

Web-Seminarserie

INDUSTRY4.NOW

für die Fertigungsindustrie



**Hochprofitabel und kundenspezifisch produzieren -
Integration aller Change Prozesse im Maschinenbau**

Webseminar-Serie Sondermaschinen- und Anlagenbau



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

03.09.2021 10:00 - 11:15 Uhr



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

10.09.2021 10:00 - 11:15 Uhr



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

17.09.2021 10:00 - 11:15 Uhr



**Hochprofitabel und kundenspezifisch
produzieren - Integration aller Change
Prozesse im Maschinenbau**

24.09.2021 10:00 - 11:15 Uhr



**Das intelligente Manufacturing
Execution System für den Anlagen- und
Sondermaschinenbau**

01.10.2021 10:00 - 11:15 Uhr

End-to-End Scenario

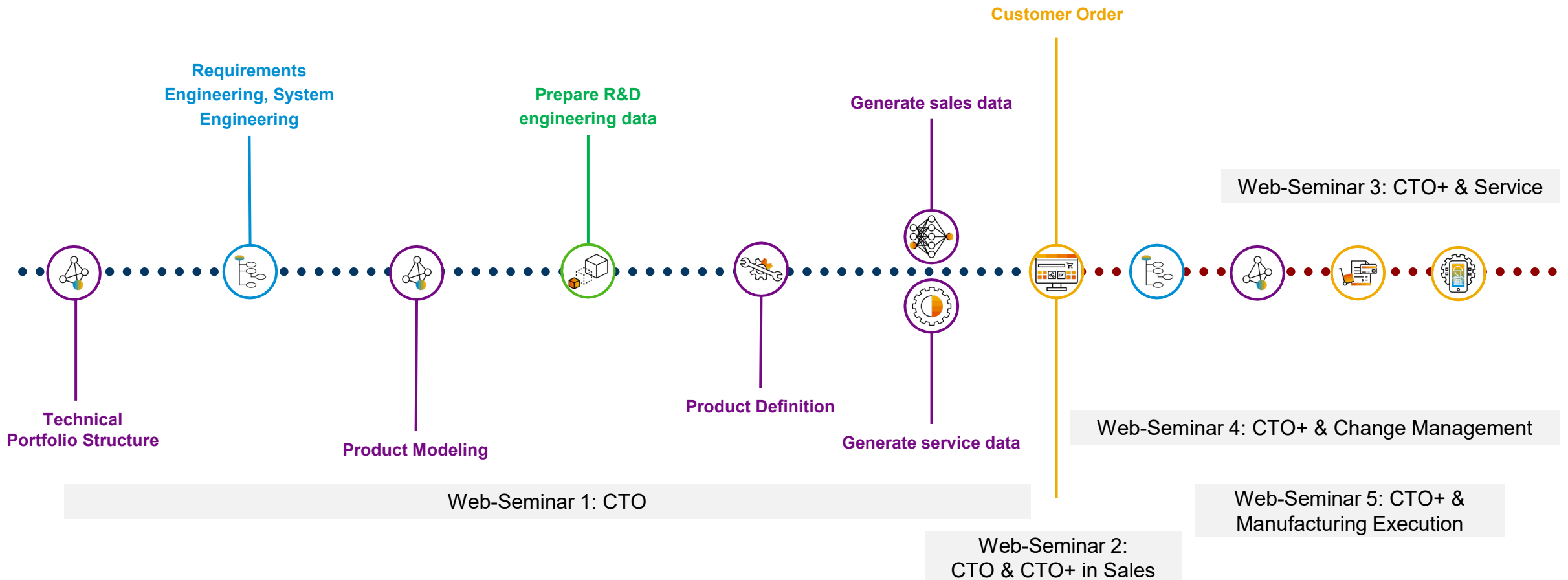


The „Blue“ Process

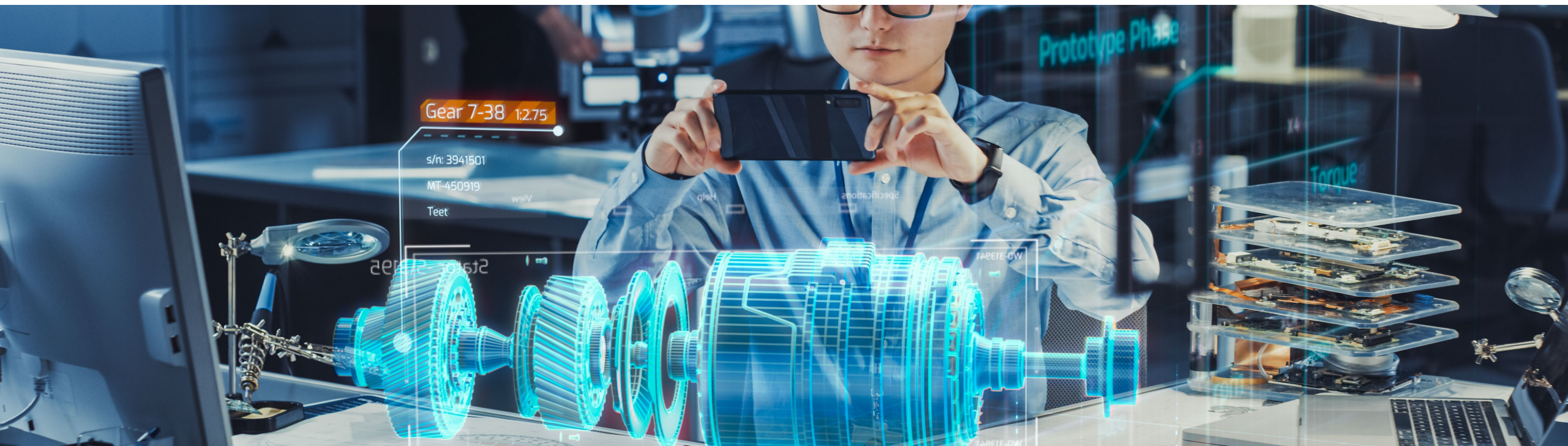
Order Neutral Product Development & Design

