



| Industry Day 2022

Thursday 19 May 2022

www.siemens.com/nl/paneelbouw
www.siemens.com/nl/cpd

SIEMENS

| Key trends

WHY?

The world is changing



Globalization

- M3 goes global
- Knowledge of global standards and regulations
- Standardization vs. market specifics
- Standardization vs. customization
- Industry value chain goes global



Sustainability

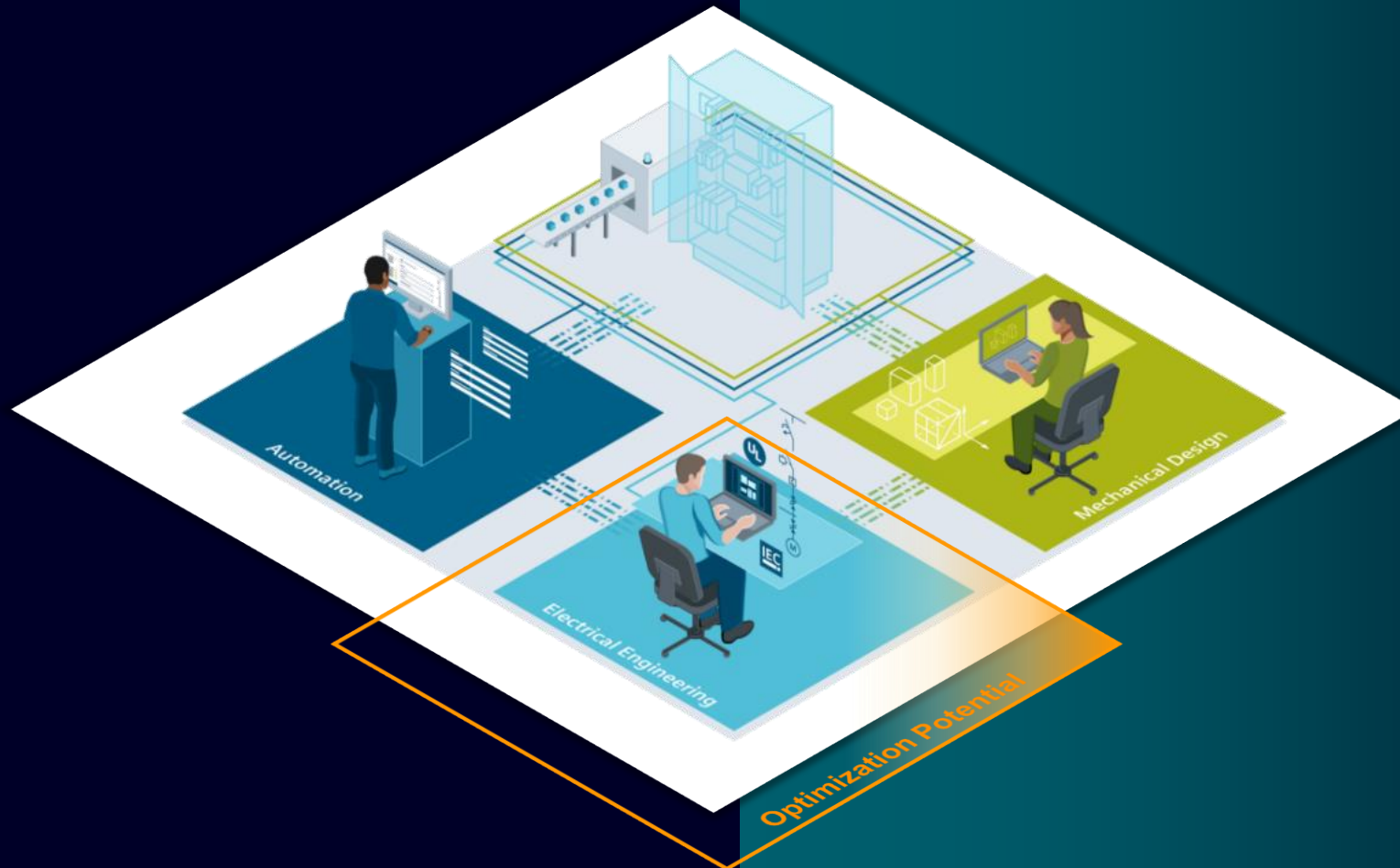
- Material, space and energy saving solutions
- Carbon Footprint tracking
- Line automatic production optimization
- Energy monitoring



Digitalization

- Option to close knowhow gaps and master complexity with easy tools
- Expectations towards seamless interfaces from planning to operation rise
- Data driven optimization of price and delivery time predictions
- Prefabrication / Autonomous Panel Design

3 disciplines – Interaction and benefit → Working together - understanding



Go to www.menti.com and use the code 65 83 78 5

Instructions

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The best becomes reality when help together to understand and exploit the trends

