

Digitization Strategy



Smart business models for Industry 4.0 Applications for Voith

VOITH

Client	Requirements	Approach	Result
<ul style="list-style-type: none"> We were hired by a multinational company that manufactures specialized production facilities (30,000 employees) The client is a Technology leader in its segment and wants to offer its customers digitalization and data-driven services as an additional benefit Our contact person was Head of Global R&D in his business unit 	<ul style="list-style-type: none"> Creation and development of Industry 4.0 concepts for plant engineering (within our client's segment) Identification of potential for connected services; analysis of plant operators' service needs Creation of specific service models to suit the industry 	<ul style="list-style-type: none"> Selection of industries with a high degree of maturity in Industry 4.0 Identification of numerous instances of 'smart networks' in the context of B2B and B2C Verification of compatibility with the client's industry in terms of feasibility and customer acceptance Selection of the most promising service models 	<ul style="list-style-type: none"> Holistic platform concept of modular service options to exploit synergies for both the customers and the provider Five elaborated and customer-verified service models with multi-level service Three-phase roadmap with suggestions and challenges for the technical realization and cultural implementation of mastering the digital transition

