

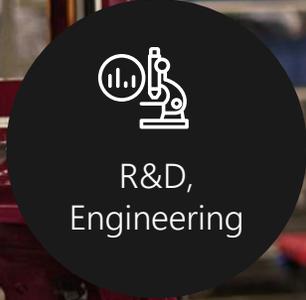
# Rethinking the **Supply Chain** in the Era of **Artificial Intelligence**

**Carlo Moretti**

Solution Principal  
Manufacturing Industries  
Microsoft Western Europe



# Achieve digital excellence with connected products and services



Smart product innovation



Plants and supply chains of the future



Connected marketing, sales, and services



IoT enabling rich connected Customer experiences

Pervasive connectivity enabling new offerings and revenue

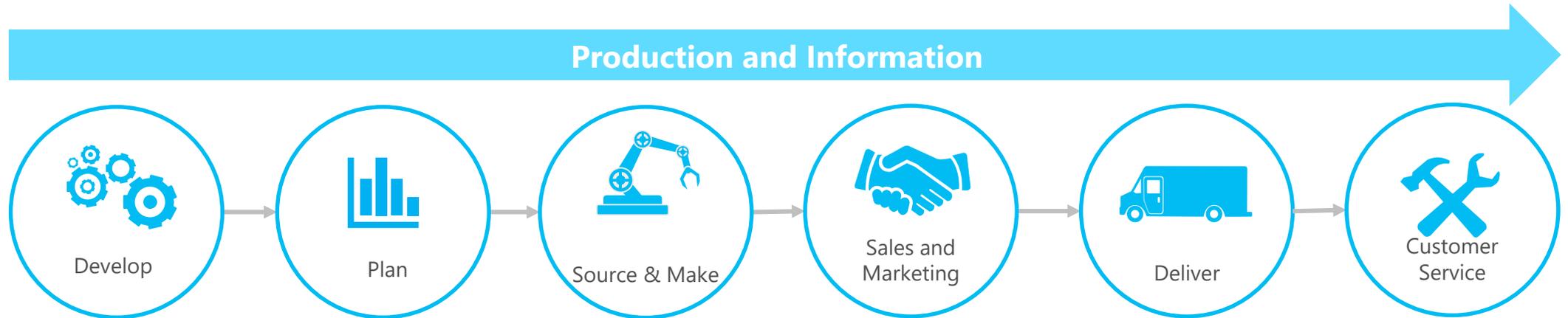
## CONNECTED VALUE NETWORKS

Transforming how products are designed, manufactured, and sold

## CONNECTED SERVICES AND EXPERIENCES

Creating new business models as a service provider

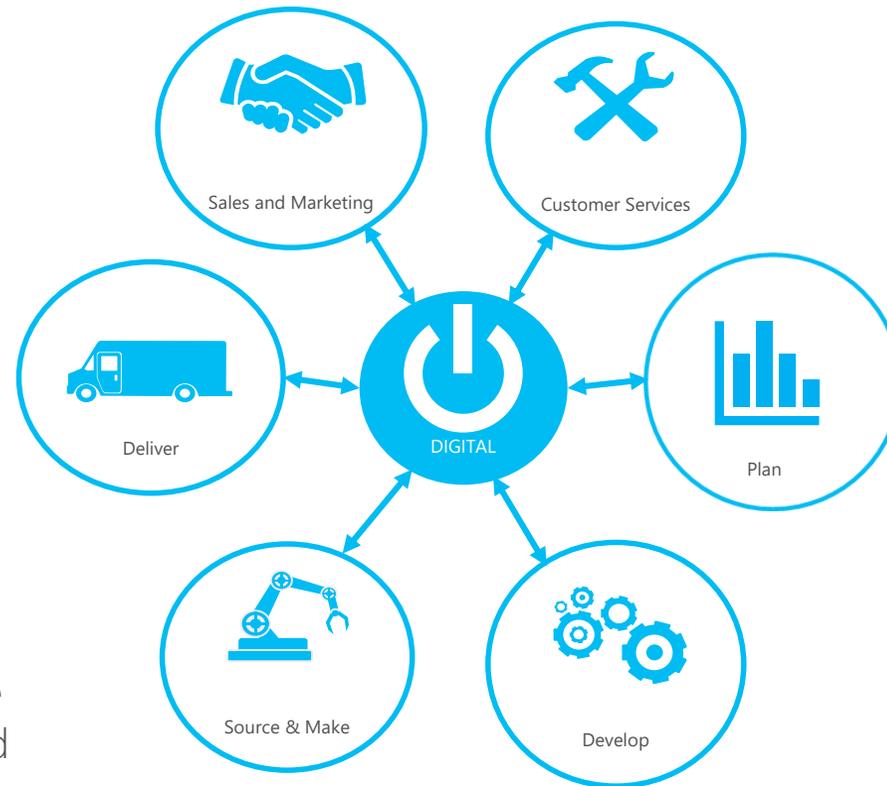
# Traditional Supply Chain Management needs to evolve into ....



