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Capgemini supports Esaote to digitally transform its processes into a Smart Factory model with SAP® solutions

Esaote redefines its technological infrastructure with an 'Industry 4.0'¹ framework to optimize and manage production in an integrated and scalable way

Milan, Paris, March 12, 2018 – [Capgemini](#) in Italy has supported Esaote, the world's leading manufacturer of medical diagnostic systems, to undertake a rapid digital transformation based on SAP® solutions, aimed at improving the efficiency of its production processes as well as reducing time-to-market and costs. Departments across the entire company have benefited from the new 'Smart Factory' model.

Esaote has more than 1,200 employees worldwide. With its own production and research units in Italy and The Netherlands, Esaote is recognized as one of the top 10 diagnostic imaging companies in the world. Active in Research and Development, the company has been at the forefront of biomedical systems' innovation for over 30 years. Esaote needed to harmonize the production processes in its plants to gain production efficiencies and optimization in order to reduce costs, through leaner cycles. It also wanted to achieve less production defects to enable scrap and rework cost reductions, and correct plant maintenance strategies to improve overall component traceability.

A transformed technological architecture

To address these challenges Capgemini devised a transformation aimed at harmonizing and simplifying Esaote's technological architecture, through SAP solutions based on the '[LifeSciencesPath](#)'² vertical approach, designed in accordance with the sector's best practices. The full implementation of these solutions was achieved in less than 10 months.

"Esaote wanted to digitize its business processes and create efficiencies by adopting a unique and integrated way to manage them. Capgemini helped us to achieve a rapid transformation of our technological and production infrastructure into a Smart Factory model with SAP solutions. With a constantly controlled, performing and abundant IT architecture ensuring service continuity to all users, we can better plan and monitor the production of our probes in a timely manner while reducing the work-in-progress and scrap costs," said **Mauro Roncari, CIO at Esaote**. *"This important step in our IT architecture's modernization process – a pillar for our company – provides a sturdy and reliable basis to manage our business globally."*

¹Industry 4.0 is a name for the current trend of automation and data exchange in manufacturing technologies. It includes cyber-physical systems, the Internet of Things, Cloud computing and cognitive computing. Industry 4.0 creates what has been called a "smart factory".

²Capgemini's LifeSciencesPath solution is a predefined, SAP-qualified configuration based on Capgemini's experience in successful implementations; including its knowledge of industry-leading practices; and accelerated implementation methodologies and practices.



Real-time connection enhancing production

Thanks to real-time integration with machines and the speed of data processing as well as the quality control framework, it is now possible to capture diagnostic images and compare them with target scans, which verify the correct set up of probes. With the real-time connection removing the need for physical interaction between operator and machine, the operator can focus on collecting and analyzing data and recording measurements, all supported by automated management of the non-compliance issues.

Performance is now monitored in real-time with KPIs and analytics. The solution is highly scalable as it defines processes enabling the production management to then map machines, workstations, skills, operations' lines and sequences that need to be performed.

Gerardo Ciccone, Head of Manufacturing & Life Science at Capgemini in Italy, said: *"We brought together our expertise in digital manufacturing with SAP solutions to support Esaote in achieving its goal of transforming its technological infrastructure with a Global 'Industry 4.0' platform. It now optimizes and manages a fully integrated and scalable production process within a comprehensive network of suppliers, customers, and post-sales services. We worked closely with the Esaote teams, in a very collaborative way, to identify the best process solutions for the systems."*

Capgemini integrated Esaote infrastructure with SAP solutions³, leveraging the "[Fast Digital 4 Discrete Industries](#)" (FD4DI) offering, a Capgemini and SAP joint initiative to help 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 provided the Digital Transformation framework, centered on digital experience to achieve excellence and agile processes, with the coverage of end to end processes from Sales to Operations.

Additional Resources:

- Watch the story in full here: link to the [case study and video](#)
- Illustrative high-resolution images are available on request

About Capgemini

A global leader in consulting, technology services and digital transformation, 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 2017 global revenues of EUR 12.8 billion.

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³ SAP Manufacturing Execution (ME) on SAP HANA, SAP Manufacturing Integration and Intelligence (MII) and SAP ERP