CONSULTING AND SUPPLYING



E-designer @
OEM



Sales Spec @
Distributor

BENEFITING FROM THE IDEAL CHOICE

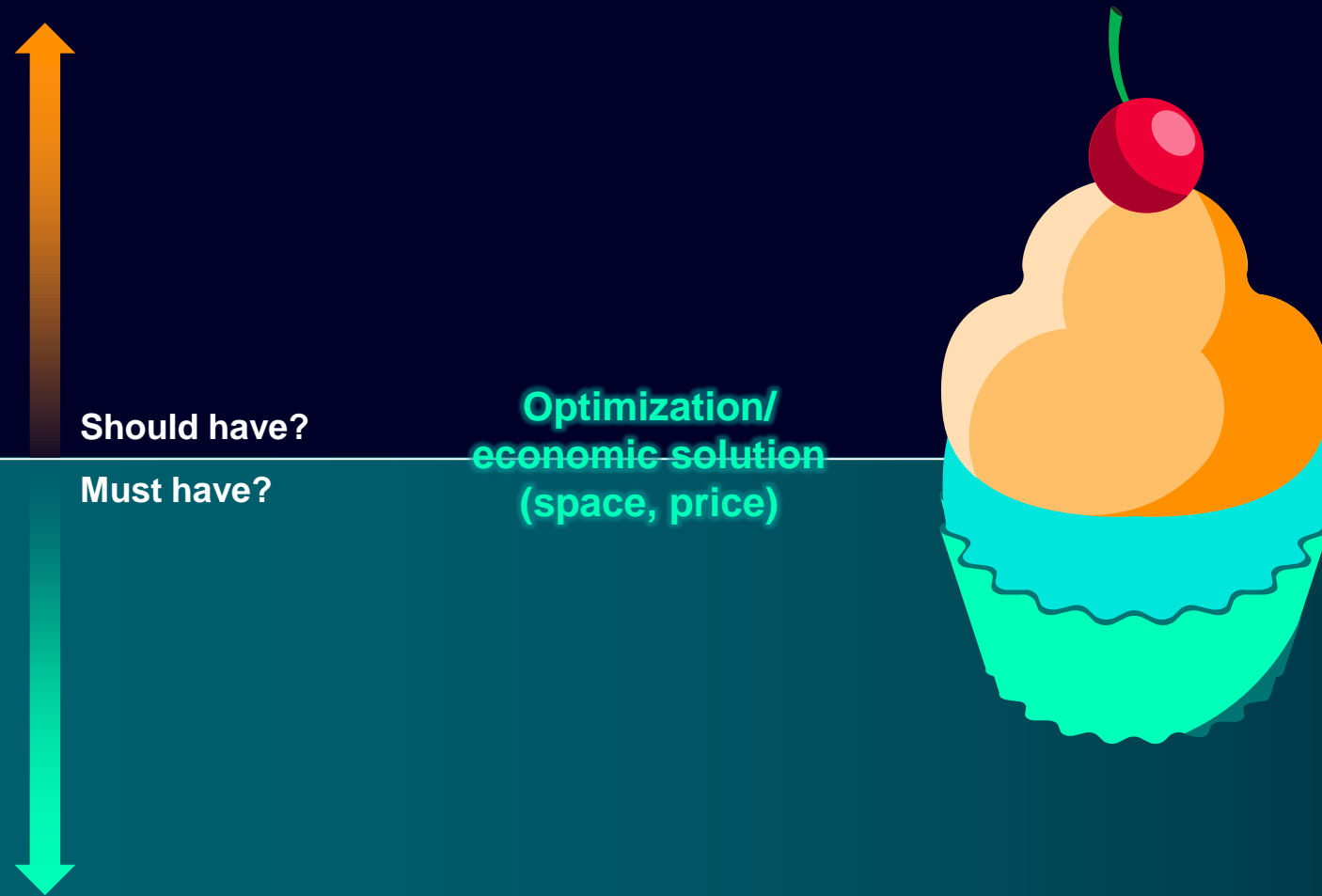


E-designer @
Panel Builder



Electrical
Maintenance /
Facility Manager @
operator

Optimized control panels can only be guaranteed with increasing focus on the “icing of the cake”




