

November, 27th - 2024

Reggio Emilia – Italy

Innovation day

Data-Driven Service Strategies

Innovation and Proactive Maintenance in Modern Industry

OEM side

Federico Milan

AGENDA

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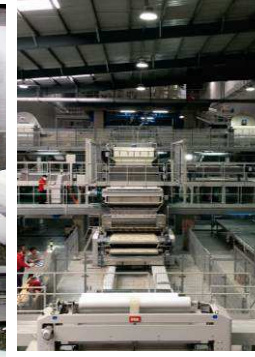
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ABOUT US

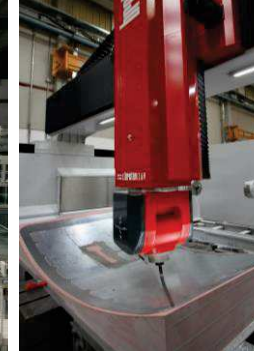
breton



NATURAL STONE
& CERAMICS



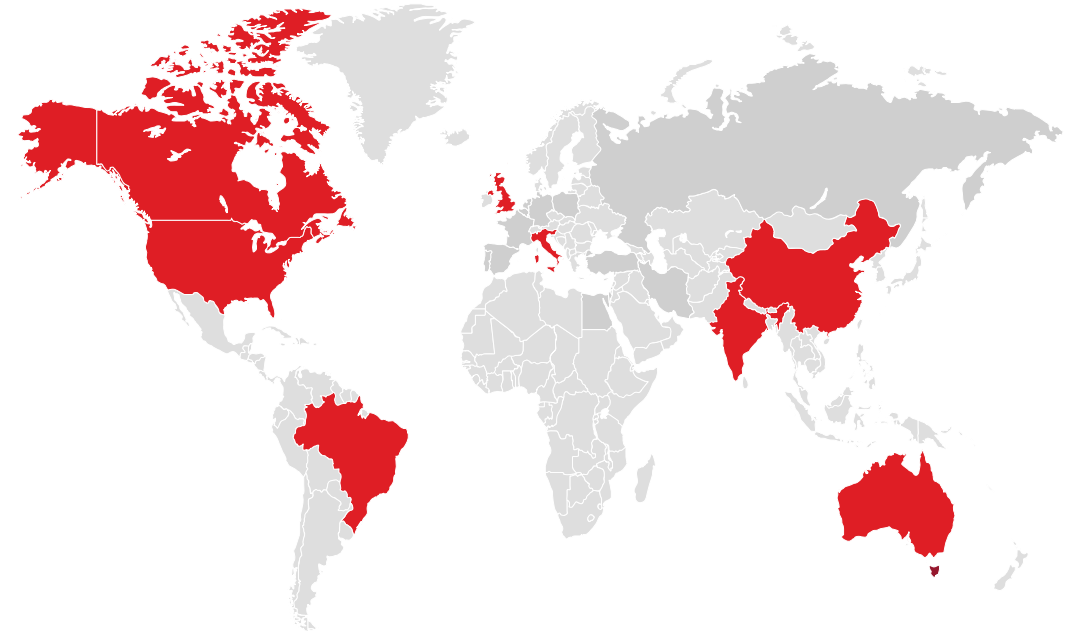
ENGINEERED
STONEPLANTS



MACHINE TOOLS



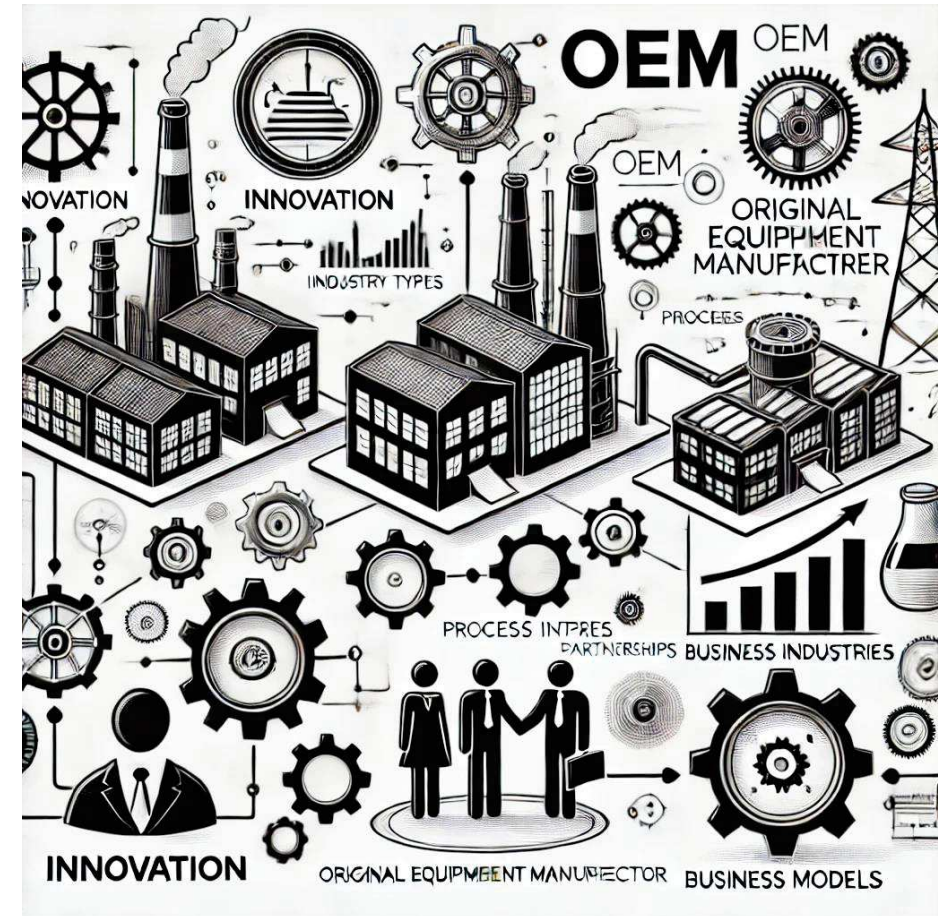
LAPITEC®



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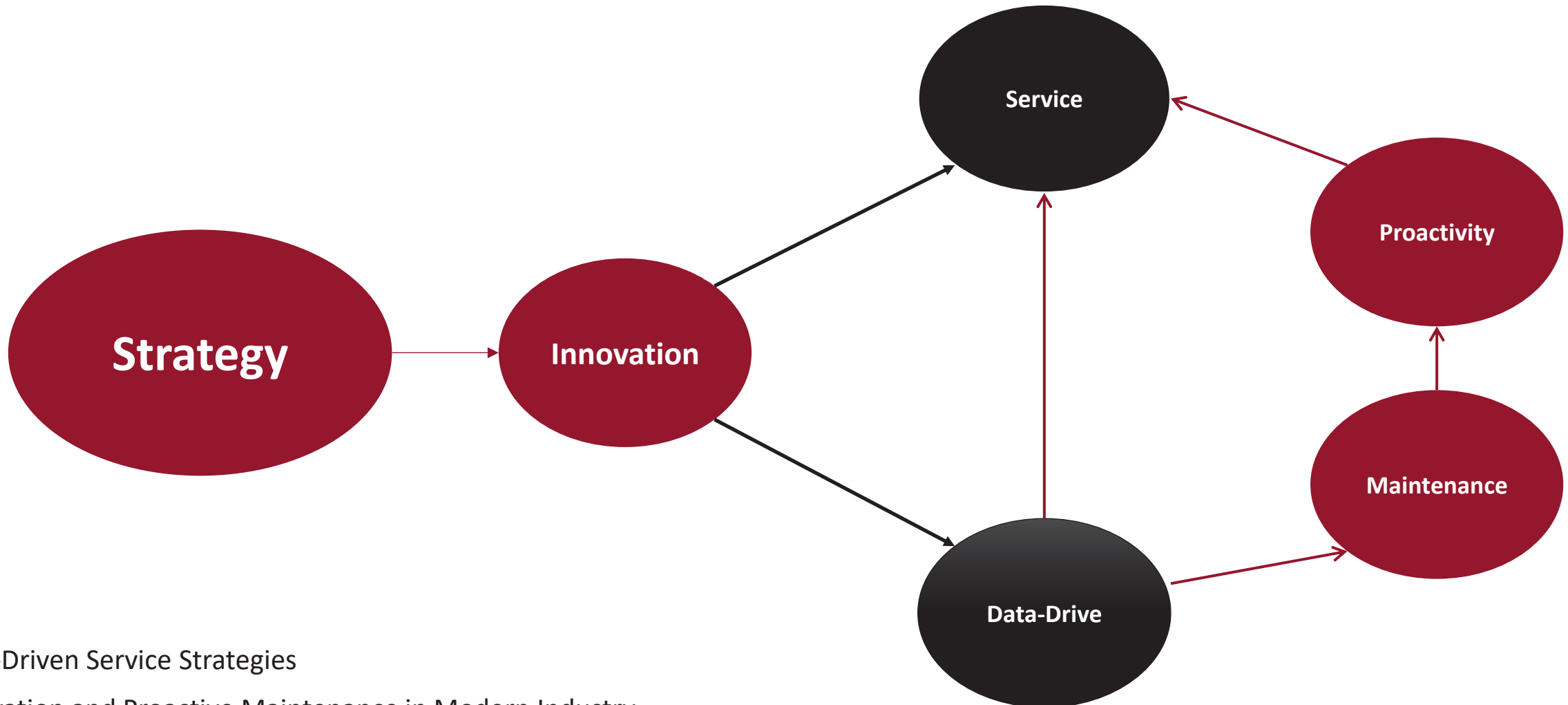
Introduction

- Innovation: What is it?
- Business Model
- Partnership



Innovation

Innovation is a perspective, we must think beyond



Data-Driven Service Strategies

Innovation and Proactive Maintenance in Modern Industry

Business models

The business model defines the framework within which a company operates and creates value for its customers and stakeholders.

Cost Structure

Costs that are involved in all aspects. Fixed and variable cost, scale economy, sustainability, ...

Market Segmentation

Specific group of potential customers

Operation Processes

Dato to day activity, production, distribution, customer service.

Value Proposition

What make product/service attractive to customers.

