

Hong Kong, August 27, 2018

## Siemens partners with VTC to foster IoT in Hong Kong

- **MoU signed with VTC on educating and equipping local talents with MindSphere and advanced Internet of Things (IoT) skills**
- **Siemens cloud-based IoT operating system MindSphere to facilitate IoT deployment and co-creation for homegrown smart city solutions**

Siemens Limited (Siemens) signed a Memorandum of Understanding (MoU) with Vocational Training Council (VTC) today to ramp up the rollout of Siemens IoT operating system MindSphere by educating and equipping next-generation talents with advanced IoT skills.

The Hong Kong SAR government has identified innovation and technology as an important focus and called for measures to grow local talents. “Major cities are moving towards implementing cloud-based solutions to boost efficiency. Rapid transition for infrastructure has already started to help organizations harness the wealth of data generated by the IoT.” Mr. Eric Chong, President & CEO of Siemens Hong Kong & Macao, said at the MoU signing ceremony. “To enable smart cities, Siemens is dedicated to grooming local IoT professionals with MindSphere and to bolstering the entire innovation ecosystem. Powered by strong data connectivity, MindSphere is unique in its business engagement model, which facilitates IoT deployment and co-creation, serving as a fundamental building block of a smart city. Today’s partnership will further nurture next-generation talents for future innovation.”

The partnership between Siemens and VTC aims to answer the current pressing need for IoT expertise in building smart cities. Under the MoU, Siemens will offer VTC education licenses for its cloud-based, open IoT operating system MindSphere, enabling students, academics and industry partners to innovate in the areas of buildings, energy, industry, mobility and smart city. The two parties will jointly design IoT training programs and further sharpen students’ knowledge of data analysis and its

practical uses.

The collaboration will provide an environment for local talents to develop their potential and explore capabilities made possible using MindSphere. It will also leverage on the strengths of VTC and its industry know-how to train workforce-ready professionals. “By partnering with VTC, we are confident that we will equip local professionals with the knowledge necessary to develop a whole range of innovative applications and homegrown smart city solutions, and ultimately contribute to enhancing Hong Kong’s competitiveness”, said Mr. Chong.

Speaking at the MoU signing ceremony, Dr. Roy Chung, Chairman, VTC said, “The VTC is dedicated to providing quality and relevant VPET programs, while actively preparing our students to become pillars of our society, supporting smart city development of Hong Kong. We are delighted to join hands with Siemens, the digital pioneer and our long standing partner, to nurture tech-savvy professionals for Hong Kong, particularly in the field of IoT.”

Apart from collaboration with VTC, Siemens has been offering trainings with its MindSphere Academy Hong Kong to support existing and potential business partners on the path to digital transformation since May this year. MindSphere Academy Hong Kong serves as a local resource base for VTC students to further extend their understanding and application of MindSphere beyond VTC’s curricular offerings. By growing a community of MindSphere users in Hong Kong, Siemens endeavors to foster an ecosystem of digital innovation for smart city.

Siemens and VTC agreed to continue working together on new training programs in the future, in order to address fast-changing market trends, and in a joint effort to promote a strong pool of innovation and technology talents for a smarter Hong Kong.

### **About MindSphere**

MindSphere is Siemens’ cloud-based, open IoT operating system that connects products, plants, systems and machines, enabling users to harness the wealth of data generated by the IoT with advanced analytics. MindSphere connects real things to the digital world and enables high-value industry-based applications and digital services to drive business success. With its open platform-as-a-service capabilities, MindSphere enables a rich partner ecosystem to offer innovative IoT solutions. MindSphere has

already been widely adopted in numerous areas including asset management for Munich Allianz Arena, adoption of digital twin for predictive maintenance and power optimization, implementing energy saving solutions with real-time data and realizing Industrie 4.0.