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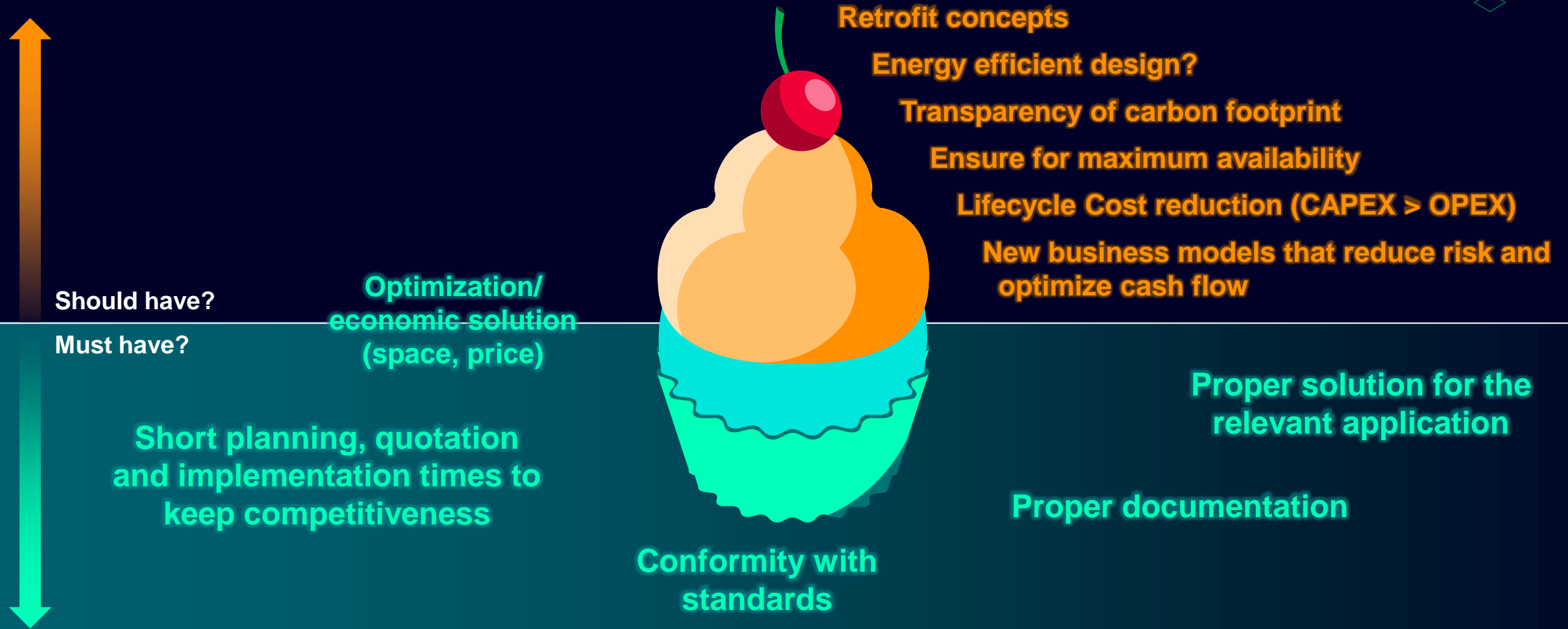
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Mentimeter

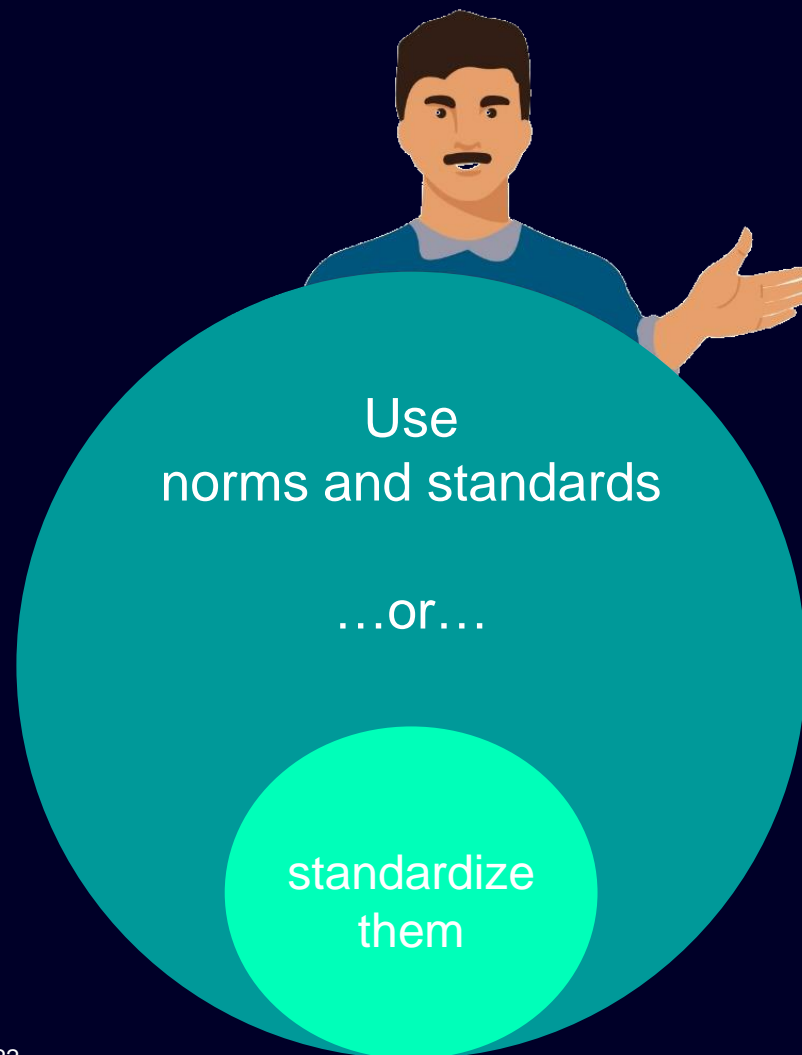
Optimized control panels can only be guaranteed with increasing focus on the “icing of the cake”



How can
Standardization
benefit your
production?



