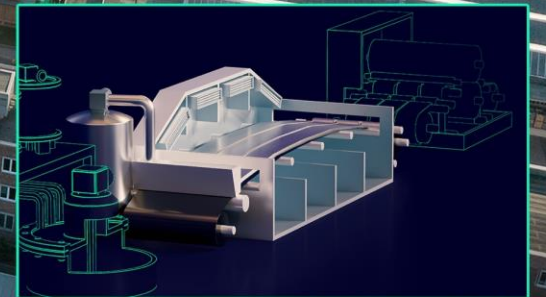
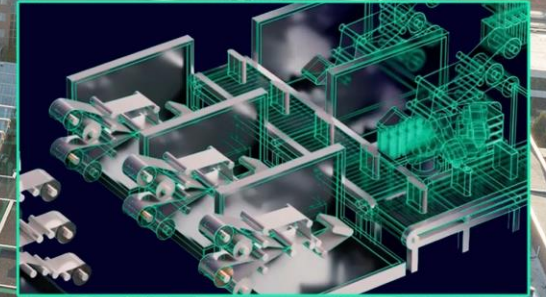
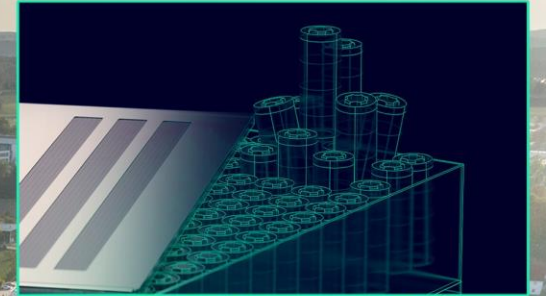
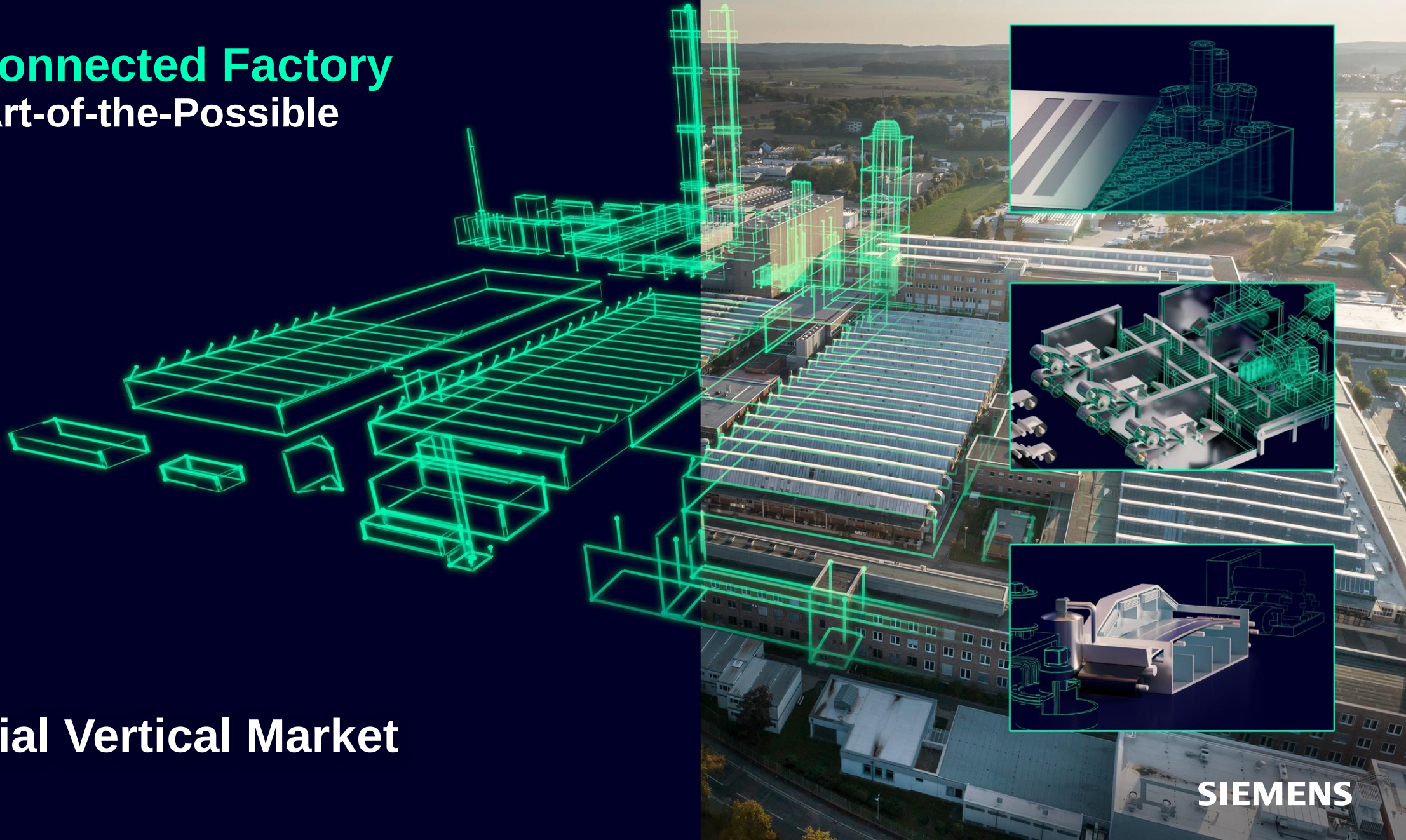


