ecosystem** of partners, bringing the best of breed offerings together
- **a marketplace** for education, exchange with experts & peers and browsing the catalogue



# Portfolio – Siemens Xcelerator defines our North Star and a roadmap as a promise to our customers



# Ecosystem – It is structured along three motions in which Siemens partners and SX Marketplace sellers can be active and contribute

 **Solve pressing customer challenges in vertical industries.**

## BUILD



- Deliver products that **extend/ interoperate/ complement** portfolio on **Siemens Xcelerator**
- Build and co-create **vertical solutions** within Siemens Xcelerator Ecosystem
- **Build offerings** based on **Siemens technology** and/ or **technical governance**
- Provide **infrastructure** for Siemens Xcelerator **digital transformation, cloud business** and **product development**





## SERVICE



- Consult in **digital transformation**
- **Implement, service** and **maintain** Siemens Xcelerator portfolio





## SELL



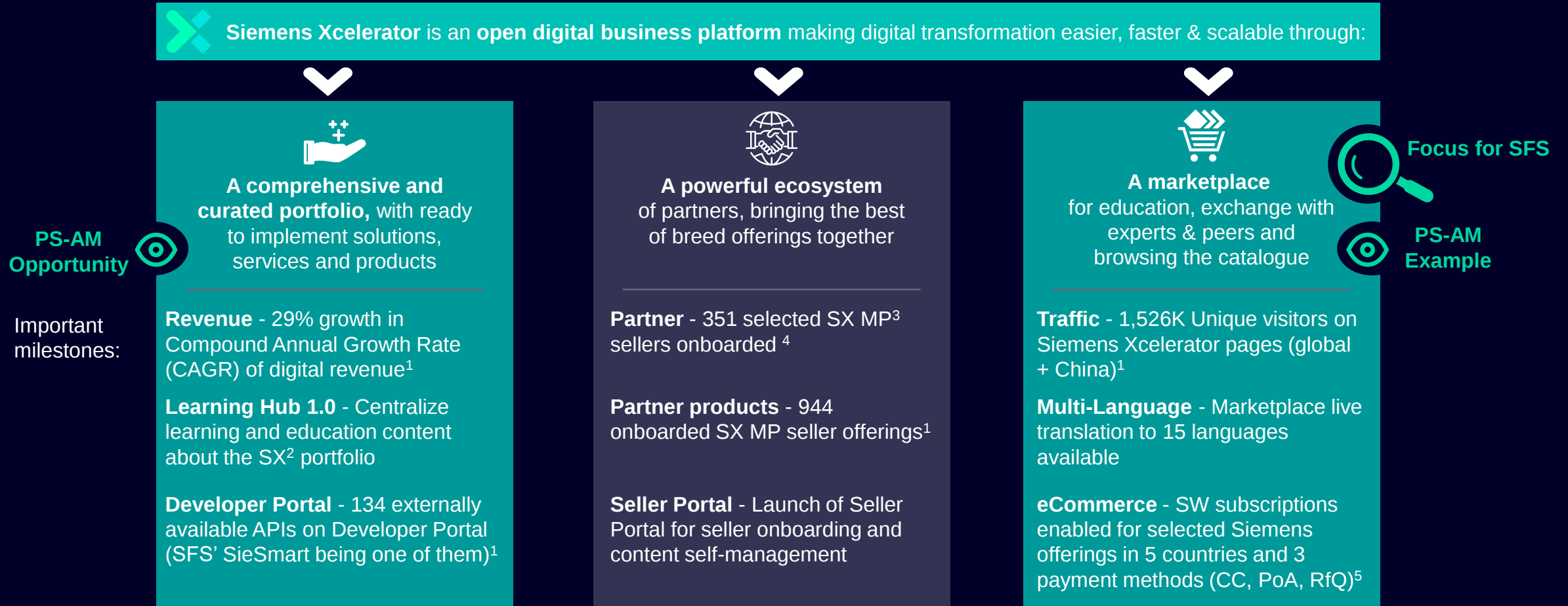
- **Resell/ Co-sell SW** and **digital enabled HW** on Siemens Xcelerator
- Aligned GtM and marketing/ messaging