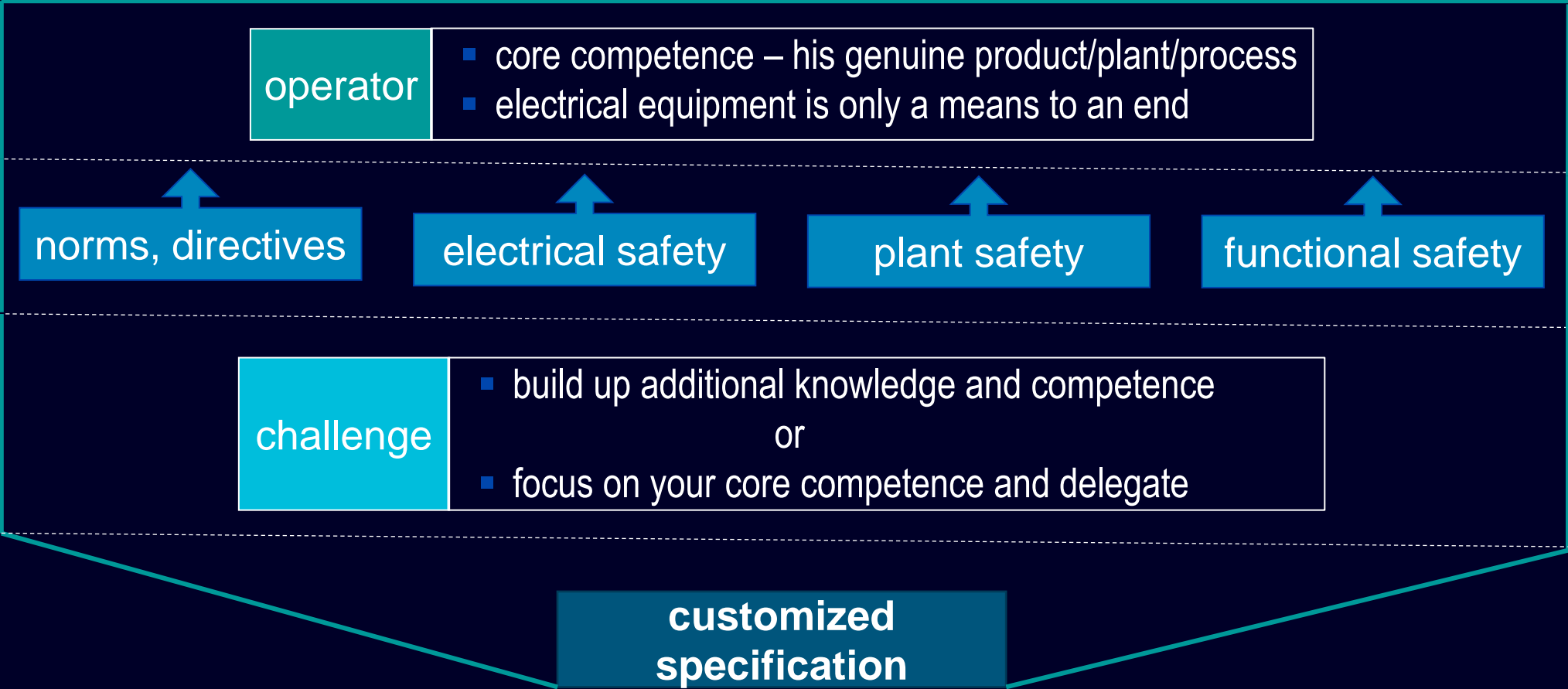
Electrical Equipment of Machines



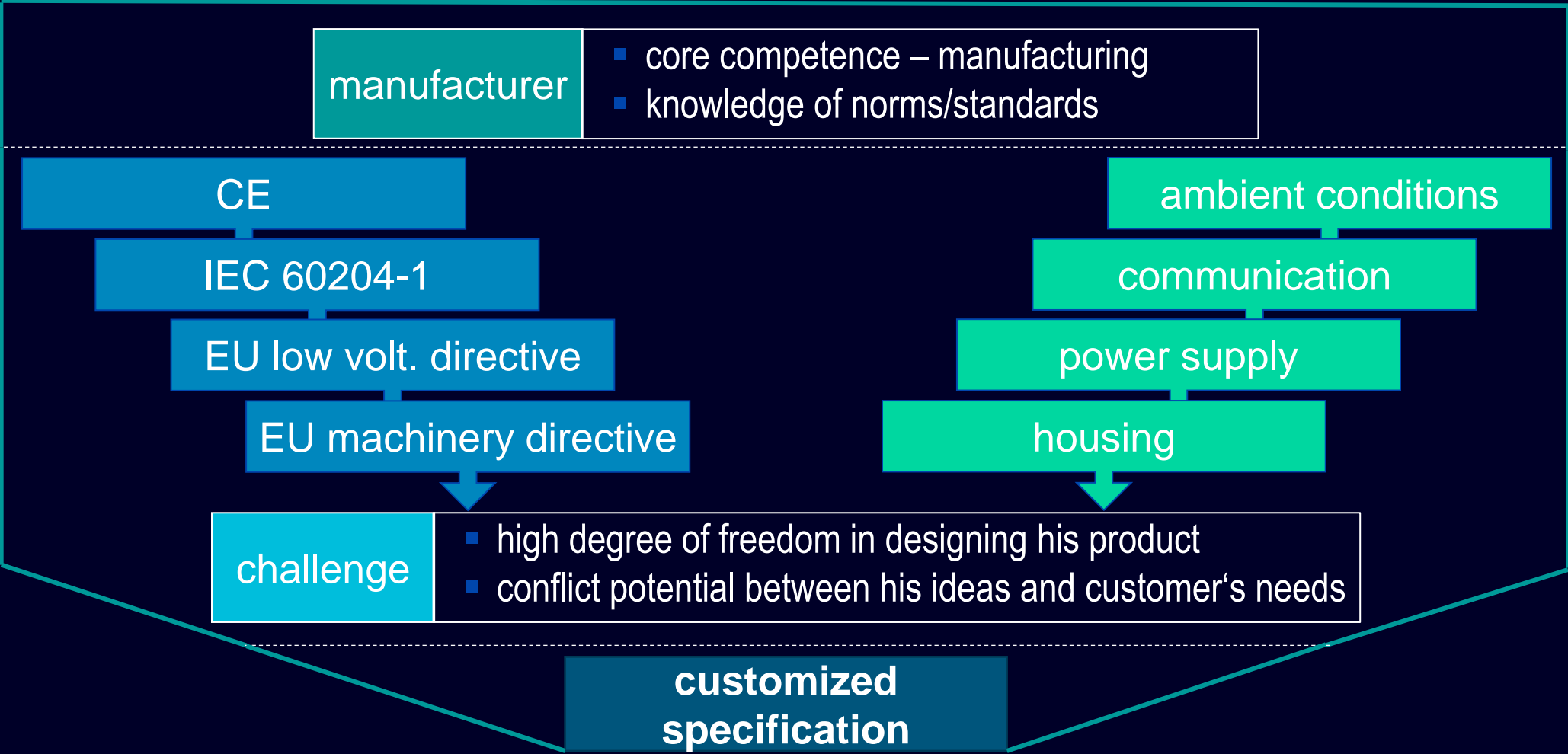
