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How digital services unlock the potential of electrical equipment

Siemens Energy Management
Customer Services

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Our speakers for today

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Tell us what you think…

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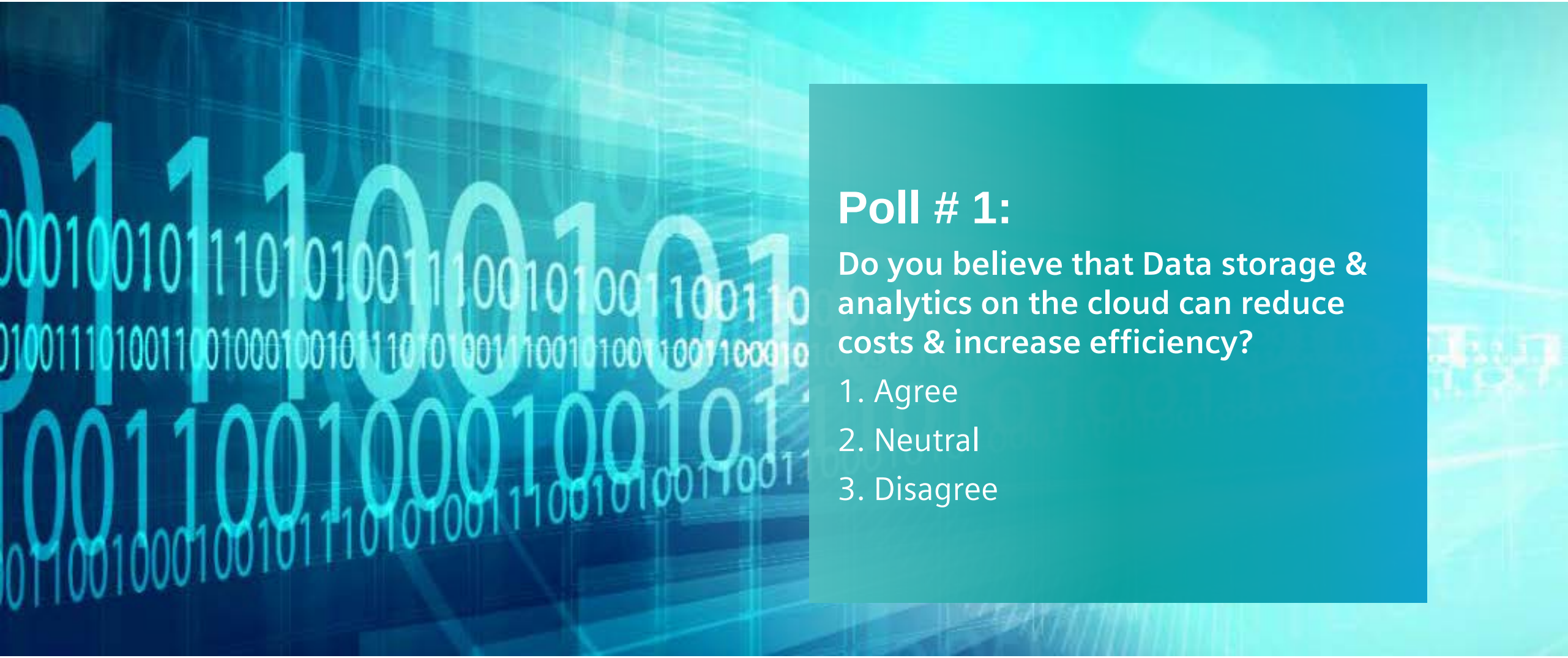

Poll # 1:

Do you believe that Data storage & analytics on the cloud can reduce costs & increase efficiency?

1. Agree
2. Neutral
3. Disagree

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Results for Poll # 1:

The digital disruption is jeopardizing traditional businesses
New B2C market leaders are platform providers managing their ecosystem