Marketplace – The focus lies on global digital offerings, with clear value proposition for customers, partners/ Marketplace sellers and developers

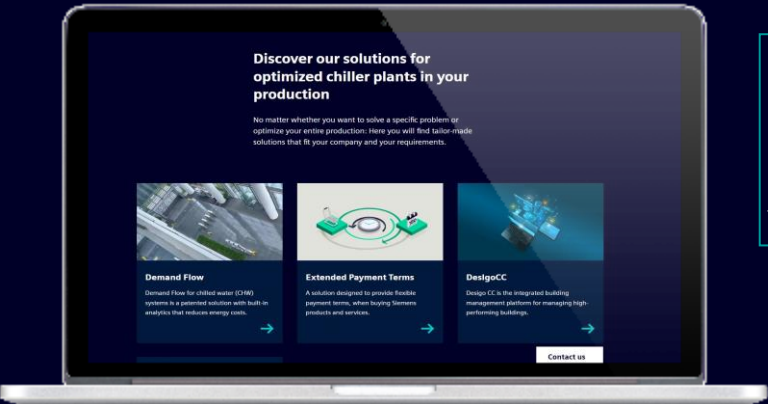


**Siemens Xcelerator has achieved significant advancements across its three main pillars – focus for SFS lies on the Siemens Xcelerator Marketplace**



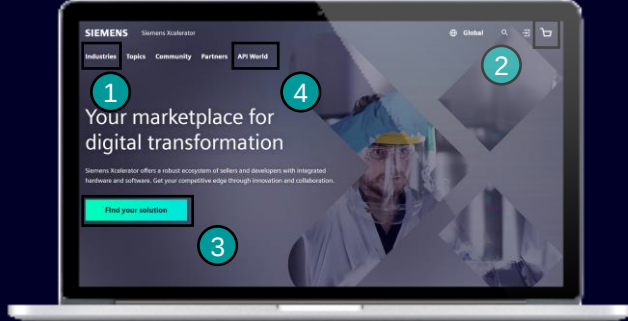
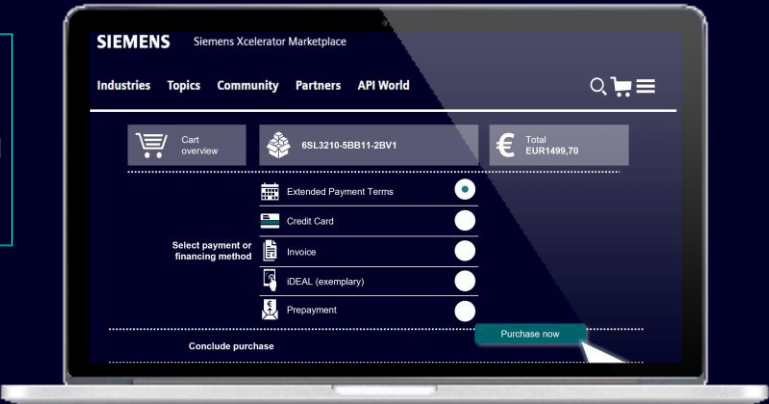
Description: 1: From Siemens Xcelerator Management Dashboard as shown during Quarterly SX MP SteerCo 24 September 2024 (Data as of 31.08.2024) | 2: Siemens Xcelerator | 3: Siemens Xcelerator Marketplace | 4: As of 18.11.2024 | 5: credit card, purchase on account, request for quotation

# SFS supports the Siemens Xcelerator Marketplace with financing solutions integrated in vertical market offerings, payment & financing products as well as digital services