Smart/Connected Factory Today's Art-of-the-Possible

Industrial Vertical Market

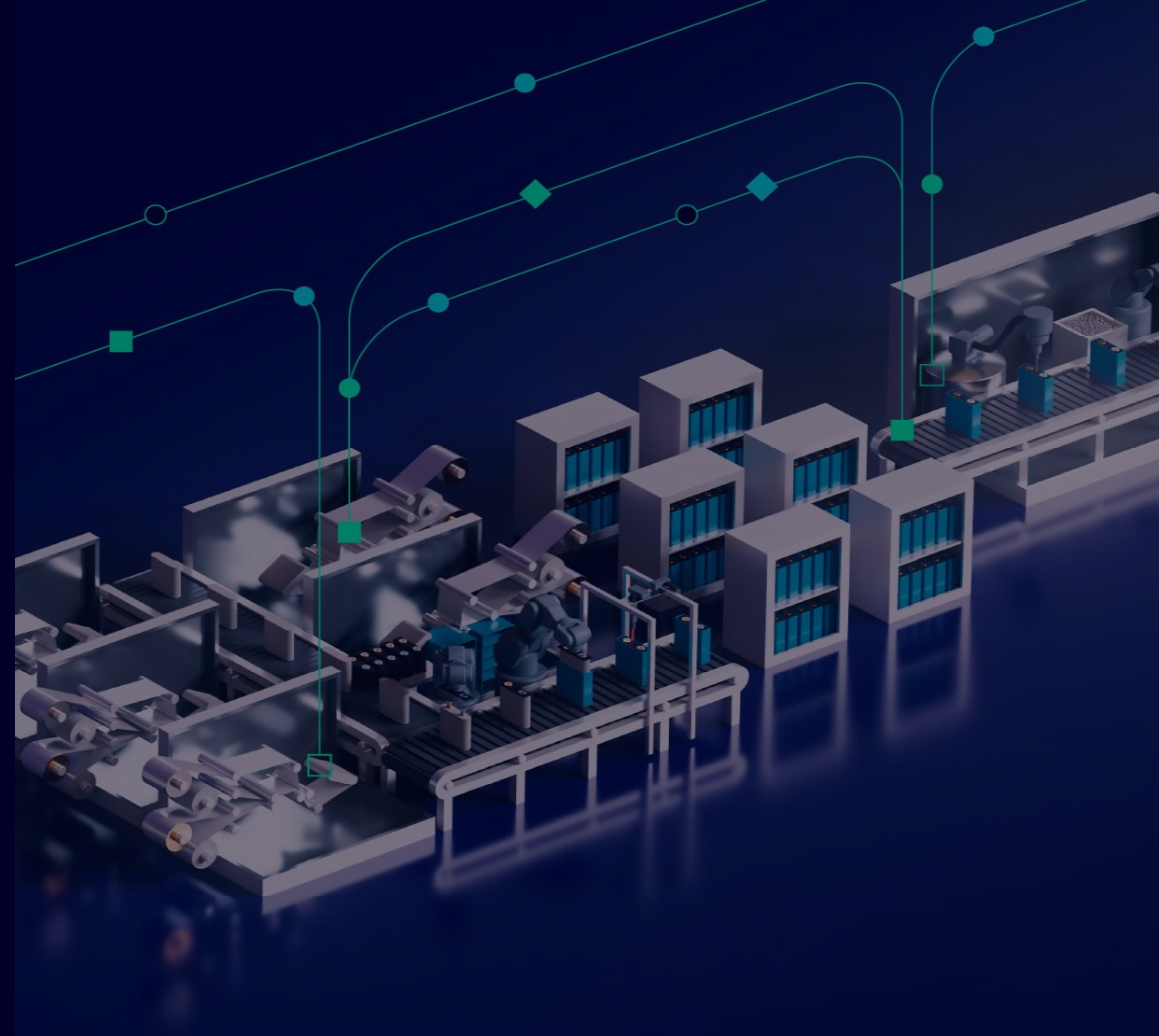


SIEMENS

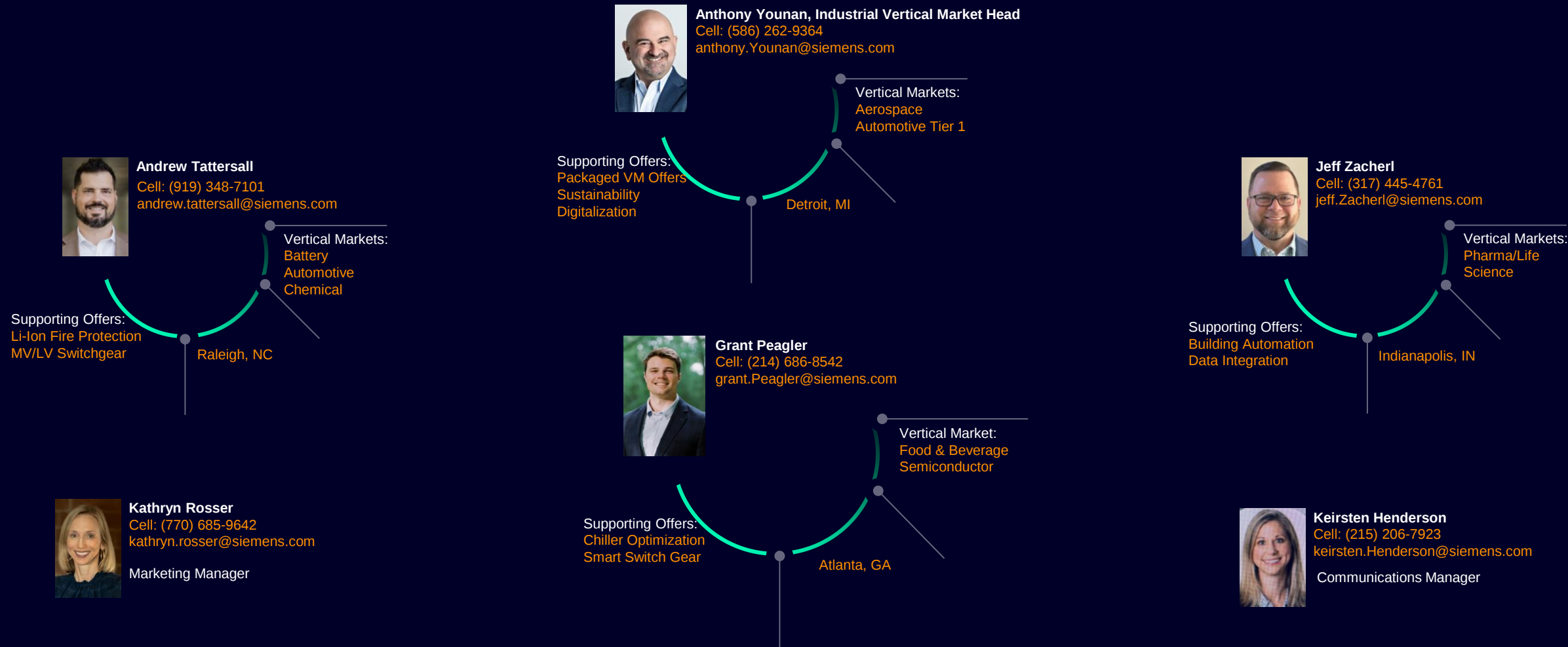
Agenda

- Introductions
- Industrial VM Team
- Siemens Portfolio/Comms
- Industry 4.0 foundation
- Timeline/Partnership Process
- Actual Use Cases
- Q&A/ Next Steps

Jeff Berger
Andrew Tattersall
Andrew Tattersall
Andrew Tattersall
Andrew Tattersall
All



SI US Industrial Vertical Market Team



Leveraging the strengths of our different businesses positions us uniquely in addressing our client's current and future needs with state-of-the-art solutions

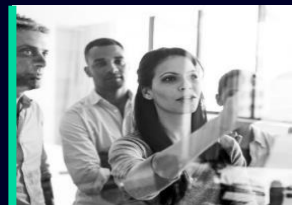
Siemens Portfolio



Digital Industries



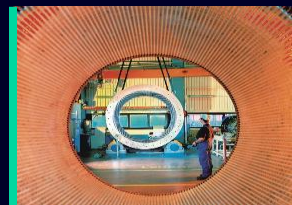
Smart Infrastructure



Siemens Advanta



Mobility



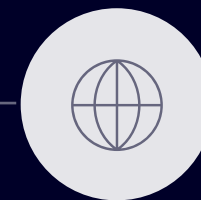
Portfolio Companies



Siemens Healthineers

Other Services

Siemens Financial Services & Government Affairs



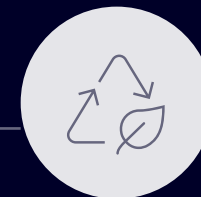
We operate in **190+** countries



We transform the everyday for everyone with **176 years** of excellence in **technology and innovation**



We operate **~300 factories** across the globe with our firm commitment to become **carbon neutral by 2030**