The journey of standardization

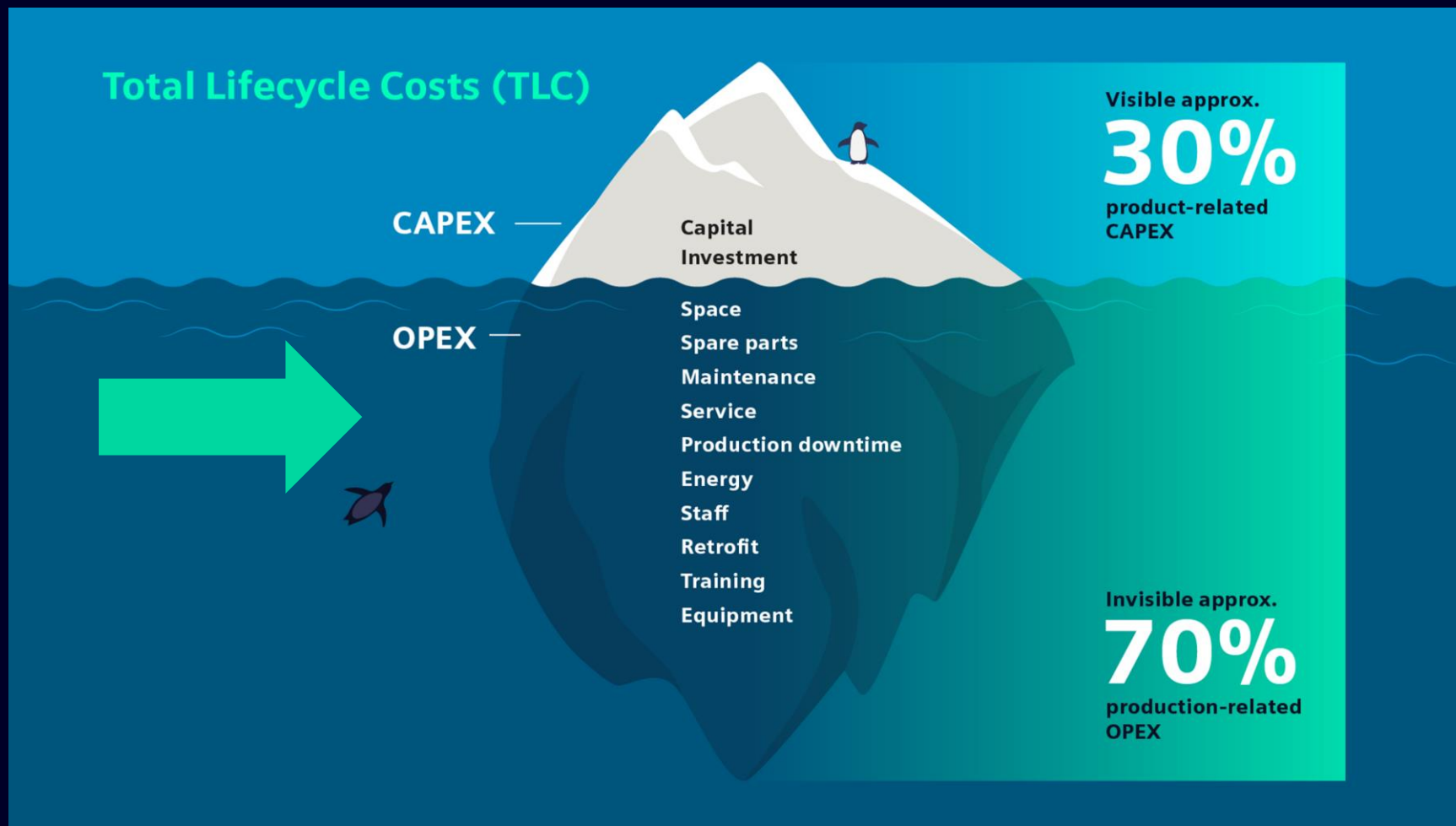
Continuous evolving process of improvement