The „Red“ Process

Order Engineering and Order Management



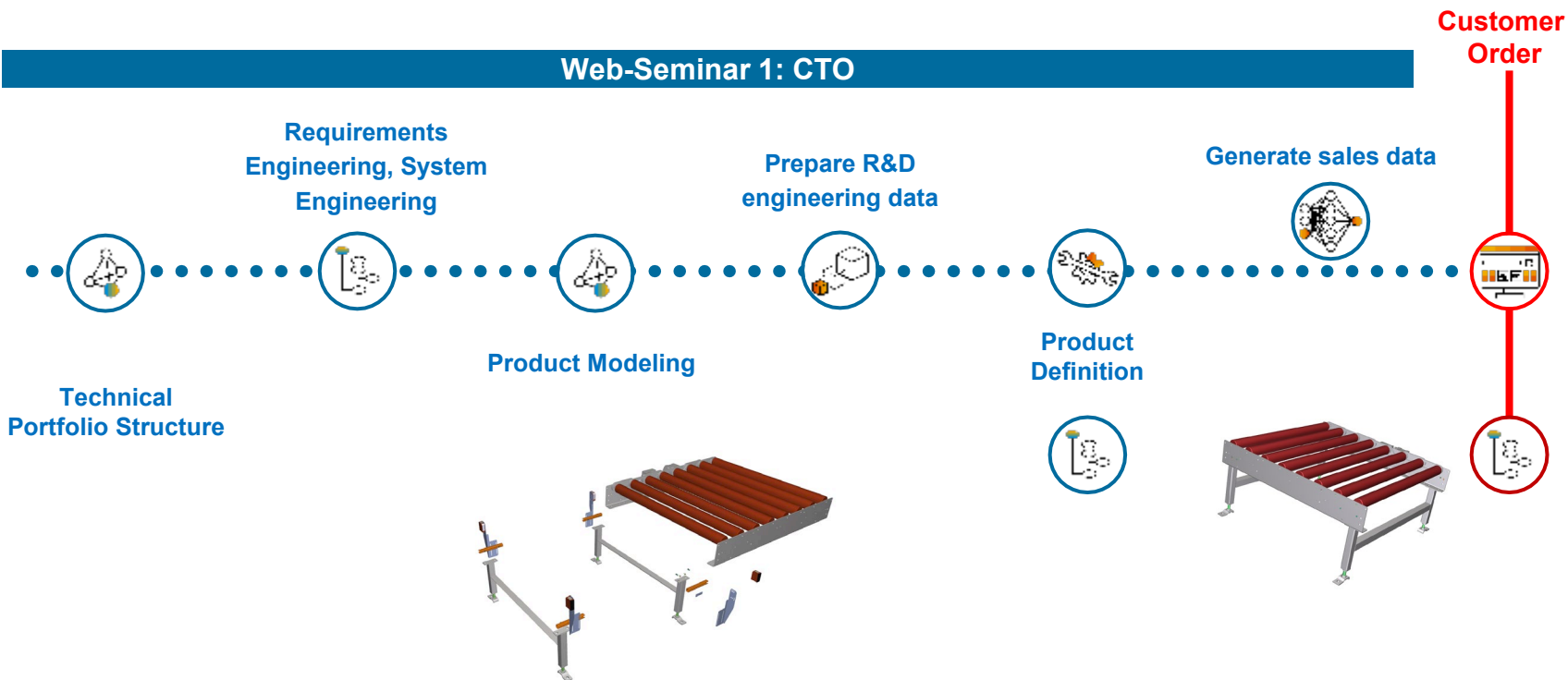
Recap



Recap Webinar 01 – Blue Process: Order Neutral Product Development | SAP

The „Blue“ Process Order Neutral Product Development & Design

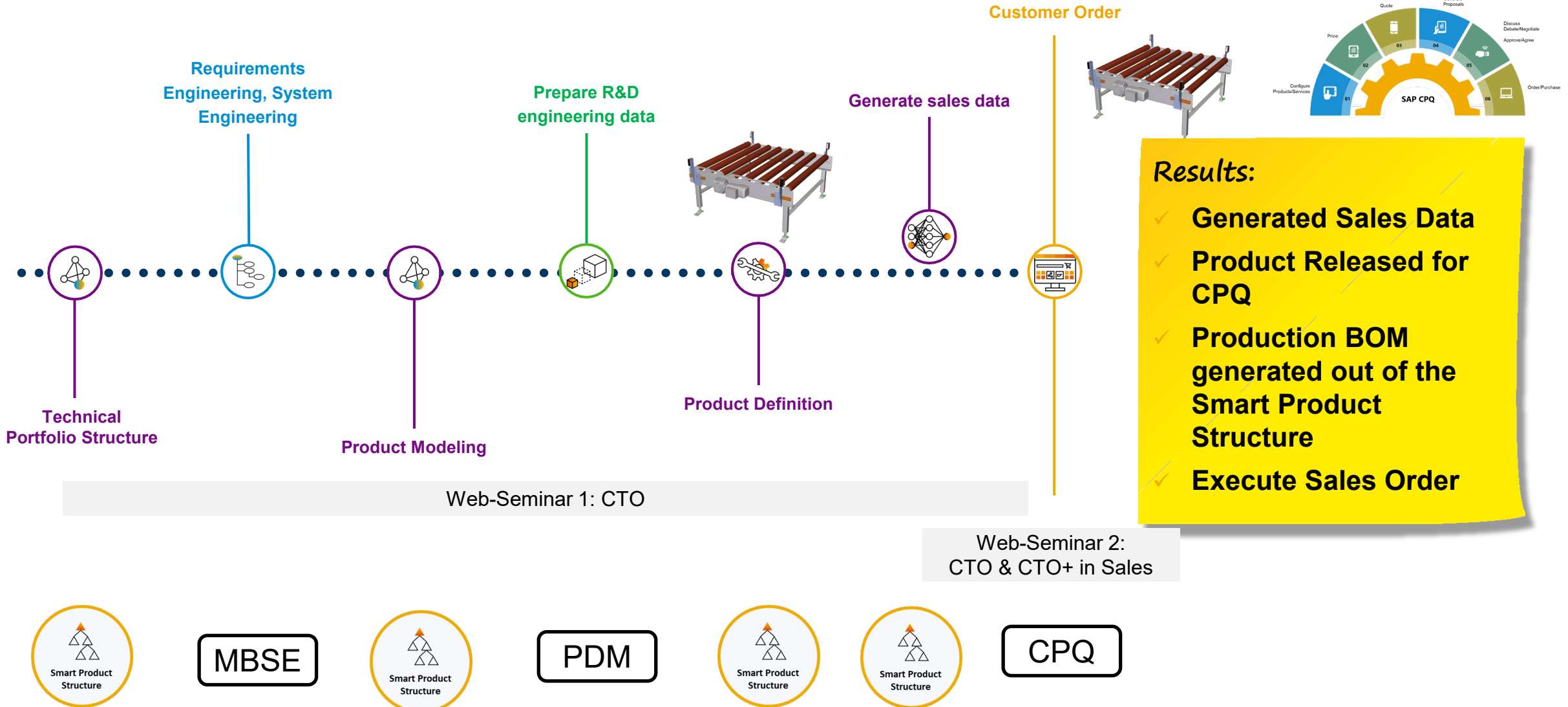
Web-Seminar 1: CTO



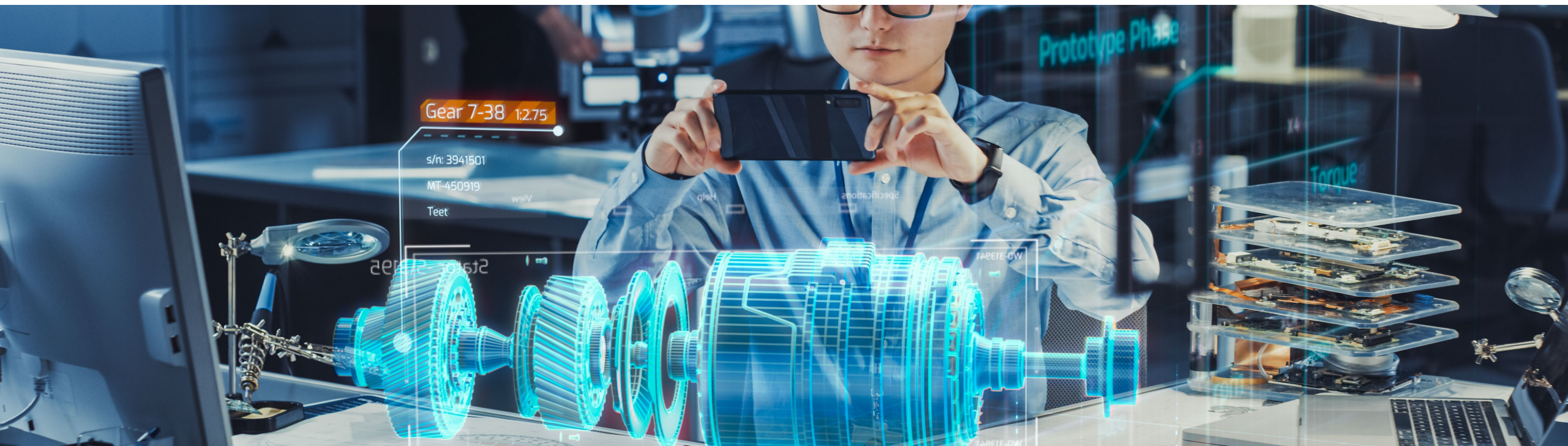
Results of the „Blue Process“:

- ✓ **Defined Standard Product**
- ✓ **Ready to use for order Execution in different Scenarios:**
 - **CTO**
 - **CTO+**
 - **ETO**

Recap Webinar 02 – „Guided Selling“ mit der SAP MOCA Methodologie



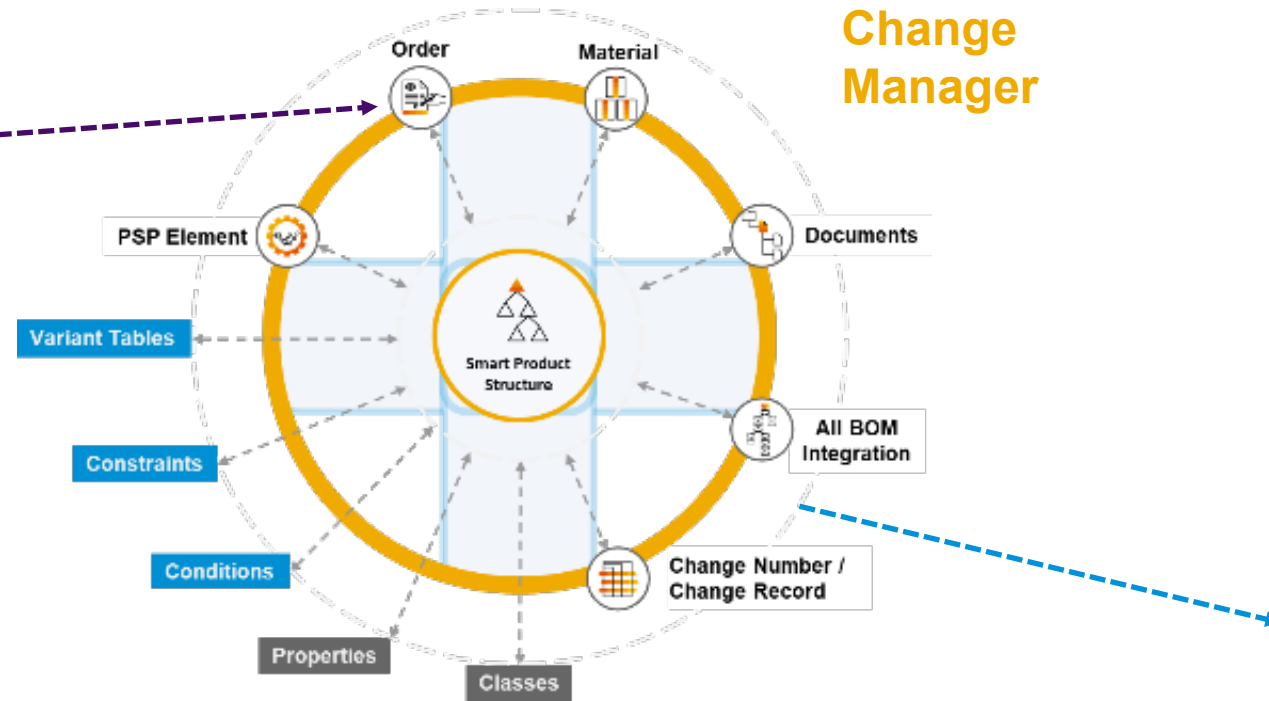
How to deal with changes in IM&C?



