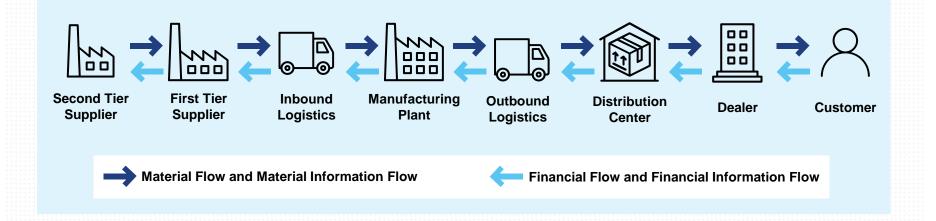
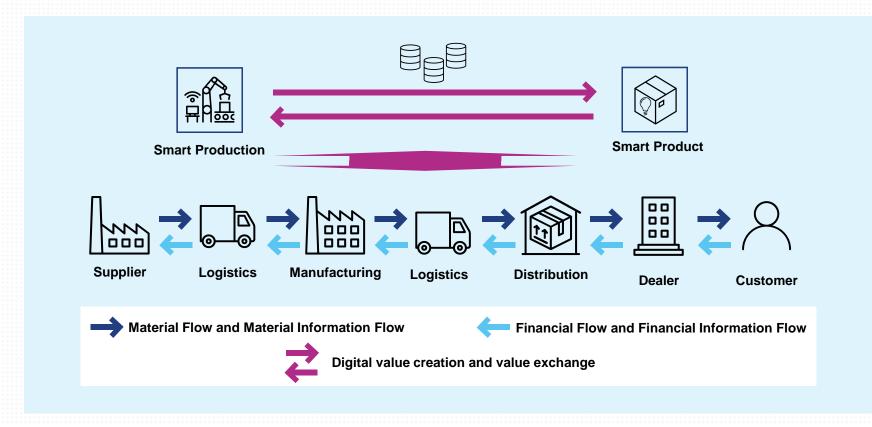


Material and financial value chain



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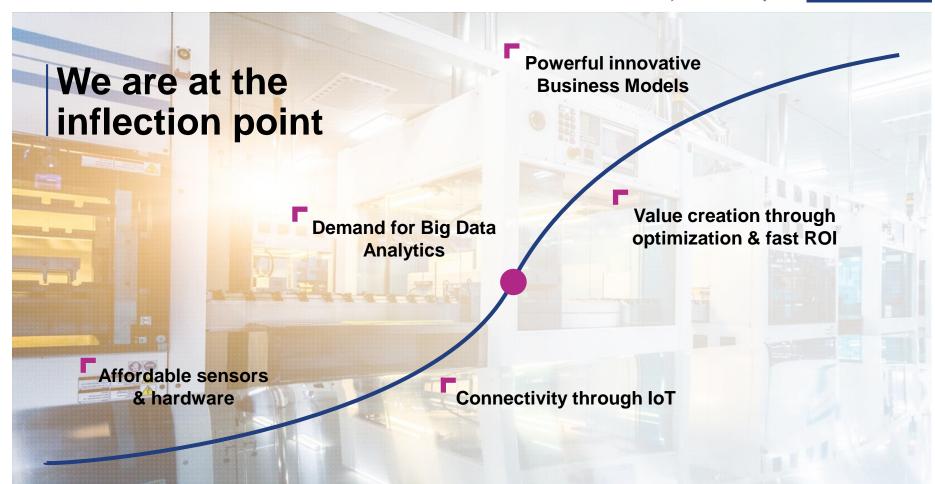
Boundaries between value chains are blurring



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Expectation of benefits from a cloud

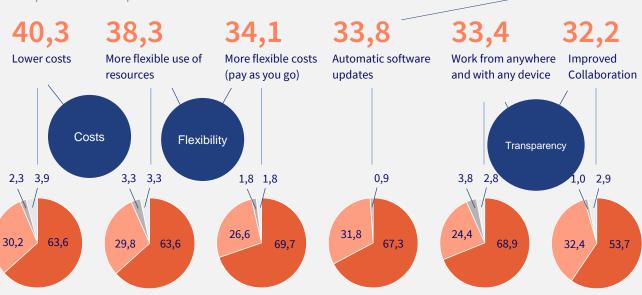


Security



What goals does your company pursue with the use of cloud services?