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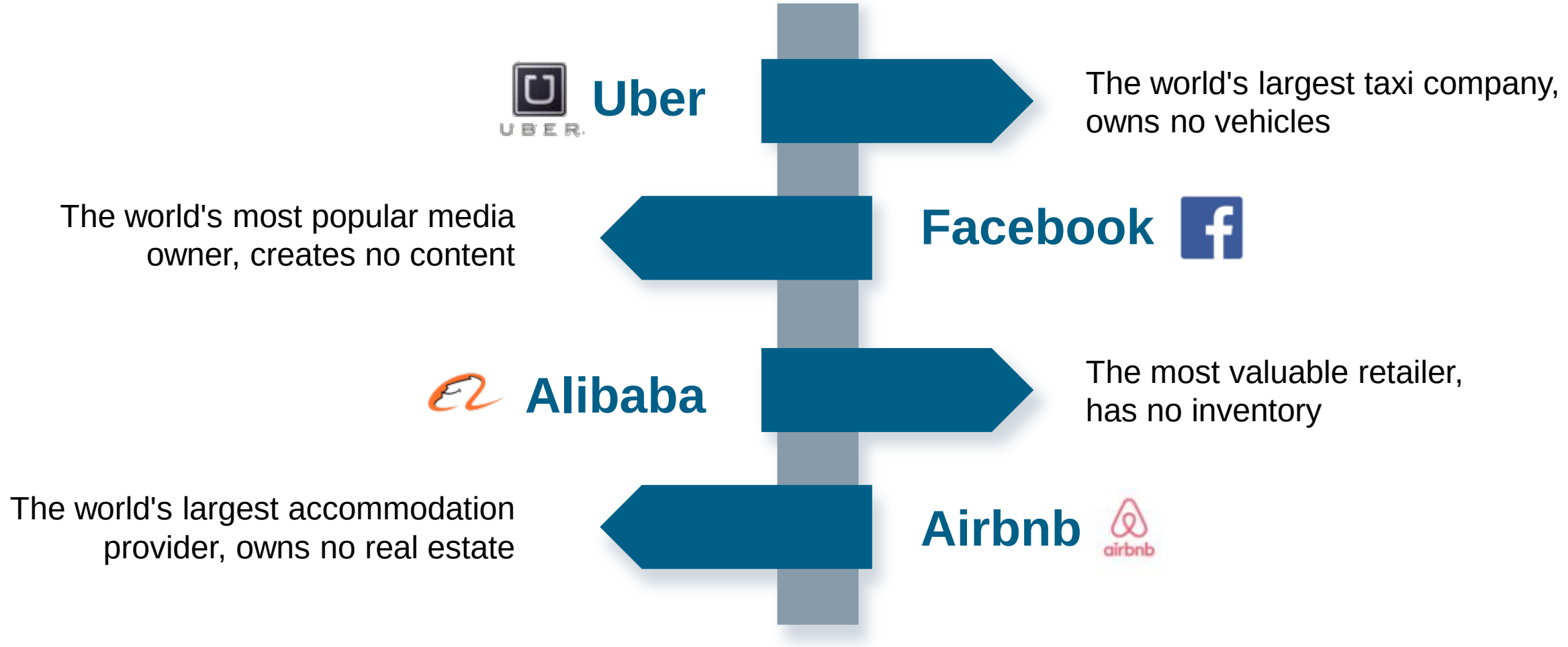

… something is happening …

Digitalization is changing the way we do business

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Fix and Repair Reactive

Preventive Service Proactive

- **Long term service contracts**

New Business Models & Partnership

- Digital Services
- New Business Models
- Long term Service Contracts

Yesterday → Today → Tomorrow

Tell us what you think…

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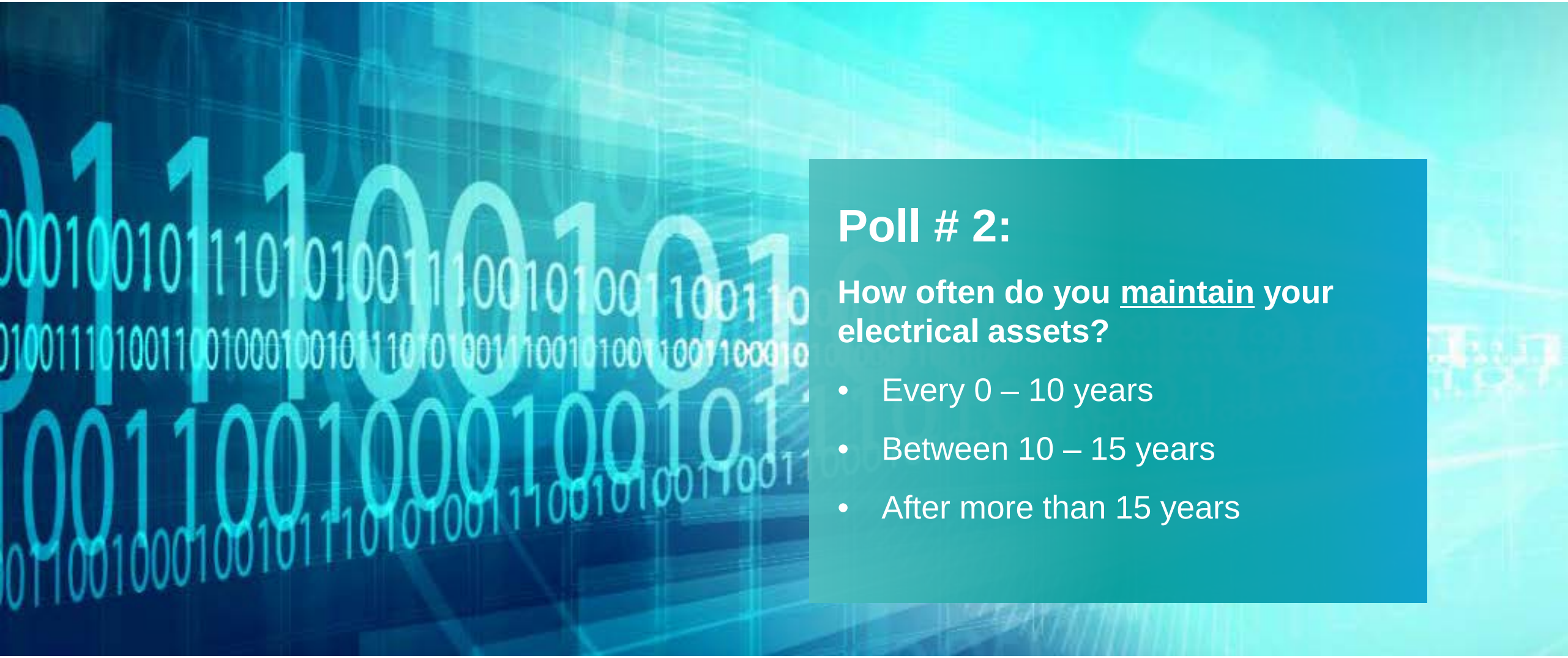

