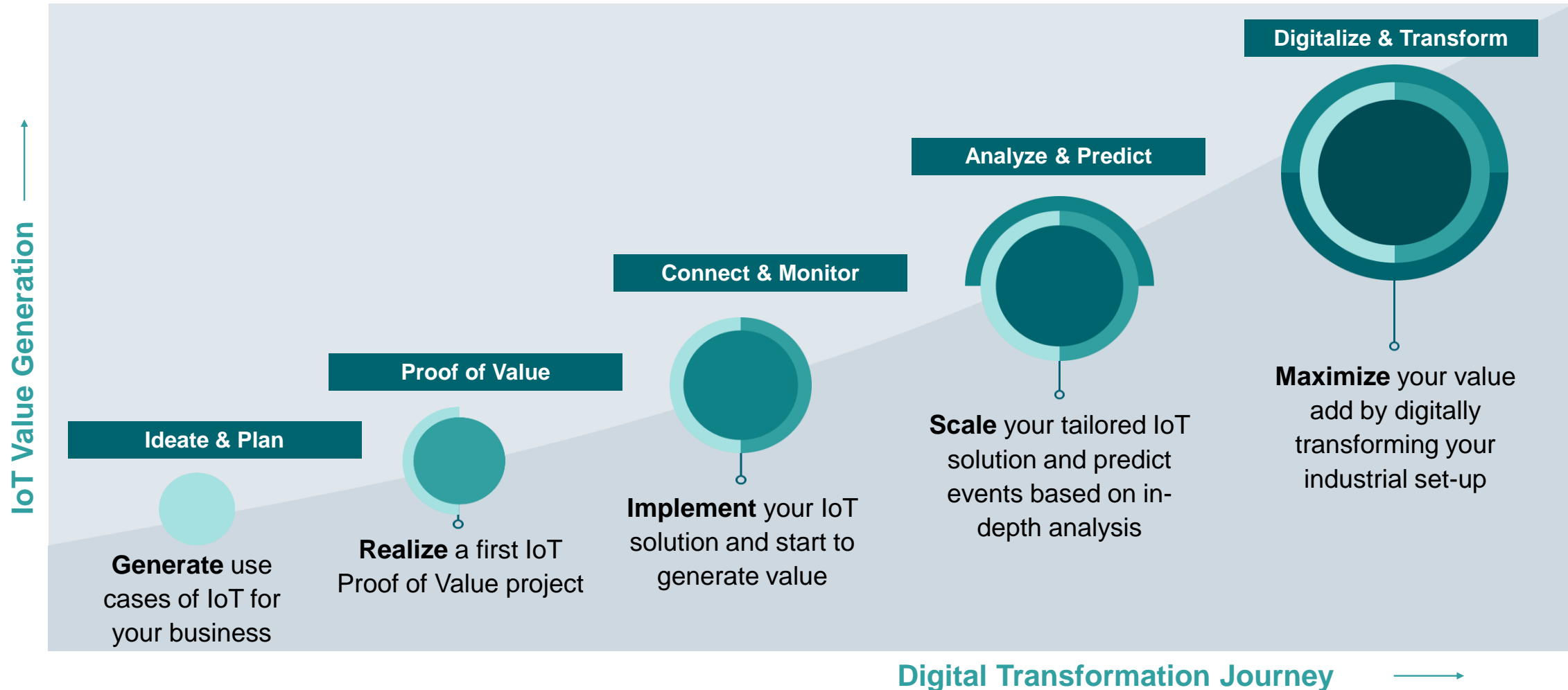


Innovation on Industrial Cloud-based IoT

Dr. Li Hui, MindSphere Siemens
Ma Jin, Alibaba Cloud Intelligence

Digital Transformation Journey with MindSphere

Drive scalability and business value



MindSphere on Alibaba Cloud

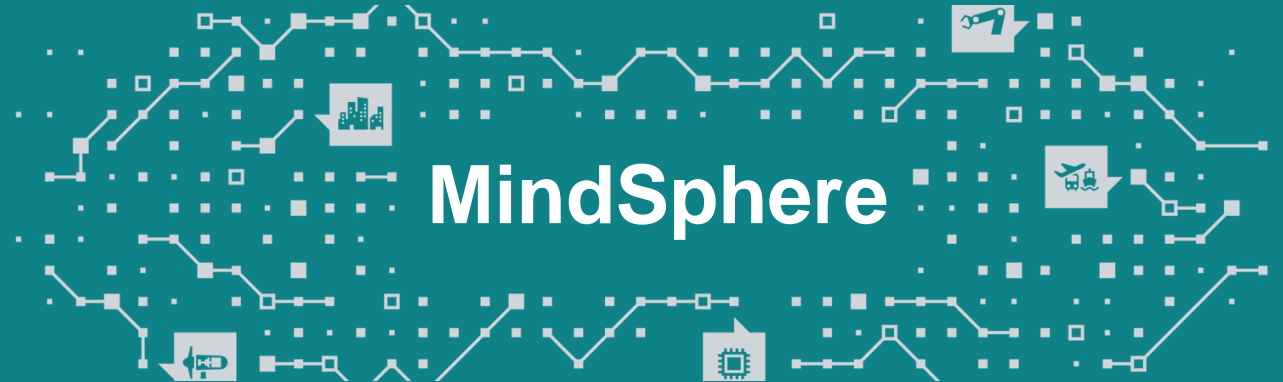
General Availability in April, 2019



SaaS



PaaS



IaaS



Edge

Three Key Transformations in the past 10 years



**Traditional IT
to Cloud
Infrastructure**

**Cloud Solutions
to Internet-based
Technology**

**Towards Data-driven
Intelligent Applications**