How to execute changes with **high agility** in IM&C

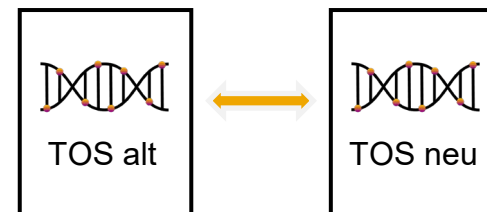
Change Request

- Change CTO
- Change CTO+
- Change ETO
- Change Production
- ...

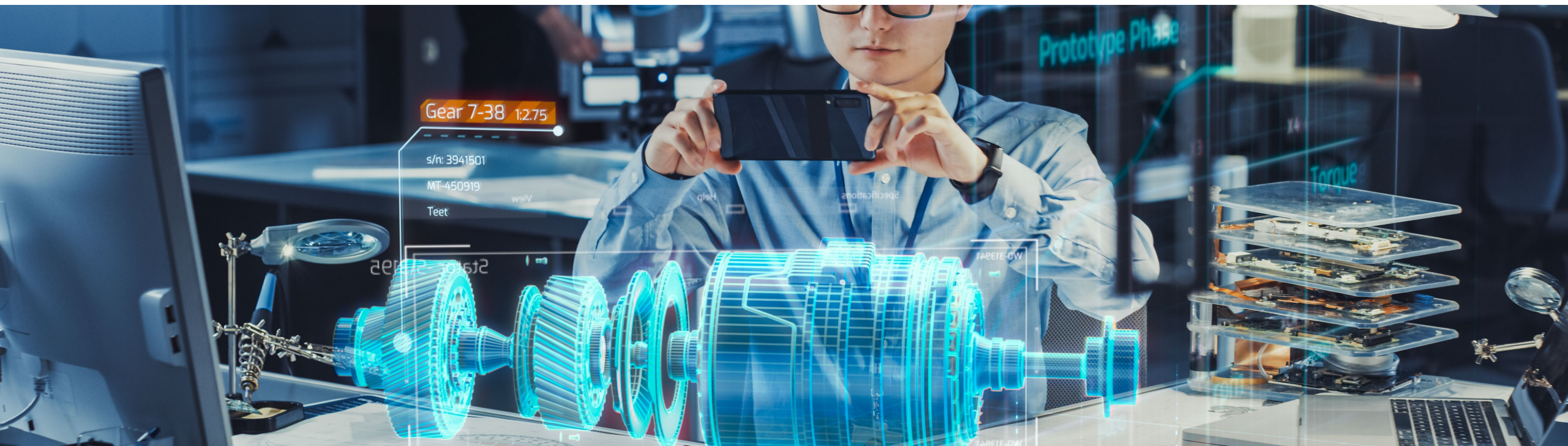


Execution of Change Request

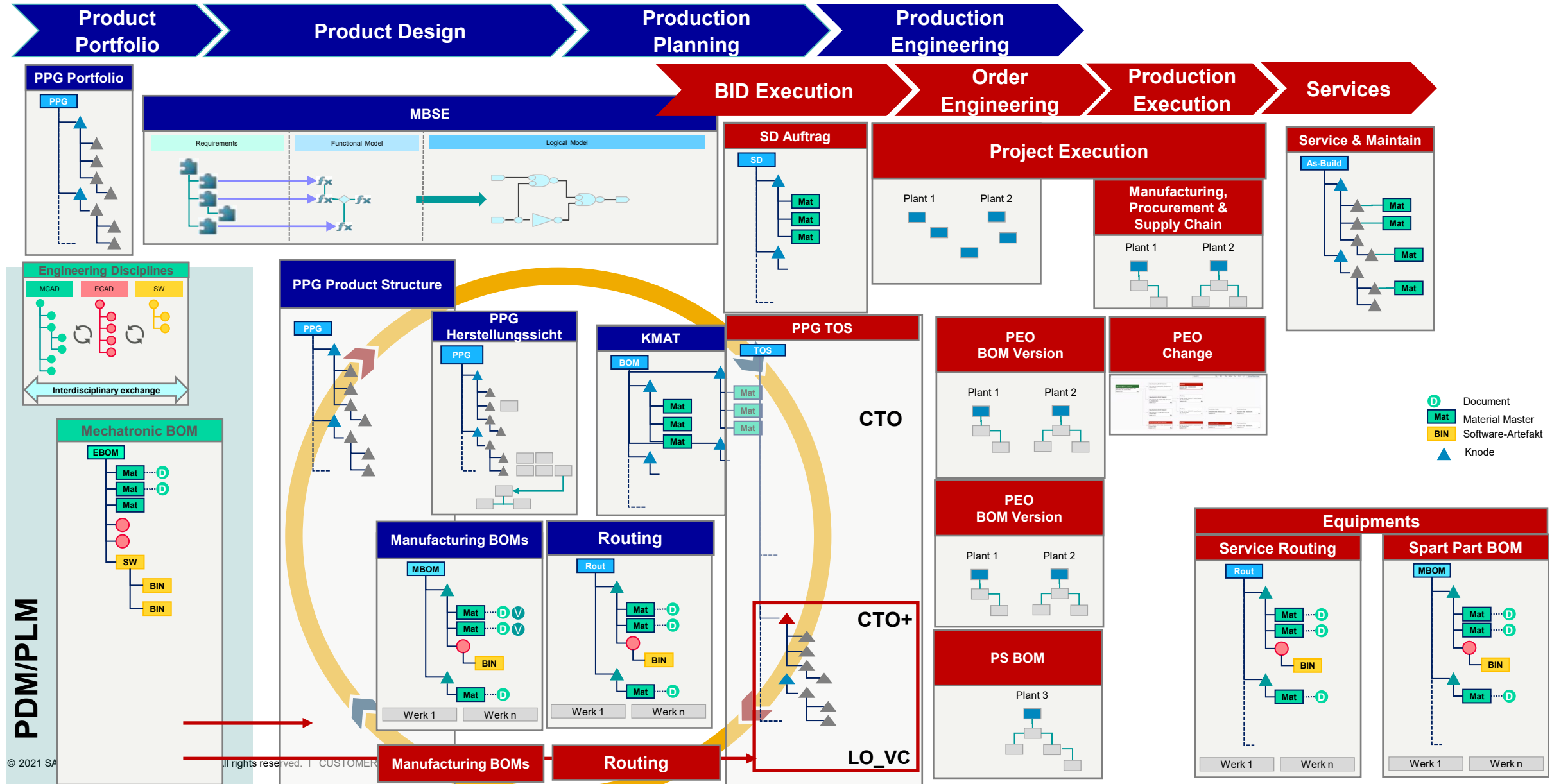
Change Data Model



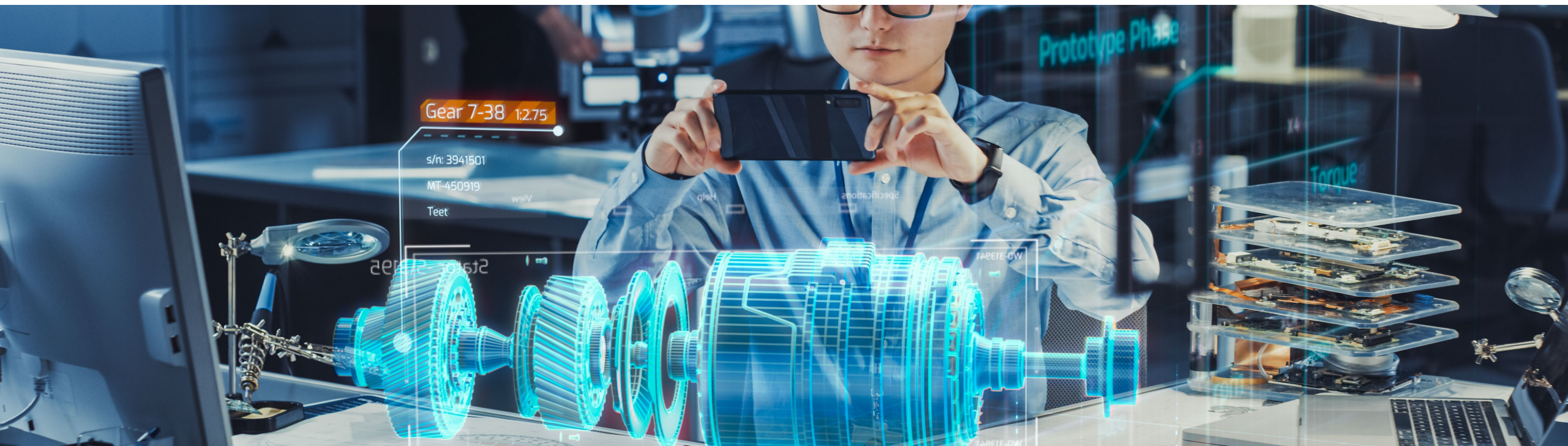
What is a high agility data model?