Figures in percent. Multiple answers possible. The top 8 mentions of 18 response options are shown. Filter Companies that use or plan to use cloud services. Basis n=320



27,5

Expansion of the business into other regions,new products

Outsourced Backup and Recovery

22,5

and Recovery

6,8 2,3 4,2 34,4 56,8 41,7 54,2

Were the goals you were pursuing with the use of cloud services achieved?

Figures in percent. Multiple answers possible. Filter Companies that use or plan to use cloud services. Basis n = 72-129

Ye

Only partially



Don't know

Hybrid Cloud - Operations

BENEFITS:

- Global holistic view
- Global benchmarking
- Global decision support

GLOBAL MANAGEMENT

Dashboards / KPI Visualization

Big Data Analytics / Al

Scenario Calculation / Forecasting



BENEFITS:

- Optimized cost
- High availably
- Data Privacy
- Local control



HTTPS



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6

INTERNET

Decoupling the physical and digital world



Digital Twin

(test – simulate - forecast)

Real World

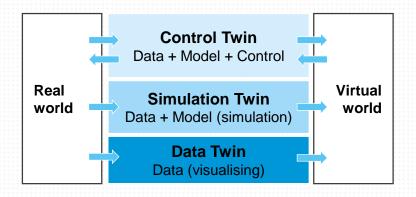
(collect data – execute decisions)

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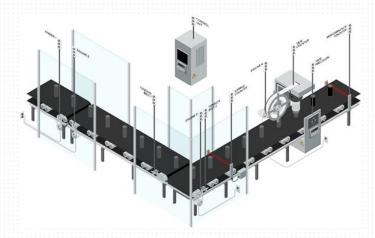
What is a Digital Twin

- A virtual representation of physical devices / processes
- Containing all relevant information about use, object and process
- Analysis, Prediction, Collaboration for decision making and gaining knowledge
- Merging reality with digital world of interdisciplinary models
- Problem solving and innovation on a digital level



Digital Twin vs. Process Twin

- **Digital twin**: **virtual instance of a single physical device** for simulation, analysis and management of the equipment.
- Process twin: combination of multiple digital twin devices and their relationship to the process.



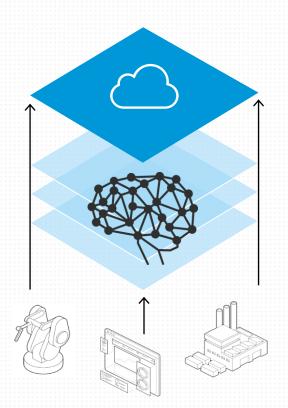
Physical production line (equipment)



Virtual production line (process)

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Vertical integration of relevant data sources

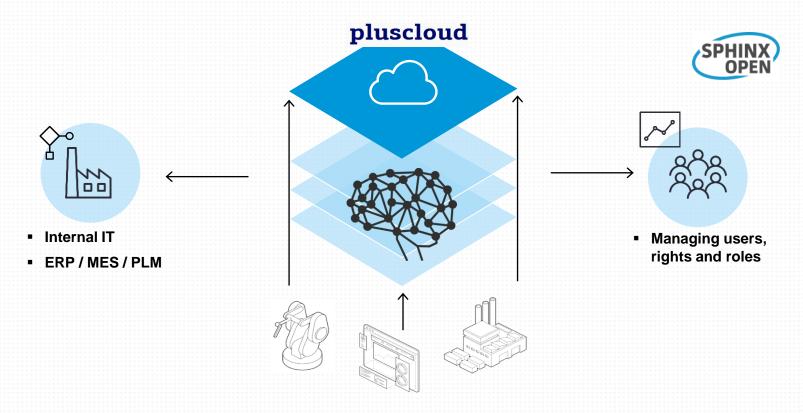




- Sensors
- Machines
- Devices

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Horizontal integration of processes and user management