19 Regions 56 Availability Zones



The Most Secure and Trusted Cloud in China



40%

China websites protected

8.33 Million

Annual security patches deployed

1 Million

Companies relying on Alibaba Cloud security

3.6 Billion

Attacks prevented daily

Cloud of Cloud

Speed Scale Security

MindSphere

The cloud-based, open IoT operating system from Siemens



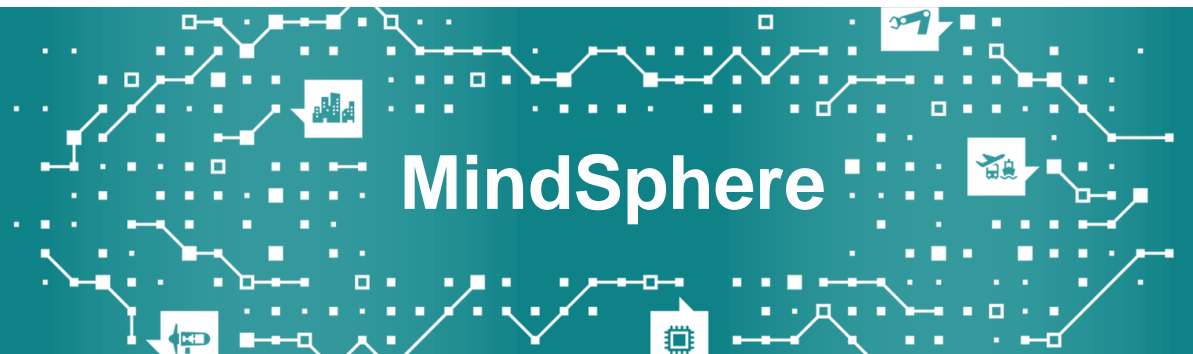
Applications

Powerful industry solutions with advanced analytics



Open PaaS

Develop robust industrial IoT solutions faster with global scalability

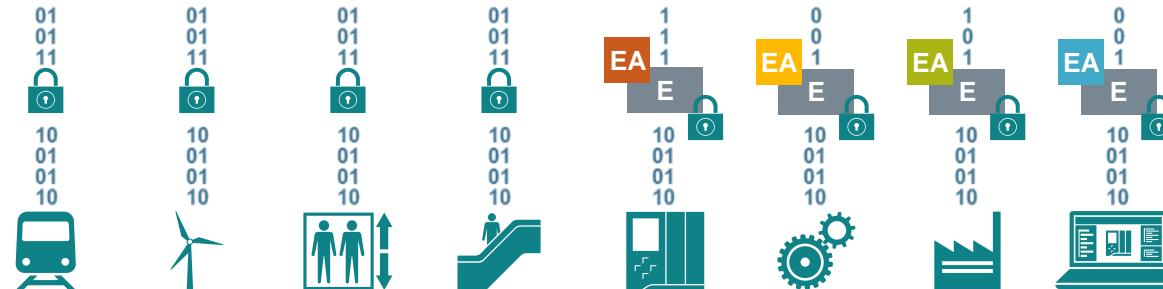