15+ years of leadership in sustainability, with **>90%** of our business enabling customers to achieve a positive **sustainability** impact



Smart Infrastructure USA in numbers

13,000+

employees

100

locations

16

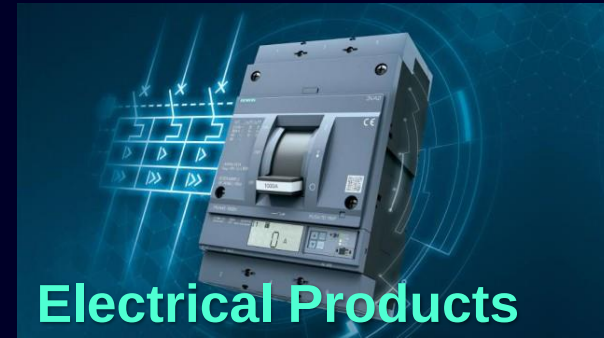
manufacturing facilities in the
U.S., Canada and Mexico

30,000+

customers in all 50 states and
Puerto Rico



**Electrification
& Automation**



Electrical Products



Grid Software



eMobility



Buildings

Siemens Digital Industries & Automation in the U.S.

About Us



2,000+ employees across 14 locations



250,000+ customers across various Industries



Millions of SIMATIC PLCs installed across the US



Multiple Fortune 500 companies (e.g., Ford, P&G, Boeing, Cargill, Dow Chemical, Goodyear, Pfizer Amazon) rely on Siemens for their Automation needs

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Our Business Units

Factory Automation



Process Automation



Motion Control



Digital Enterprise Services



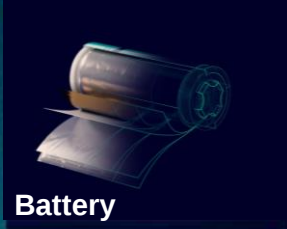
Serving the Full Spectrum of Process, Hybrid, and Discrete Industries



Chemicals



Pharmaceuticals



Battery



Automotive



Oil and gas



Food and beverage



Aerospace



Intralogistics

SIEMENS

By combining the real and the digital worlds, Siemens empowers customers to master their digital transformation and sustainability challenges

