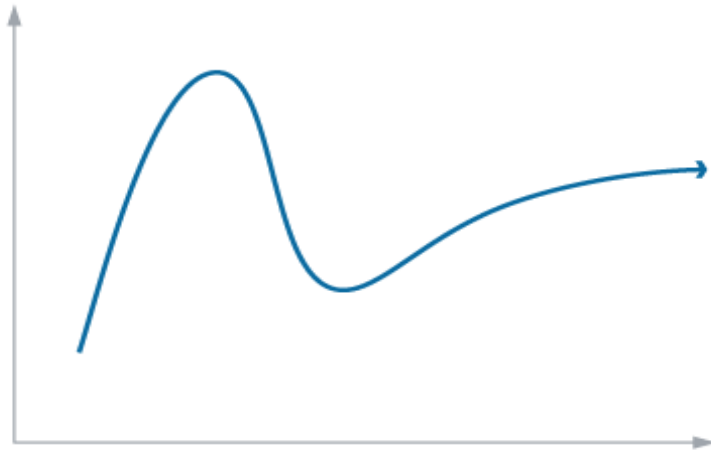


Voraussetzungen für eine erfolgreiche Umsetzung von IoT-Projekten

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Hype-Cycle for Emerging Technologies



$\frac{3}{4}$ der IoT-
Projekte nicht
erfolgreich

1 - The “human factor” matters (culture/organization/leadership)

- Collaboration between IT and the business side**
- A technology-focused culture**
- IoT expertise**

2. Don't Go It Alone. Engage the IoT partner ecosystem

Top 5 challenges

- 1. time to completion**
- 2. limited internal expertise**
- 3. quality of data**
- 4. integration across teams**
- 5. budget overruns**

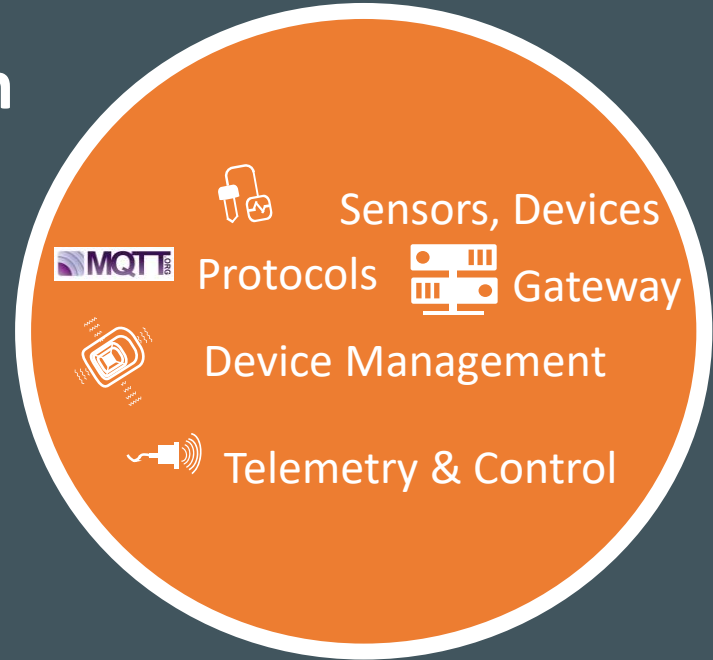
WAS?

will ich erreichen



WIE?