Edge Management

Edge Device Management
Edge App Management
and Edge App Store

Connectivity

Connect products, plants, systems, machines and enterprise applications



Edge Apps

Siemens, partner (OEM), and 3rd-party Edge Apps

Edge Devices

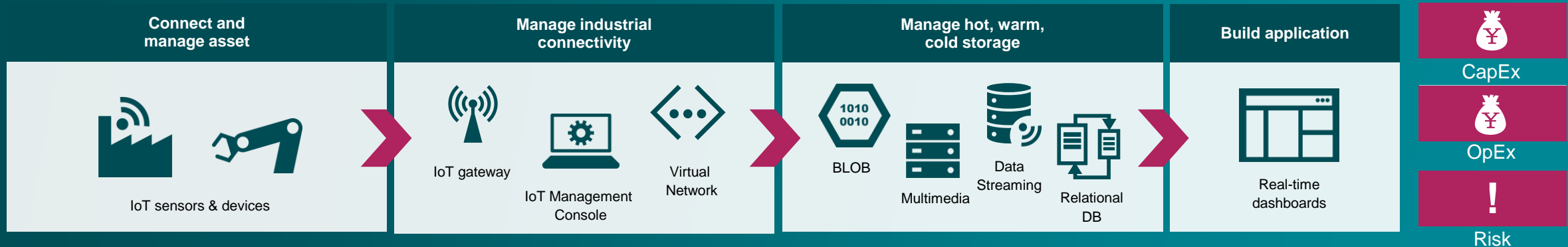
Secure, future-proof basis for running Industrial Edge applications

MindSphere: Faster time to value at lower risk

Building your own IoT solution vs. MindSphere

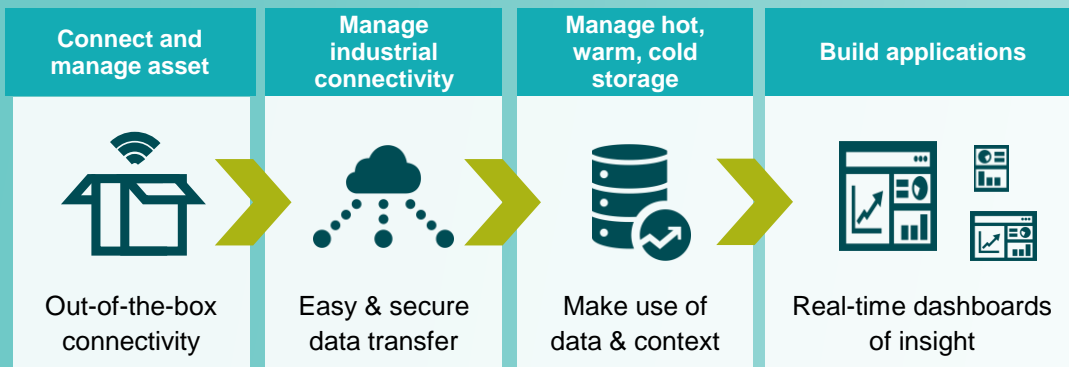


MAKE-PROGRAM



Timeline to value

BUY-CONFIGURE



When you buy from MindSphere, you get:

