

Smart Control Room

Commercial Model

Increase the Overall Equipment Effectiveness (OEE) of your production line thanks to a new approach to smart operations, the Smart Control Room from Atos & Siemens. Defining the journey towards fully autonomous production. In this document, you will learn about the flexibility of value-/outcome-based pricing options.

Discovery / Workshop (1-2 days) Proof-of-Value (3-6 month)

Implementation / Operations (6+ month)

No surprises

In the early phase of a Smart Control Room project it is important to jointly define the scope, gain experience, understand and mitigate the risks, and build trust. To avoid surprises in this phase of your project, benefit from fixed or time & material pricing which provides upfront, clear visibility of costs against expected deliverables.

Proven approach

Using a baseline of historical data or preliminary results during the Proof-of-Value phase, Atos will estimate with you the expected benefit of the solution upfront which can be periodically re-assessed. Pricing is therefore based on a set of Key Performance Indicators (KPIs) that ensure your investments are meeting your specific business goals.

Outcome-based pricing

As the project moves to the Operations phase with a regular managed service, only pay for the value delivered thanks to an innovative outcome-based commercial model. Payments are defined in terms of the impact achieved for your business.

Example

For example, if the Smart Control Room delivers a monthly reduction of downtime for your production line, the monthly fee would be a mutually agreed percentage of this saving.

Example KPIs - will vary according to specific customer scenarios

	Business goal	First-round KPIs	Core KPIs	
Smart Control Room	 Reduce downtime Reduce defects, waste & material costs Improve quality Improve efficiency 	DowntimeMaterial wasted & orderedFailure rate	Failure rateCost of materialUtilization rate	

To learn more about the solution or contact an expert, visit atos.net/iot or email dialogue@atos.net

