



D360 Awards 2022

Industry 4.0 Strategic Framework



Purpose
Why we exist
We connect for good



2030 Ambition
Who we must become
To be the world's most trusted
connector of people, devices
and machines



Values
What will guide us
Personal, Simple, Brilliant



Strategy

How we'll grow value for all our stakeholders

1

Looking in
**Build the
strongest
foundations**

2

Looking out
**Create
standout
customer experiences**

3

Looking to the future
**Lead the way
to a bright,
sustainable future**

Digital360 Awards 2022

Facciamo emergere l'innovazione digitale in Italia!



Customer

>50

Industrial Plants

+180

National Markets

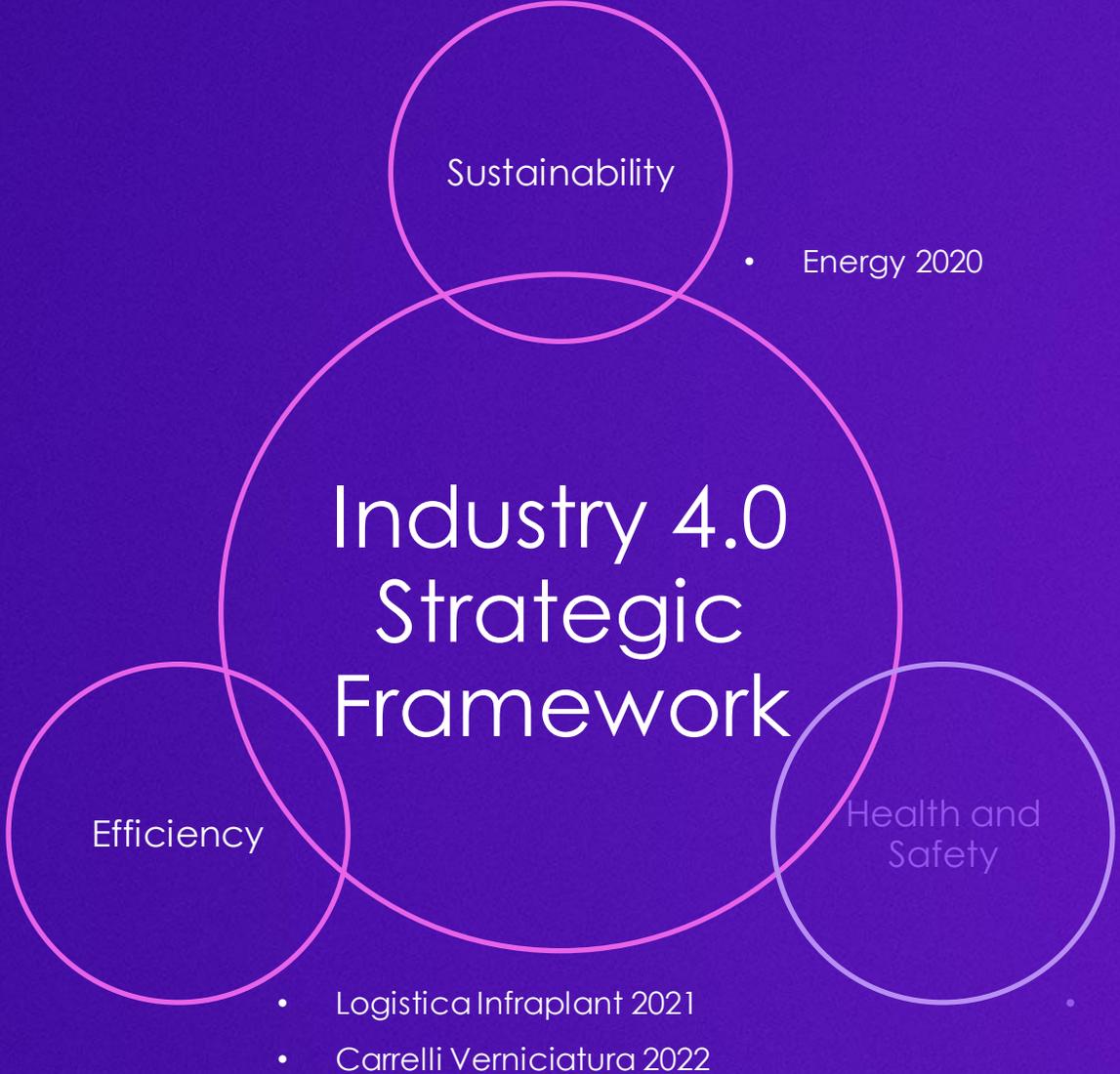


Customer Strategy

10yrs horizon



Initiatives for D360



Initiatives Overview

Use Case	Need	Solution	Challenge	Benefici	Progetto	Differentiators
Logistica Infraplant (Plant C1&C2)	<ul style="list-style-type: none"> • Live visibility • Accuracy • Productivity 	Track and trace <ul style="list-style-type: none"> • Rfid tags • Antennas • Edge/cloud intelligence • secure comm 	<ul style="list-style-type: none"> • Process • Production Line 	+ Productivity - Mistakes + Simplicity	Agile OT & IT Co-creation Framework driven Digital Champions	Digital Industries ROI driven ecosystem Gartner Global Leaders' solutions Agility Flexibility Scalability
Carrelli Verniciatura (Plant C3)	<ul style="list-style-type: none"> • Productivity • Efficiency • Safety 	Track and trace <ul style="list-style-type: none"> • Rfid Tags • Antennas • Edge/cloud intelligence • secure comm 	<ul style="list-style-type: none"> • Process • Temperature 	+ Safety + Performance - Faults		
Energy (Plant C4)	<ul style="list-style-type: none"> • Sustainability • Efficiency • Quality 	Insights/AI platform <ul style="list-style-type: none"> • Sensors • Edge/cloud intelligence • secure comm 	<ul style="list-style-type: none"> • Data collection • Data correlation • Closing loop 	+ EEI + Quality - 15% energy cost (expected)		