Revenue Streams

How company make a money

Key Resources

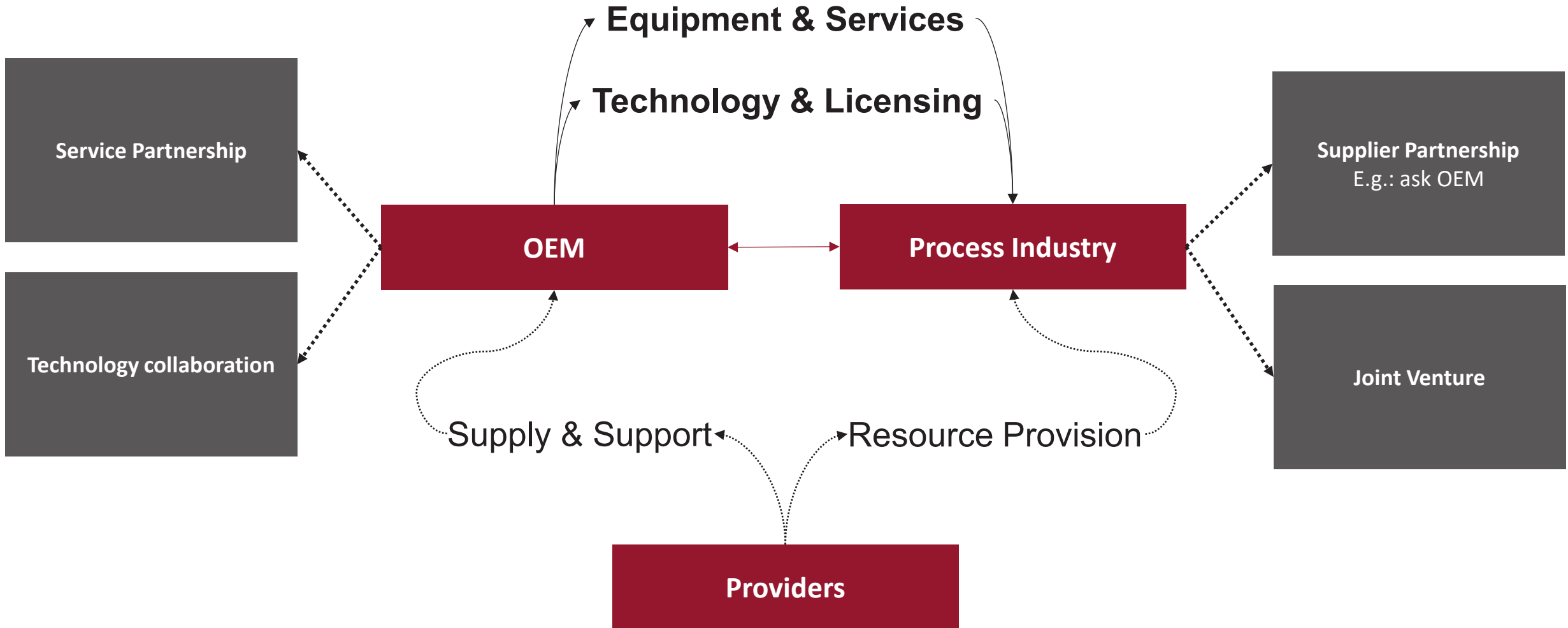
Essential assets, intellectual properties, human, financial

Key Partnerhip

Network of supplier, distributors, collaborators, ...

Partnership: Provider, OEM and Process Industries

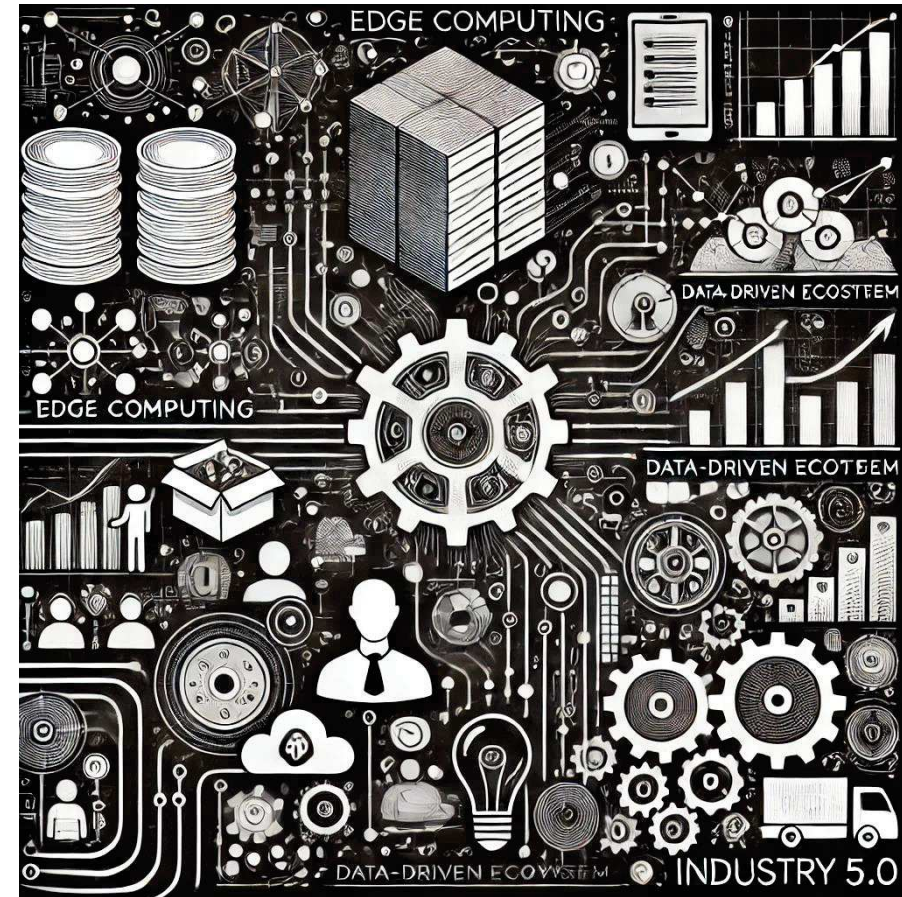
Competitive and rapidly evolving industrial landscape calls for strategic partnerships