will ich es umsetzen

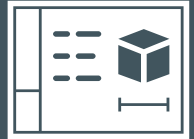


1 Connect

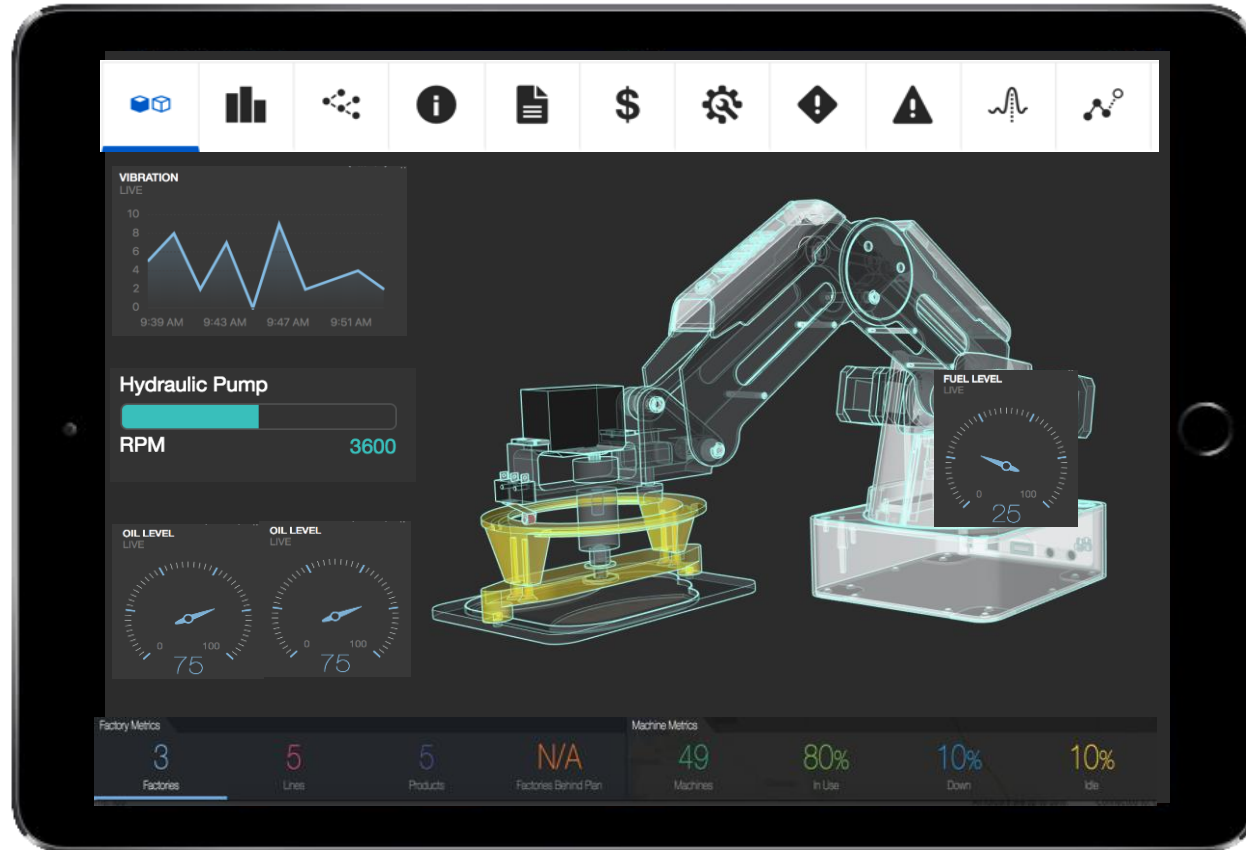


2

Analyze



Simplify Interaction with physical assets. Digital Twin



Out-of-the-box analytics for business user

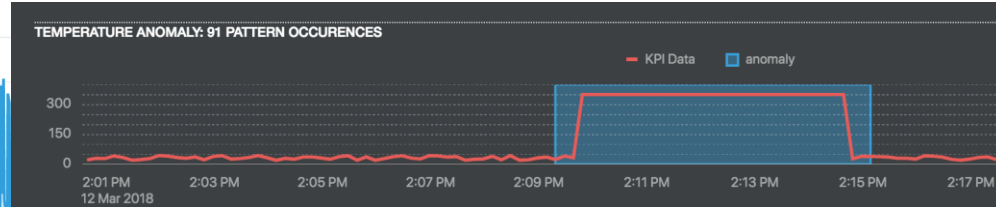
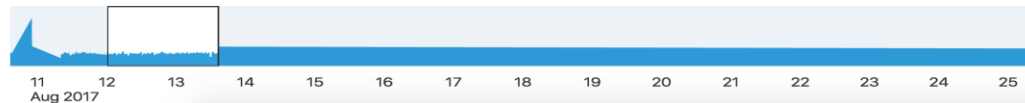
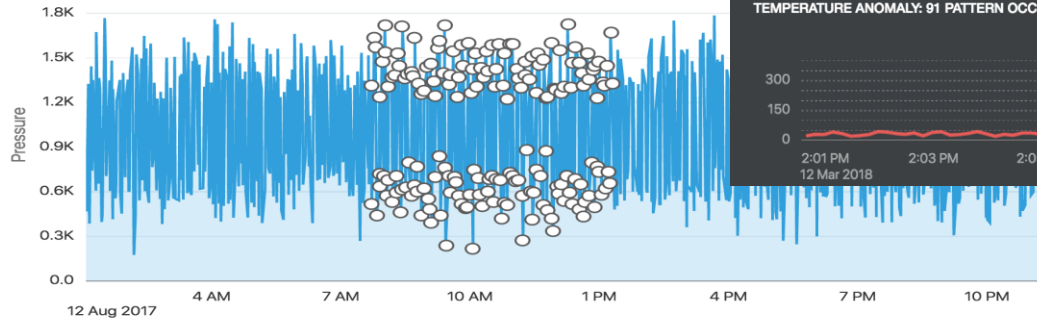
ORACLE® Asset Monitoring Cloud

