

**glasstec 2018, Hall 15, D04**

## Siemens develops digital transformation roadmap to Steklarna Hrastnik

- **Detailed digitalization roadmap including schedule, technology recommendations and return-on-investment data**
- **By implementing the roadmap, Steklarna Hrastnik aims to improve its productivity, quality and efficiency**

The digital transformation in the glass industry is in full swing. The Digital Enterprise portfolio from Siemens encompasses integrated hardware, software and services for enterprises of all sizes, and allows companies across the glass industry to leverage the benefits of Industrie 4.0 already today. As part of a joint digitalization consulting project, Siemens and Steklarna Hrastnik collaborated to create a detailed strategy for the glass manufacturer's digital transformation over the next five years.

A customized digitalization roadmap developed by Siemens in association with the renowned Slovenian glass manufacturer Steklarna Hrastnik was delivered to the company's CEO Peter Čas today at the glasstec in Düsseldorf. Personally handing over the comprehensive digitalization roadmap on behalf of Siemens at the Siemens booth in Hall 15 was Axel Lorenz, Head of Sales & Vertical / Solutions, Engineering & Consulting and Head of Glass Business, Bernhard Saftig.

As part of a joint digitalization consulting project, Siemens and Steklarna Hrastnik collaborated to create a detailed strategy for the glass manufacturer's digital transformation over the next five years. It is already eight years since Steklarna Hrastnik first laid the foundation stone for its future digital transformation by a series of investments in automation. One of the aims behind the company's transformation into a smart factory is to improve its niche position in the high-end sector.

“I’m delighted to be holding the digitalization roadmap for our company in my hands. It’s the most valuable result to emerge from our consulting workshops with Siemens. It provides a concrete instruction manual for achieving digitalization in our company. This customized implementation roadmap is tailored specifically to our needs, pointing us towards where, how and with which products, solutions and services we can complete each of the necessary digitalization steps,” said Steklarna Hrastnik CEO Peter Čas.

“By implementing Industrie 4.0, we will additionally upgrade our ability to produce the most technically complex bottle shapes and achieve even greater precision in our production. This way, we’ll be able to further increase quality, productivity and efficiency, which will radically shorten the time from the order to its realization. As a consequence, we plan to increase our market share in special glass bottles in the highest quality class,” continued Čas.

Head of Glass at Siemens Bernhard Saftig added: “Siemens firmly believes that a comprehensive approach to digitalization will exert a positive and sustainable impact on any company. This entails a comprehensive initial analysis like the one performed at Steklarna Hrastnik, which ensures that subsequent solutions are perfectly adjusted to the individual needs and scope of the company involved. What’s paramount here is to adopt an approach which is Siemens product neutral and customer focused.”



At glasstec in Düsseldorf/Germany today, Peter Čas, CEO of the well-known glass manufacturer Steklarna Hrastnik, received the tailor-made digitalization roadmap that Siemens developed together with the Slovenian company.

**From left to right:** Axel Lorenz, Head of Sales & Vertical / Solutions, Engineering & Consulting, Siemens; CEO Peter Čas, Steklarna Hrastnik and Bernhard Saftig, Head of Glass Business, Siemens.

This press release and a press picture are available at

[www.siemens.com/press/PR2018100032PDEN](http://www.siemens.com/press/PR2018100032PDEN)

For further information on the topic, please see

<https://www.siemens.com/customer-magazine/en/home/industry/digitalization-in-the-glass-industry.html> and <https://www.siemens.com/glass>

Further information about Steklarna Hrastnik, please see [www.steklarna-hrastnik.si/en/](http://www.steklarna-hrastnik.si/en/)

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#### **About Sterklarna Hrastnik**

Steklarna Hrastnik based in Slovenia looks back on 157 years of tradition. It produces technically complex glass products using one of the clearest glass types in the world, and uses its expertise to manufacture a wide range of products from tableware to packaging glass. The packaging glass division produces sophisticated, specially shaped bottles for the spirits and perfume industries to the highest standards of design and quality. Steklarna Hrastnik is considered one of the world's top addresses for premium packaging glass. Its technically optimized bottles made of brilliant clear glass visually enhance the end products of its clients. The company's production plants are based on a sustainable model which enables it to produce top-quality glass products with motivated employees, as well as reducing its environmental impact despite a steady increase in capacity. Steklarna Hrastnik employs a workforce of around 700, generated annual revenue of 57.6 million Euro in 2017 and exports 97% of its production to 55 countries around the world.