2

Data-Driven Ecosystem

- Data-Driven Ecosystem
- Human-Centric Design and Industry 5.0



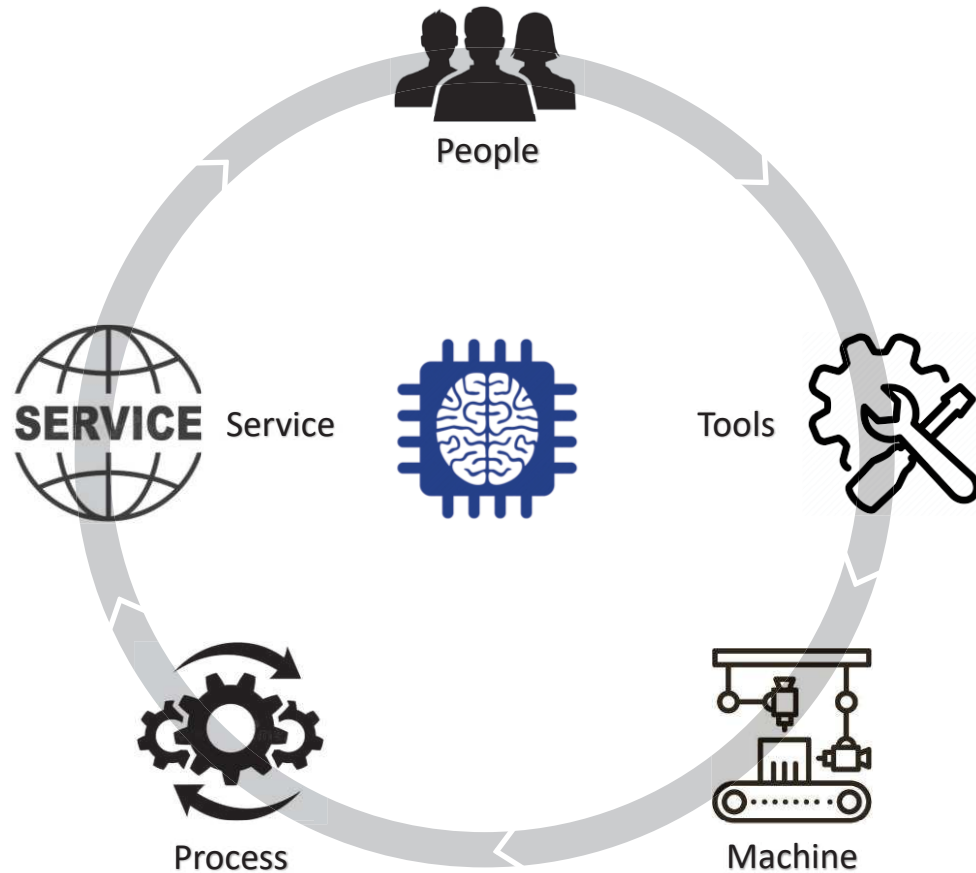
Data-Driven Ecosystem

A data-driven ecosystem integrates and analyzes continuous data collection to enhance operations, decisions, and customer experiences.



Data-Driven Ecosystem

→ *People × Tools × Service × Process × Machine*



Five Elements of AI profitability

People

The value of AI is in the help that the person perceives. Without the person there is no AI, because value is a property of the person.

Service

AI finds its being in the provision of services, services are the value that people attribute in the actions, results, facilitations, ... that they obtain

Tools

AI allows you to know, understand, provide useful information, create value for example by reducing intervention times, providing targeted solutions. AI is a tool and should be understood and used as such.

Process

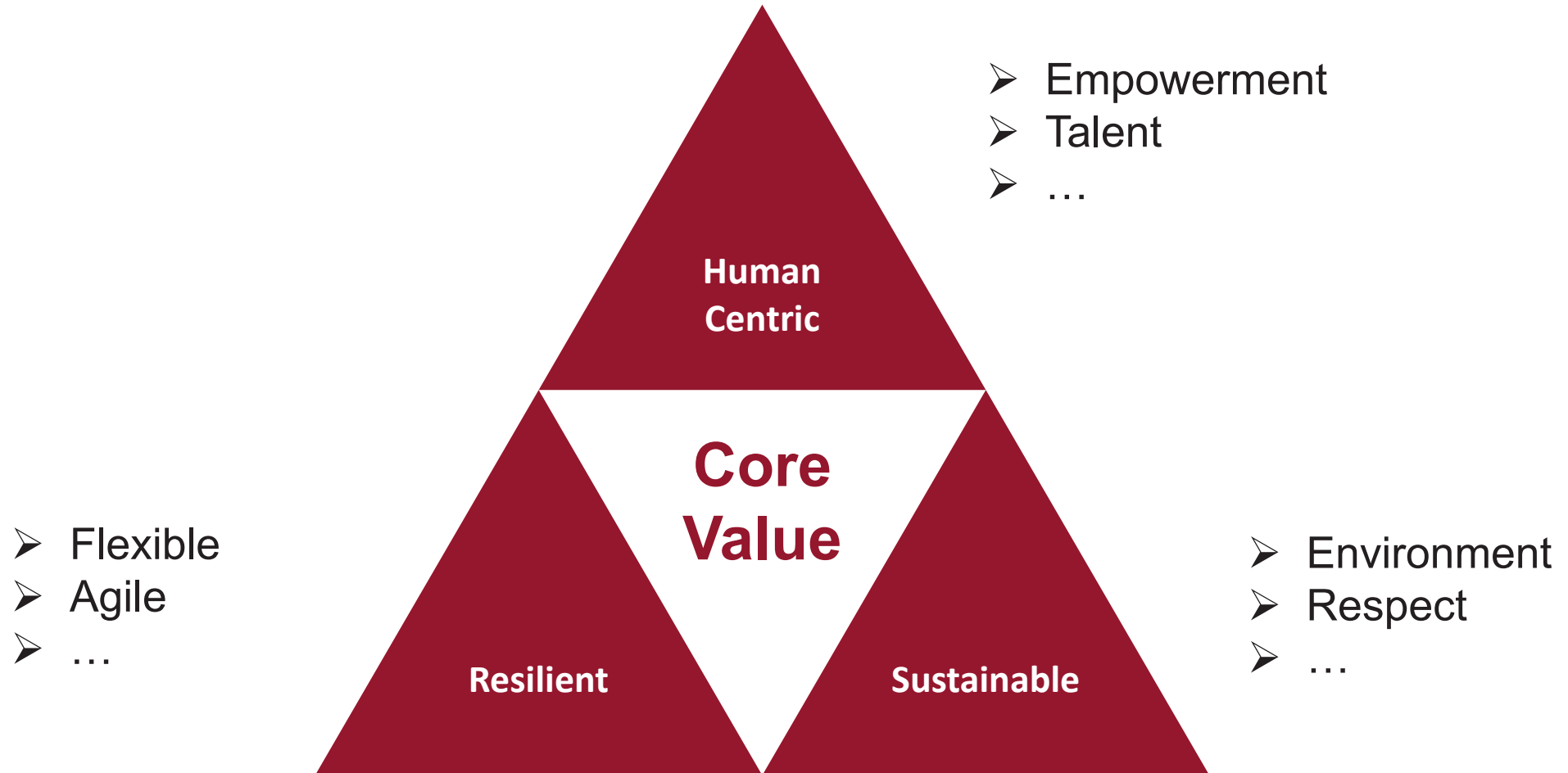
Process control can be done with legacy logic, preferable when the data is contextualized and the process can be represented as a closed form. The process is a source of data for AI. AI can control processes, the benefit is when processes are not well defined.