Configure New Pattern Based Anomaly

Pattern

☒ Source ☒ Existing IOT Data ☐ Draw New Pattern

* Asset Forklift 2



ANOMALIES PREDICTIONS SENSORS

2days

before component shortage

ORACLE®

3

Act



CRM Application



HCM Application

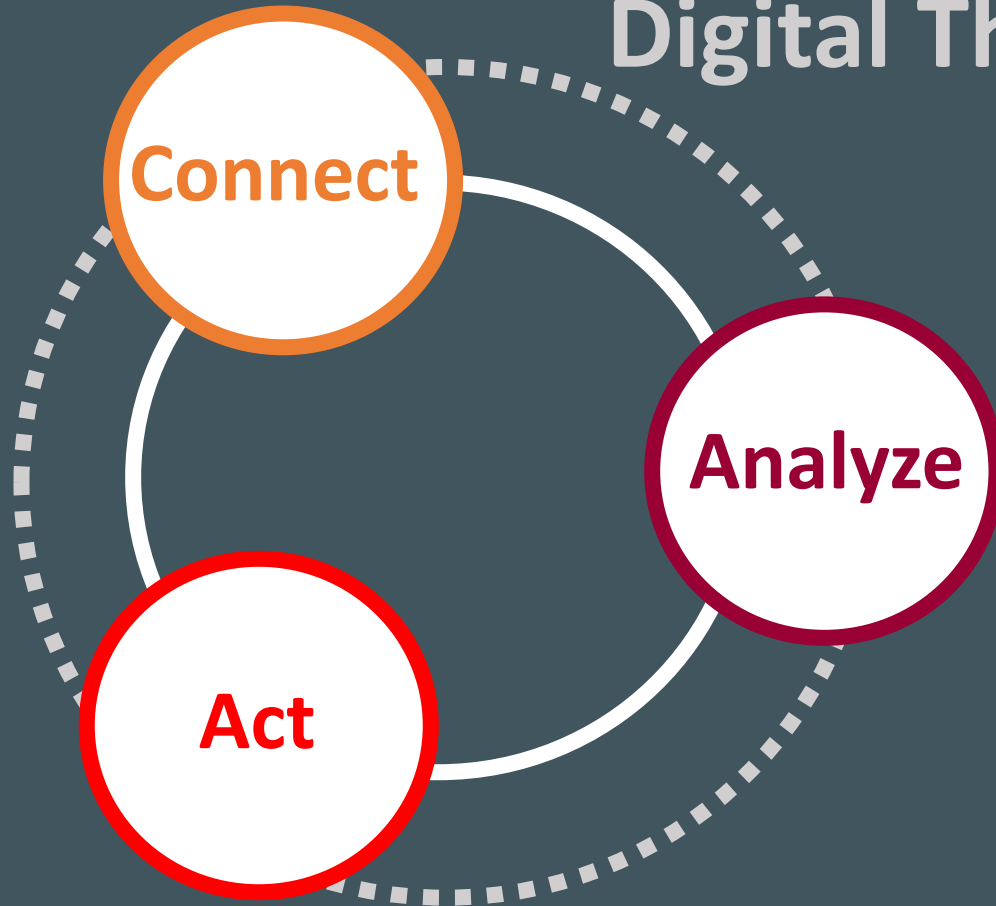


ERP Application



SCM Application

Digital Thread





DREAM IT. MAKE IT.™

NOBLE Plastics

Pushing boundaries
in custom injection
molding

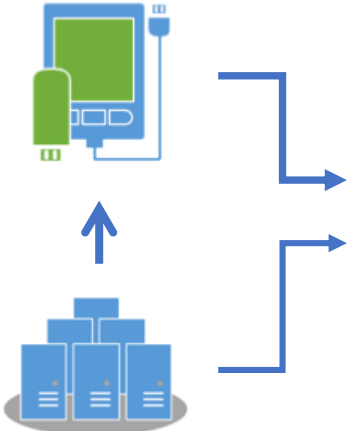
**Harness Robotics, IoT &
Additive Manufacturing**

**Transform company from
shoot-and-ship job shop to
creative design & manufacturing hub**

**Improve visibility into robot driven
Injection molding process**

ORACLE®

Process Monitoring



Design & Production



Tending Fanuc Robot

ERP/SPC



IoT Asset Monitoring Cloud Service



Mobile Cloud Service

Monitor manufacturing cycle data

Analyze streaming part metrics, error status in real-time

Send **real-time alerts** to appropriate personnel

Improve visibility into lights-out shifts.
Enable remote control

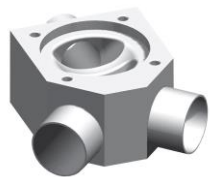
Integration with ERP processes and Robot monitoring data to modify process in real-time

**Kundenname nicht zur
Veröffentlichung
freigegeben**

Transformation
vom Erstausrüster
zum Dienstleister
für Prozesstechnik

ORACLE®

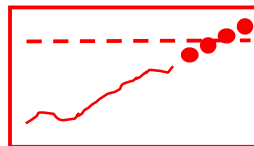




Offen /Geschlossen
+
Zeitstempel
+
Geräte-ID



IoT Asset Monitoring
Cloud Service



72%
Ausfallwahrscheinlichkeit
in den nächsten 4 Tagen



Service-Auftrag



Ersatzteilreservierung



Mobile Cloud Service

SMS-Benachrichtigung



ORACLE®

Archrock™



“If compressors go down, the cash register stops ringing for our customers! Uptime is critical - 24 x 365.”