Poll # 2:

How often do you <u>maintain</u> your electrical assets?

- Every 0 – 10 years
- Between 10 – 15 years
- After more than 15 years

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Results for Poll # 2:

Tell us what you think…

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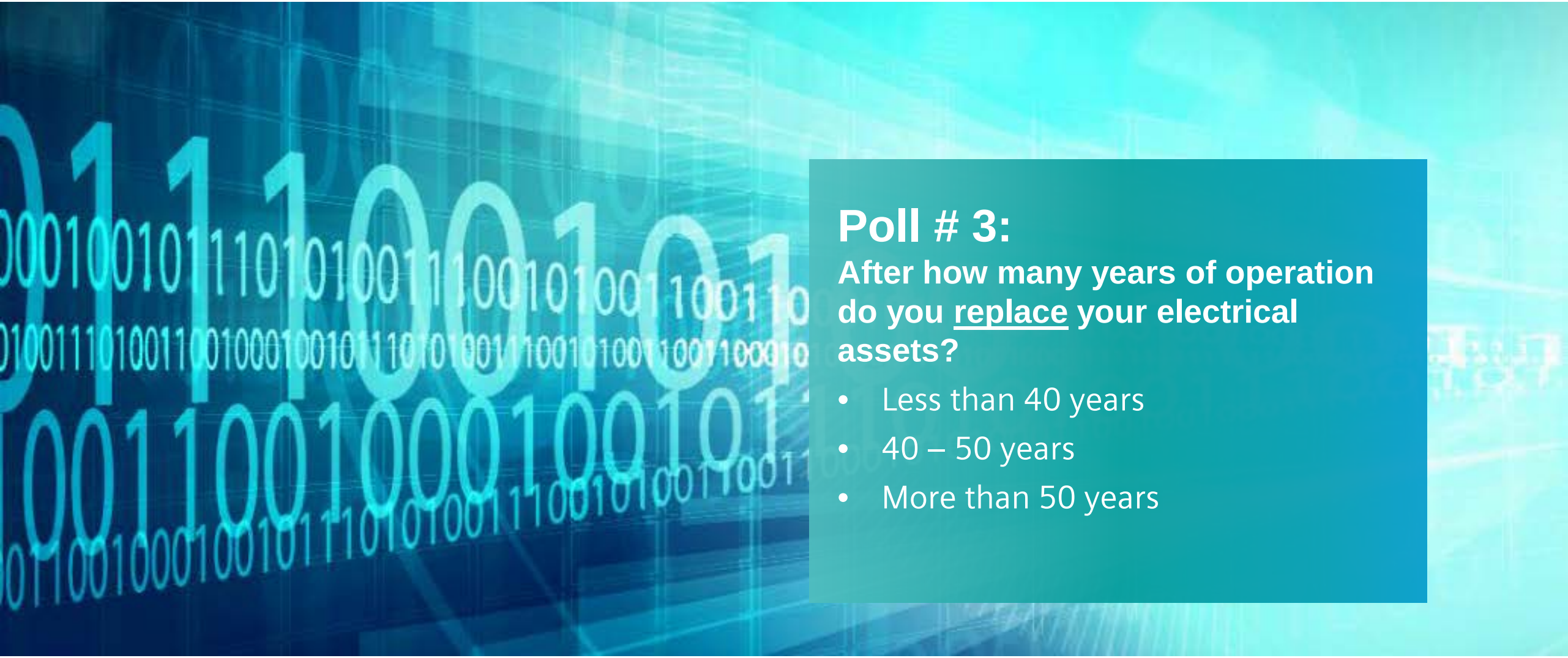

Poll # 3:

After how many years of operation do you replace your electrical assets?