Machine

Machines make transformative processes, AI can improve awareness and perform predictions about usage, maintenance, potential fault events, ...

Industry 5.0 And Human Centric Design

Industry 5.0 and Human Centric Design emphasize integrating human creativity with advanced technology for sustainable and inclusive industrial processes.



3

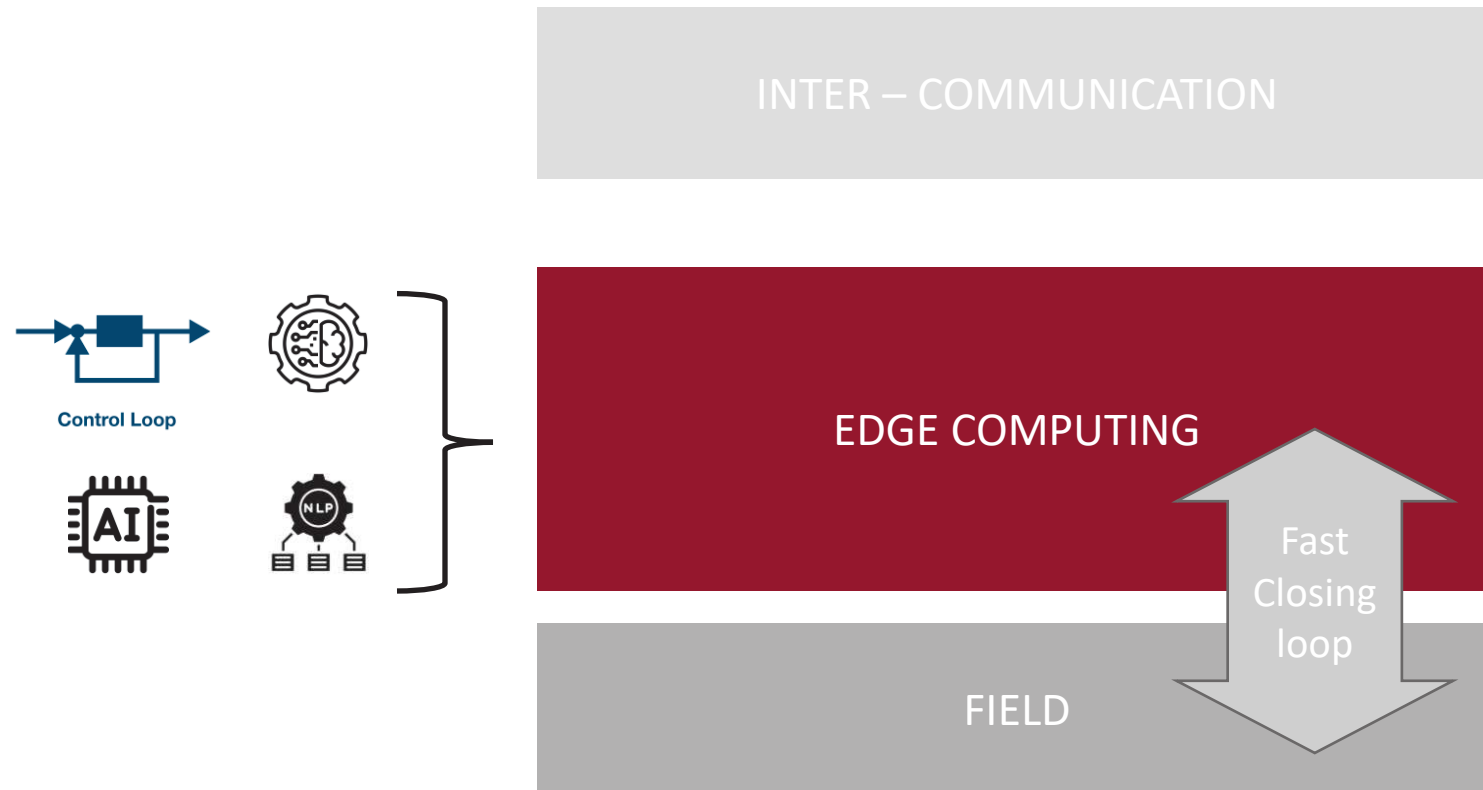
Tools and approaches

- Edge Computing
- Human in the Loop
- Human at the Edge
- Proactivity in Machines