Smart Infrastructure



Electrical
Distribution



EV
Chargers



Building
Mgmt
System



Fire & Life
Safety



Security
& Access
Control



CMMS



HVAC
Controls

Digital Industries



Factory
Automation



Motion
Control



Process
Automation



Drives &
PLC



Industrial
Networking



Customer
Services



SCADA

Digital Industries Software



Battery
Digital Twin



Cloud
Solutions



MES & MOM



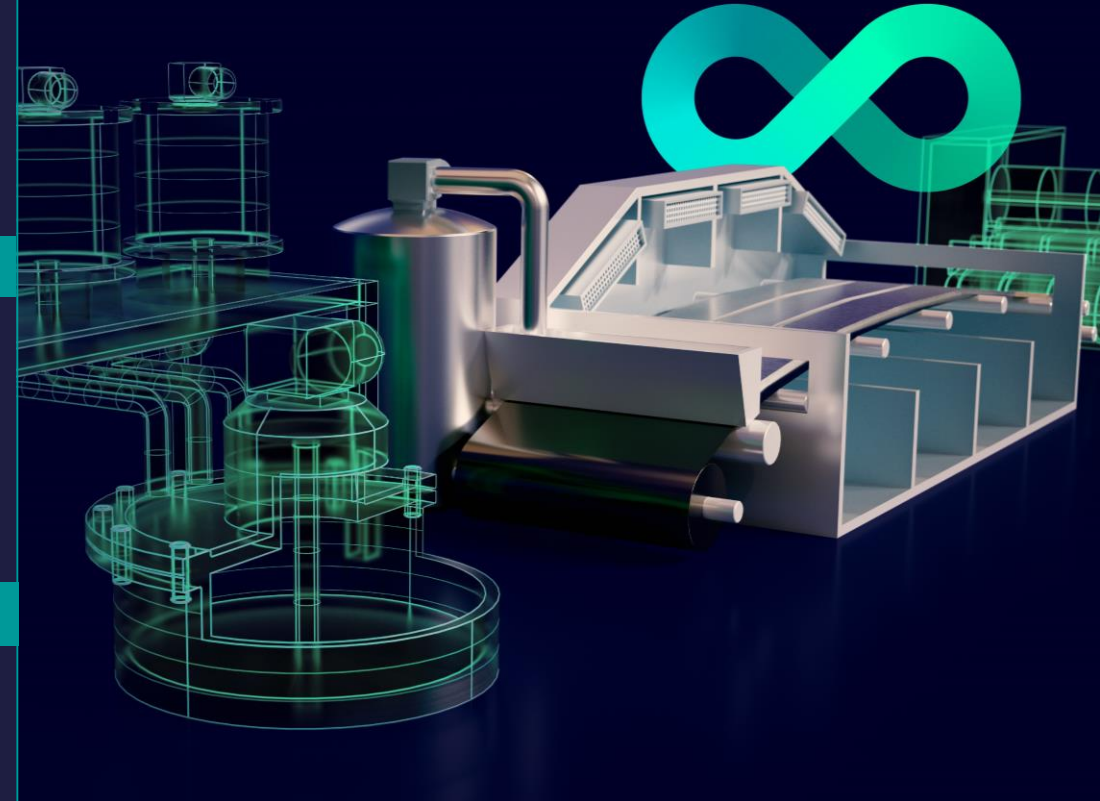
QMS



Plant &
Process
Simulation

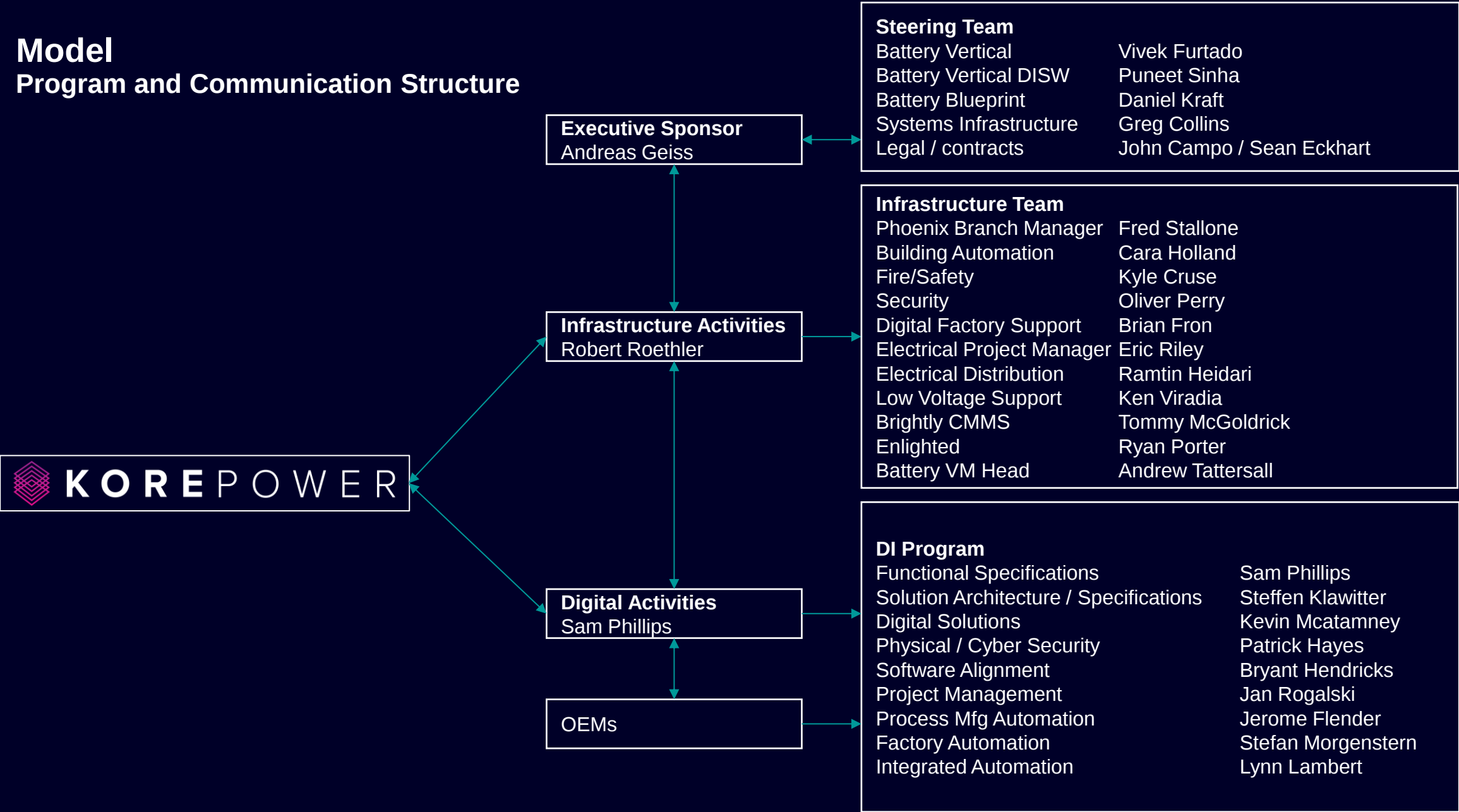


PLM



Model

Program and Communication Structure



What does success look like for you?



