

JOMOO
九牧·让智能更懂生活

Siemens and JOMOO work together to make dream come true

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What is your ideal bathroom like? In the five-star customization experience shop of JOMOO Kitchen & Bath Co., Ltd. (JOMOO), one can order tailored bathroom products for his or her special preferences.

Behind the optimal shopping experience are advanced digital technologies. Since 2016, Siemens has been supporting JOMOO in transformation towards intelligent manufacturing. Siemens provided end-to-end consultation on digital transformation as well as Internet of Things (IoT) integration services.

For six JOMOO factories, Siemens delivered overall transformation plans that covered the complete process of operation management and also provided related hardware and software products. With a clear roadmap, Siemens helped JOMOO improve productivity and efficiency substantially and realize the vision of digitalization.



Exterior of JOMOO five-star customization experience shop

A brave step

Although already a renowned manufacturer of kitchen and bath products worldwide, JOMOO had to tackle multiple challenges to maintain competitiveness. For example, in response to the rising demand of individualization, the company needed to increase the flexibility of manufacturing.

To realize sustainable, efficient and flexible production, JOMOO took the initiative to deploy intelligent

manufacturing and chose Siemens as partner to walk the journey together.

Siemens didn't only help JOMOO deepen understanding of intelligent manufacturing, but also worked together with the customer to draw the optimal digitalization roadmap.

Pave way toward the dream

An idea without a plan falls into an empty talk. Siemens IoT integration business helps the customer realize digitalization by providing services ranging from digital and operation consultation, prototyping and design to solution development and implementation.

From 2016, Siemens team did a thorough research on the R&D, production and operation management of JOMOO. They found that despite a certain level of automation, there was no effective interconnection between devices and processes. In addition, the management of documents and personnel was largely done manually, which might lead to mistakes and difficulties in risk management.

To solve these problems, Siemens worked out overall plans to help the six factories transform toward intelligent manufacturing and deployed customized IoT solutions. For production, the plan covered factory layouts, automation solutions, industrial networks, industrial data acquisition, etc. It also covered the complete operation management process including product lifecycle management, manufacturing execution system, order management, bar code system, etc.

Siemens also offered Totally Integrated Automation software, NX simulation software, programmable logic controllers, switches and frequency converters to JOMOO. Moreover,

Siemens carried out a set of training programs to help with talent cultivation.

New model brought about new changes. From order to production, all processes were connected. Once an order was placed in a store, it was quickly distributed to factories for R&D, production and delivery. At the production site, Siemens' lean factory layout design substantially increased production efficiency, reduced the number of work-in-process inventories and enhanced the order turnover efficiency. Improvement of operation management also rendered breakthroughs in order and material management.

JOMOO started a pilot project in its Xihe factory in Fujian Province at first. This successful trial motivated JOMOO to further expand the cooperation with Siemens to other five factories, covering various production lines including shower, shower room, bathtub, intelligent toilet lid, bathroom cabinet, etc.



The production workshop of shower in JOMOO Xihe factory



The production workshop of shower room in JOMOO Xihe factory

By April 2019, Siemens' overall plan had been implemented in three factories, where the delivery cycle was shortened, efficiency improved and productivity greatly increased. For example, the annual capacity of Xihe factory increased by 200% to 400%. In a hardware factory, the number of work-in-process inventories decreased by over 30% and the production efficiency went up by 15%.

"Digitalization can't be achieved overnight. It requires constant investment and efforts. How to avoid detours? Companies need experienced and reliable partners," said Wang Xinsheng, Senior Vice President and Partner of Management Consulting in operation areas, IoT Services Unit, Siemens Ltd., China. "We integrate

insights of markets, technologies and operation management into our solutions and draw the roadmap toward the digital dream together with the customer."

Lin Xiaofa, Chairman of JOMOO Kitchen & Bath Co., Ltd. said, "Siemens is our preferred partner on the way to 'Industrie 4.0'. By cooperating with Siemens, we are able to digitalize our products and services, and adapt business before competitors do. I appreciate Siemens for helping our management team understand opportunities and challenges brought by digitalization, as well as its impact on business model and value chain. I look forward to deepening our partnership on digital innovation in the future!"

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