- Less than 40 years
- 40 – 50 years
- More than 50 years

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Results for Poll # 3

Customer Demand:

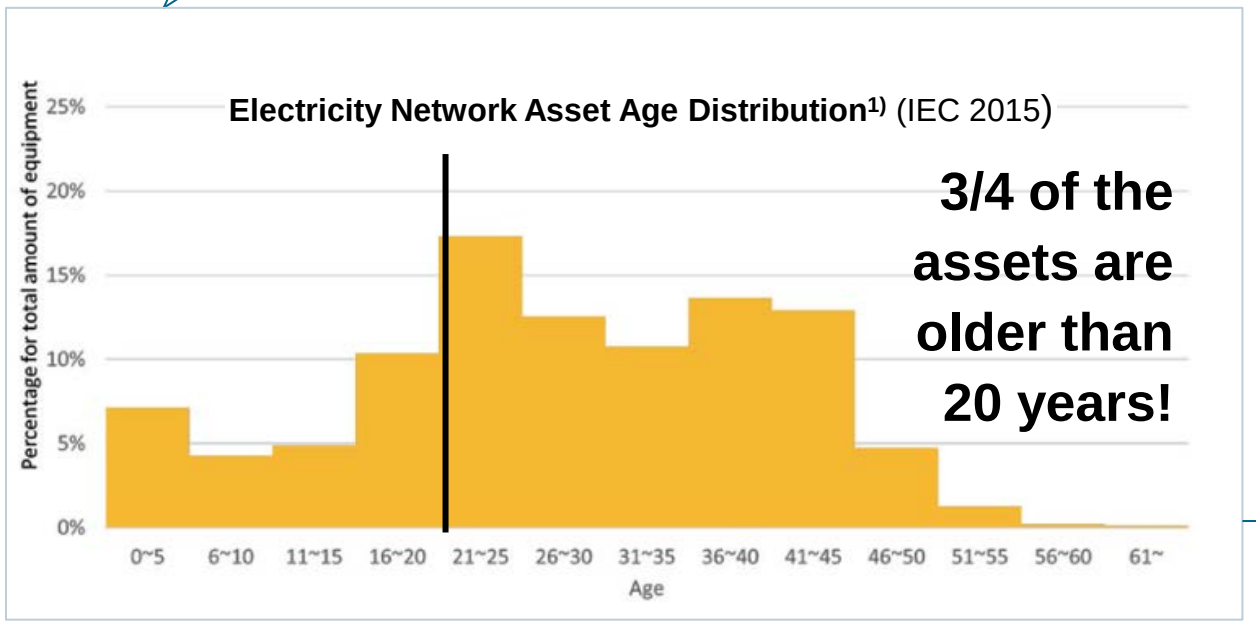
Electricity grids are the second complex infrastructure in the world – Time Based Maintenance is still the most common strategy

How will the condition of my assets develop in the future?

How to extend the lifetime of my assets?

When should I replace my assets?

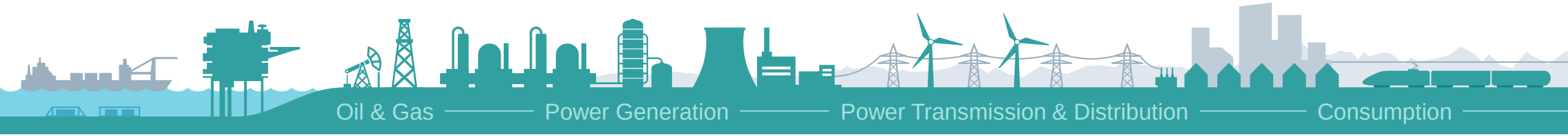
Am I doing the right maintenance at the right time?



How to optimize CapEx, OpEx and plan long-term replacement waves?

What is the condition of my assets right now?

How to optimize my maintenance tasks?



1) Typical distribution for developed nations, IEC White Paper “Strategic asset management of power networks”, 2015