Archrock. Why are we doing it?



Asset Maintenance

- Unable to track actual unit downtime
- Unable to track customer/condition-driven issues
- Unable to justify customer charges for Production call-outs
- **Unable to predict and prevent unit downtime**



Customer Interactions

- **Communication with customers is sporadic and reactive**
- Customer usually tells AROC the asset is down, not the other way around
- Having difficult conversations with customers about downtime due to lack of good data/facts

Sub-Optimal Customer Experience

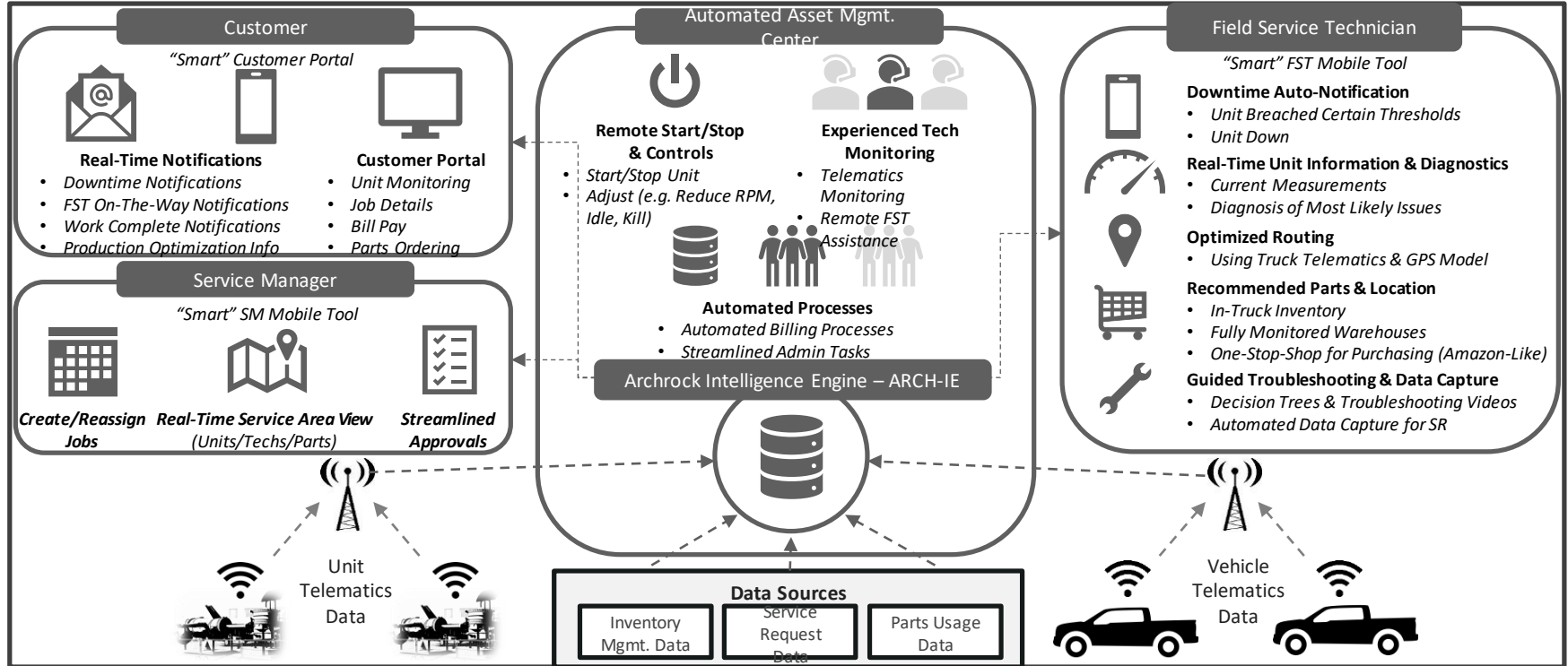


Shrinking Margins



Higher Operating Costs

Future State Vision



Voraussetzungen für eine erfolgreiche Umsetzung von IoT-Projekten

Fokus auf das WAS? wollen Sie erreichen

Entwerfen Sie den Digital Thread End-to-End

Denken Sie groß. Starten Sie klein. Aber starten sie

ORACLE®

https://cloud.oracle.com/de_DE/iot-apps