

# 2020 Industrial IoT WPC Closing Remark

Room 100 Live / R206 Sync

16:30 – 17:30 / December 6, 2019



# *Insight Sharing*



# Insight Sharing – Partners

1. [FR] **Integral System** - Vincent Gache, CEO
2. [TW] **iSAP** – Kelvin Wong, Co-Founder
3. [USA] **Arrow** - Roland Ducote, IoT Solutions Director
4. [TW] **Intelligent Cloud Plus (ICP)**- Lawton Liao, General Manager
5. [SG] **Anewtech** – Terence Teo, President

# Insight Sharing



Vincent Gache, CEO, Integral System France



- Focus Edge Computing (IA- 5G)
- Wise Paas Focus Change :
  - Facilitate IoT Adoption (Project – Evangelization)
  - IA Implementation (API – SDK) i.App
  - Implementation Wise PaaS WW
- Booth Tour : New products and SRP (in live demo)
- Perfect place to meet Advantech PM and Expert – Networking
- Co-Creation inspiration to deploy also locally (Duplication business model)



# ***Co-Creating the Future of the IoT World***





# Advantech Co-Creation... Sustainability

- ✓ Witnessed Power of Eco System
  - Network Corporation Japan – Smart Building
  - AMTI Philippine – Smart Security as Services
- ✓ Leverage Advantech worldwide channels network
  - Through WISE-PaaS MarketPlace
  - Domain focused SI partners in markets where iSAP does not have coverage
- ✓ Appreciations for Value-added Applications
  - Domain focus
  - Strong desires for application based offerings
  - Cross-selling synergies
- ✓ Advantech Wise-PaaS ... boundaryless opportunities
  - Domain focused Intelligence as Services
  - Eco System within Eco System