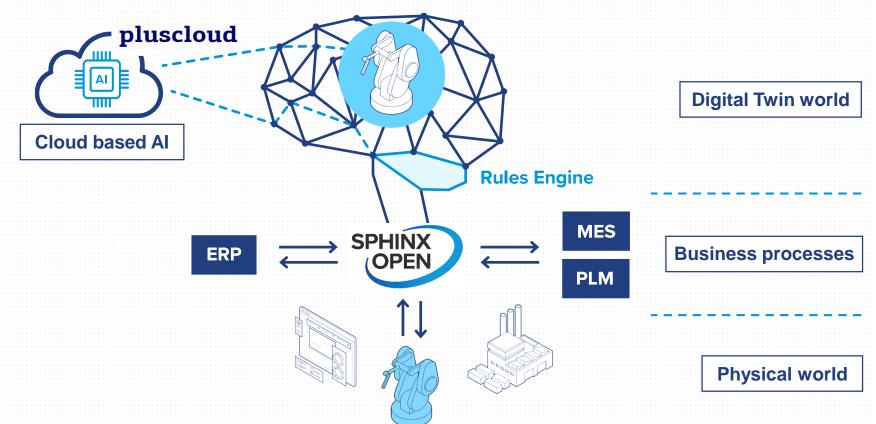


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Using AI capabilities from the cloud for advanced analytics



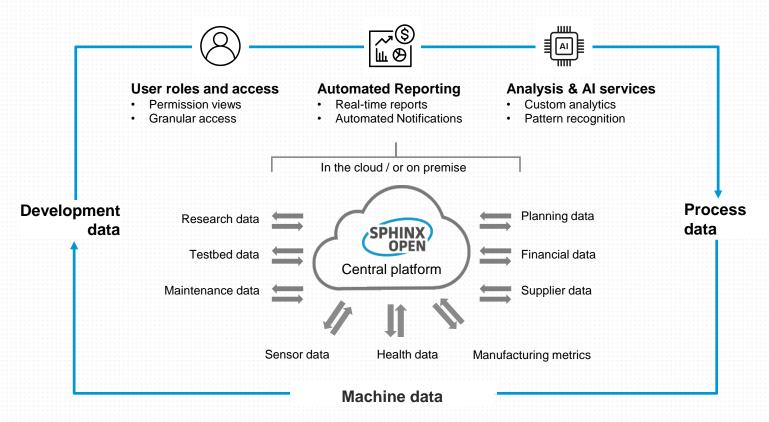
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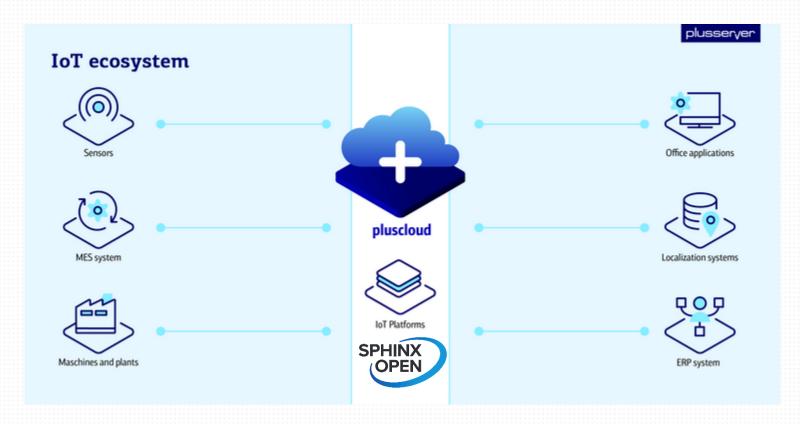
12

Central data platform collecting all relevant information



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Overview



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5 points for secure cloud computing

- 1. Security standards and compliance
 - The owner of the data is responsible for the standards and thus requirements
- 2. Access protection and data separation
 - Recognition of (admin) access rights, role separation and encryption
- 3. Identity- und Access-Management
 - Account management, access rights and auditing of services
- 4. Availability and network connection
 - Business processes of companies dependent on the availability of the cloud
- 5. Provider change and migration
 - Export the data distributed in the cloud, securely delete it and be able to import it into the cloud of a possible new provider

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PHASE 1

Solution Assessment SA

- Identify Use Cases
- Clarify Infrastructure
- Define Solution Outline

PHASE 2

Proof of Value

PoV

- Create tenants for operations
- Design and configure user interfaces
- Test first functionalities

PHASE 3

Test and Rollout

PILOT

- Test solution in real environment
- Apply changes and extensions if required
- Integrate into running systems

1 - 2 Days

1 - 2 Months

3+ Months

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https://www.plusserver.com/en/products/iot-cloud-platform

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Shaping the future of digital business