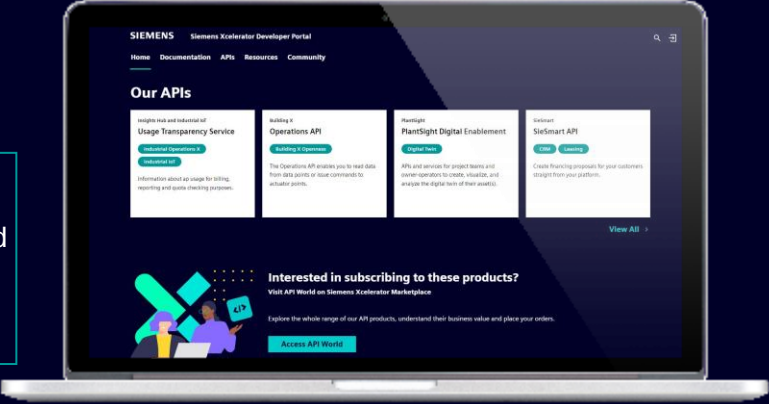
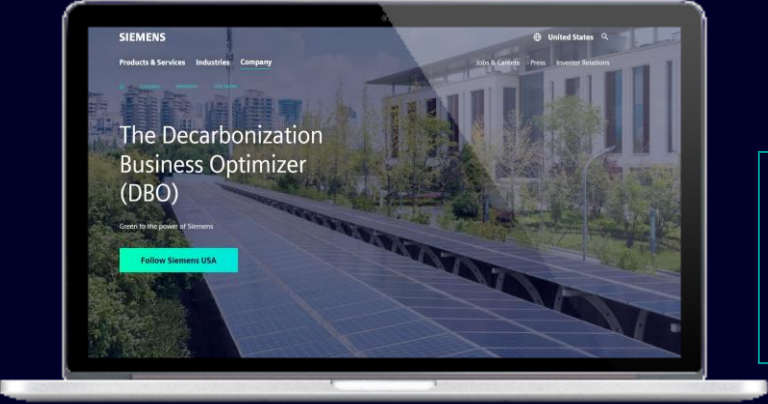
**1 Integration**  
Integration into Siemens Industries through the mapping of financing solution and education about SFS financing portfolio

**2 E-Commerce**  
Implementation of payment & financing gateway Sipayce<sup>1</sup>, to process payments for digital business and **Extended Payment Terms**



**3 Sustainability**  
SFS offers the **Decarbonization Business Optimizer**<sup>2</sup> as product on the Xcelerator to help customers in their decarbonization journey

**4 API-based solutions**  
SFS integrates **API-based services** (e.g., SieSmart<sup>2</sup>) and offers them to partners and end customers via the Developer Portal