The agile Digital Thread

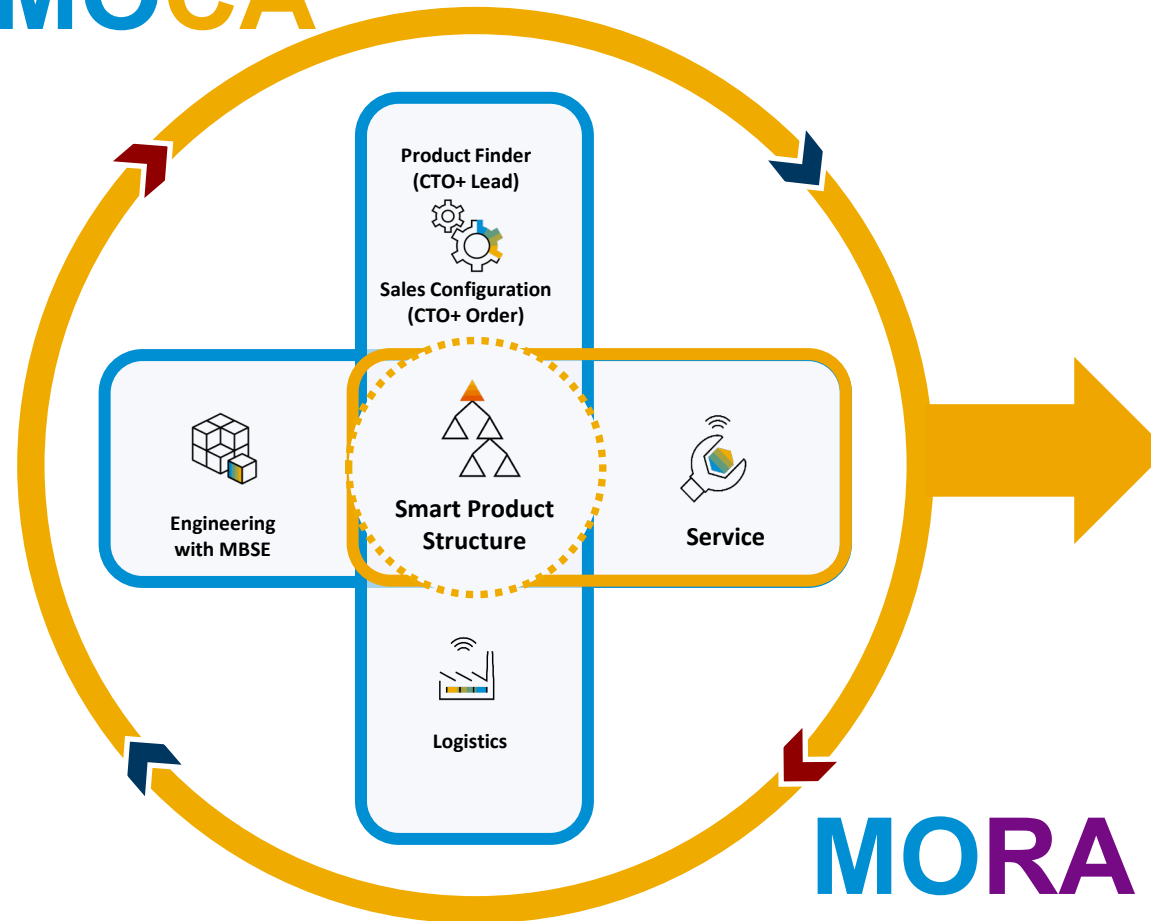


How to integrate the change process into production?



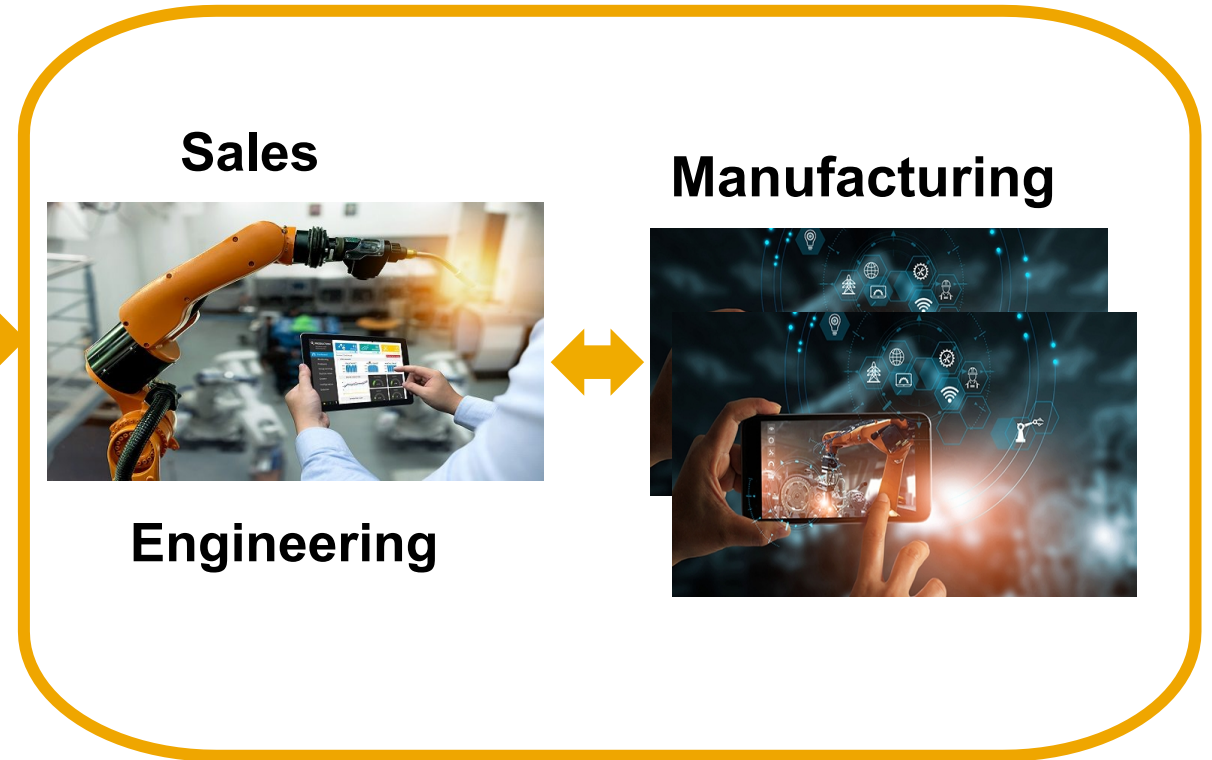
MODEL ONCE CONFIGURE ANYWHERE AND REUSE ANYWHERE

MOCA



MORA

The agile Digital Thread



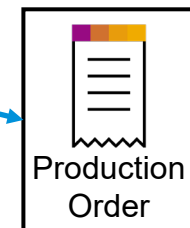
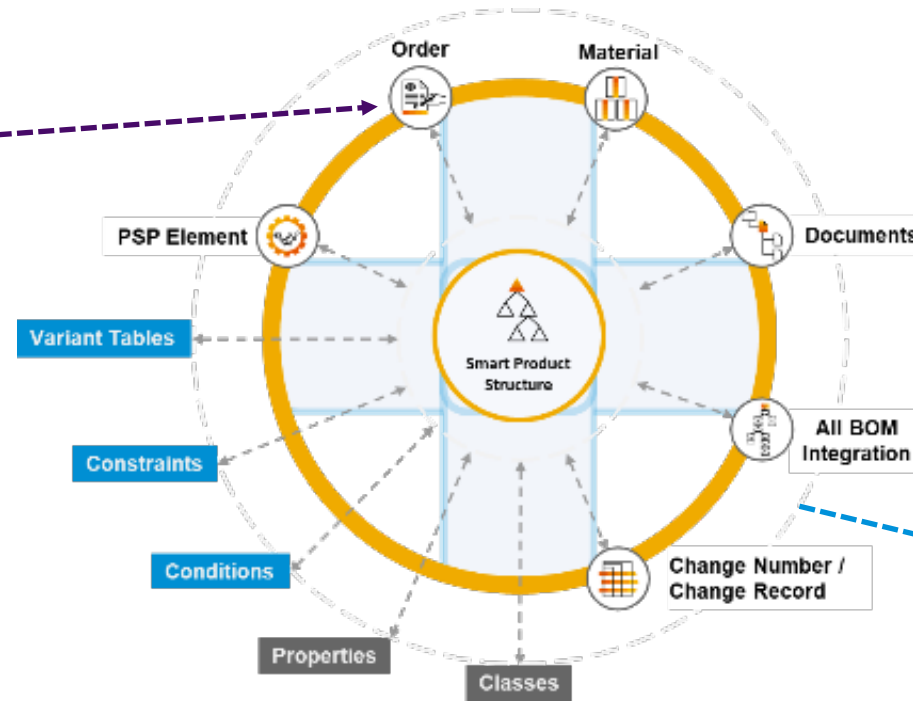
Scenario 1: Change CTO



