Industrie 4.0
Opportunity Discovery Workshop

Atos

It's all about data

The 21st century will be the century of data – the new resource to boost the economy, as finance was in the previous century. Gathering and using data will transform our lives while at home, traveling, shopping or even receiving healthcare.

It will help us to control our energy spending, allow industry to use equipment more efficiently and provide greater flexibility in manufacturing.

Industrie 4.0 – A Game Changer

More and more systems are being connected:

▶ The core of digital Industrie 4.0 is composed of highly intelligent connected systems (e.g. cyber physical systems).

▶ Connected intelligent products are communicating with users.

▶ In machine-to-machine communication additional data are collected.

▶ Data from shop floor machinery and field equipment are also processed.

▶ The digital journey leads to disruptive trends and technologies through the interaction of machines, components, products, people and processes.

▶ Manufacturing on premise and isolated production cycles are interrupted significantly.

▶ New business models and new as-a-service-models will be evaluated.

▶ Through automated processes and as-a-service-models costs can be significantly reduced.

Atos Industrie 4.0 Opportunity Discovery Workshop approach

Opportunity Discovery Workshop – The way to discover the value of Industrie 4.0

Best practices, like defined use cases and existing projects, as well as a dedicated methodology are the core elements of the Opportunity Discovery Workshop of Atos. It delivers a complete approach to discover the value that Industrie 4.0 has for customers.

▶ Getting insights into existing use cases and validated projects that match the customer´s future strategy.

▶ Methodology of the Atos Industrie 4.0 Opportunity Discovery Workshop: discover, identify, qualify and define results and next steps.

▶ Case validation workshop, proof of concepts and defining business cases are further approaches to evaluate the value of Industrie 4.0.

The 4 Steps of the Atos Industrie 4.0 Opportunity Discovery Workshop

Connectivity is the core focus of Industrie 4.0. Taking these established steps, the customer gains certainty and hard facts to decide about the realization of a use case in his company. This is acknowledged in our workshop methodology for which we created a reference model drawn from Atos experience.

The reference model features the domains:

▸ **Process Domain**: Which processes (e.g. process lifecycle, supply chain, manufacturing and customer) will be impacted?

▸ **Connectivity Domain**: Specifies the entities (e.g. enterprises, people, things and applications) being connected

▸ **Design Principles**: Concepts such as decentralization and virtualization

▸ **Technology Enablers**: Which disruptive technologies (e.g. data analytics and cyber physical systems) push the boundaries of current business models?

Benefit for the customer

Atos is prepared to guide customers through their Industrie 4.0 journey.

▸ **Use Case Validation Workshop**: In this deep dive a selected use case is evaluated in respect to the current company set up. Its impact on the company processes and connectivity within the customer ecosystem is made transparent as well as the benefits that could emerge from the use case realization.

▸ **Proof of Concept**: Proves the technical feasibility of a selected use case by conducting a small implementation project with a limited scope within customer facilities.

▸ **Business Case**: Proves the economic feasibility of a use case implementation by quantifying the identified business benefits (in the use cases validation workshop) and calculating financial KPIs (e.g. ROI) which enable a decision on the implementation of a use case from a commercial point of view.

Atos Industrie 4.0 Reference Model

Why Atos?

Atos guides its customers along every step of their journey towards a digital and connected enterprise of the future. Our experience is broadened by several cooperations and partnerships that are leveraged in our customer projects. Together with the Technical University of Vienna Atos operates a pilot factory in Vienna for Industrie 4.0. In a real manufacturing environment for industrial production, we are able to demonstrate many of the Industrie 4.0 use cases that are part of our catalog.

Furthermore, the facilities are used to cooperate with industrial clients and Industrie 4.0-related research. Atos is also engaged in the GEMINI project in Germany, focusing on the development of Industrie 4.0 business models. European projects such as FIWARE and Factory of the Future complement our efforts in Industrie 4.0. The Atos experience is also recognized by industry analysts: Experton Group positioned Atos as a leader in Industrie 4.0 in Germany regarding the machine/plant engineering and automotive industries (Experton Group Vendor Benchmark on Industrie 4.0 and Internet of Things, 2016). Our customers benefit from this leading position and the proven expertise in Industrie 4.0.

About Atos

Atos SE (Societas Europaea) is a leader in digital services with pro forma annual revenue of circa € 12 billion and circa 100,000 employees in 72 countries. Serving a global client base, the Group provides Consulting & Systems Integration services, Managed Services & BPO, Cloud operations, Big Data & Cyber-security solutions, as well as transactional services through Worldline, the European leader in the payments and transactional services industry. With its deep technology expertise and industry knowledge, the Group works with clients across different business sectors: Defense, Financial Services, Health, Manufacturing, Media, Utilities, Public sector, Retail, Telecommunications, and Transportation.

Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline.

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