Core Competence of an Operator



Core Competence of an OEM / Supplier





Challenges of a user/operator

Your Challenges in control panel engineering

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Mentimeter


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Enter the code

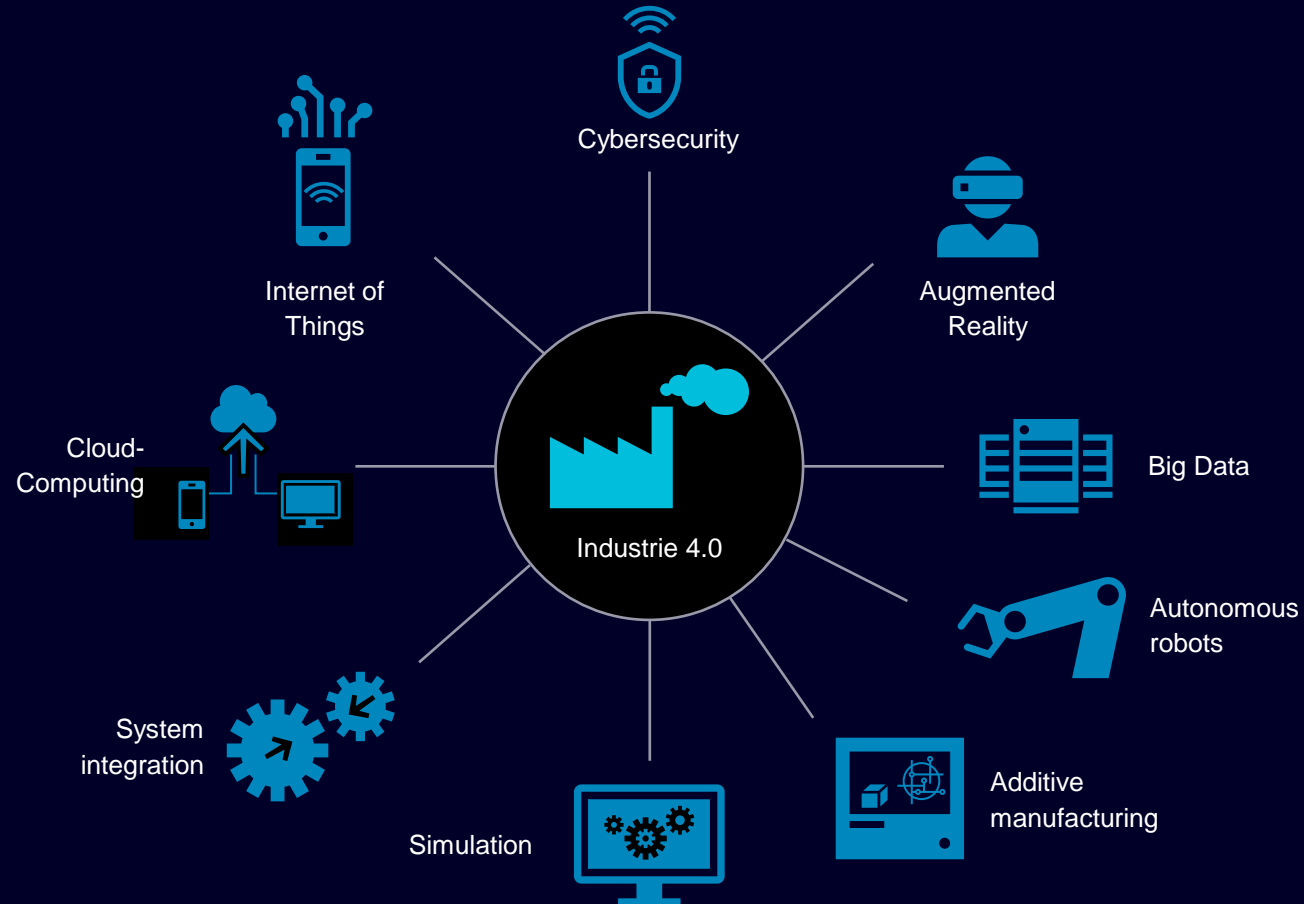
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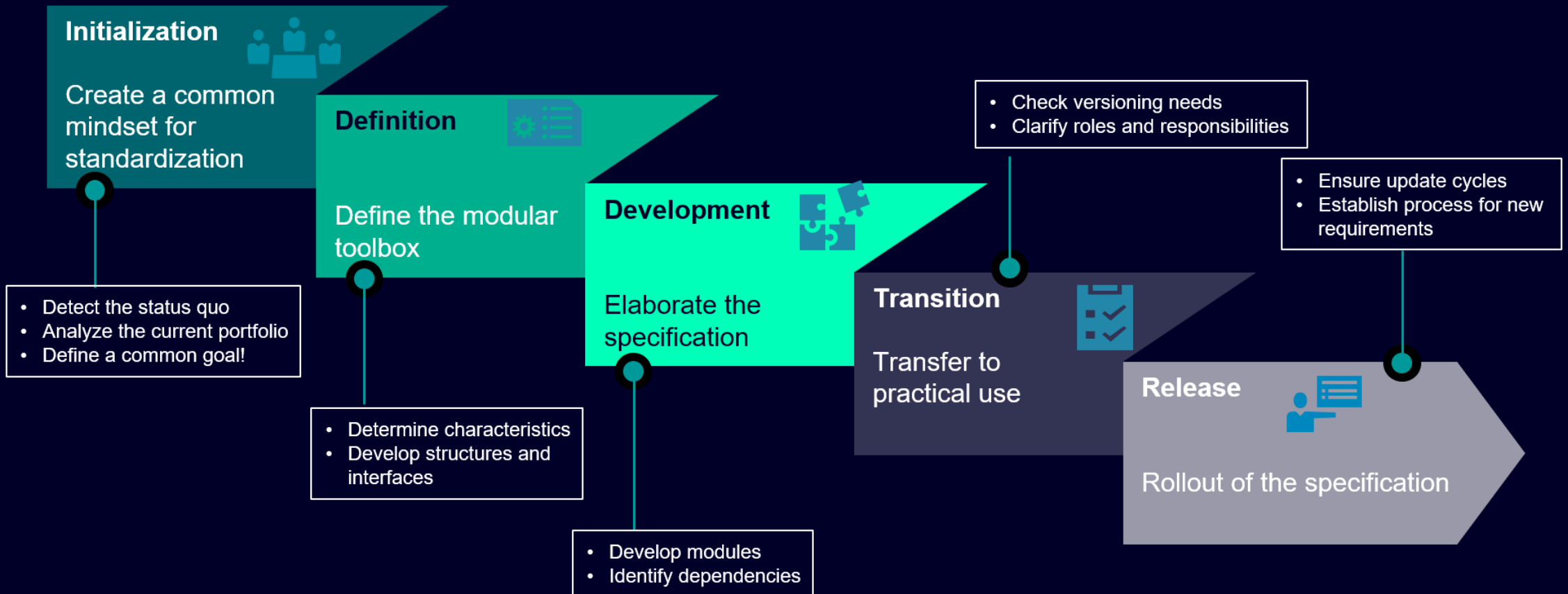
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♡

New technology trends!