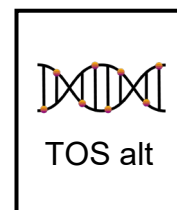
Sales
Order

Konfigurationsobjekt

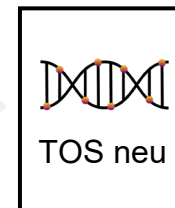
Merkmal: Modul „Lichtschranke“



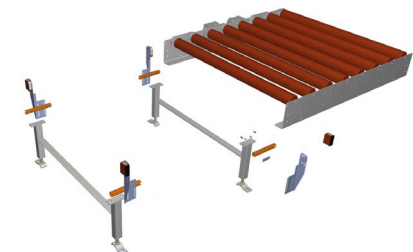
Production
Order



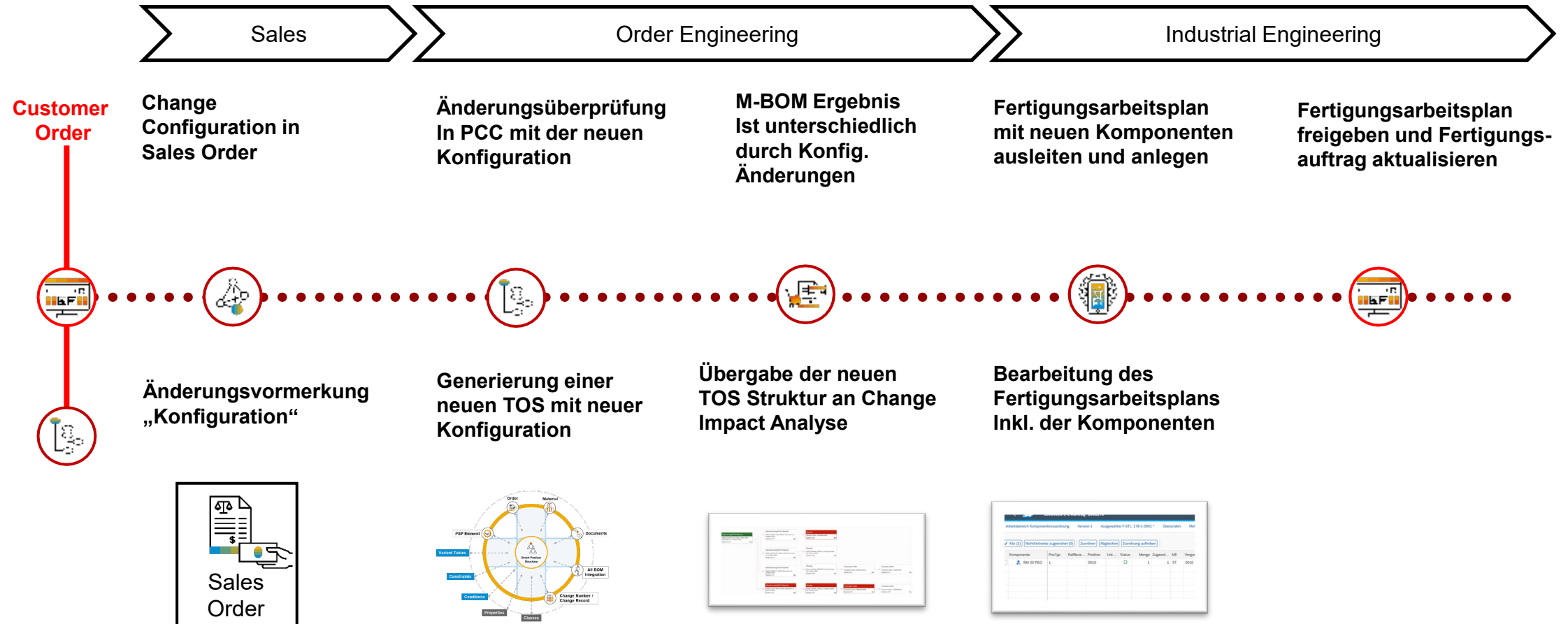
TOS alt



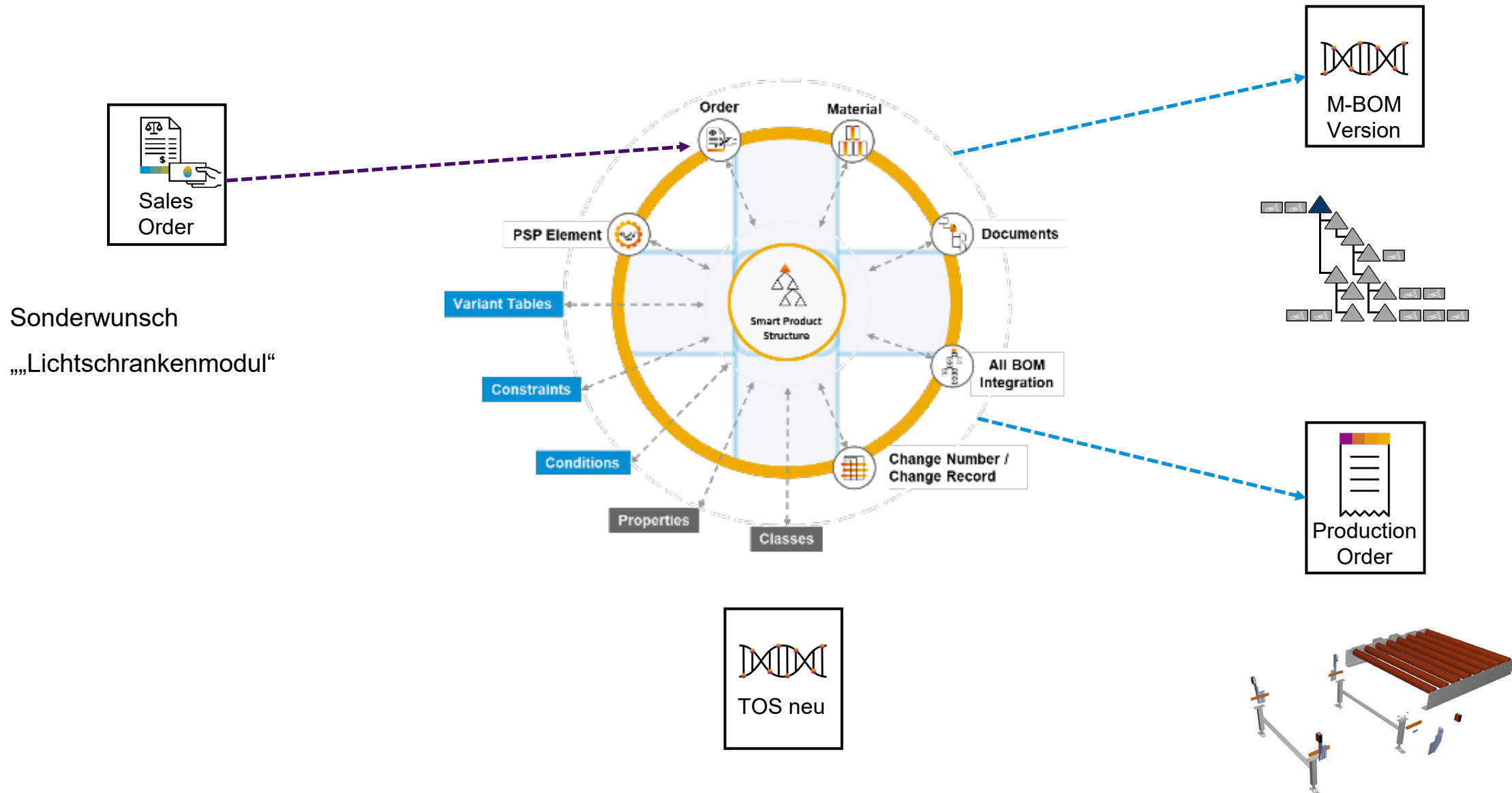
TOS neu



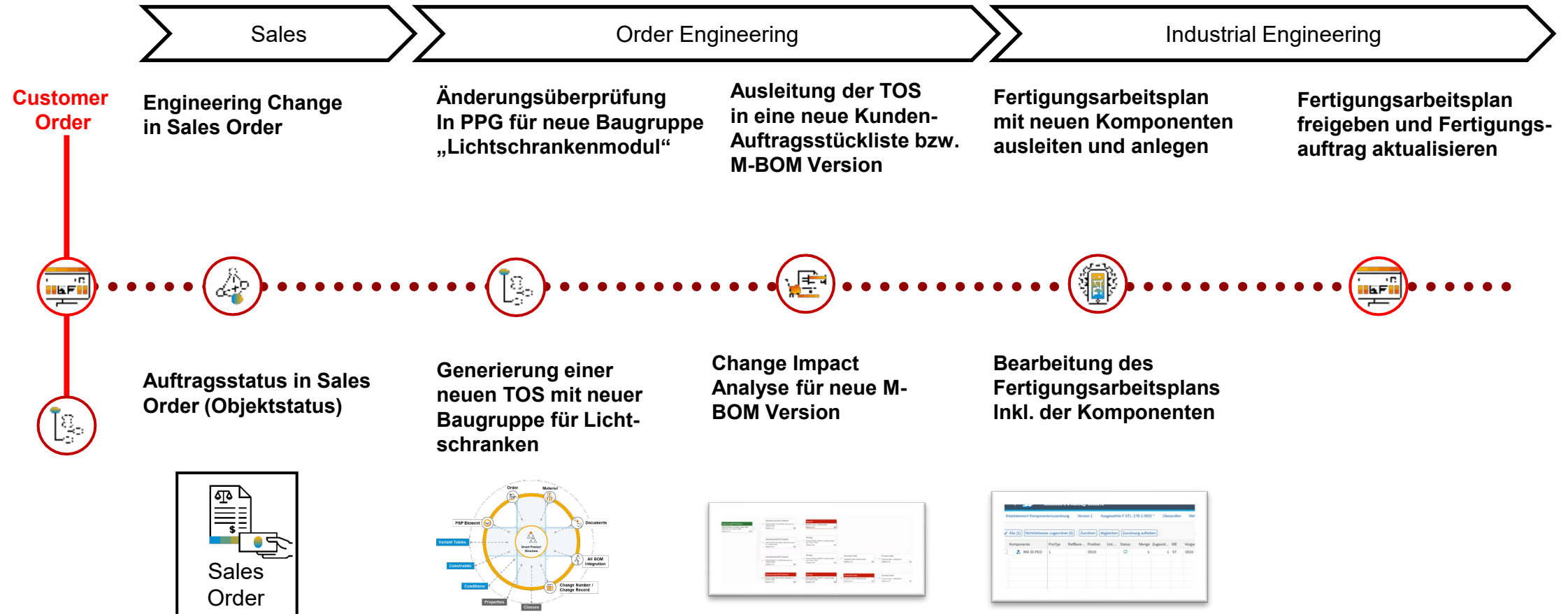
Scenario 1: Change Process CTO



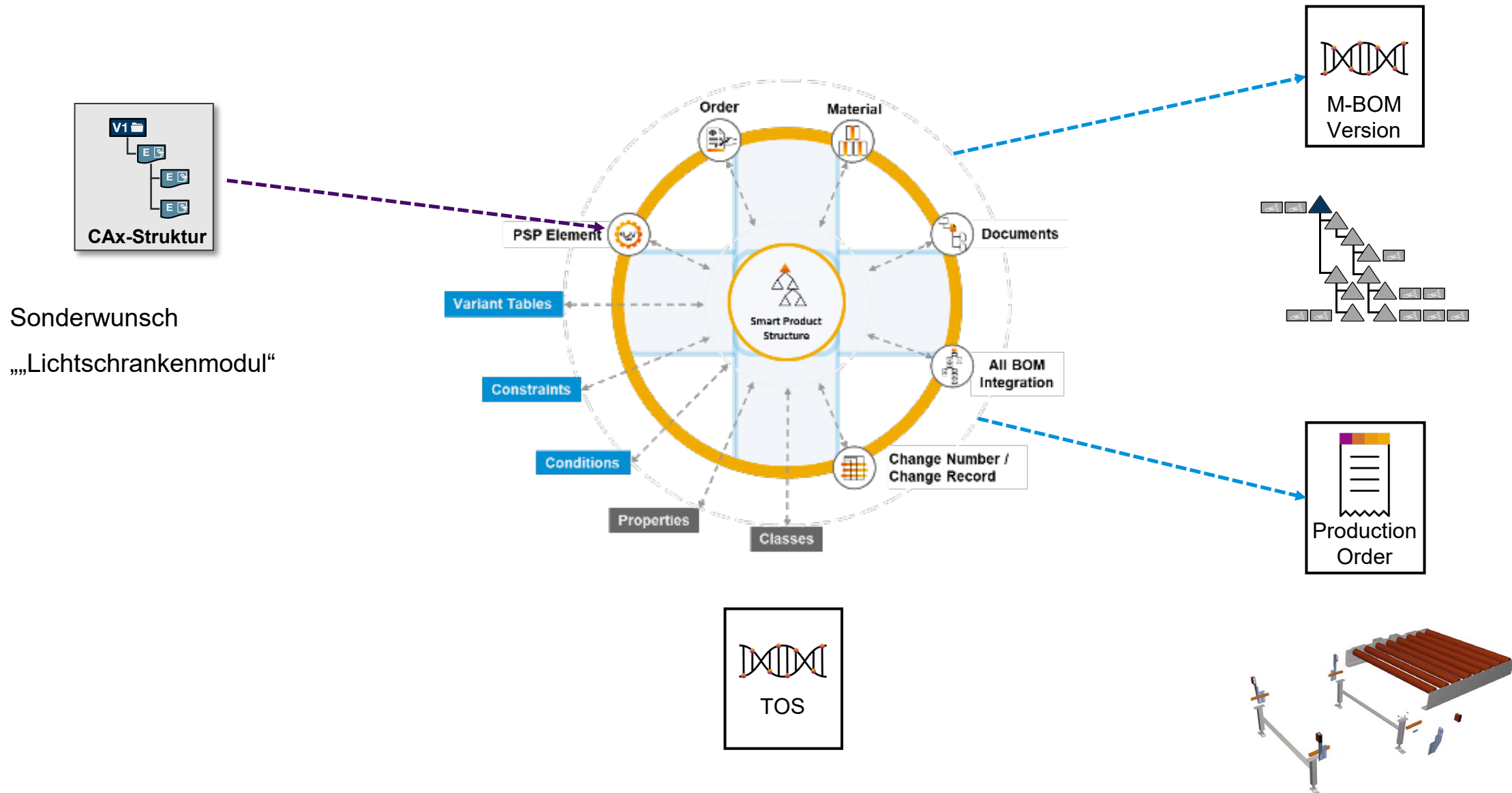
Scenario 2: Change CTO+



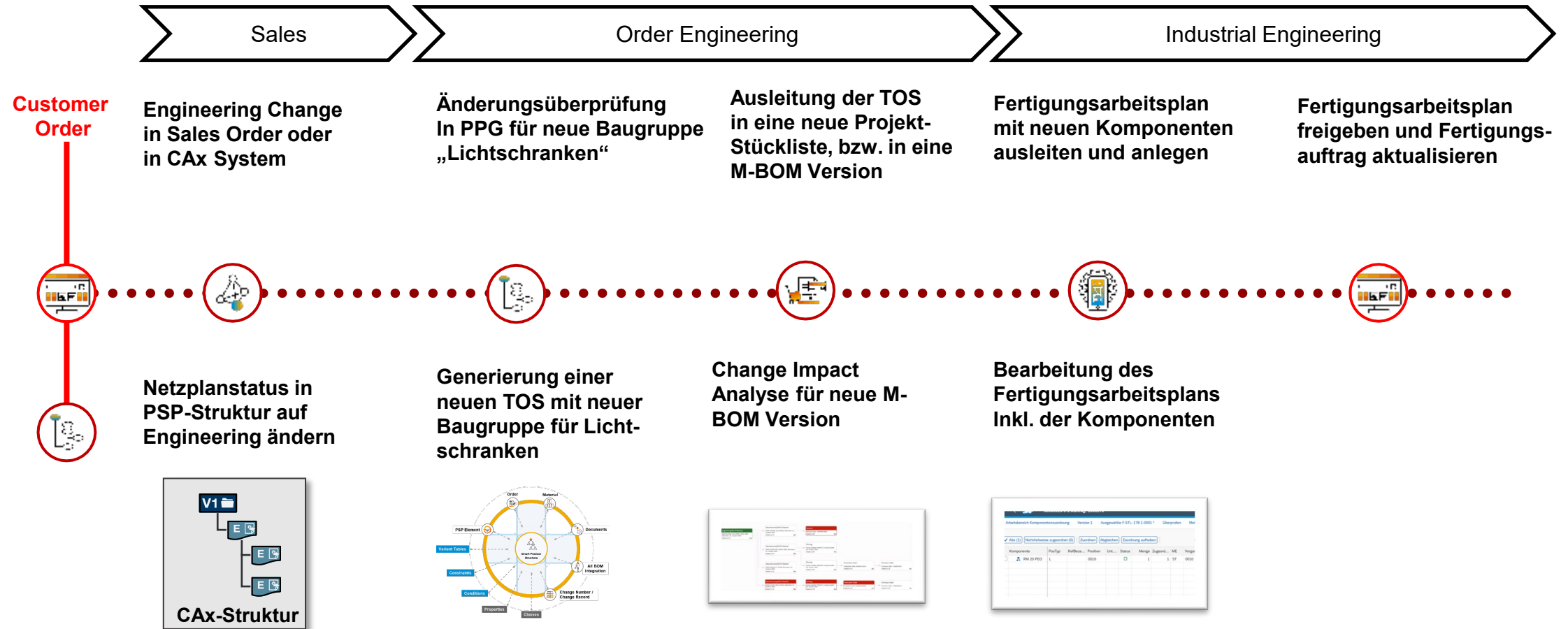
Scenario 2: Change CTO+