Tell us what you think…

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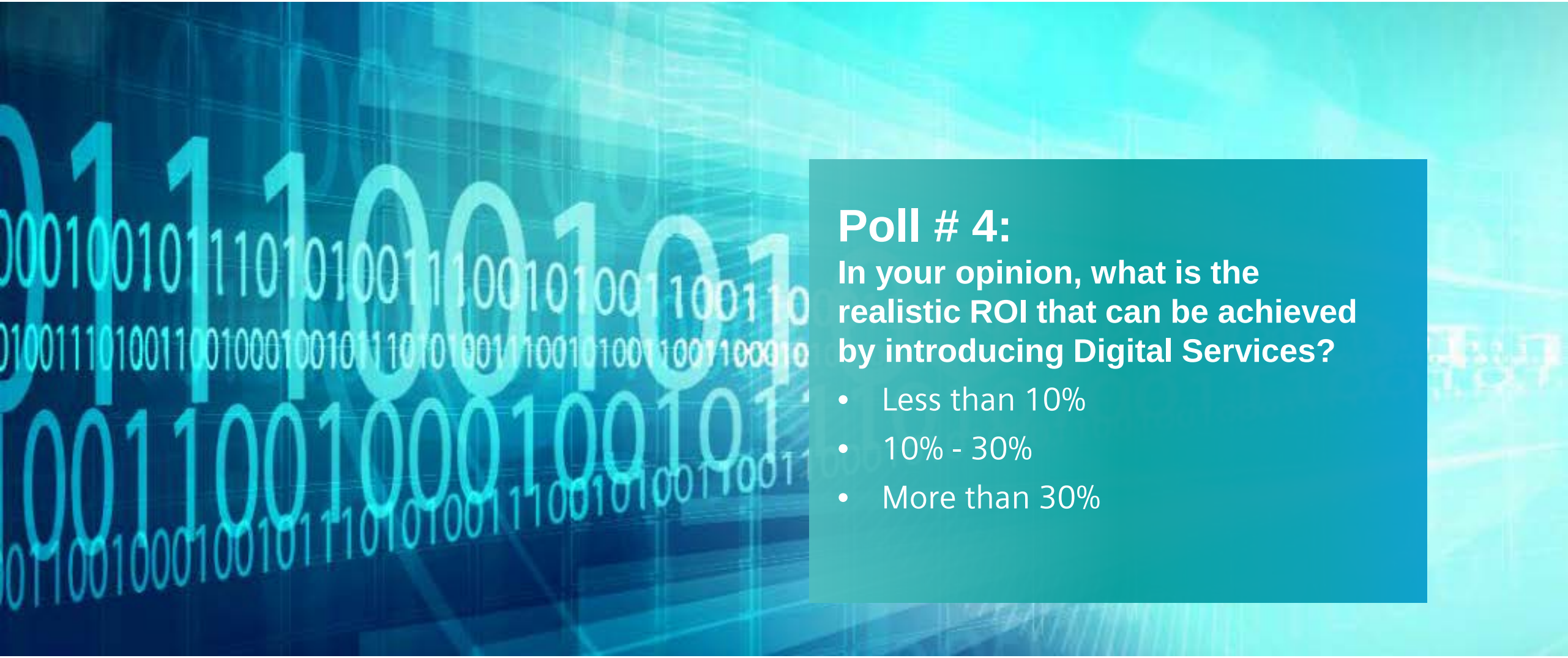

Poll # 4:

In your opinion, what is the realistic ROI that can be achieved by introducing Digital Services?

- Less than 10%
- 10% - 30%
- More than 30%

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Answer to Poll # 4

How to improve?

Transparency on Assets Health and Asset related Risk is the key to optimize OpEx and CapEx programs

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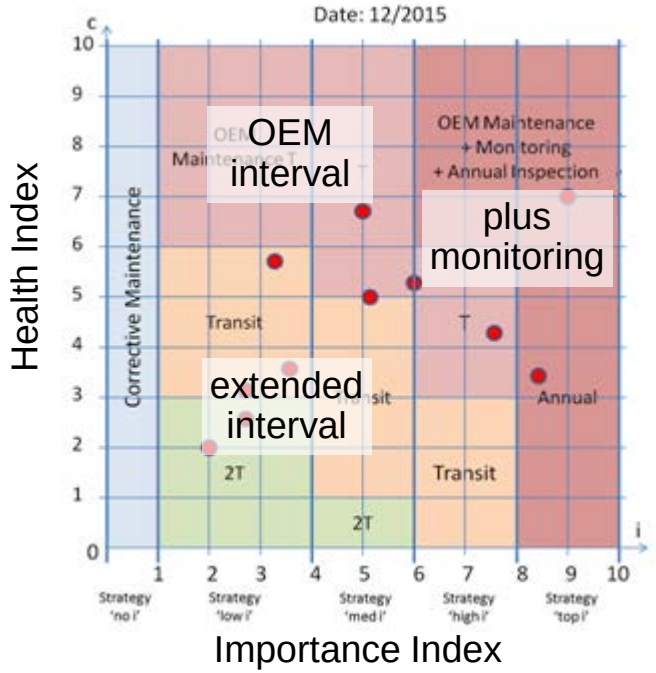
OpEx-Program optimization by condition-importance-analysis