# Key to Sustainability : Focus Execution

## Smart Industrial Parks & Public Utilities

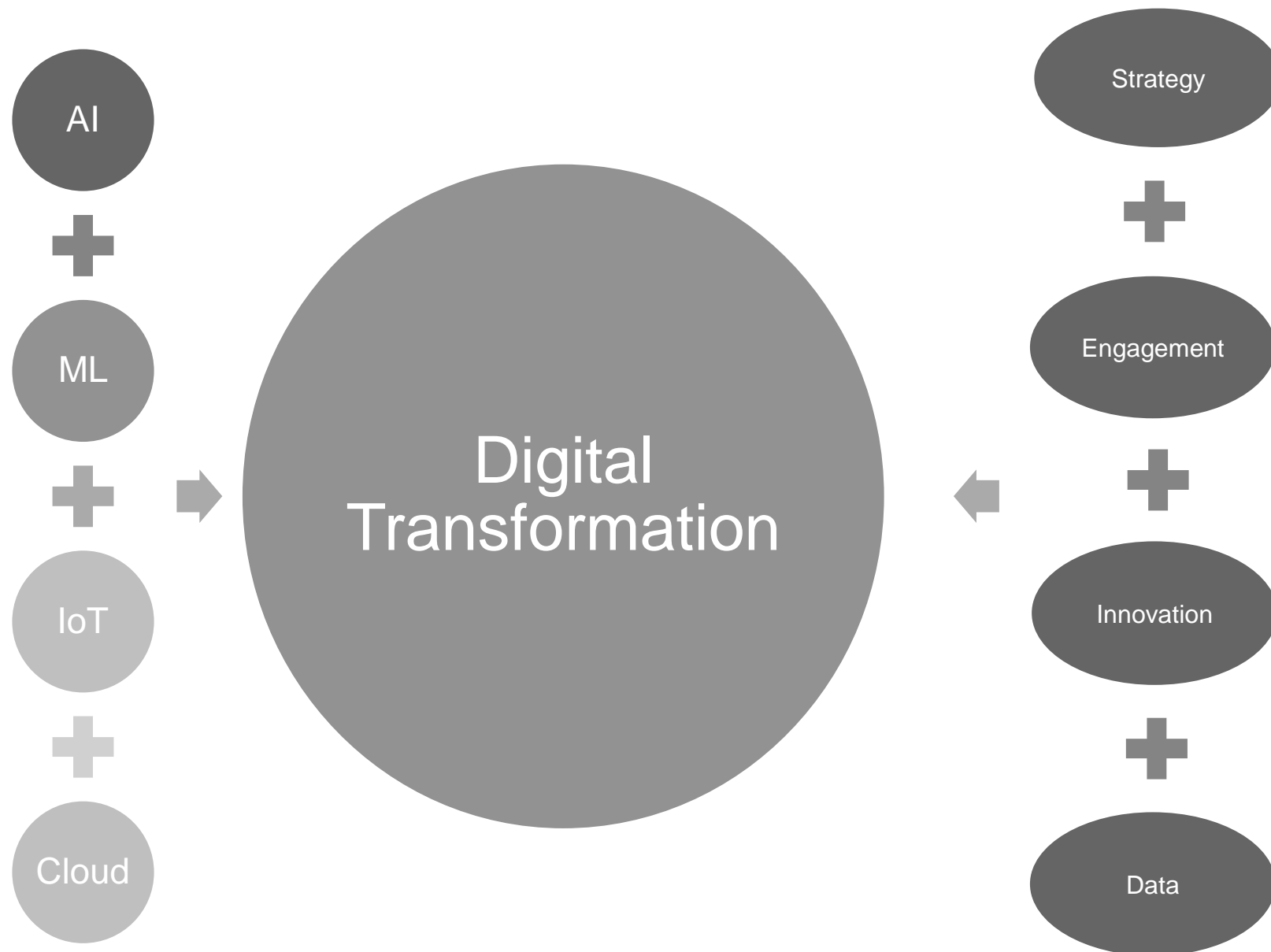




# Ecosystem for Success – Industrial Digital Transformation

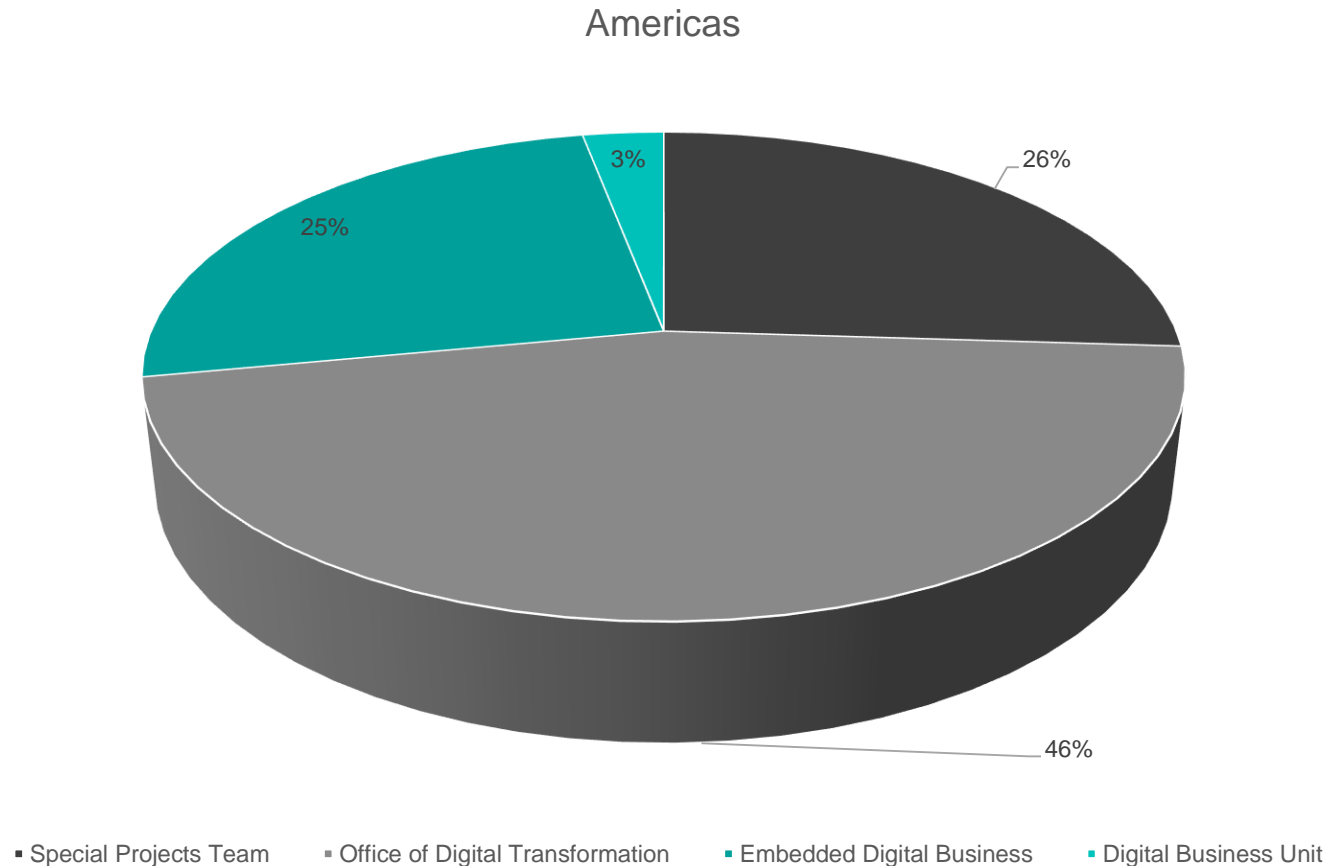


# The State of Digital Transformation



<https://econsultancy.com/five-key-digital-transformation-questions/>

# Customers are Forming Digital Transformation Teams



- Team Objectives
  - Define Mission