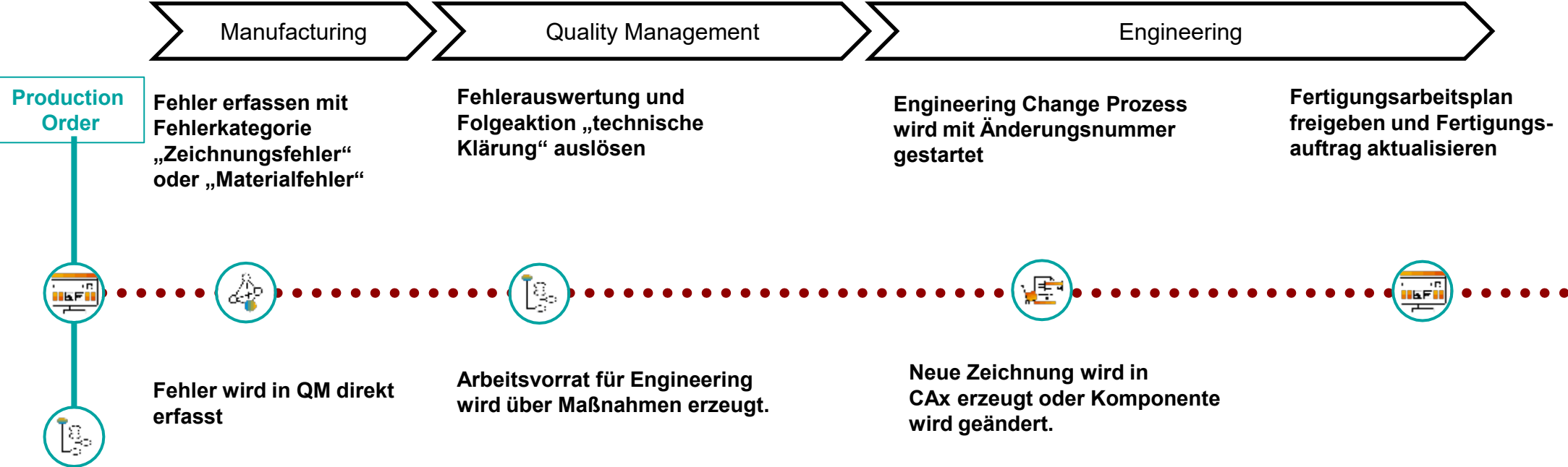
Scenario 3: Change ETO



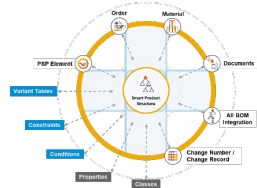
Scenario 3: Change ETO



Scenario 4: Change Process aus Produktion

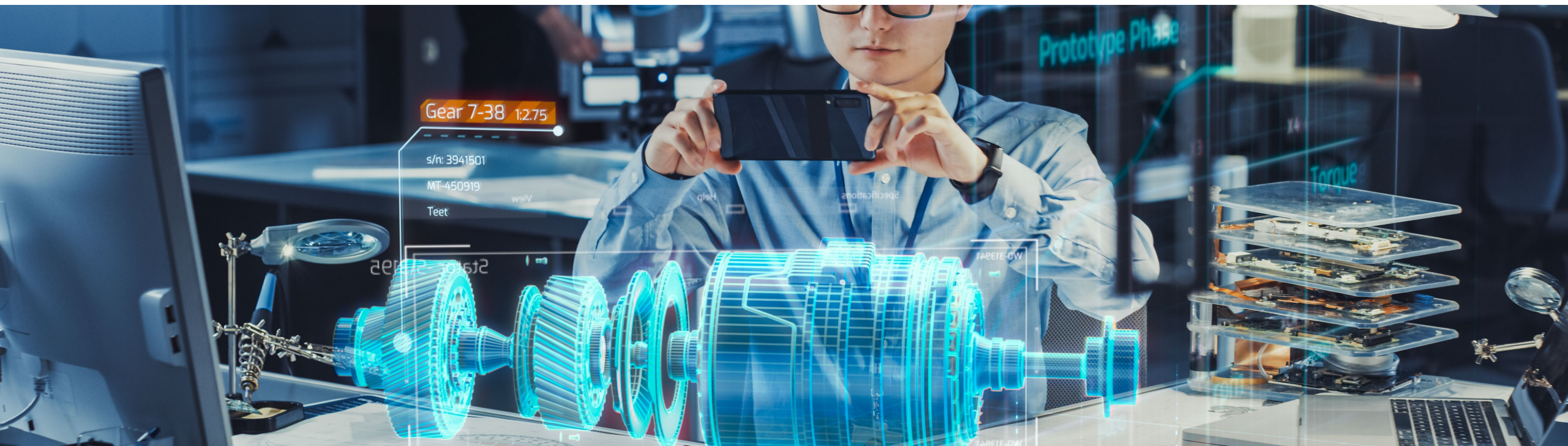


Fehler (2)				
Abschließen In Bearbeitung setzen Auf nicht relevant setzen				
☐ Fehler	Fehlercode	Fehlercodegruppe	Fehlerkategorie	Fehlerstatus
☐ 12 Wrong Parts/Components_5	Falsche Teile/Komponenten (0004)	Packmittelfehler (DEF-PACK)	Fehler in der Fertigung	Angelegt