- Unidirectional information and production flow
- Inefficiencies in one step can propagate in subsequent stages
- Reactive, non-adaptive and no predictive capabilities
- Stakeholders have limited visibility into other processes, which affects their ability to react or adjust their activities
- e.g. the expensive Forrester effect, in which inventory fluctuations due to changes in customer demand grow larger, and less predictable, further up the Supply Chain

# Digital Supply Chain Management

- **Agile** – quick responses to unforeseen situations and Supply Chain conditions
- **Connected** – real time communication & collaborations with Customers, Partners, Suppliers
- **Holistic** – decision making on the single source of truth, i.e. centralized standardized, synchronized data vs. not connected functional silos

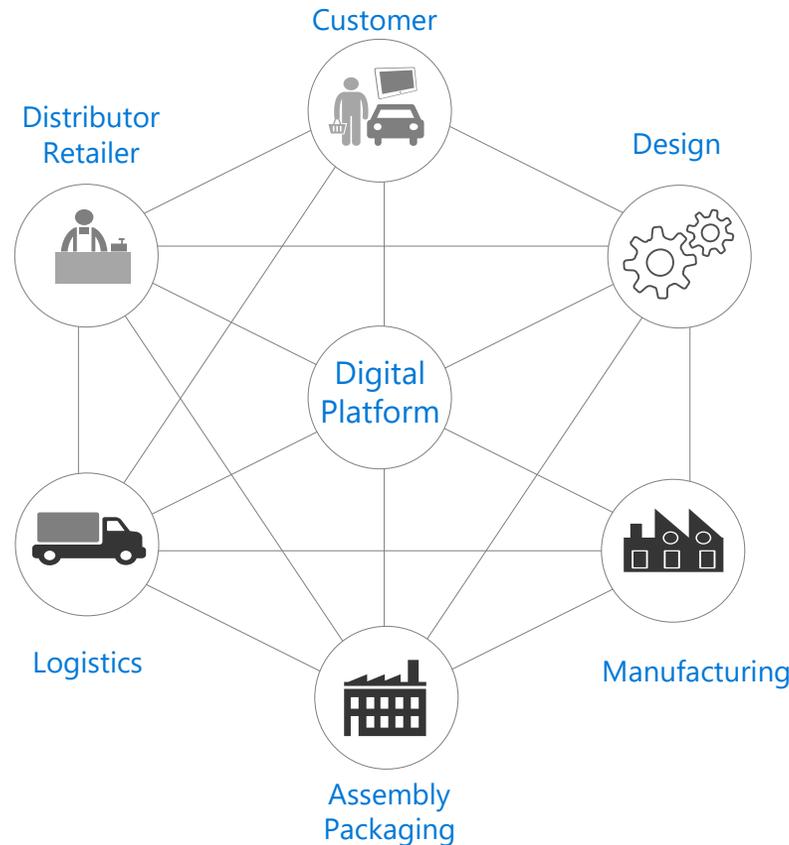


- **Intelligent** – create the business information feedback loop among humans, machines, data driven analytics, predictive insights, proactive actions
- **E2E visible** – achieve visibility across all the SC critical aspects as material flow tracking, schedule synchronization, balance of supply and demand, financial benefits

# Microsoft's Approach to Digital Supply Chain

**Build** digital supply chain foundation. Leverage the cloud to connect, automate, visualize E2E view of business

**Interconnected. Aligned.**



**Leverage** Partner-led solutions to drive predictability, accuracy, reliability and stability in supply chain

**Excellence. Smarter.**

**Drive** agility, responsiveness and flexibility in developing disruptive capability and new business model.

**Intelligent. Empowered.**



IoT & Edge



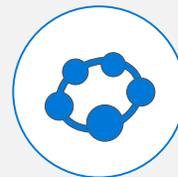
Advanced Analytics



AI & Cognitive



Graph Technology



Blockchain



Digital Workplace



Mixed Reality



3D Printing

# Our Products



Xbox



Surface Studio



Surface Hub



HoloLens



Surface



PC Hardware



Software



**MAERSK**  
**LINE**

Digital Supply Chain :  
Maersk navigates  
oceans of data to  
move goods globally



# Production Plants of the future ... today

## Challenge

Better predict errors or failures on assembly floor before they occur, saving customers' time and money.

## Solution

Transformed its manufacturing production line with advanced analytics solutions like Azure IoT Suite and Cortana Intelligence Suite.

## Benefits

- Predicted machine processes that will slow down or fail with an 90% accuracy
- Reduced costs of scrap and rework of 27%
- Delivered energy savings of 18%

"Since deploying the Microsoft predictive analytics solutions, we have seen at least an 90% accuracy rate in the prediction of machine processes that will slow down or fail, contributing to a scrap and rework savings of 27 percent."

— Clint Belinsky, Vice President, Global Quality, Jabil

**JABIL**

# Sandvik Coromant

combines human and digital intelligence

“What sets us apart is our deep knowledge of the machining process and our ability to translate that knowledge into the algorithms used to analyze the data.”

— **Mats Lindebland**, Global Product Manager,  
Sandvik Coromant



# Fujitsu Worker Safety

built on Microsoft Azure IoT Platform

## Lo sapevate che i flussi di energia funzionano come i flussi di dati? Parola di ABB, che nel settore ha progetti ambiziosi.