Mr. Eric Chong, President & CEO, Siemens Hong Kong & Macao (front row, right) and Ir. Dr. Eric Liu, Deputy Executive Director, Vocational Training Council (front row, left) signed the MoU for cooperation on enabling smart city by nurturing IoT experts in a ceremony witnessed by Mr. Pete Carrier, Senior Vice President and Managing Director, Asia Pacific, Siemens Industry Software Limited (second row, first right), Mr. Wolfgang Niedermark, Chief Representative, German Industry and Commerce Ltd. Hong Kong (second row, second right), Mr. Lothar Herrmann, CEO, Siemens Greater China (second row, third right), Mr. David Schmidt, Deputy Consul General, German Consulate General Hong Kong (second row, third left), Ir. Dr. Hon Wai-kwok Lo, SBS, MH, JP, Legislative Council Member, HKSAR Government (second row, second left) and Dr. Roy Chung, GBS, BBS, JP, Chairman, Vocational Training Council (second row, first left).

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## About Siemens

**Siemens AG** (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for over 170 years. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is a leading supplier of efficient power generation and power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. In fiscal 2017, which ended on September 30, 2017, Siemens generated revenue of €83 billion and net income of €6.2 billion. At the end of September 2017, the company had around 372,000 employees worldwide. Further information is available on the Internet at [www.siemens.com.hk](http://www.siemens.com.hk).

In 1911, Siemens opened its first sales office in Hong Kong. Since then, the company has committed to being a trusted technology partner and providing innovative solutions in Hong Kong & Macao. Siemens has provided integrated solutions for infrastructure development projects, including gas turbine at Black Point Power Station and power substations for CLP Power in Hong Kong and CEM in Macao; signaling, main control and fixed communication systems for Shatin Central Link; traffic control and surveillance system for Liantang / Heung Yuen Wai Boundary Control Point and total building solutions for City of Dreams in Macao. In 2017, Smart City Digital Hub (also called MindSphere Application Center - City) was setup to unlock the potential of digitalization.

香港，2018年8月27日

## 西門子夥拍職業訓練局推動香港物聯網發展

- 與職業訓練局（VTC）就共同培育本地人才使用 **MindSphere** 及先進物聯網技術簽訂合作備忘錄
- 以西門子雲端物聯網操作系統 **MindSphere** 促進物聯網應用，共建本地智慧城市解決方案

西門子有限公司（西門子）今天與職業訓練局（VTC）簽訂合作備忘錄。雙方將攜手培育新生代人才，提供先進物聯網技術的培訓，以普及應用西門子物聯網操作系統 **MindSphere**。

香港特區政府視創新科技為發展重點，並呼籲社會各界出謀獻策培育本地人才。西門子香港及澳門行政總裁鍾漢明先生在合作備忘錄簽署儀式上指出：「全球各大城市都在研究如何利用雲端方案提高效率，而基建設施亦迅速轉型，開始幫助各大機構運用物聯網所產生的數據資源。為發展智慧城市，西門子致力以 **MindSphere** 培育本地物聯網專才，支持整個創新科技生態系統的發展。**MindSphere** 擁有強大的數據連接功能以及獨一無二的業務參與模式，可促進物聯網的應用及共同建設，為發展智慧城市奠定基礎。今天簽訂的合作協議將有助進一步培育下一代人才，推動未來創新發展。」

西門子與 VTC 合作以應對建立智慧城市對物聯網專業知識的需求。根據合作備忘錄，西門子將向 VTC 提供其開放式雲端物聯網操作系統 **MindSphere** 的教育使用許可證，讓學生、學者及業界合作夥伴可在建築、能源、工業、交通及智慧城市等領域發揮創意。雙方將共同設計物聯網培訓課程，並進一步增進同學對數據分析及物聯網實際應用的知識。

是次合作可為本地人才提供發揮所長的环境，並透過 **MindSphere** 發展其創新潛力，亦可借助 VTC 在教育及業界知識方面的優勢，培育科技專才。鍾先生表示：「我們對是次與 VTC 的合作充滿信心。在雙方攜手合作下，本地專才必能進一步掌握開發創新應用技