☒ 21 Wrong Parts/Components 2	Falsche Teile/Komponenten (0004)	Packmittelfehler (DEF-PACK)	Fehler in der Fertigung	Abgeschlossen



Abgleichsbericht Komponentensammlung									
Ausgewählte F 001, L 176, L 0001 * Überprüfen									
☒ Alle (0) Detailansicht anzeigen (0) Drucken Angeben Zuordnung aufrufen									
Komponente	PartNo	RefBasis	Position	Unit	Status	Menge	Zugew.	ME	Menge
1	100 20 100	1	0000	Q	1	1	1	1	0000

Demo



The „Blue“ Process

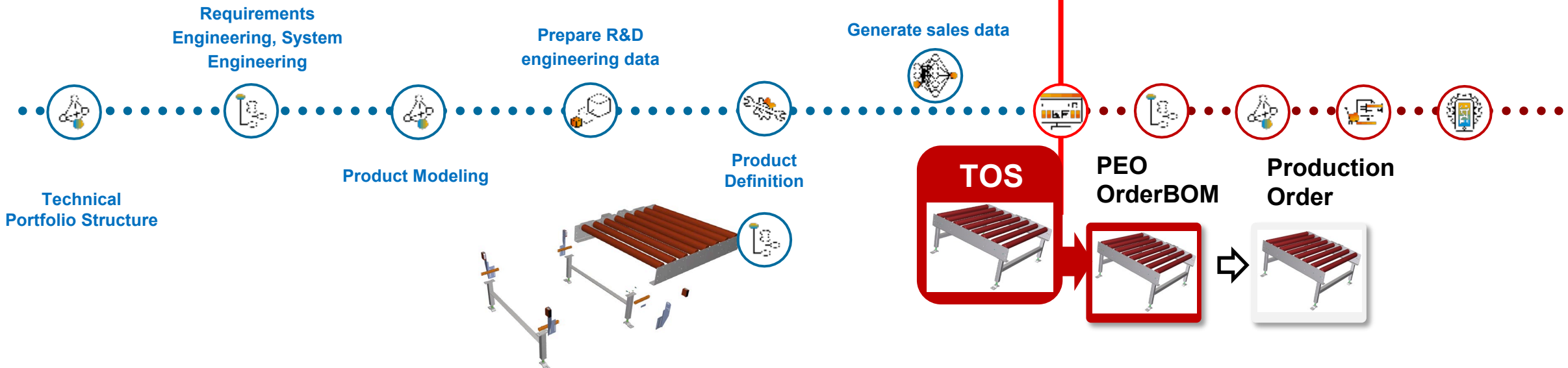
Order Neutral Product Development & Design