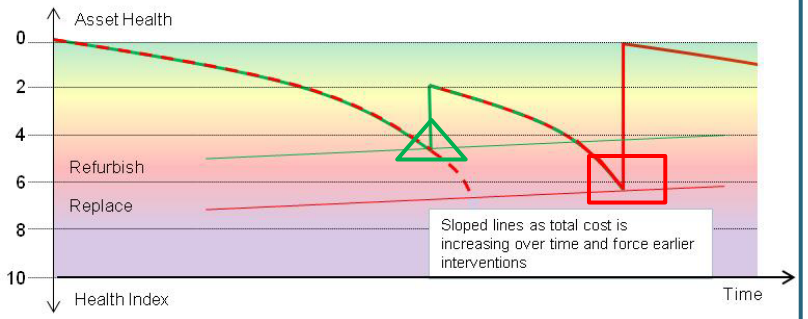
Pursue continuous process to improve decision making based on asset condition, risk and operational data

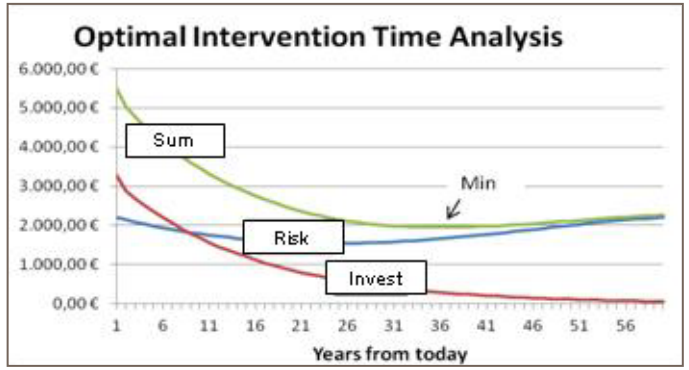
Benefits[1)]

Transformers OpEx: **- 30%**

Circuit Breakers OpEx: **- 10%**

CapEx-Program optimization by investment scenario analysis





The key to improved decisions is to apply the right models to the right data

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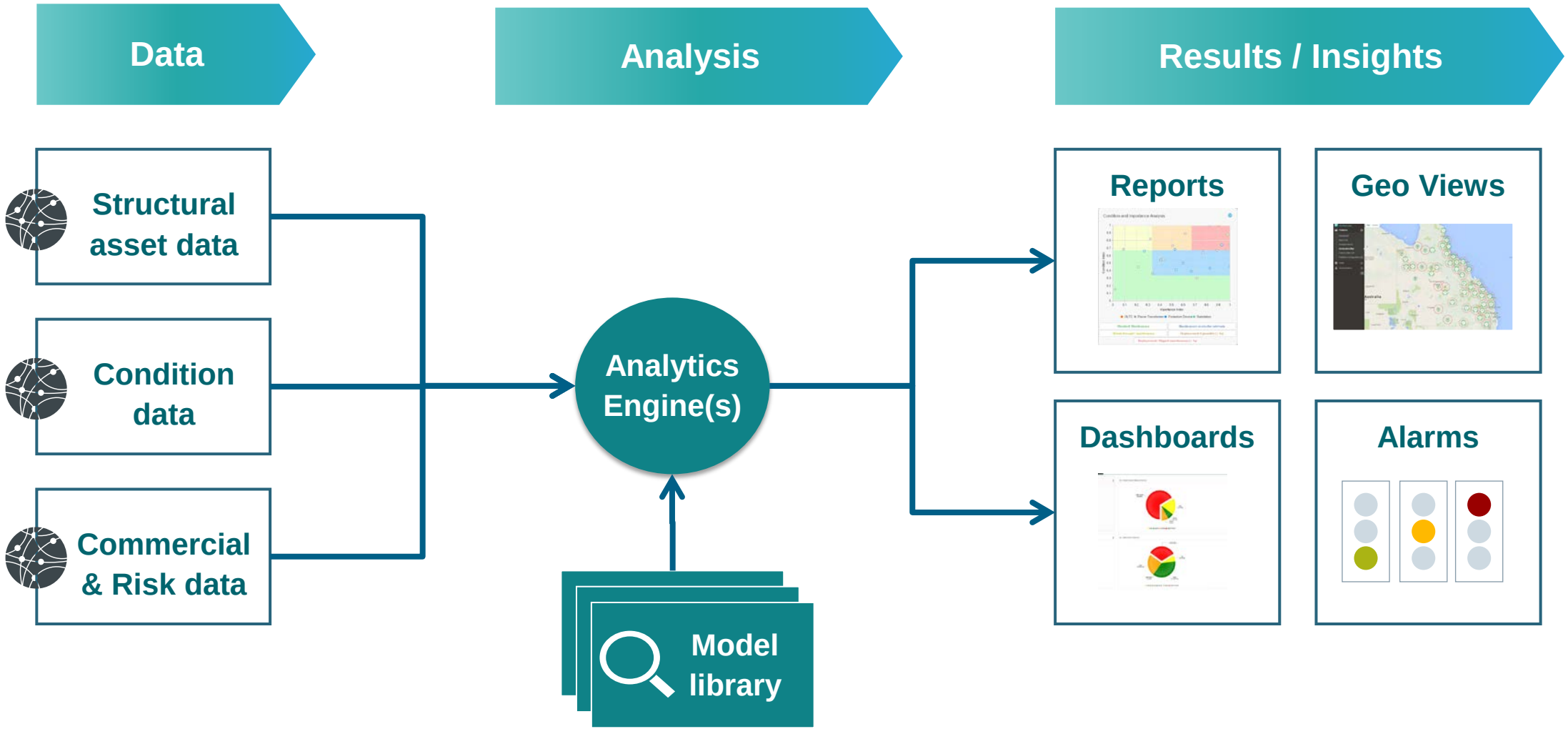

