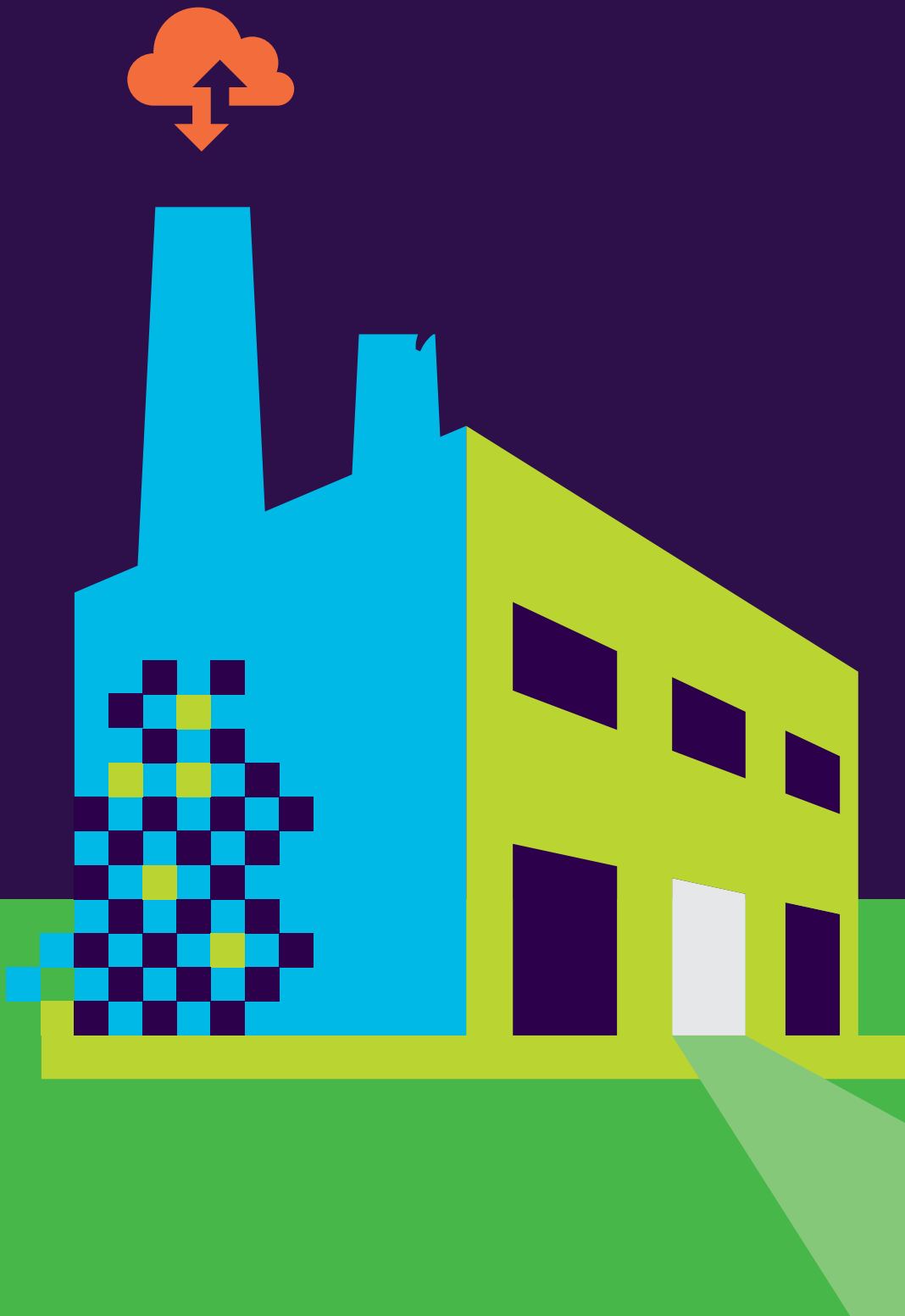


Fast Digital 4 Discrete Industries

by SAP and Capgemini



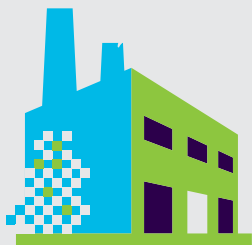
Only by looking at digitizing and connecting customers, supply chain partners, and smart operations can manufacturers truly realize the optimization and disruptive capabilities of digital to drive growth.

Fast Digital 4 Discrete Industries (FD4DI) by SAP and Capgemini helps clients in discrete manufacturing industries manage their digital transformation as they seek to adopt innovative concepts driven by Industry 4.0, the industrial Internet-of-Things (IoT), Cloud, Big Data, and Smart Automation.

FD4DI helps manufacturers create smart, connected products, assets, and operations that offer the potential for time-to-market reduction, productivity gains, cost savings, and new revenue streams. Capgemini and SAP are jointly addressing digital transformation needs by enabling a co-innovation platform for clients to develop digital solutions for the next generation of manufacturing.

Going digital creates significant opportunities for companies in the discrete manufacturing industries.

Joint pre-defined use-cases in the digital customer, smart operations and new business models space are the starting point of journey with our clients to engage with Capgemini and SAP, by exploring together the challenges to be addressed, the expected impacts, examples of available solutions, reference architectures, co-innovation, and Capgemini prebuilt assets. These use-cases harness the power of the latest SAP platforms including the SAP Leonardo Digital Innovation System and the SAP S/4HANA Digital Core. They can be extended across the entire value chain to create opportunities for top line growth and optimization across your business. They include customer 360°, extended supply-chain/track and trace, predictive maintenance, augmented shop floor and IoT service platform.