The „Red“ Process

Order Engineering and Order Management

Web-Seminar 1: CTO

Web-Seminar 4: CTO+ & Change Management



End-to-End Scenario 1: Initial Start with Customer Order (CTO)



The „Blue“ Process

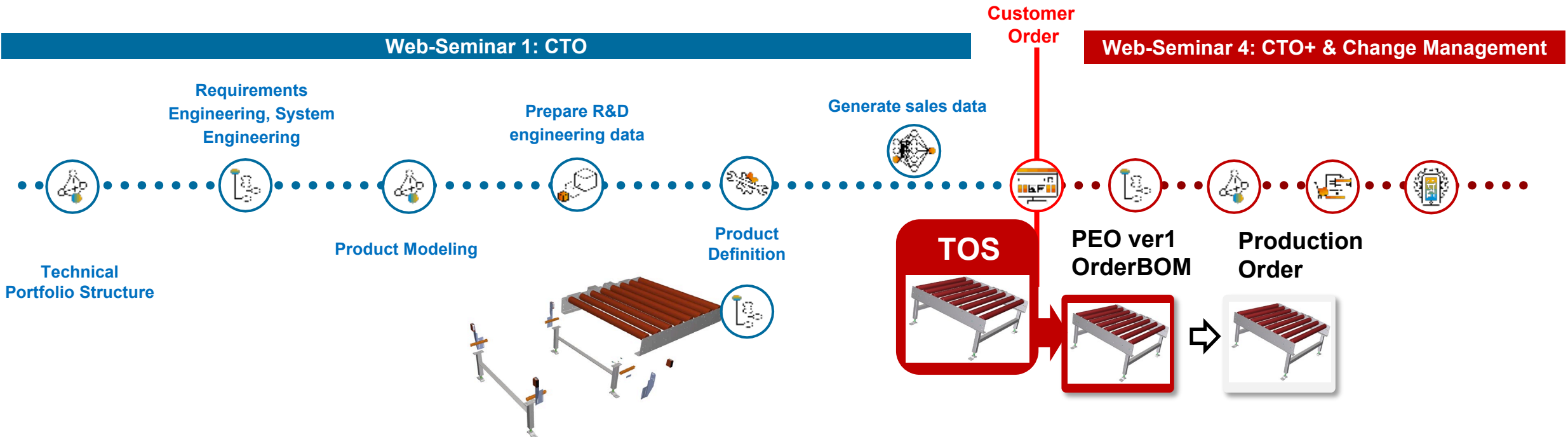
Order Neutral Product Development & Design

The „Red“ Process

Order Engineering and Order Management

Web-Seminar 1: CTO

Web-Seminar 4: CTO+ & Change Management



End-to-End Scenario 2: New Customer Requirement (CTO+)

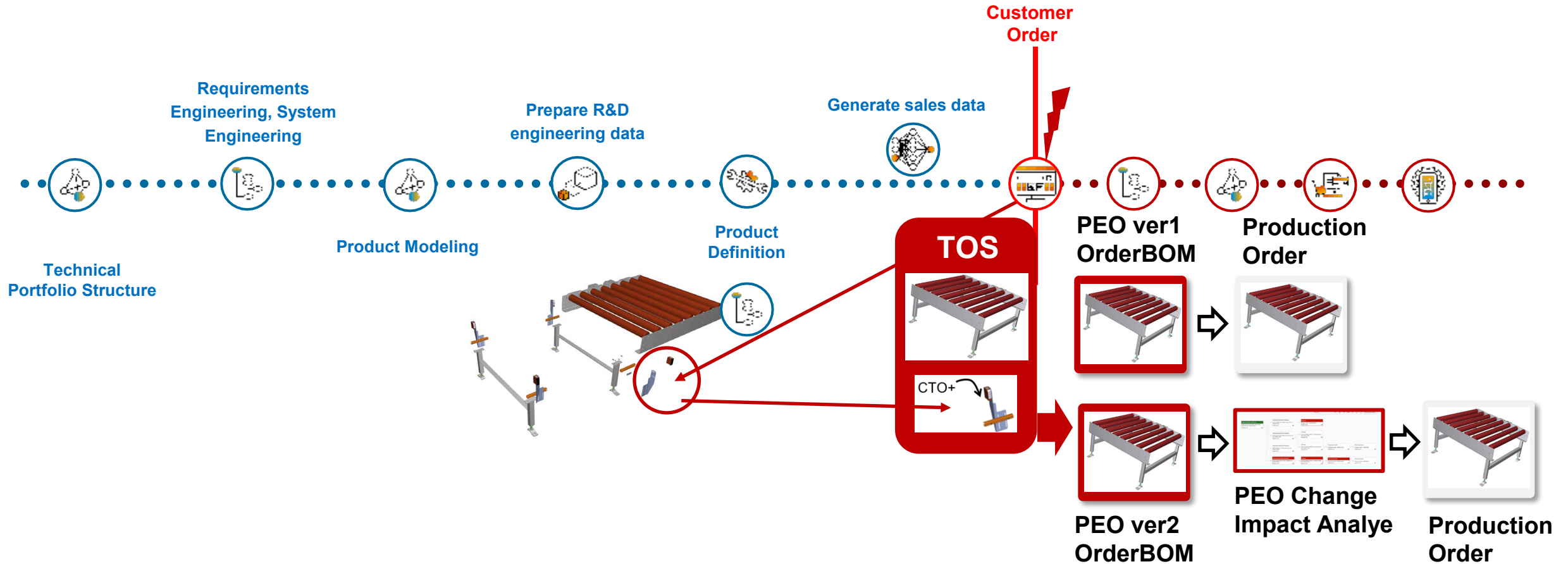


The „Blue“ Process

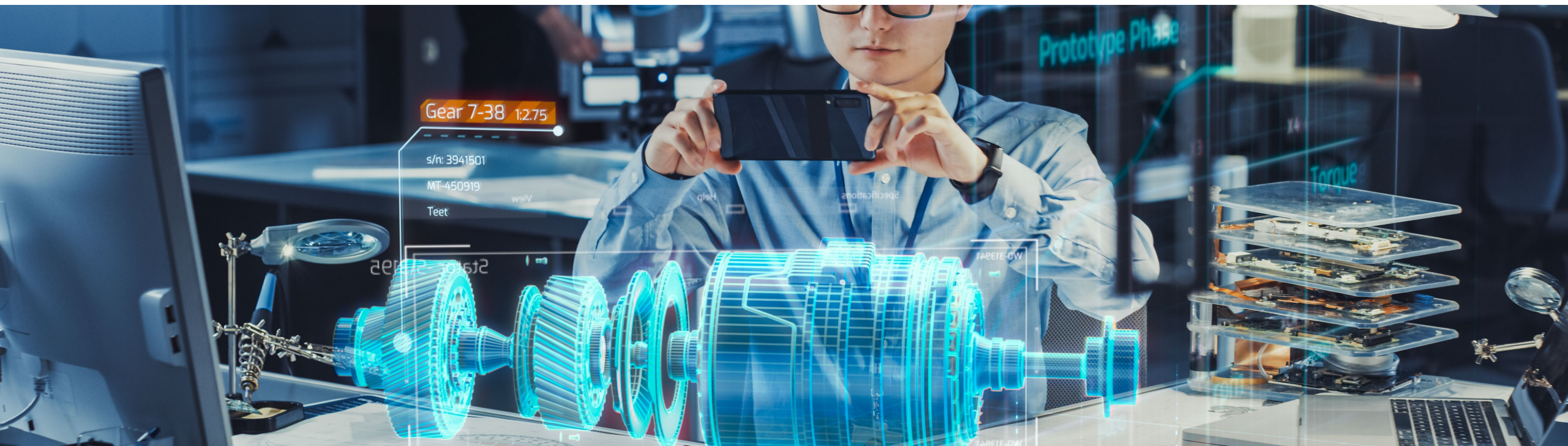
Order Neutral Product Development & Design

The „Red“ Process

Order Engineering and Order Management



What is the ideal architecture in IM&C?



Change affecting execution directly:

- Harmonization of customer driven processes across the enterprise (TOS)

Change affecting execution indirectly:

- Centralized product configuration and knowledge management