  - Establish Priorities
  - Implementation Across Enterprise
  - Creating New Business

<https://www.cio.com.au/article/626946/organisational-structures-digital-transformation-4-archetypes-emerge>



# Digital Transformation Programs are Complex



Help Net Security  
January 15, 2019

Share this article



## 90% of companies face significant obstacles with digital transformation

Nearly eight in 10 (79 percent) companies are in the process of **digital transformation**, but the vast majority, 90 percent, are facing significant obstacles to success.

43,667 views | Jan 7, 2016, 05:04pm

## Why 84% Of Companies Fail At Digital Transformation



**Bruce Rogers** Contributor ⓘ

*I write about consumer behavior and business transformation.*

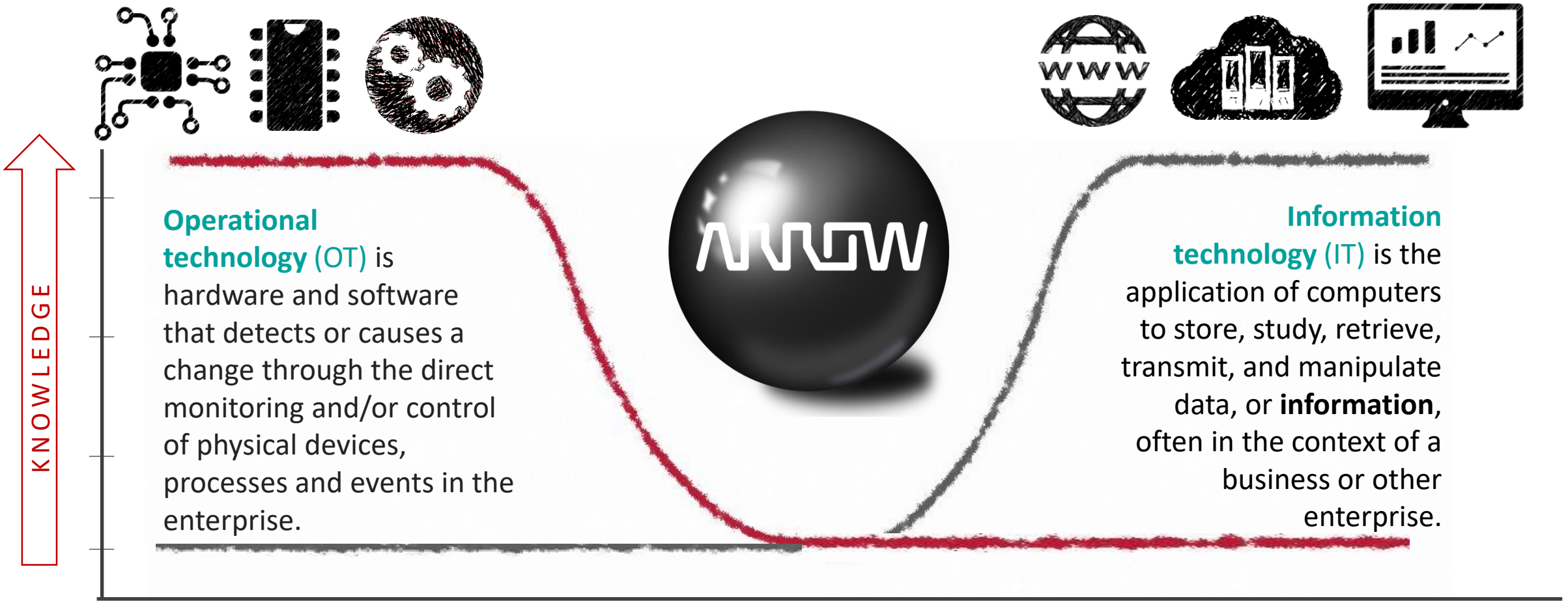
<https://www.helpnetsecurity.com/2019/01/15/digital-transformation-obstacles/>