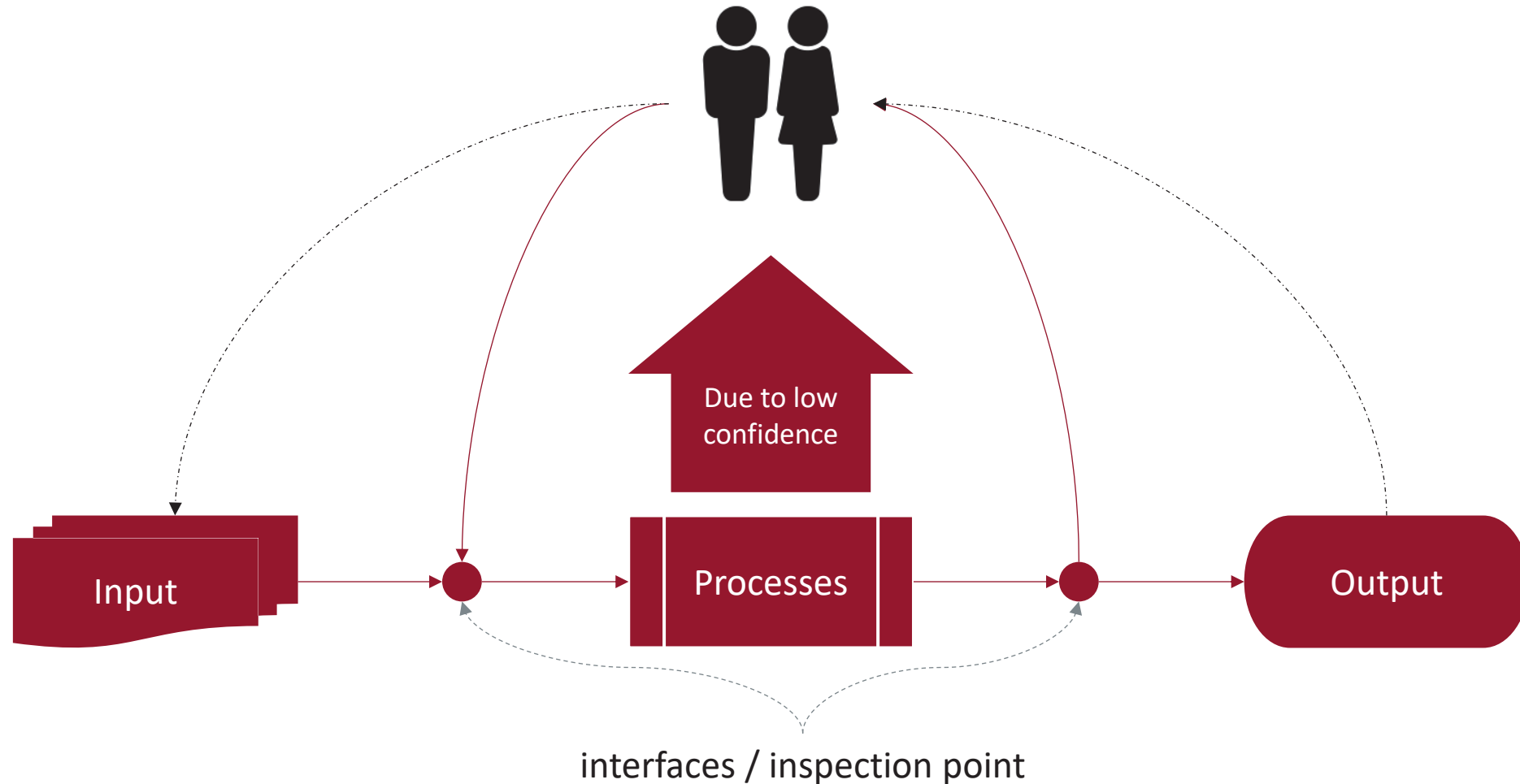
Edge Computing

Edge computing is a computing approach that processes data near its source to reduce latency and bandwidth use.



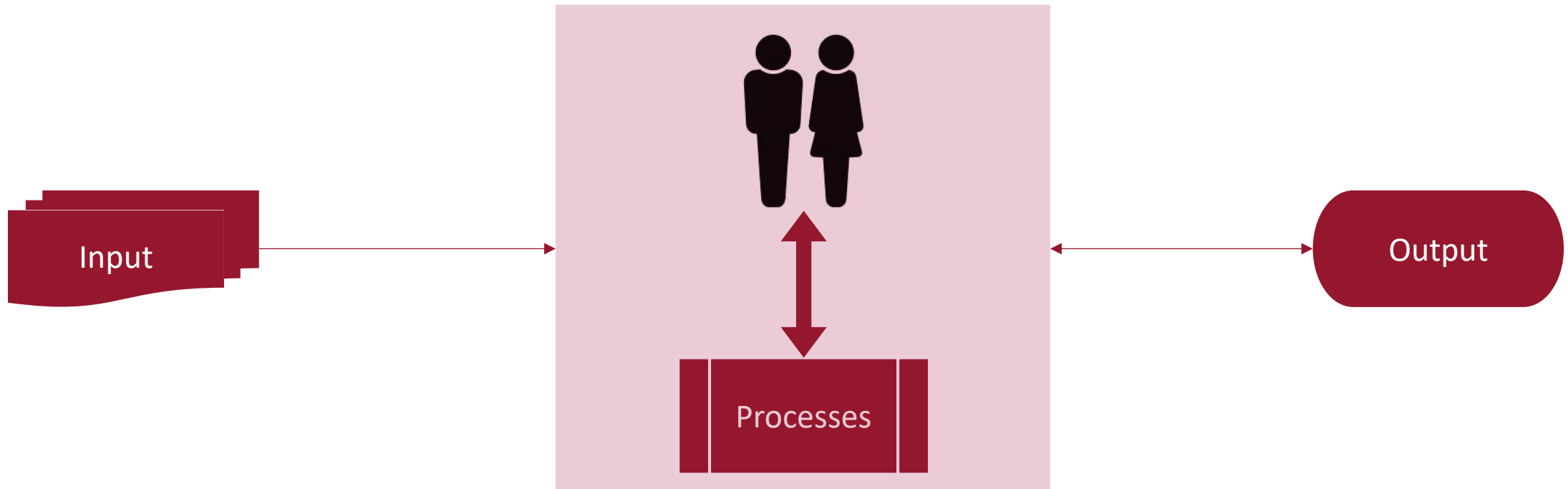
Human in the Loop (HITL)

HITL involves incorporating human judgment into automated systems to ensure accurate and ethical decision-making.