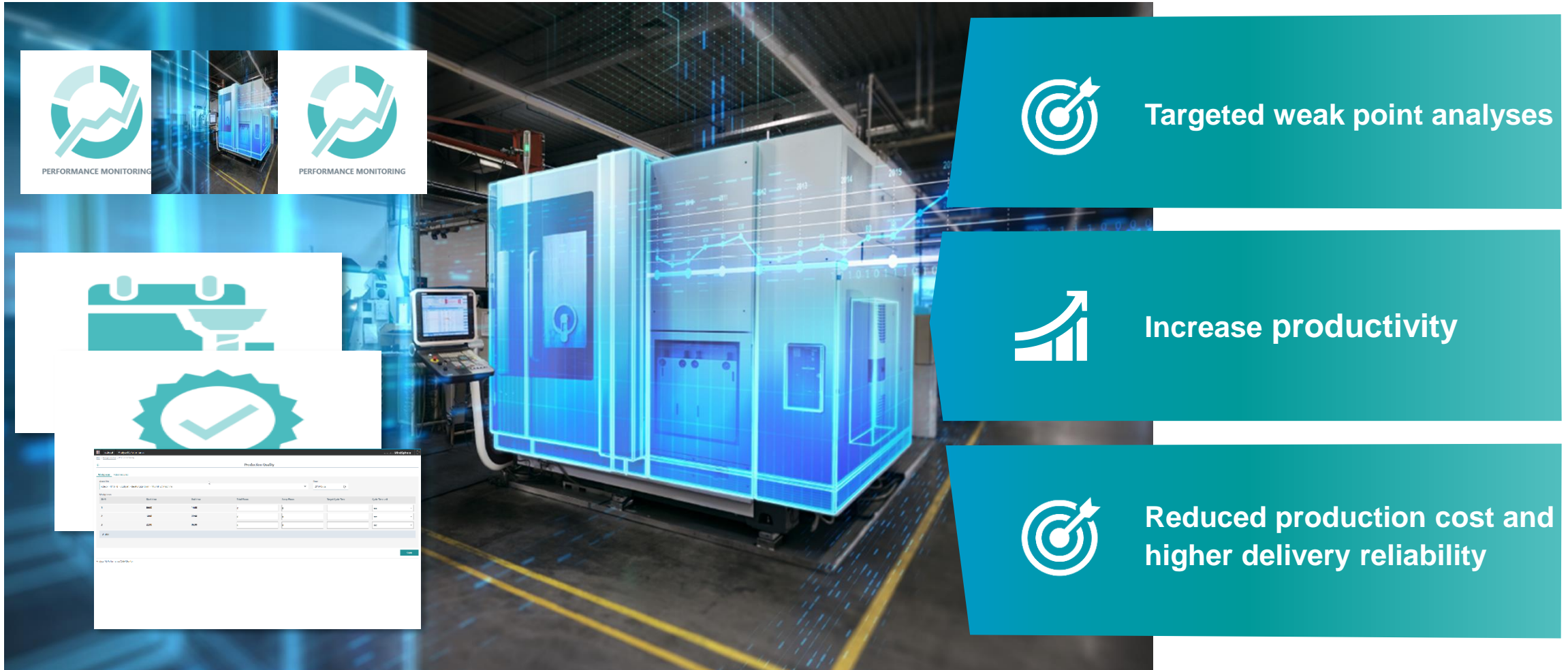
- ✓ Ready-made platform
- ✓ Pre-built applications
- ✓ Partner ecosystem
- ✓ Reduced CapEx & optimized OpEx



Analyze MyPerformance /OEE-Monitor on MindSphere

Provides valuable insights into machine utilization

SIEMENS
Ingenuity for Life



The image features a large industrial machine in a factory setting, overlaid with digital data and performance monitoring icons. The machine is illuminated with blue light, and various data points and graphs are visible on its surface. The background shows a factory floor with yellow safety lines and other industrial equipment.