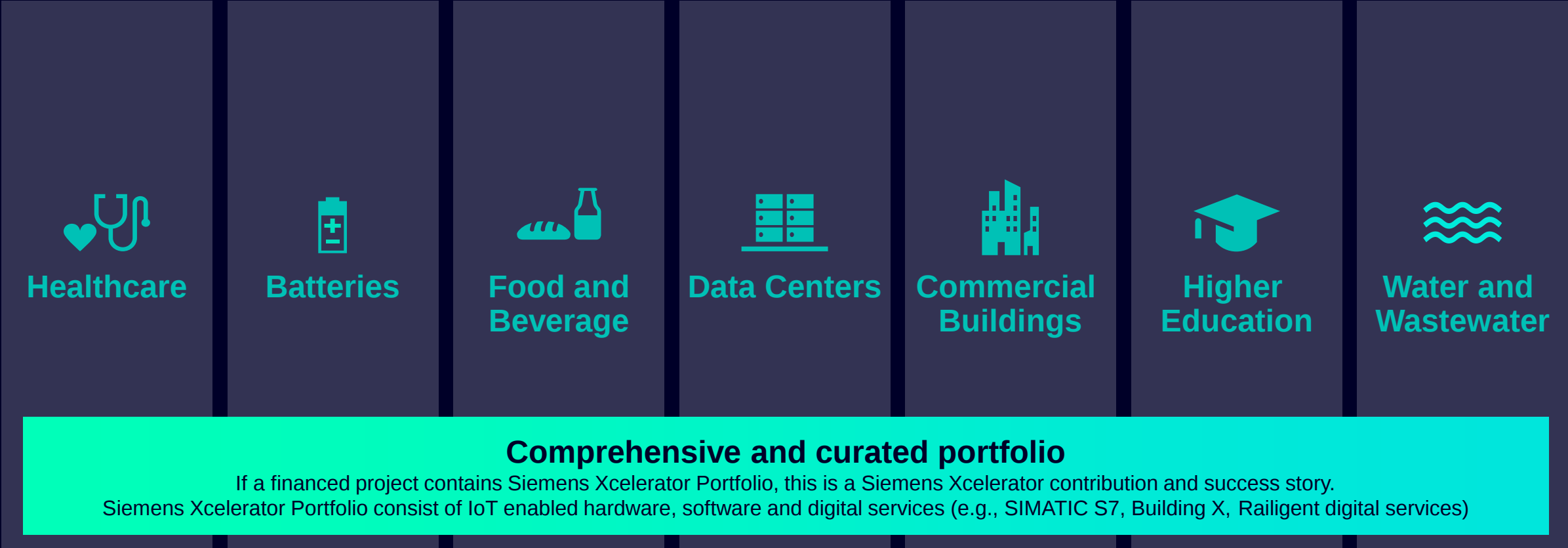


SFS is seamlessly integrated into both the Siemens Xcelerator Marketplace and Siemens' overarching Xcelerator strategy

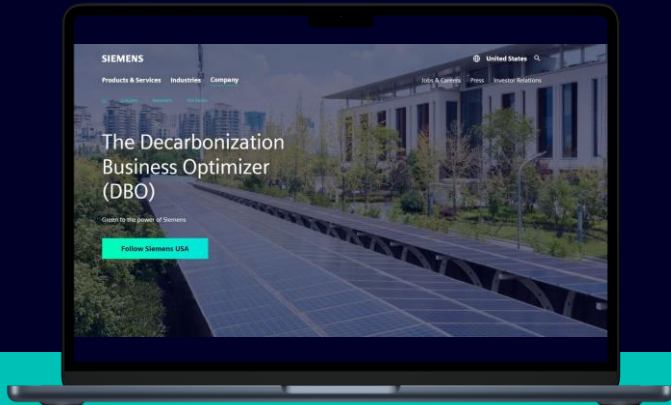
<sup>1</sup> Together with Siemens Treasury; <sup>2</sup> Available for the US market; <sup>3</sup> SieSmart as front-end system of Commercial Finance business.

# PS-AM can contribute to the Siemens Xcelerator Portfolio by financing the curated Xcelerator products across various focus verticals

## Focus verticals on Siemens Xcelerator



# The DBO is PS-AM's first additional product on the Marketplace and will be developed further within the Tech4SUS challenge



## We support customers on their sustainability journey

The **DBO™** is a free, comprehensive tool from Siemens Financial Services (SFS) that allows customers to digitally customize a decarbonization strategy for their facilities and analyze the benefits to both their business and the planet.<sup>1</sup>



## We improve our offering through cutting-edge technology

During the **Tech for Sustainability Campaign 2025**, we will enhance our DBO Tool to function as an **AI concierge**. This tool will provide our customers with easy and comprehensive answers on how to advance their sustainability journey using Siemens and Siemens' partner products from Siemens Xcelerator.

# Find out more about Siemens Xcelerator and SFS' contribution through various links and channels:

## Learn more about Siemens Xcelerator in general:



Visit the [Siemens Xcelerator Marketplace](#)

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Stay informed via the [Siemens Xcelerator SharePoint](#)

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Continue learning about Siemens Xcelerator by following the [Siemens Xcelerator Learning Channel](#) in My Learning World.