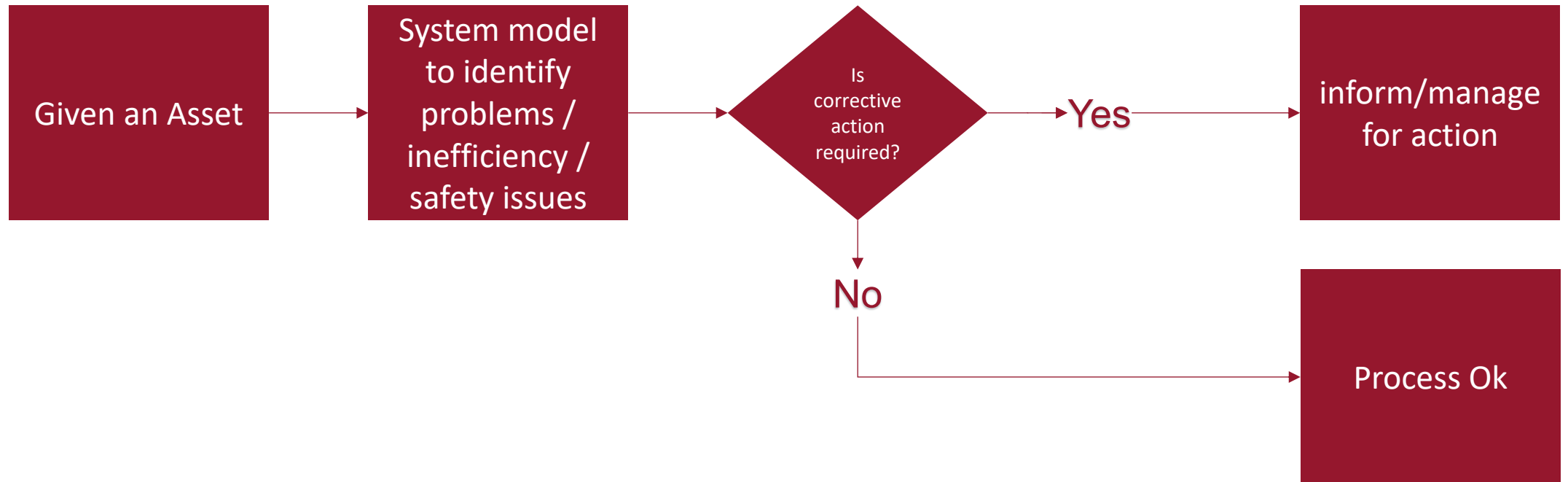
Human at the Edge

"*Human at the Edge*" involves placing human decision-making close to data sources in edge computing environments for real-time responses.



Proactivity in Machinery

Proactivity in machinery refers to the capability of machines to anticipate needs and act in advance to address them, often using AI and data analytics. This approach improves efficiency, safety, and predictive maintenance.



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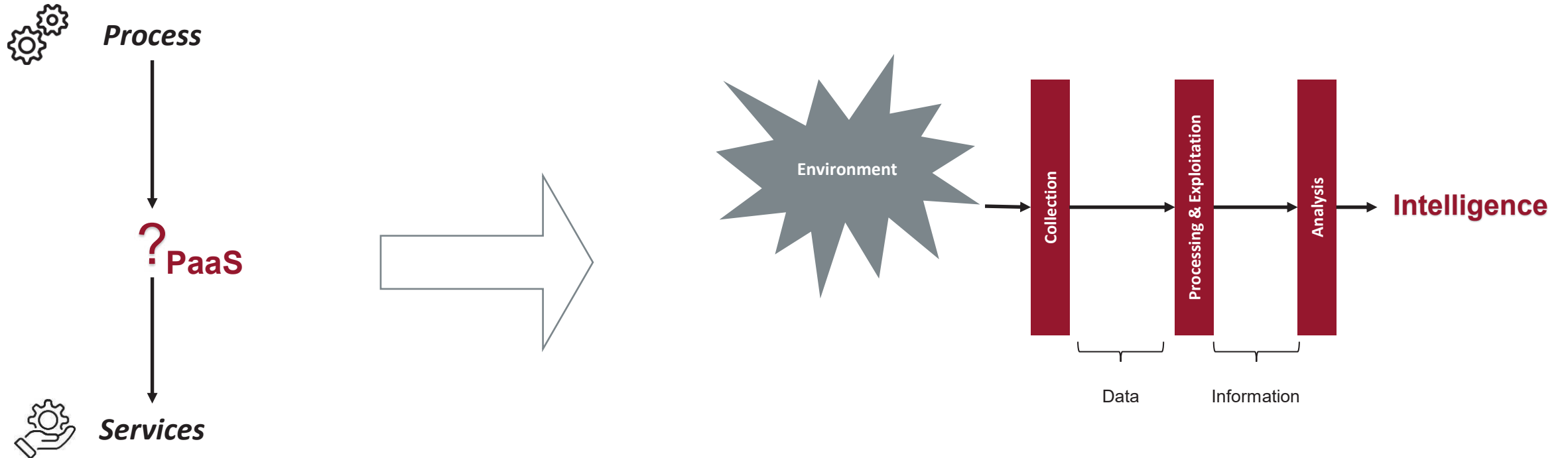
Use case

