Web-Seminarserie

INDUSTRY4.

für die Fertigungsindustrie

Die Zukunft des Servicegeschäfts im Maschinenbau Guided Selling, Design and Maintenance for Serviceability



11111

Webseminar-Serie Sondermaschinen- und Anlagenbau





Model Once – Configure Anywhere: Wie Modellbasiertes Systems Engineering Prozesse in Sales, Service & Logistik vereinfacht



Guided Selling mit der SAP MOCA Methodologie für den Maschinenbau im CTO und CTO+



Die Zukunft des Servicegeschäfts im Maschinenbau: Guided Selling, Design and Maintenance for Serviceability



Hochprofitabel und kundenspezifisch produzieren - Integration aller Change Prozesse im Maschinenbau



Das intelligente Manufacturing Execution System für den Anlagen- und Sondermaschinenbau

03.09.2021 10:00 - 11:15 Uhr

10.09.2021 10:00 - 11:15 Uhr

17.09.2021 10:00 - 11:15 Uhr

24.09.2021 10:00 - 11:15 Uhr

01.10.2021 10:00 - 11:15 Uhr

Product and Business Model



Scope and Complexity along a continuum



Product and Business Model



Scope and Complexity along a continuum



Example – Different parts force different processes





Example – Different Parts force Different Processes





CTO = Configure to Order CTO+ = Configure to Order Plus MTO = Make to Order MTS = Make to Stock PTO = Purchase to Order

How to deal with this challenge?



The Digital Twin – In Operation



- What content is required?
- Where does the content come from?

- How flexible is the content creation?
- How fast is the content creation?



The Consumption and Generation of the SAP Digital Twin





One set of data to serve

One data set to manage

MODEL ONCE CONFIGURE ANYWHERE AND REUSE ANYWHERE





SAP Product and Process Governance enables

Model Once – Configure and Reuse Anywhere

by using the iPPE Data Model in S/4HANA



Model Once

Configure (Products) anywhere

- Logical Structure & Knowledge Management to drive Variant Configuration
- Synchronized handover
 - Engineering BOM
 - Manufacturing BOM
 - Sales Order BOM
 - Project BOM
 - Service BOM



Reuse (in Process) anywhere

- by Purchasing Integration
- by PP Integration
- by PS Integration
- by SD Integration
- for Sub-Systems
- with Change Number
- in Change Record

Smart Product Structure

MODEL ONCE CONFIGURE ANYWHERE AND REUSE ANYWHERE





Design for Serviceability

Knowledge Provisioning rules engines for

- generation of s-BOM
- documents
- spare part
- exchange parts
- warranty regulations
- service processes …



End-to-End Scenario



The "Blue" Process Order Neutral Product Development & Design

The "Red" Process Order Engineering and Order Management



Recap Webinar 01 – Blue Process: Order Neutral Product Development





Defined Standard Product

Ready to use for order Execution in different

Scenarios:

СТО

CTO+

ETO

Recap Webinar 02 – "Guided Selling" with the SAP MOCA Methodology





Webinar 03 – "Service" with the SAP MOCA Methodology



The "Blue" Process Order Neutral Product Development & Design The ServiceProcess Service Engineering & Execution



Design for Serviceability with SAP IAM



MODEL ONCE CONFIGURE ANYWHERE AND REUSE ANYWHERE





IAM World: Applying the Digital Twin in Service Processes







Adopt new **Collaborative** processes with business partners across **Networks** Integrate dynamic **Asset Performance**



Integrate dynamic Asset Performance Management with Maintenance and Service processes and data



Connect assets with **Industry4.0** for real time predictive and prescriptive maintenance.



Integrate maintenance and service operations across the **Enterprise**, removing **Silos** in the supply chain

Synchronize planning, scheduling and execution with automated processes and intelligent optimization

Integrate **Environmental**, **Health & Safety** policies Empower users with **Mobile** work automation and

How to provide the Service Knowledge to the customer? The Digital Twins Engineering and Service (AIN)



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Demo Use Case

Generation of the Digital Twin for AIN with PPG and Applying the Digital Twin with AIN



S/4HANA

Asset Intelligence Network



End-to-End Scenario

The "Blue" Process Order Neutral Product Development & Design



The ServiceProcess Service Engineering & Execution



Creation of Service Data







Digital Twin Engineering für CTO, CTO+, ETO



Define Equipment Data /virtual Equipment), define rules for the creation of spareparts, assign relevant documents



Create equipments and equipment hierarchy hierarchy



Assign spare parts and documents to Service Bill of material



Hand over data to AIN

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Summary



Design for Serviceability using the Digital Thread





How do Customer's customers benefit from the Digital Thread





Lower maintenance cost where majority of maintenance work orders are generated predictively or condition-based. **47%**

Lower recordable accident frequency where standardized regulatory reports are available and there is full visibility into all regulatory violations.

40%

Decrease in work order processing time where mobile asset management is used in the field to streamline engineer tasks and reporting.

Key benefits







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