Siemens eco-system to support a vertical data driven Asset Management process for power transmission and distribution

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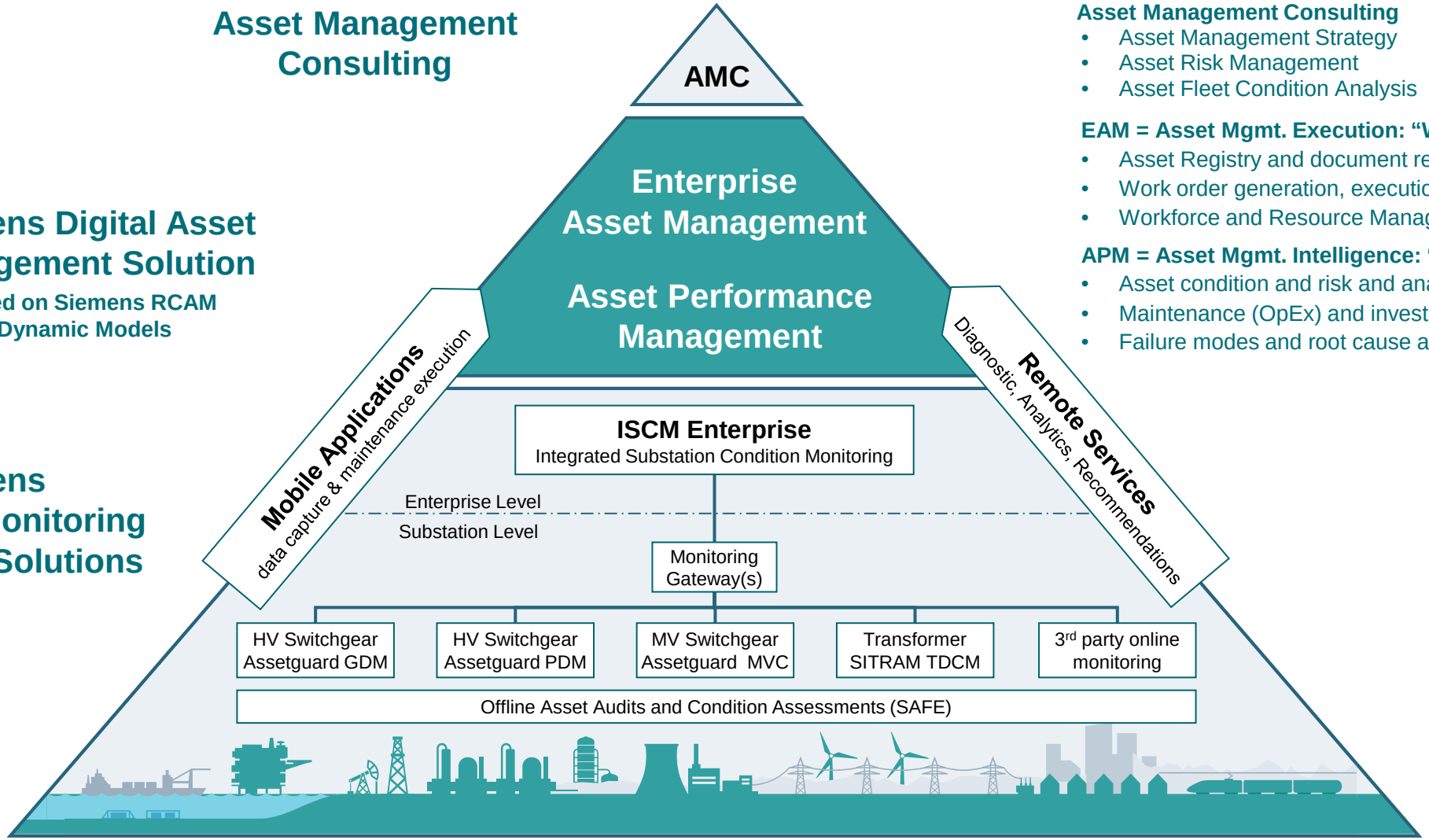
Asset Management Consulting