PERFORMANCE MONITORING

PERFORMANCE MONITORING

Targeted weak point analyses

Increase productivity

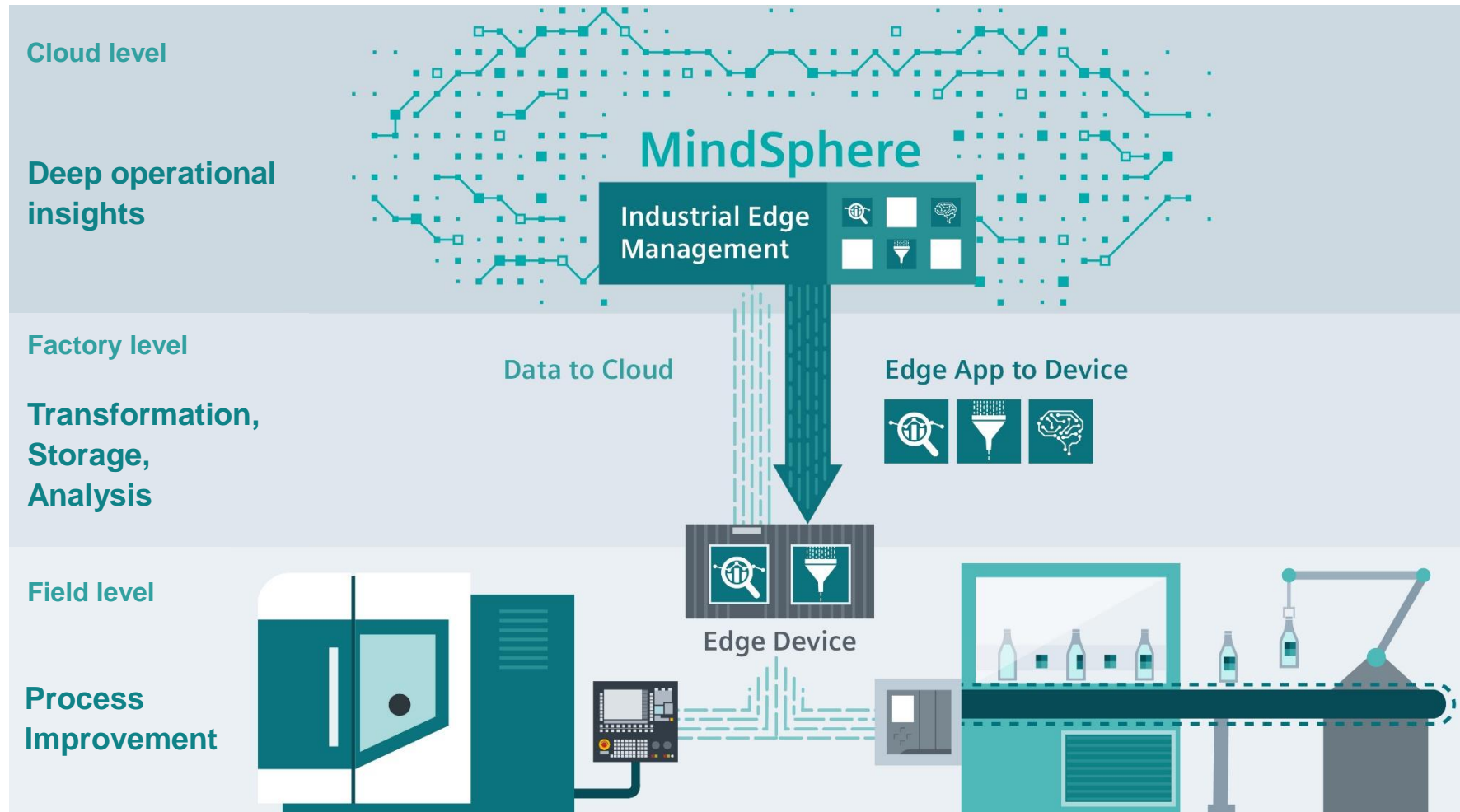
Reduced production cost and higher delivery reliability