Pre-Defined Use-Cases

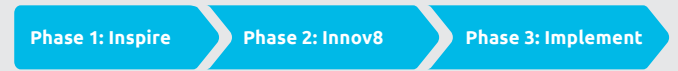
Engineer	Source	Make		Deliver		Service	
Collaborative Engineering	Automatic Costing	Manufacturing Intelligence	Predictive Maintenance and Advanced Diagnosis	Digital Warehouse Management	Smart Network Optimization	Revenue Integrity	
	Supplier Scouting	Smart Factory Design (incl. Cobots and AMH)			Control Tower	Smart Products	
Engineering continuity	Supplier Portal	Digital for HSE	Remote Control and Remote Support	Logistics Automation	Smart Transport Execution	Smart Field Operation	
	VMI					Order Orchestration and Omni-Channel	
Manufacturing Process Simulation	Smart Forecasting, Planning and Scheduling						
	Track-and-Trace						
Digital Customer 360°							
Digital Employee Experience							
Data Management							
Advanced Softwares and SaaS	Social and Collaboration	Analytics and simulation	Mobility and Process Digitization	Augmented Human	Advanced Robots	IoT and M2M	3D Scanning -3D Printing

- Customer 360°:**
 Discrete Industries clients are facing major changes in customer behavior and increased complexity of sales channels to reach and understand final customers (B2B2C). Embracing the key domains for customer centricity in this industry – Sales, Service (field service, aftermarket sales/ service) and Marketing, Customer 360° use-case aims at helping clients to deliver more relevant, seamless and personalized interactions to customers and suppliers, through an omni-channel approach covering the entire end-to-end processes.
- Extended Supply Chain, Smart Planning, Track and Trace:**
 Planning, Execution and Tracking has transitioned into the core of business operations, determining how reactive, agile and resilient a company can be in the fast paced digital economy. Demand is volatile in a buyers' market. This means that supply chain departments need to solve the conflict between scalable business, operational speed and protecting profitability.
- Augmented Shop Floor and Connectivity:**
 The simplification of assembly instructions or the streamline and simulation of processes at the shop floor is essential to improve agility and quality. This means 3D augmented connectors using ERP data for shop floor, or simulation of connected machines (robots, etc.) ultimately improving overall manufacturing time and cycles.
- Predictive Maintenance:**
 Improve service profitability and enable new business models through predictive service is imperative for asset manufacturers. For operators, improve overall equipment effectiveness through predictive maintenance is essential to the longevity of the business.
- IoT Service Platform:**
 Enable new business models and generate new service revenue streams by offering a foundation for seamlessly and securely connected devices on the Leonardo Platform, delivering trusted information to systems and delivering business insights.

Capgemini is doing things differently - Are you ready to join the Next Generation of SAP Digital Transformation projects?

Capgemini has defined a rapid and agile approach called INNOV8 enabling the design and deployment of digital solutions in weeks, not months. Work side-by-side with our

experts to develop digital solutions tailored to your use-cases—allowing Rapid Innovation and Realization in 8 weeks.



- INNOV8 is an agile approach to digital innovation providing a low risk method for digital use-case evaluation and deployment through 3 key phases:
 - Inspire: Digital Discovery resulting in targeted use-case identification
 - Innov8: Rapid, agile prototyping based on real, production data and business case generation for ROI generation
 - Implement: Realize selected prototypes as live pilots. Quick, iterative implementation and roadmap generation for broader deployment.
- The INNOV8 Lab is a digital sandbox letting you build on the latest SAP technology including a fully integrated Leonardo and SAP S/4HANA® platform with extensions on the SAP Cloud Platform (SCP), our SMEs and their use-case and data to test the prototype solution.
- Test it, validate it, expand it.**

Fast Digital 4 Discrete Industries by SAP and Capgemini addresses the digital transformation challenges facing today's discrete manufacturers by combining SAP's market leading suite of enterprise application software and digital solutions with Capgemini's unmatched depth of digital transformation.

To benefit from new digital opportunities, manufacturing companies need partnerships that provide skills, competencies, and technologies beyond the scope of their core business. This is where the "Fast Digital 4 Discrete Industries by SAP and Capgemini" initiative comes in. This joint initiative drives the complexity out of the digital transformation, allowing manufacturers to attain the agility they need for sustained success in digital business.

Combining Capgemini's global expertise in consulting, insight, and digital customer experience with SAP's suite of SAP S/4HANA digital solutions, we have what it takes to make the digital manufacturing transformation happen. Together, we provide our customers with the digital foundation for their core business processes and the platform for effective collaboration both within and beyond company boundaries.





About SAP

As the market leader in enterprise application software, SAP is at the center of today's business and technology revolution. SAP helps you streamline your processes, giving you the ability to use live data to predict customer trends – live and in the moment. Across your entire business. When you run live, you run simple with SAP.

For more information, visit

www.sap.com

About Capgemini

A global leader in consulting and technology services, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of 200,000 team members in over 40 countries. The Group reported 2016 global revenues of EUR 12.5 billion.

Visit us at

www.capgemini.com

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Visit our dedicated web pages for more detailed information on [*Fast Digital for Discrete Industries by SAP and Capgemini*](#)