Siemens Digital Asset Management Solution
based on Siemens RCAM Dynamic Models

Siemens Condition Monitoring Systems & Solutions



Asset Management Consulting
- Asset Management Strategy
- Asset Risk Management
- Asset Fleet Condition Analysis

EAM = Asset Mgmt. Execution: "Who, how and what?"
- Asset Registry and document repository
- Work order generation, execution and documentation
- Workforce and Resource Management

APM = Asset Mgmt. Intelligence: "If, why and when?"
- Asset condition and risk and analytics
- Maintenance (OpEx) and investment (CapEx) strategy
- Failure modes and root cause analysis

Think big – start small …

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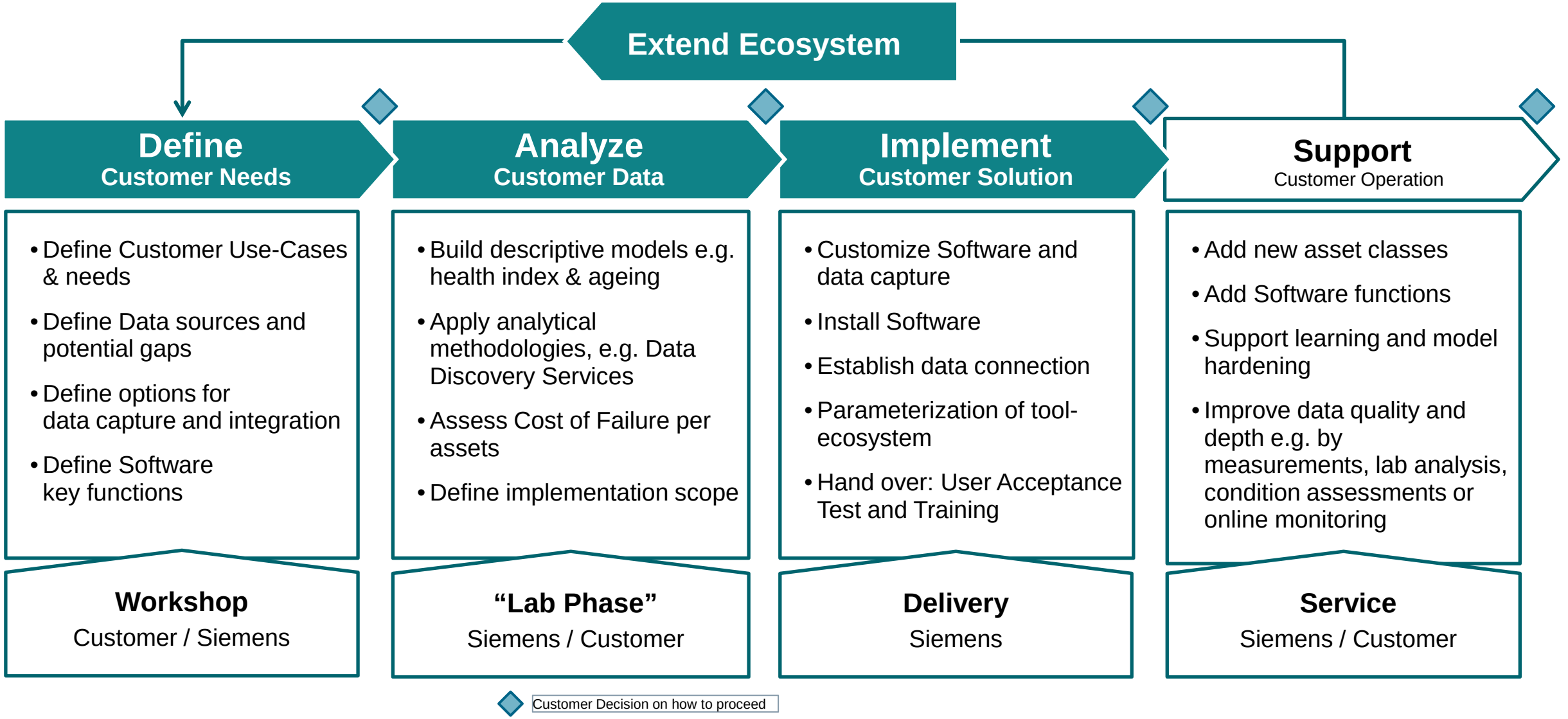

Tell us what you think…

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Poll # 5:

Where does your organization stand within the digital transformation journey?

1. We are observing the changing landscape
2. We are keeping up with the competition
3. We are leading the disruption of our industry

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Results for Poll # 5

Questions?

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Thank you for joining us for the Webinar.
Please do get in touch with us if you have further questions.

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