Manufacturing

Higher throughput
Less Downtime
Higher Quality
Faster Changeover



Human Benefits

Workforce Management
Innovative Thinking
Comfortable Conditions
Worker's well-being

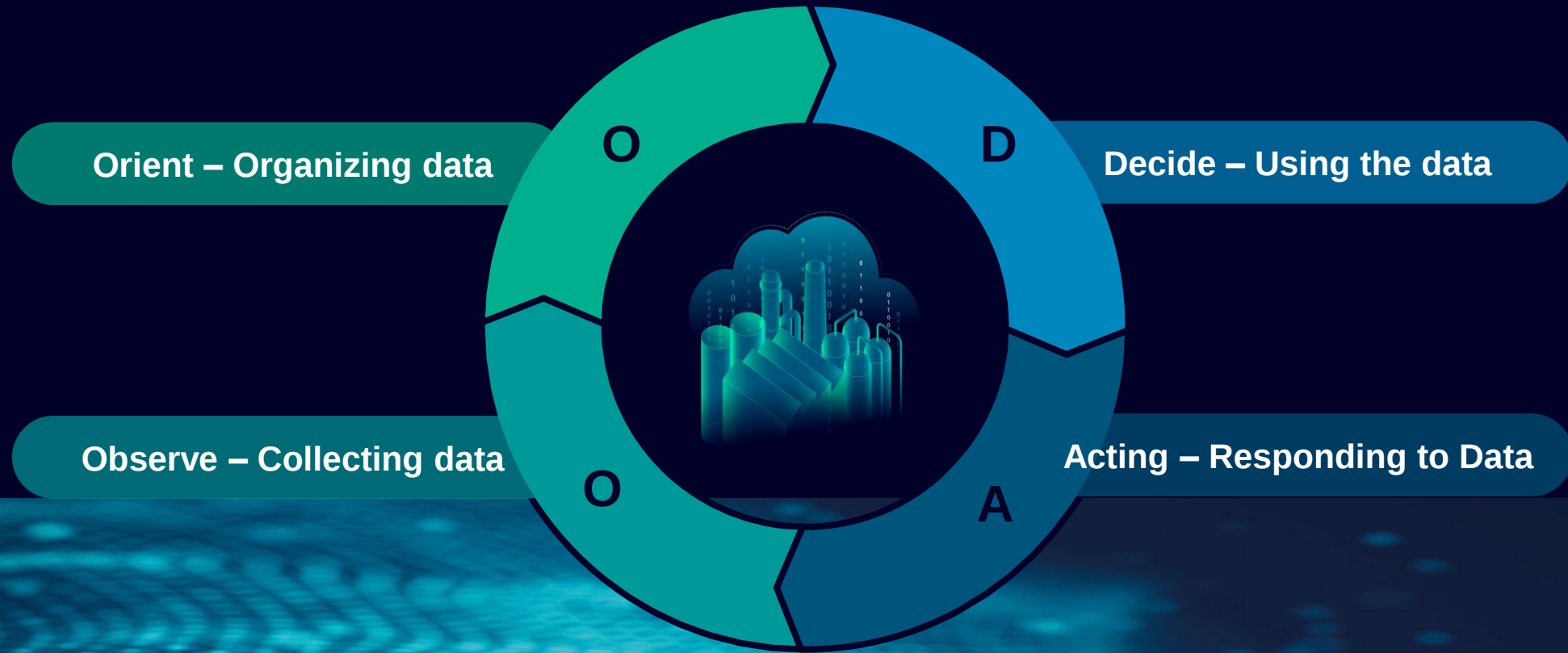


Organizational

Sustainability
Digitalization
Safety
Cybersecurity

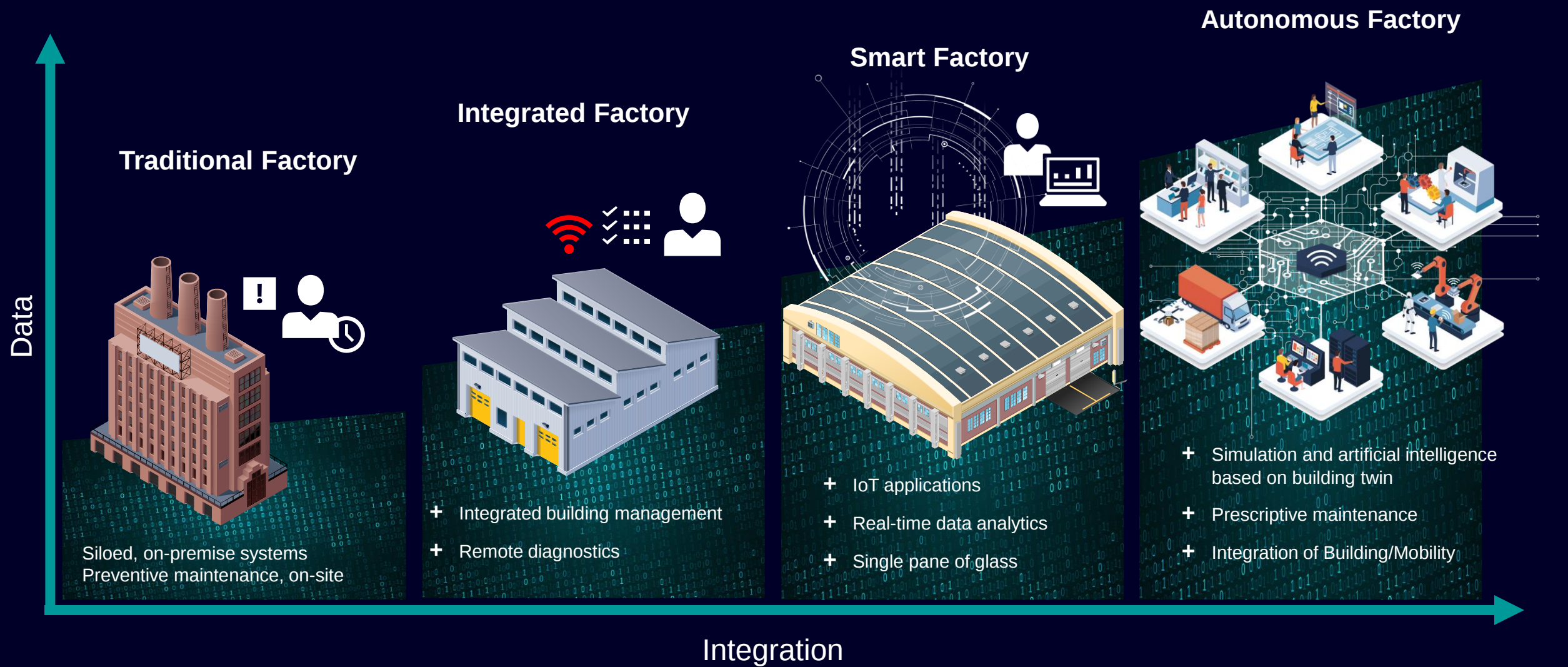


OODA Loop – feedback loop of data



“The species most likely to survive are not necessarily the physically strongest or intellectually superior, but rather the ones that can best adapt and respond to changes in their environment”

