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How organizations can successfully transform into digital enterprises

With each passing day, more and more business leaders are recognizing the benefits of digital transformation. Executives are coming to understand the full potential of putting digital technologies at the center of their business processes to drive efficiency, agility and greater profitability overall.

However, the cost, time, effort and time required for a true digital transformation can be daunting. The technology is already here for digital transformation, but few organizations have realized their full potential. Furthermore, precious few business leaders have a concrete plan for undergoing this significant transition.

According to Accenture, "only 13 percent of businesses have realized the full impact of their digital investments, enabling them to achieve cost savings and create growth. The optimal mix of technologies could save large companies up to $16 billion."

In the rush to become digital enterprises, systems integrators and similar businesses will play a crucial role in assisting transformation.

Gartner reports that "By 2021, 90% of global organizations will rely on system integrators, agencies and channel partners to design, build and help implement their digital experience strategies."

Siemens is already working with businesses across the globe to facilitate their successful digitalization. We offer our client's unique value in that we operate our own factories around the world. As a result, we have firsthand experience with the same challenges our customers are facing. Our experiences are embedded in the projects and solutions we deliver, creating

tremendous value for our customers. With deep experience in industry verticals, automation, operational technology, software and services, we can offer unparalleled expertise when it comes to digital transformation.

Digital transformation must be guided by clearly defined business outcomes

Choosing the right partner for the digitalization process is crucial. With a process as complex as digital transformation, it's easy to lose sight of the big picture. Gartner reports that "Successful digital business service engagements are defined by the client business outcomes they seek to achieve, not by the specific technologies and processes providers employ to enable those outcomes. The market, unfortunately, is more focused on the latter."

The advanced technologies at the heart of digitalization are extraordinary, and it's not hard to find impressive case studies on the cost-savings, quality improvements, and efficiencies gained with them. However, digitalization partners must always focus on the desired outcomes before assessing what technologies will comprise the best solution.

There is no "one-size-fits-all" solution when it comes to the digitalization journey. Technologies that are invaluable for one organization may provide marginal utility at best for another. At Siemens, we design and implement solutions that support clearly

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defined business objectives. The result is measurable business outcomes that strategically address your unique challenges.

A trusted partner for collaborative, end-to-end digital transformation

The Siemens Digital Enterprise and Digital Services group in the United States is the trusted partner to customers in digital transformation projects across OT and IT. We offer dedicated consulting, development, integration, implementation and optimization services that support your journey to a digital enterprise. Our broad portfolio of services and digital assets allow us to deliver data-enabled digital solutions that create measurable business value and a positive return on investment.

With our extensive digitalization expertise and comprehensive industry knowledge, our experts support you on your journey to become a digital enterprise. The three stages of consulting, implementation/integration, and optimization are based on our end-to-end approach, in which we are there to support you from the start of your digitalization project through to the stage of continuous improvement. We work with you to develop the best possible approach and coordinate the solution that addresses your company's specific needs.

Crafting a road map to get from where you are to where you need to be

The digital transformation journey starts with analyzing the current level of digitalization. On that basis, we then develop a digitalization strategy that's tailored toward the customer's unique needs. The output of that work is a clear roadmap that explains the steps required over a period of time. Digital transformation is not something that happens overnight. It's a journey that occurs over an extended period. Our team partners with your organization to develop a clearly defined, well-articulated roadmap to guide this complex journey.

The next step is to design the individual solution elements and to ensure that it can be implemented and integrated with existing systems and solutions, in order to deliver the strongest business value. As a result, our customers benefit from achieving shorter times to market, greater efficiency and flexibility, and higher product quality.

Cybersecurity solutions for Digital Enterprises

Of course, cybersecurity concerns are of the utmost importance. With the proliferation of the Internet-of-Things, companies must take great precautions to ensure that increasingly digitalized processes are secure from any threats.

To protect our customers, we offer a comprehensive portfolio for industrial security services including security assessments, scanning services, consulting and security monitoring services. Furthermore, we provide solutions for anti-virus, whitelisting, network segmentation, endpoint protection, anomaly detection, vulnerability detection and management capabilities. Altogether,

these solutions ensure your digitalized operation can run smoothly without fear of data leaks, malware interruptions or other security breaches.

Leveraging analytics and artificial intelligence

Analytics and artificial intelligence are two technologies driving revolutionary changes in manufacturing and business in general. By leveraging these tools, companies can use Siemens Predictive Services to identify machine failures before they occur. Downtimes are expensive, especially when they're unplanned. The unpredictable failure of an individual section of a production line can put all your production out of action for several days or longer. With Predictive Services, thanks to the accumulated know-how of our service experts combined with cutting-edge technologies like artificial intelligence, you can see into the future and avoid unpleasant surprises through optimized maintenance planning.

But our Predictive Services offer value beyond simply averting disaster. This platform offers well-grounded analyses of the condition data, sources of error, and specific recommendations from our experts with insights gleaned from artificial intelligence. As a result, you can not only prevent machine failure, but make holistic changes to reduce maintenance costs and make the entire process more resilient.

Oftentimes, digitalization initiatives focus on risk reduction and optimization from the perspective of asset availability. Typical projects emphasize maximum machine uptime while avoiding unplanned downtime. While this is certainly valuable, it falls short of the full potential offered by analytics and AI. Our AI-based solutions can deliver greater business value by increasing throughput, lowering scrap/waste, increasing finished product quality, and/or reducing resource input.

It's time to think bigger and design the future of your business

The AI solution described above is a perfect example of the gap between the potential of a truly digital enterprise and the limited application of these technologies we see today. Many organizations are taking the first steps in capitalizing on the solutions offered by Industry 4.0. However, few businesses grasp the full potential of digital transformation - and even fewer are taking the necessary steps to revolutionize their business processes.

What appears to be a small gap now will soon become a staggeringly wide divide. The result will be vastly greater market share, profits, agility, and customer experiences for those that start the transformation journey early. Here at Siemens, we are ready to help you be at the forefront of the digital transformation happening in your industry. The question is, are you ready to design the future of your business?

To find out how we can help your business, or to get in contact with us, please visit usa.siemens.com/digital-enterprise-services