<https://www.forbes.com/sites/brucerogers/2016/01/07/why-84-of-companies-fail-at-digital-transformation/#24b0ea5d397b>

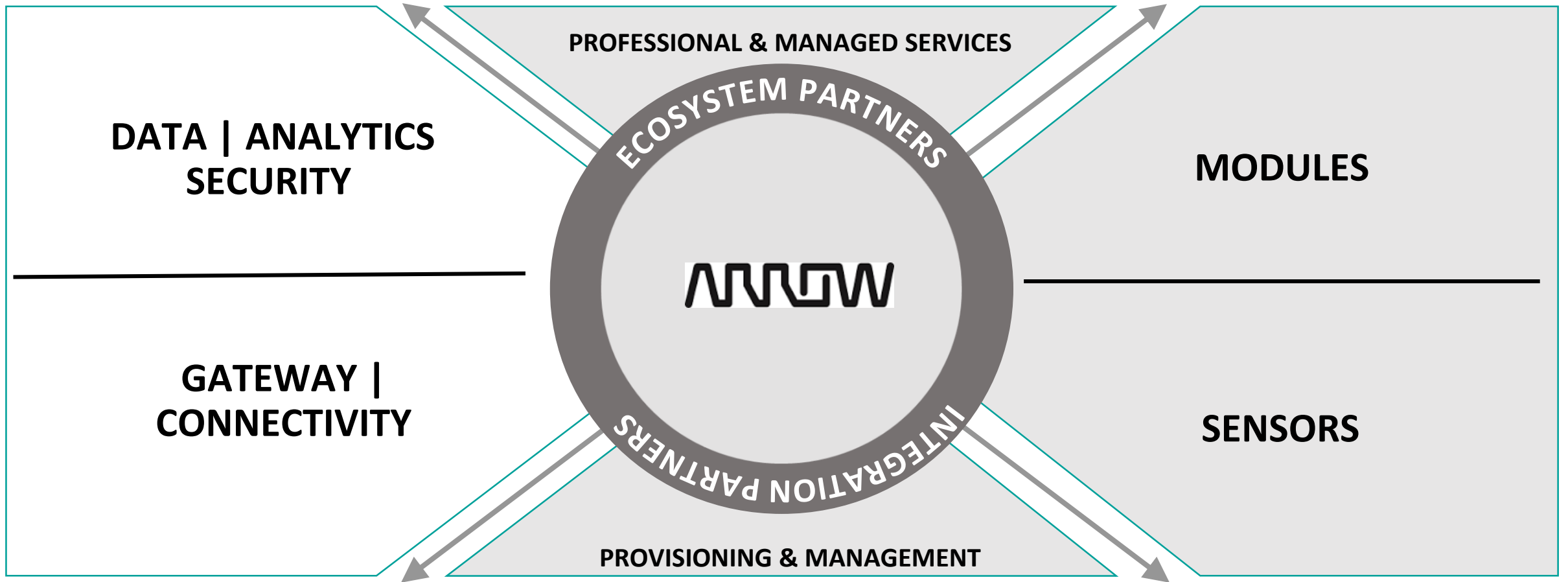


# Digital Transformation – Keys to Success

# Digital Transformation requires Partnerships



# Our Partnerships scale Digital Transformation Projects



# IoT Activities create Multiple Value Streams

## *Supporting Arrow's Go-to-Market Selling Motions*

### **Sell to and Sell Through Revenue Opportunities**

- Development of new markets
- Extend services revenue to new customers
- Development new revenue channels within existing customers

## *Strengthens the Ecosystem for Technology Partners*

### **Repeatable and Market Ready Solutions**

- Solutions create valuable conversations and revenue opportunities.
- Develops new business relationships and revenue.
- Ecosystem sales decrease selling costs and increase value.



# Our Solutions Approach has Traction



- The joint program has yielded new customers.
- Our differentiation has provided unique business relationships.
- Solution knowledge leads to more value in our demand creation activity.