Smart Factory/4.0 Journey

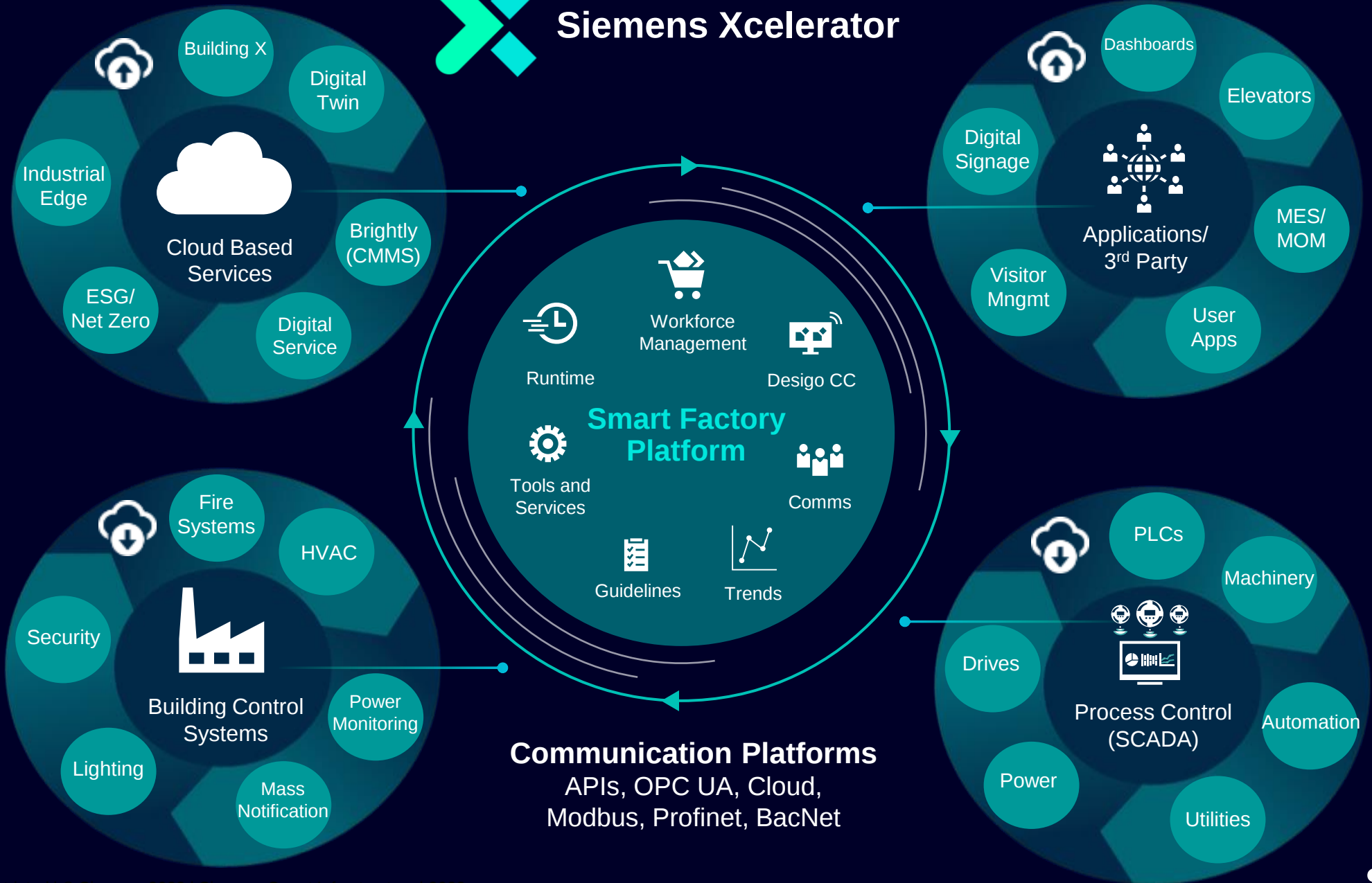


The Foundation for Digitalization



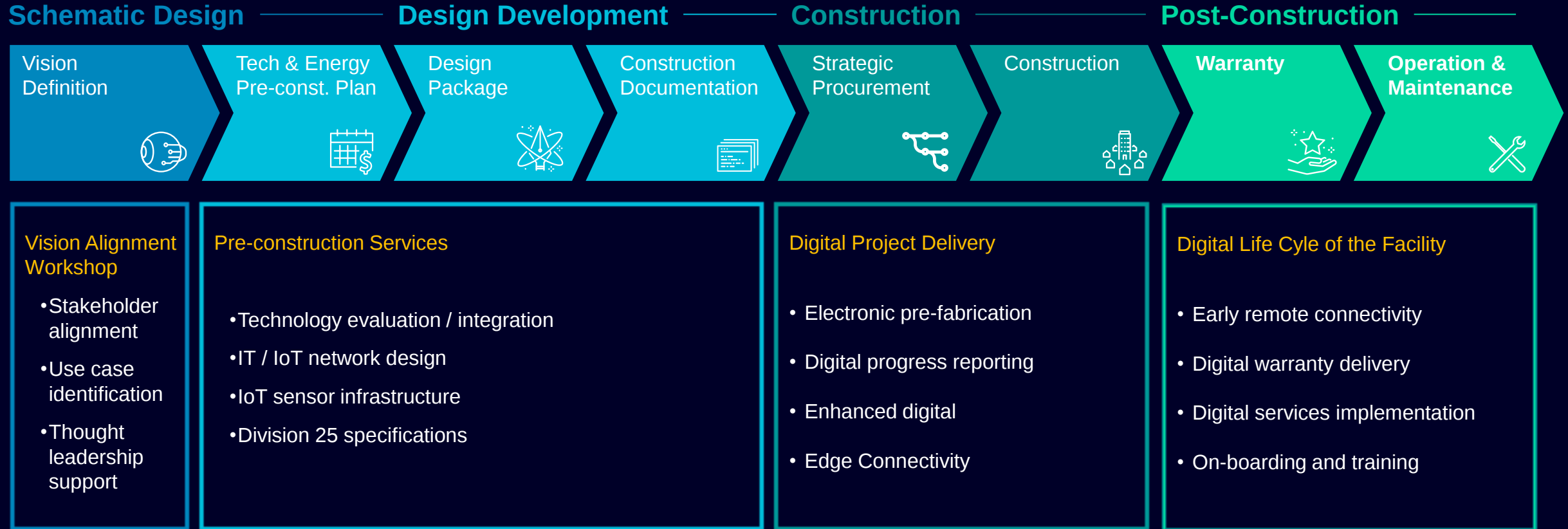


Siemens Xcelerator

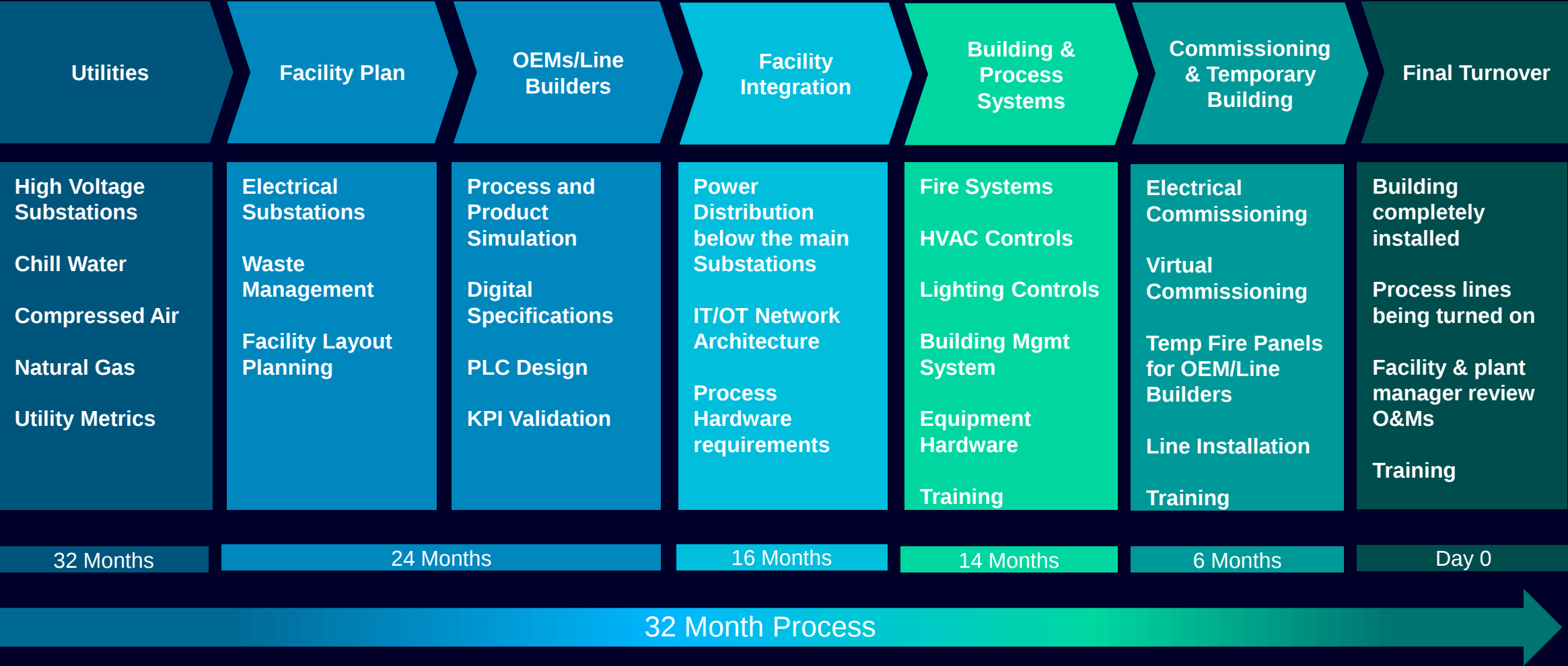


Smart Building Enablement Framework for New Construction

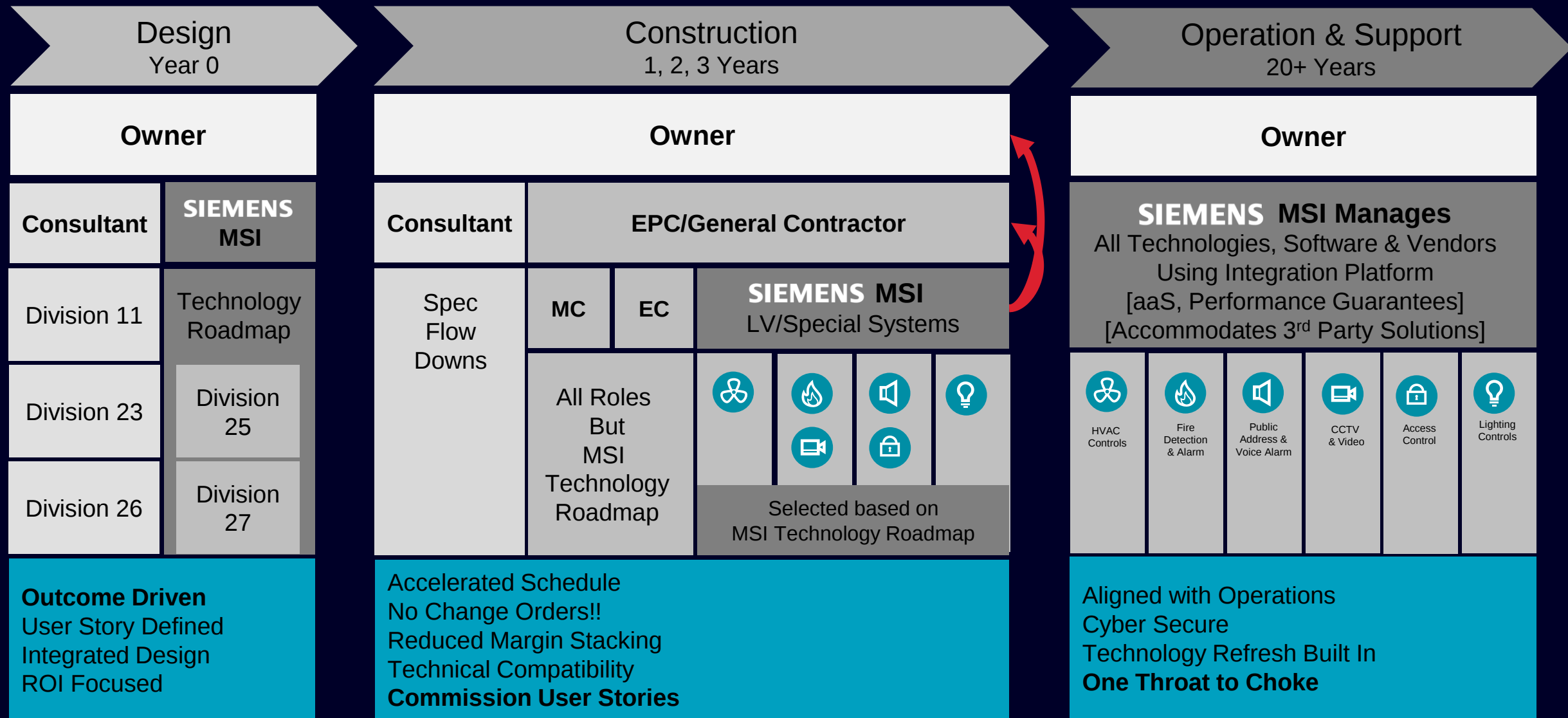
A step-by-step approach to purpose-built and future-proof buildings



Industrial Timeline



Master System Integrator (MSI) Approach to Technology Collaboration that Ensures Outcomes are Achieved



Standardization to improve workforce management while building for the future.

Lucid Motors

Customer challenge

- Building a facility that matches how they build their cars. Sustainable, Intuitive and designed for all.
- Enable our workforce to improve processes, maintenance, safety, and efficiencies through data collection.

Solution