Order	Material	Quantity	Unit	Plant	Storage Location	Quality
1	1000	1000	kg	1000	1000	OK
2	1000	1000	kg	1000	1000	OK
3	1000	1000	kg	1000	1000	OK

End-to-end IIoT with Edge

Analyze data in the field and use cloud level to generate operational insights

SIEMENS
Ingenuity for Life

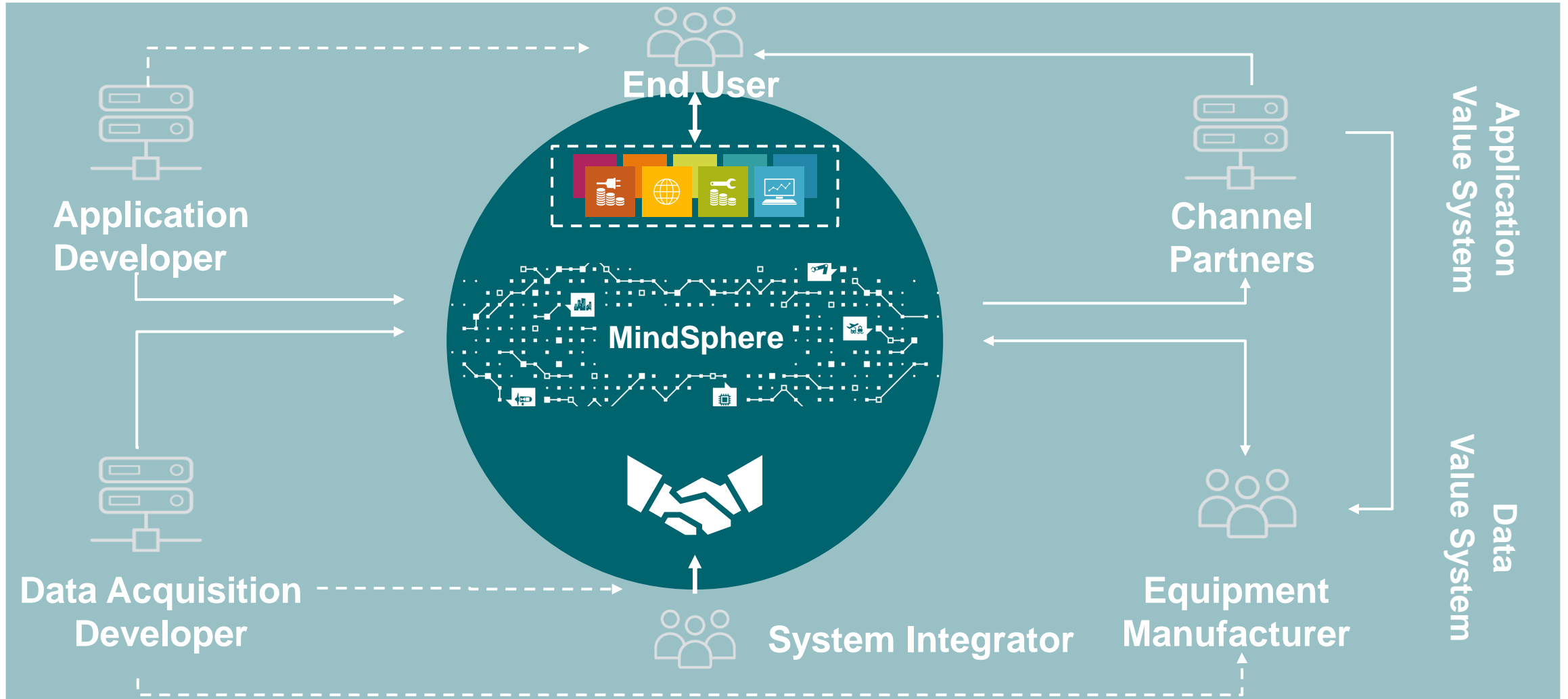


1 Data Security

2 Protocol Compatibility

3 Computing down to Edge

MindSphere provides ecosystems with strong partnerships



Thank you!