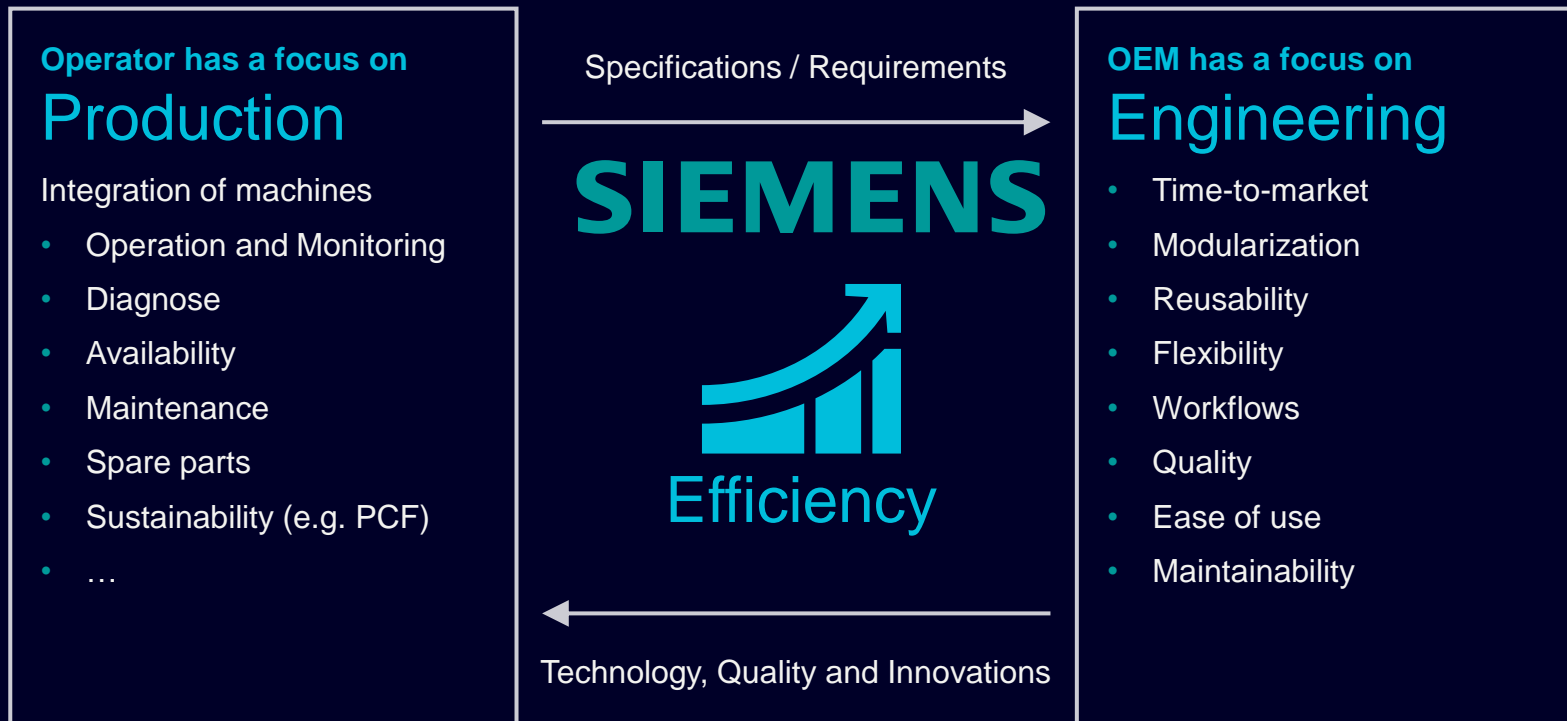


Standardization!



Standardizing the electrical equipment of machines...

... Your focus is our motivation





| Our value proposition

HOW?

The easy way to optimized control panels



Integrated Control Panels

If you're an electrical engineer, how can you immediately save a lot of time and effort? Easy as pie with Integrated Control Panels – our perfectly aligned, holistic

Digital electrical planning



Control Panel Design So

With Control Panel Design in T can dimension the main elect machine in compliance with si an efficient, consistent workf planning.

[> Learn more](#)

Application know-how



Control panel tips

Expert tips for control panels for your electrotechnical planning

Easy implementation of North American standards and code

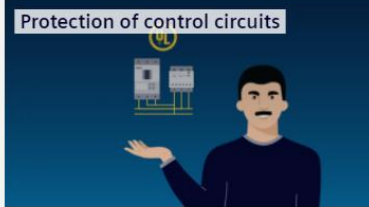
Sometimes you don't find a solution to a problem right away. In such cases, you can find valuable assistance here – directly from our control panel experts.



Planning EMC-compatible control panels



Load feeder design made easy



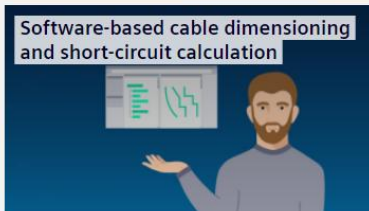
Protection of control circuits



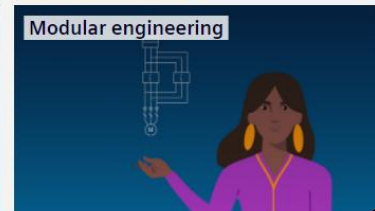
3D planning



CAE data and documents at the touch of a button



Software-based cable dimensioning and short-circuit calculation



Modular engineering

The world is changing – towards a digitalization and automation solutions



- From operational to strategic buying: Rising customer sophistication and **total-lifecycle-costs** (TLCs) pressure
- Vertical integration and strategic alliances make **different players gain strength - collaboration**

In Electrical Planning In panel assembly

And many more...

Autonomous Control Panel
Manufacturing

Automatic Robot Production

Machine tool learning - standards

Intelligent machine reading and
application on Tools

Reduction on TLCs

Through the product-based
approach, "products" are
developed with a standardized
structure and with an integrated
service offering

Source: McKinsey & Company, 2020