# Snapshot 2018

Gross Profit  
**\$3.7B** ↑10%

Operating Income  
**\$1.1B** ↑21%

Earnings Per Share  
**\$8.83** ↑18%  
\*Adjusted

## Highlights

**FORTUNE**

MOST ADMIRABLE

150K

ENGINEERING ENGAGEMENTS  
PER MONTH

20,100

EMPLOYEES

80

COUNTRIES

200K

CUSTOMERS

300

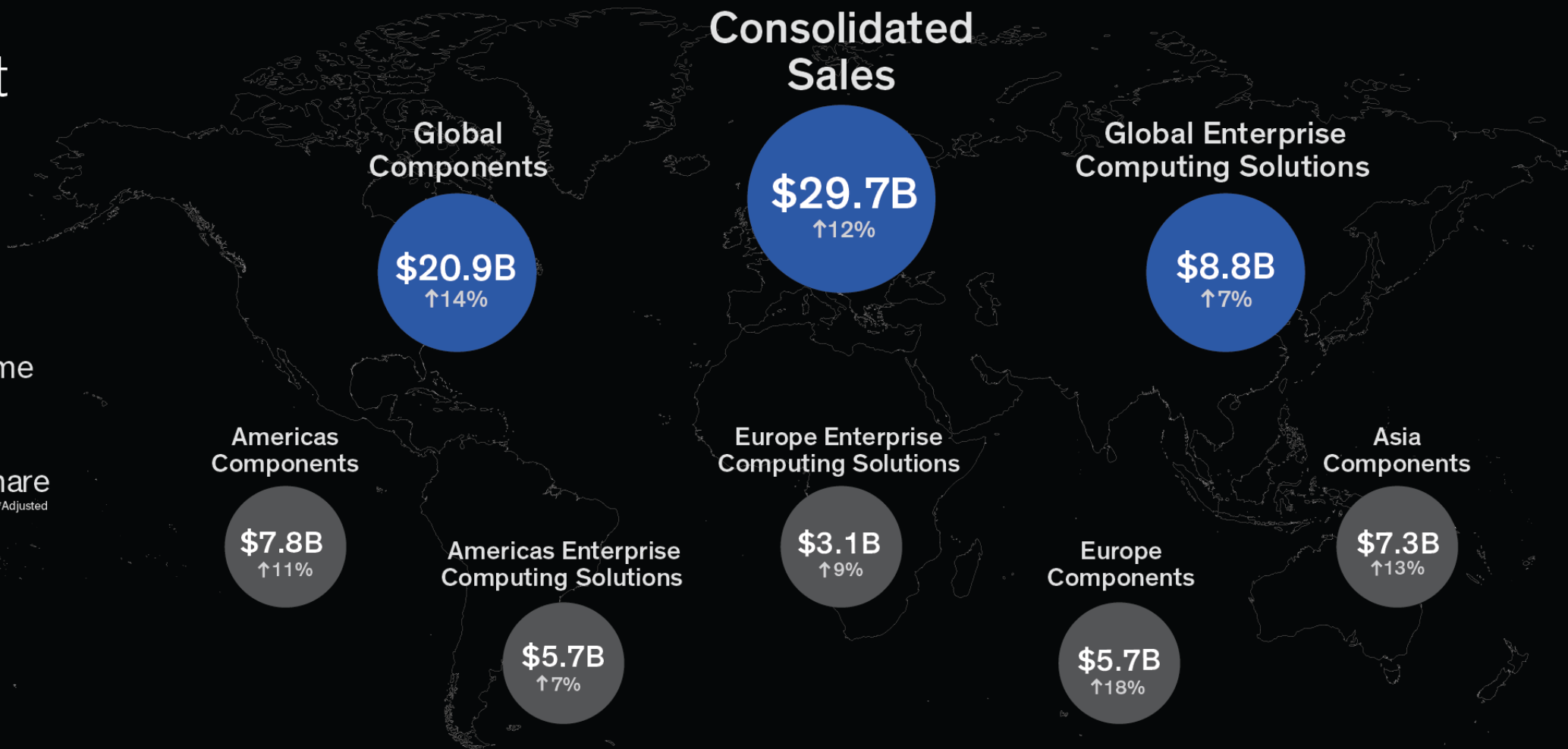
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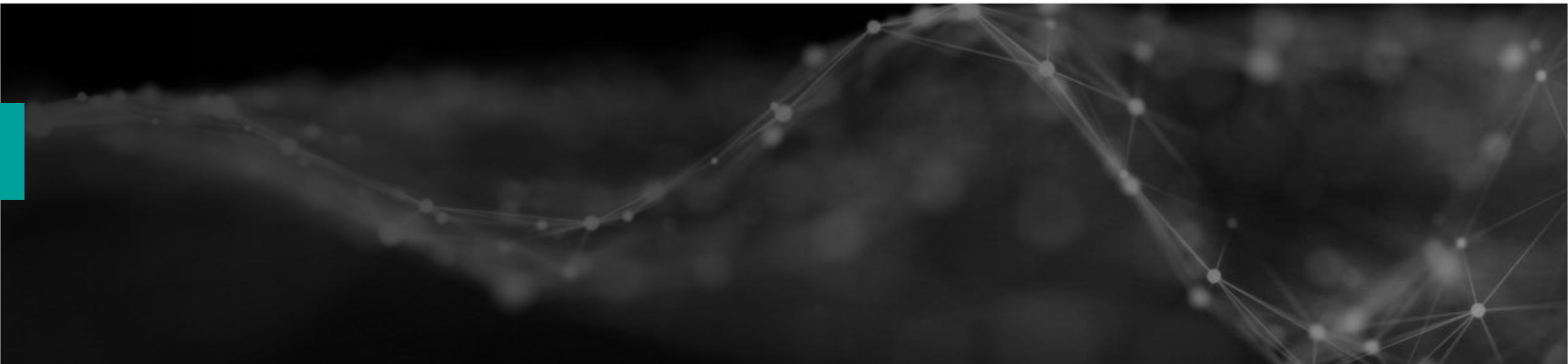
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DISTRIBUTION AND  
VALUE-ADD CENTERS

