

# Increasing machine availability through central asset management

03 November 2021 | Patrick Bruder | Lenze

**Lenze**

# Increasing machine availability...

## ... through central asset management

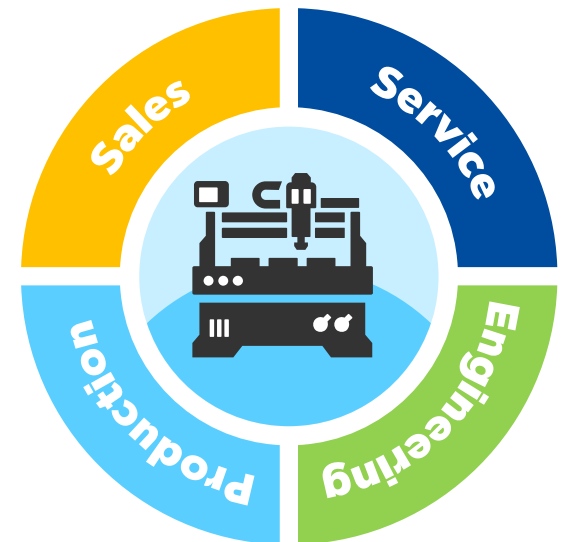


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### Agenda

- › A few words about Lenze...
- › “Digital” – additional business
- › Focus: Asset- and Ticket-Management
- › The open Lenze solution
- › Outlook



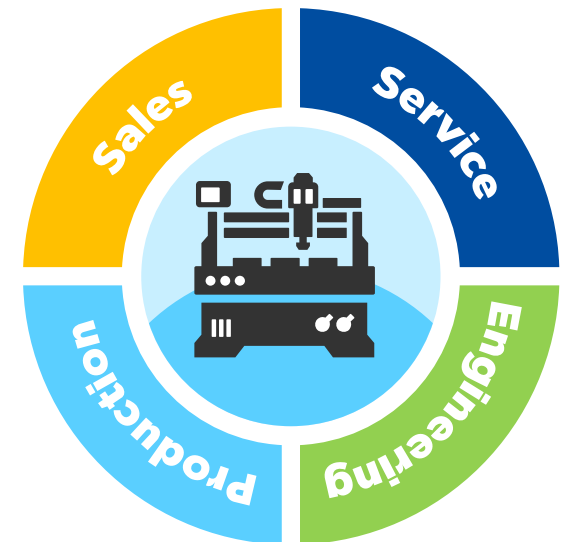
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## Digital Solutions

### The Machine is the Core of the OEM's Business Model

- › The Machine is the Core
- › New business opportunities

- › New requirements from the market – the machine is not longer an island
- › Transferring existing data to information
- › Combining the information
- › Creating benefits
- › Connectivity, openness and standards are the keys



# Advantages of Asset & Ticket Management

## For machine builder



Solution easily implemented



Faster reaction times



Improved Customer Engagement



Enable new business models and services

## For machine user



Transparent Service Processes



Smooth Communication



Reduce downtimes



Up-to-date Information

# Asset- and Ticket-Management @Lenze

## IT meets OT

- › Bringing things together
- › Standardized
- › Easy to implement

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### End Customer

Machine or Plant Performance  
Downtime Reduction

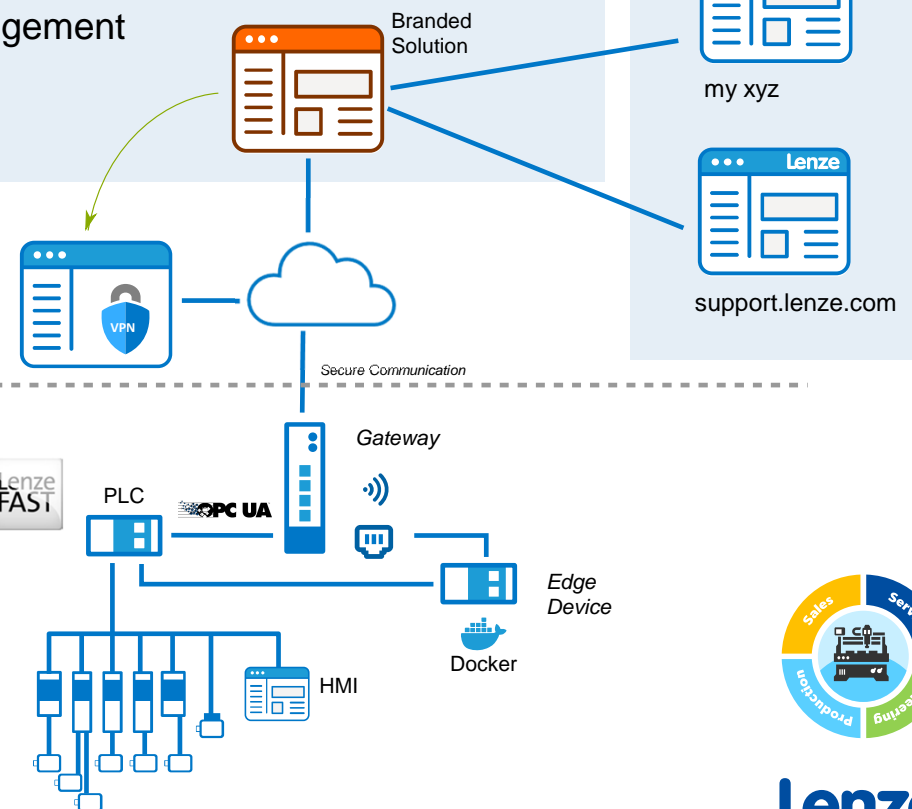


### OEM Install Base Management

Increased Customer Satisfaction  
New Service Offerings  
Product 2.0 Insights

### Machine Management

Remote Access  
VPN Access  
Cloud Logging  
Cloud Notify  
Dashboarding

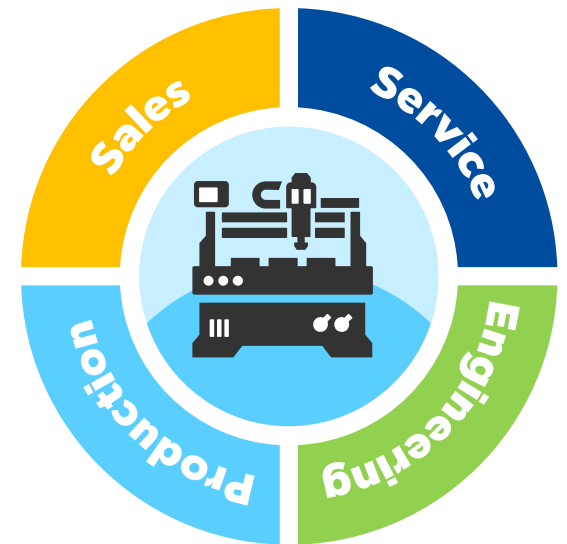


## Outlook

### The Machine is the Core of the OEM's Business Model

- › OEE and downtime tracking
- › Asset Administration Shell
- › Condition Monitoring
- › ...

- › The Machine is the Core
- › New business opportunities



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