- Develop a **cohesive IT/OT network** that communicates across the building infrastructure and digital enterprise.
- Implementation of a **Single Pane of Glass** platform that has visibility on power distribution, environmental control, fire safety, security, and asset management.

Customer benefits

- Comprehensive technology that is easily expandable for different phases as they expand their facility.
- Life safety floor plans easily developed for egress, operations and incidents evaluations.
- Expansion of Digital twin simulation and Virtual reality for training simulations and safety operational efficacies.



SIEMENS



Pratt & Whitney



Creating a smarter, cleaner, and greener while powering sustainable aviation.

Customer challenge

- Building a factory in a smaller community lead to manpower issues for maintenance and operational staffing.
- Creating a benchmark facility, we can be replicated with similar technologies to improve other facilities around the country.

Solution

- Implementation of a **Single Pane of Glass** platform that has integration into multiple systems to include CMMS and mobile Apps for transparency in the automation process.
- Creating a Data Driven environment allow Siemens Digital Services to respond to faults and errors without having to send technicians in the field.
- **Designed an environmental system that is fine tuned to match and excel product through put.**

Customer benefits

- Optimized the maintenance staff
- 40-60% reduction in tasked based maintenance.
- Reduction in defects due to having a fine-tuned controlled environment.

Thank you

Published by Siemens Smart Infrastructure

Andrew Tattersall

Industrial Vertical Market Lead

Mobile (919) 348-7101

E-mail Andrew.tattersall@siemens.com