113

FORTUNE RANK



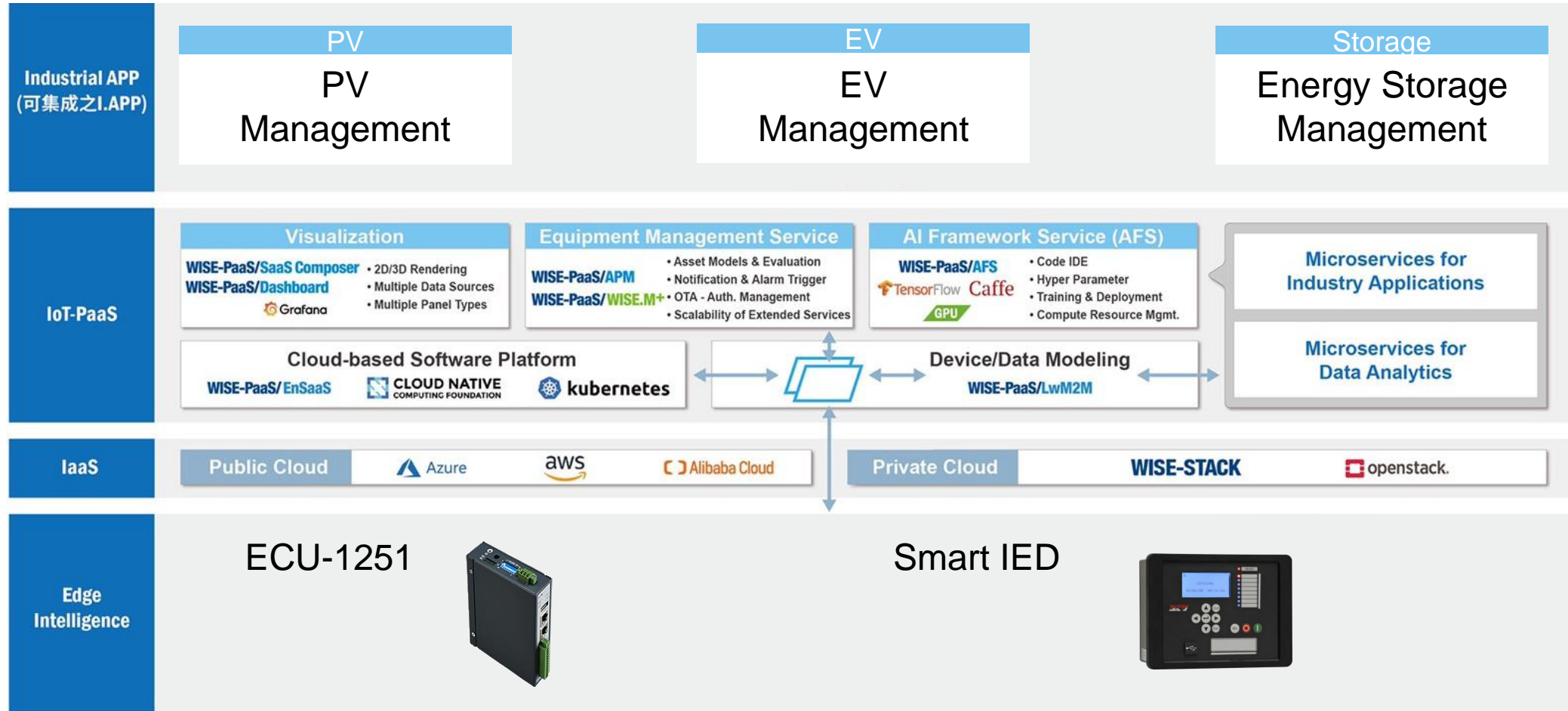




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加雲聯網股份有限公司

## 2020 Advantech Industrial-IOT WPC

# WISE-PaaS Marketplace 2.0





No. 19-01-CAV-011

## Issued to:

ICPSI (Intelligent Cloud Plus).

14F., No. 55, Zhongzheng 3rd Rd., Xinxing Dist.,

Kaohsiung City 800, Taiwan (R.O.C.)

## Issued by:

Electronics Testing Center, Taiwan

No.8, Ln. 29, Wenming Rd., Guishan Dist., Taoyuan

City 333, Taiwan (R.O.C.)

## For the server product:

SE Service (Smart Energy Service)

Version: V1.1 SP1

The server product has not been shown to be non-conforming to:

**IEC 61850 Edition 2 Parts 6, 7-1, 7-2, 7-3, 7-4 and 8-1**

**Communication networks and systems for power utility automation.**

The conformance test has been performed according to IEC 61850-10 Edition 2, the UCA International Users Group Edition 2 server test procedures revision 1.0 with TPCL<sup>2</sup> version 1.2.1 with the product's protocol, model and technical issue implementation conformance statements: "Protocol Implementation Conformance Statement for the IEC 61850 interface in SE Service (Smart Energy Service), V1.1 SP1, Mar 26, 2019", "Model Implementation Conformance Statement for the IEC 61850 interface in SE Service (Smart Energy Service), V1.1 SP1, Mar 26, 2019", "TICS for the IEC 61850 interface in SE Service (Smart Energy Service), V1.1 SP1, Mar 26, 2019", product's extra information for testing: "PIXIT for the IEC 61850 interface in SE Service (Smart Energy Service), V1.1 SP1, Mar 26, 2019".

The following IEC 61850 conformance blocks have been tested with a positive result (number of relevant and executed test cases / total number of test):

1 Basic Exchange (21/26)	13 Time Synchronization (3/7)
2 Data Sets (3/7)	

This certificate includes a summary of the test results as carried out at Electronics Testing Center, Taiwan in Taiwan with SimFlex CS Ed 2.2.0 with test suite 2.0-EA03 Wireshark version 2.4.0. This document has been issued for information purposes only, and the original paper copy of the Electronics Testing Center, Taiwan test report: No. 19-01-CAV-011 will prevail.

The test has been carried out on one single specimen of the product as referred above and submitted to Electronics Testing Center, Taiwan by ICPSI. The manufacturer's production process has not been assessed. This certificate does not imply that Electronics Testing Center, Taiwan has certified or approved any product other than the specimen tested.

Taoyuan, March 27 2019

Sophia Liu  
Head of SectionHsi-Hsun Yeh  
Technical Certifier

Applicable Test Procedures from the UCA International Users Group Edition 2 Server Test Procedures version 1.0 with TPCL version 1.2.1:

Conformance Block	Mandatory	Conditional
1: Basic Exchange	sAss1, sAss2, sAss3, sAssN2, sAssN3, sAssN4, sAssN5, sSrv1, sSrv2, sSrv3, sSrv4, sSrv5, sSrvN1abcd, sSrvN4	sSrv6, sSrv8, sSrv9, sSrv10, sSrvN1e, sSrvN1f, sSrvN3
2: Data Sets	sDs1, sDs10a, sDsN1ac	
13 Time sync	sTm1, sTm2, sTmN1	