術，以及提供本地智慧城市解決方案所需的知識，為提升香港競爭力作出貢獻。」

VTC 主席鍾志平博士在合作備忘錄簽署儀式上說：「VTC 致力提供優質的職業專才教育課程，同時積極裝備學生成為社會未來棟樑，以支持香港智慧城市的發展。西門子是推動數碼化的先驅，也是 VTC 的緊密合作伙伴，我們很高興與西門子合作，為本港在科技領域，尤其是在物聯網方面培育專才。」

除與 VTC 合作，西門子自今年 5 月起亦已透過 MindSphere 香港學院提供培訓，支持現有及潛在業務夥伴踏上數碼轉型之路。MindSphere 香港學院為 VTC 學生提供重要的本地教育資源，讓學生能夠在 VTC 課程以外，進一步瞭解 MindSphere 及相關應用知識。西門子透過建立 MindSphere 香港用戶社群，積極構建智慧城市的數碼創新生態系統。

西門子與 VTC 未來將繼續攜手推出新的培訓計劃，以回應瞬息萬變的市場趨勢，並合力為香港的智慧城市發展培養強大的創新及技術人才儲備。

## 關於 MindSphere

MindSphere 是西門子旗下的開放式雲端物聯網操作系統，系統連接各類產品、廠房、系統及機器，讓用戶透過先進的分析技術善用由物聯網產生的豐富數據。MindSphere 接通實物與數碼世界，透過極具價值的業界應用程式與數碼服務進一步推動商業發展。憑藉開放式平台即服務（platform-as-a-service）功能，MindSphere 構建了豐富的合作夥伴生態系統，為各界提供創新物聯網方案。MindSphere 已被廣泛應用於多個範疇，包括慕尼黑安聯球場的資產管理系統、採用數碼模擬技術進行預測式維修及優化能源、以實時數據實施節能方案及實現工業 4.0。



西門子香港及澳門行政總裁鍾漢明先生（前排，右）與職業訓練局副執行幹事廖世樂博士工程師（前排，左）簽訂合作備忘錄，共同培育物聯網專家以共建智慧城市。出席嘉賓包括西門子工業軟件有限公司亞太區高級副主席及總經理 **Pete Carrier** 先生（第二排，右一）、香港德國工商會總裁寧馬克先生（第二排，右二）、西門子大中華區首席執行官赫爾曼先生（第二排，右三）、德國駐香港總領事館副領事 **David Schmidt** 先生（第二排，左三）、香港特區政府立法會議員盧偉國博士工程師，SBS, MH, JP（第二排，左二）及職業訓練局主席鍾志平博士，GBS, BBS, JP（第二排，左一）。

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#### 有關西門子

西門子股份公司是領先全球的科技企業，創立於 1847 年，業務遍及全球 200 多個國家，專注於電氣化、自動化和數碼化領域。西門子一直以卓越的工程技術、創新、品質、可靠性及國際化著稱。作為世界最大的高效能源和資源運用的技術供應商之一，西門子在複循環發電渦輪機、輸電解決方案、基礎設施解決方案、工業自動化、驅動和軟體解決方案等領域居領導地位。截至 2017 年 9 月 30 日，西門子全球擁有約 372,000 名員工。2017 年財政年度，西門子的營業總額達到 830 億歐元，純利為 62 億歐元。欲了解更多資訊請瀏覽：[www.siemens.com.hk](http://www.siemens.com.hk)。

1911 年，西門子於香港開設首個辦事處。多年來西門子致力成為香港及澳門值得信賴的業務伙伴，為兩地的基礎設施提供創新的解決方案，包括：中電及澳電變電站及龍鼓灘發電廠的燃氣輪機；沙中線信號、主控及固定通信系統；蓮塘/香園圍口岸交通及監測系統及新濠天地的樓宇解決方案。西門子於 2017 年成立智慧城市數碼中心（亦稱為 MindSphere 應用中心），以發掘數碼化潛力。