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Sign up for the Siemens Xcelerator Newsletter: [Subscribe](#)

## Learn how SFS contributes to Siemens Xcelerator:



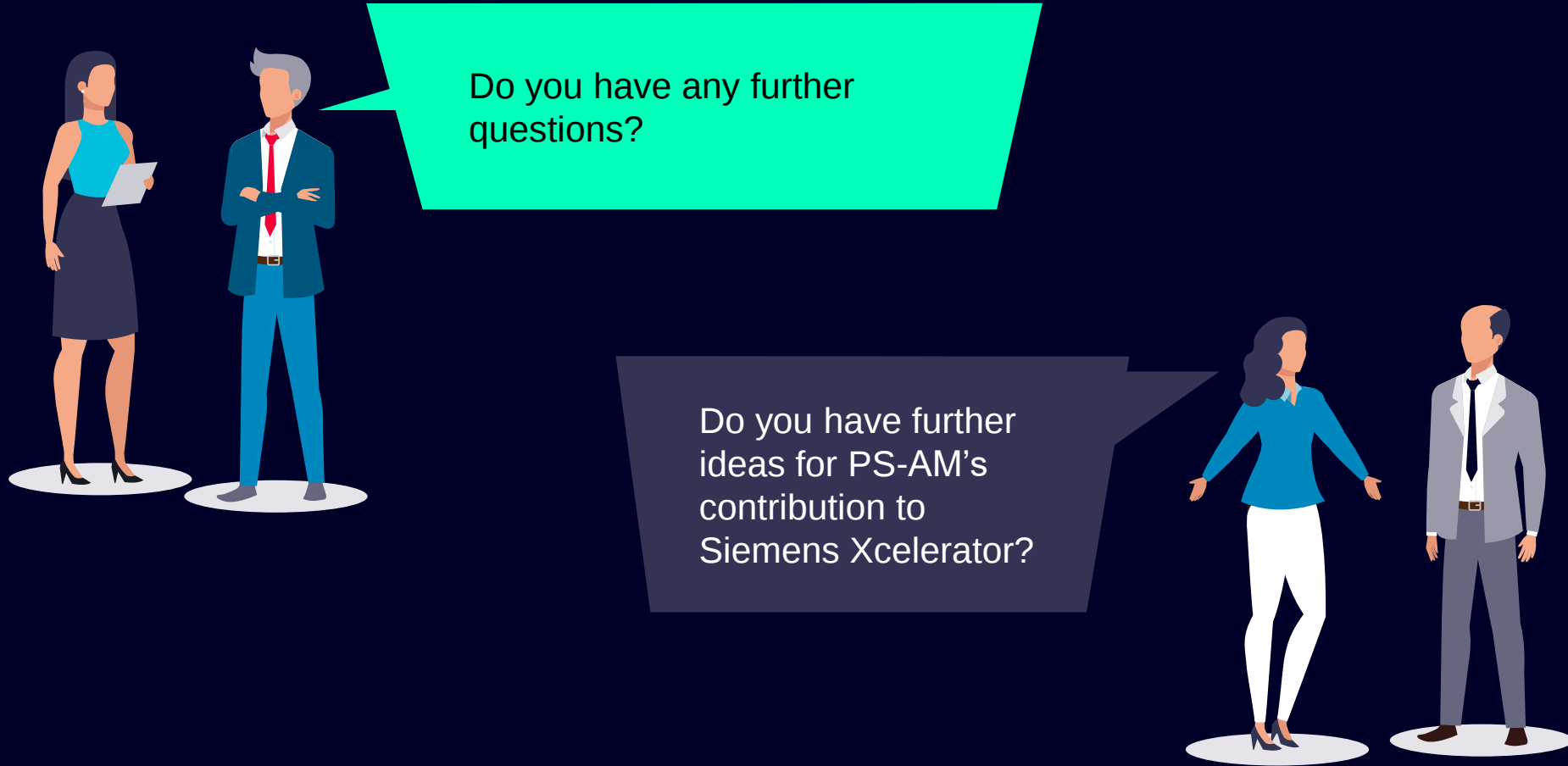
Find detailed information on our SFS' contribution in the myLearning World: [Siemens Xcelerator and SFS' integration into its Marketplace](#)

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For a comprehensive update, watch [SFS' session during the Siemens Xcelerator Spotlight Week](#)

# Let's dive into PS-AM's contribution to Siemens Xcelerator – Please share your questions and ideas



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