# Quick Facts of Anewtech

- Established in 1999 - One of the most successful platform builder in SE Asia
- Headquarters based in Singapore with overseas locations in Malaysia, Vietnam .
- Singapore office premises: 62, Ubi Road 1, #04-14 ,15,16.11,12 Oxley Bizhub 2, Singapore (408734)
- Total Floor Area : 5800 sq feet area
- Nov 2019: Added one more unit: #04-17.
- From Dec 16<sup>th</sup> will have total of: 6900 sq feet
- No. of employees: 50
- Malaysia Operation: 1500 sq feet. Establish since 2004 Expanding to 3000 sq feet by Sept 2007
- Expanding to 3600 sq feet since 2015 Aug
- Penang office setup since Dec 2008.
- Vietnam Office setup Since : July 2008
- ISO 9001:2015 certified valid through 2021
- Biz-safe 3 – certified through 2022



# POC EDM Machine OEE project

- WISE 4060 x 30 units connected to 30 sets of EDM machine tower light signals
- 1 unit of UNO 2271 Web Access/Scada 8.4
- Acquire the machining process time and the mobility AGV interface time to supply the tooling to the EDM machine.
- Wise Paas Scada application for data collection
- OEE cloud use for POC
- Project enhancement to interface SQL server for data sharing
- Potential another 24 units of CNC machine



# OEE project Pipelines – Proposal done

- Industrial 4.0 training line for Polytechnic innovation lab
- SMT machine OEE monitoring for 1 sample line POC
- CNC machine monitoring – currently propose for 6 machine will proceed for POC with 1 machine
- OEE process retrofitting for legacy machine line for pressure gauge manufacturing



# Key Take Away:

- Anewtech's is DFSI partner for Wise Paas Solution with Advantech
- Work with factory information systems team for I4.0 Pilot project
- Save time, Save effort, increase productivity , low Start up costs, Low risk
- Provide total integration of Industrial 4.0 OEE project
- Domain knowledge on the industrial protocol and able to develop customised solution if there is need with 3<sup>rd</sup> party application or customer customised centric application



# Summary

- Wise Paas is not a new technology , it is an enhance technology to empower Industrial transformation
- It's a new approach to achieve result that weren't possible to achieve 10 years ago, due to technology advancement and lower costs of ownership
- With the flexibility of protocols and unified communication, factories can integrate data collection process easily to a centralise management for analysis.
- Through strategic partnership, we can provide a complete solution to create the real Factory 4.0;

## Executive Q & A



## Question

Regarding to WISE-PaaS, three years ago the platform was in early stages, and competitor ahead of the game, **when do you foresee that software from Advantech will catch up with competitor?**

## Question

**We need assistance in acquiring WISE-STACK and how we can utilize WISE-PaaS marketplace.**

## Question

We need to develop more solution in Mexico using OEE indicators. **Who is in charge of OEE solution? How mature is the tools? In this projects, how we could estimate hardware/software and engineering requirements?**

## Question

Partner is key for success. Many of the examples show partnership in Europe and Asia. **As a channel, how we could be more in contact with this partner project and develop some POC together?**

**Asset management is an strong market. How we could get more injunction about this area?**

## Question

Another Brain is a startup developing a new generation of IA that can do training on the edge. Co-creation program with Advantech will enable us to bundle CAMERA/EDGE AI as a supplier of our complete solution, and be promoted inside your sales channels.

**Will you create a program that will be able for my company to challenge and push the sales of our products through your sales channels?**



## Question

Like many SRPs ready for different industries, **whether Advantech have SRP for transportation sector (public transport, police ambulance, rail etc.)?**

## Question

Current WISE-PaaS and WebAccesses SW are not supporting decoupling function. Therefore, it is show low efficiency for usage of Advantech SW in some case since users cannot select the options they only need.

**In am wondering Advantech has any plan or roadmap for current SW decoupling issue.**

# Question

**How does Advantech globalize/localize SRP in next 3 years?**

## Question

**While developing APPs on PaaS, is there any guideline or security function to protect third party's APPs?**

# Question

**When will Marketplace 2.0 be available?**

## Question

**I'm doing system integration, and also interesting in WISE-PaaS Marketplace Co-creation strategy, what's the first step we can do at this moment?**

# Question

**I.APPs are innovative concepts, how can secure our solution put on this WISE-PaaS platform?**



## *Closing Remark*



# ***Co-Creating the Future of the IoT World***