- Problem Setting
- Digital framework
- Solutions



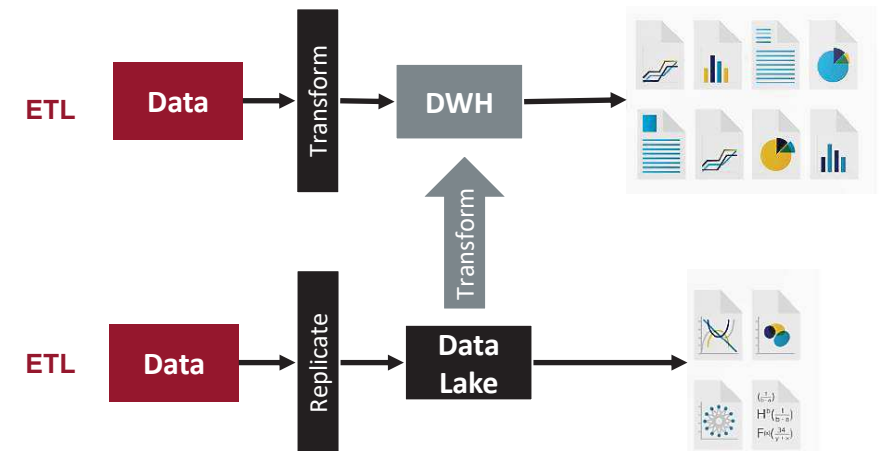
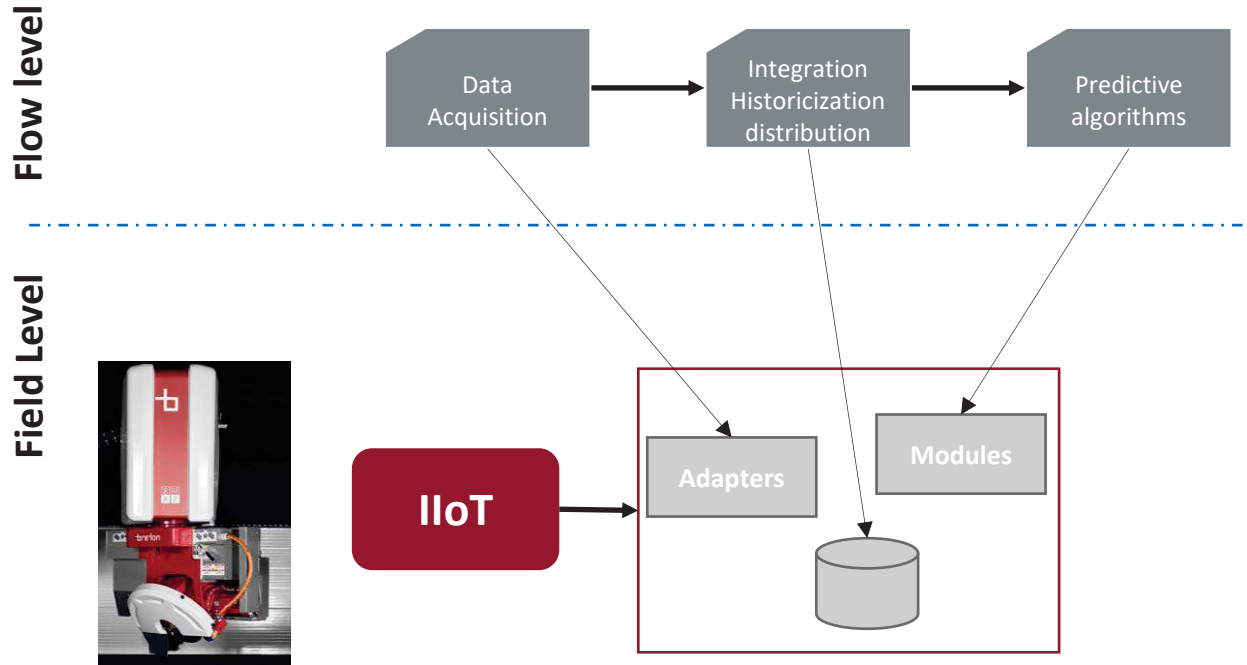
Problem Setting

Business model



Digital Framework

The digital framework integrates edge computing and IoT, funneling data into the cloud, differentiating between data lakes, which store raw data, and data warehouses, which hold structured data for analysis.



Solution

https://www.breton.it/it_eu/products/software/breton-pulse

breton Engineering Products Services BIT

Let's talk

Italiano

L'ecosistema "All-In-One" & "AI-Driven" per la Smart Factory

Breton Pulse è la piattaforma di servizi avanzati per migliorare l'efficienza e la produttività delle macchine nel settore della manifattura industriale.

Questo spazio offre una soluzione «All-in-One» completa di strumenti progettati per ottimizzare ogni aspetto del business.

La piattaforma che integra tecnologia avanzata e know-how storico per trasformare il modo in cui le aziende operano, migliorando la loro competitività e il loro successo nel mercato.

breton pulse

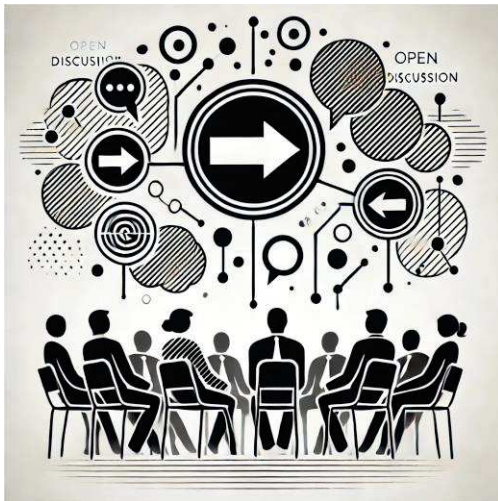
Actual production	9140	10000
	1254	
	5140	
2546	15000	
COST	3.256	2555
1254	10256	
COST	3.000	

Reasons why Specifiche Gallery Articoli Richiedi Breton Pulse

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End presentation

Open discussion



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Nawaz

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McKinsey Digital

Creating value beyond the hype

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