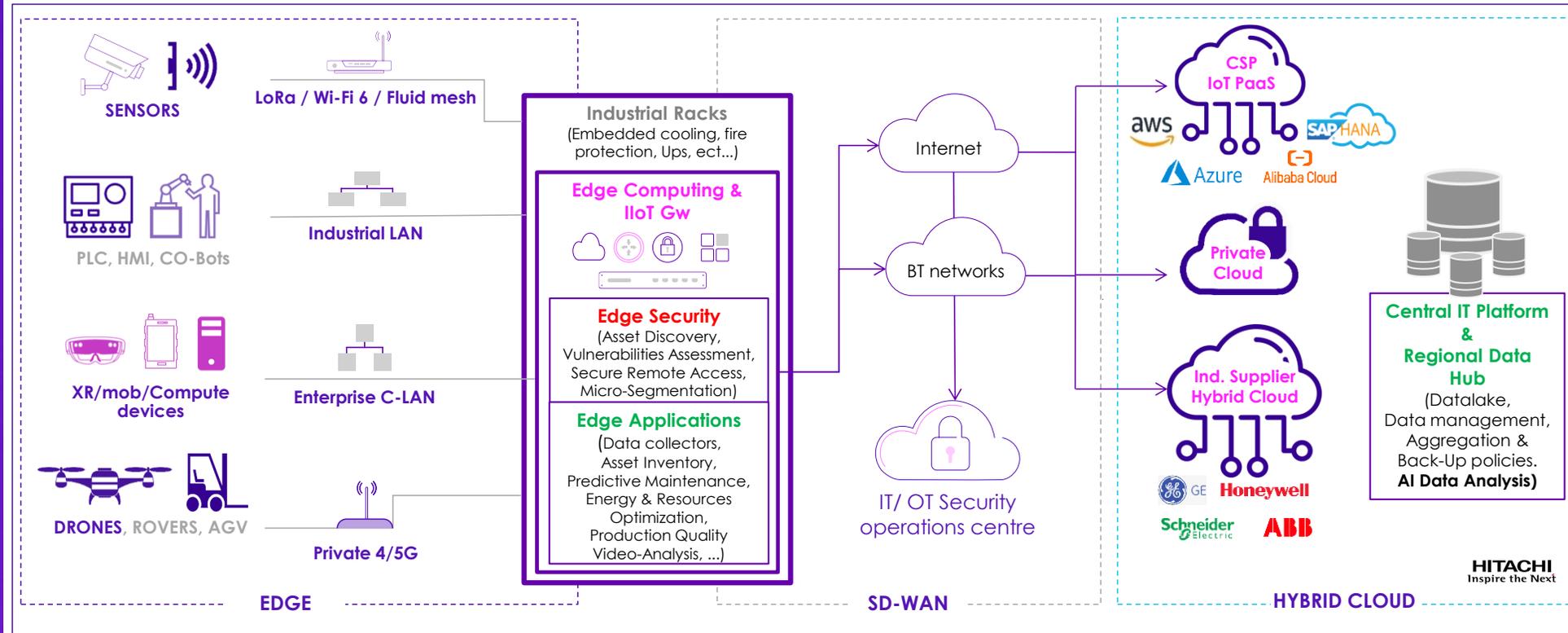


Digital Industries - we help you to scale

Our Industry 4.0 proposition provides the end-to-end infrastructure from industrial control systems to cloud.

This includes solutions for:

- Secure Sensors
- FAN modernization
- Data collection & Industry4.0 Apps
- OT cyber-security
- Edge Computing & IIoT Gateways
- Augmented Intelligence for first line workers (AR & VR)
- Cloud and CNF connectivity
- Regional IT Hubs (Private Cloud, Azure, AWS, Alicloud)
- IT/OT Security Operation Center



Infrastructure Monitoring System
Industrial/Enterprise Assets Visibility & Performance Monitoring
(Field Network Director, Industrial Network Director, IoT Operations Center)



Application Performance Management System
(Data Quantity Analysis, Application Performance)



Why BT for global organisations

We work with **40%** of the top 10 retailers globally

95% of FTSE 100 companies are working with us

Over 90 of the world's top 100 banks are our customers

£2.8bn of investment in R&D over the last five years

We work with **90%** of the top 10 luxury goods companies globally

We have one of the **largest security capabilities** in our industry



We defend ourselves and our customers from over **6,500** cyberattacks each day

Top 15 media and tech companies from Forbes Top 100 Digital list are our customers

Top 10 Indian SI companies are our customers

We serve customers globally in **180** countries

45 of world's top 50 insurance companies are our customers

1st global telco to receive a domestic licence in China

We have a global team of around **17,000** people

How is digital manufacturing transforming factories?



We can bring together
everything you need,

▶ ⏩ 🔊 2:37 / 2:57



Black Box" - turning factory operations into a "Crystal Box"



Thank you.

Sponsored by:



2:31 / 2:34