2017-06-13 - In un mondo sempre più affamato di energia elettrica la sfida del futuro si potrebbe giocare in nanosecondi: gestione e controllo di flussi di elettroni e di dati. Con auto elettriche che diventano salvadanai energetici, relè innovativi, smart grid e altre innovazioni. [Ecco le soluzioni digitali di ABB Ability, che viaggiano sul cloud Microsoft Azure](#)

*Per gentile concessione di [www.industriaitaliana.it/](http://www.industriaitaliana.it/) - Articolo di Marco De' Francesco*



Lo smart lab di ABB a Dalmine

Produzione persa, impianti e manodopera inattiva, prodotti difettosi, danni, attrezzature danneggiate sono fra gli effetti delle interruzioni di potenza nell'industria manifatturiera. In generale, secondo il sondaggio "Alliance Risk Barometer 2018" (condotto su 1.237 esperti di rischio di 55 paesi) il rischio più sentito dalle aziende a livello globale è il blocco delle attività.

  Solo Notizie[+ Vota questa pagina](#)[+ Condividi questa pagina](#)

### Links

- [Leggi l'articolo sul sito di Industria Italiana](#)
- [ABB Ability, l'offerta digitale integrata di ABB](#)
- [Internet of Things \(IoT\)](#)

### Altri link utili

- [ABB lancia ABB Ability™, l'offerta per soluzioni digitali industriali all'avanguardia](#)

ABB

 Microsoft



“This partnership will provide unique benefits to our customers in utilities, industry, transport and infrastructure, building on the combined strength of Microsoft and ABB,”

— Ulrich Spiesshofer, CEO, ABB

“Together with ABB, we are providing industrial customers with the digital technology and cloud platform to empower every person, team and business system within an organization to glean new insights and drive faster decision-making to seize new growth and opportunities”

— Satya Nadella, CEO, Microsoft.

**ABB Ability™**

---

**Who we are**

we are a multicultural, networked, agile team

# Rockwell Automation's Industrial IoT Platform

## CLIENT



Present information to users on mobile devices & desktops & to other systems

## SERVER

Data Storage & Aggregation | Data Model

**FactoryTalk Cloud**  
Microsoft Azure

Computation | Notification | Elasticity

Contextualize information to provide insights on Microsoft Azure

## GATEWAY



Small



Medium



Large

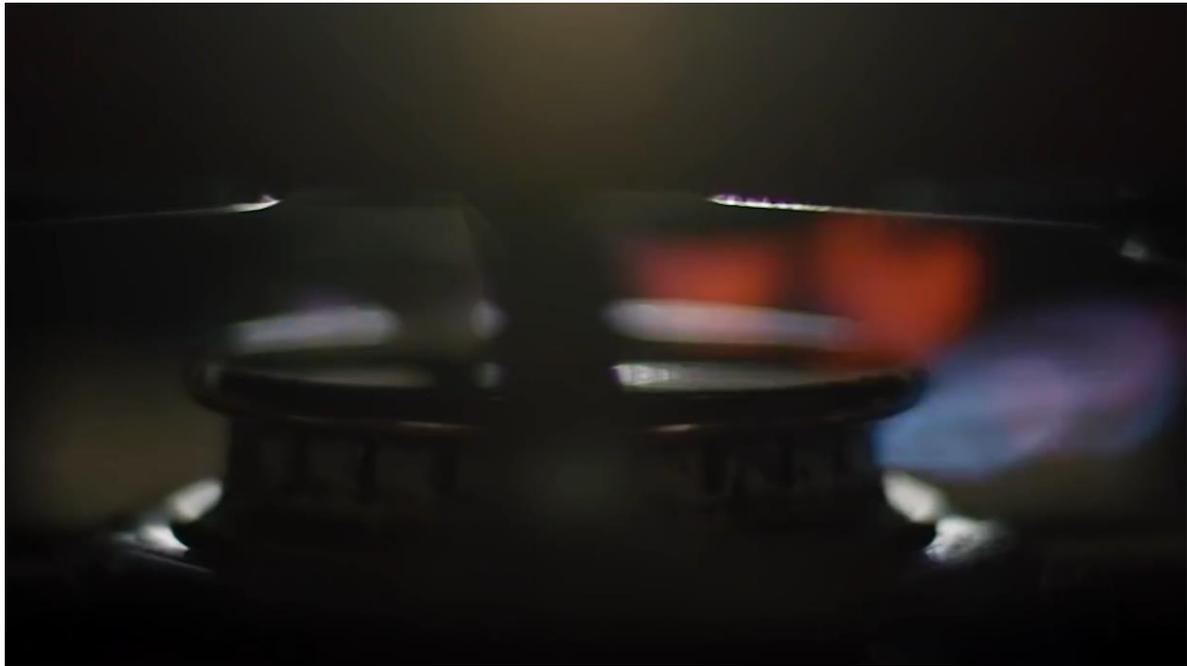
Collect data from devices & other sources in various form factors

## DEVICE



SCALABLE ANALYTICS

# Schneider Electric Leverages Microsoft Azure to Deliver IoT-Enabled Digital Services

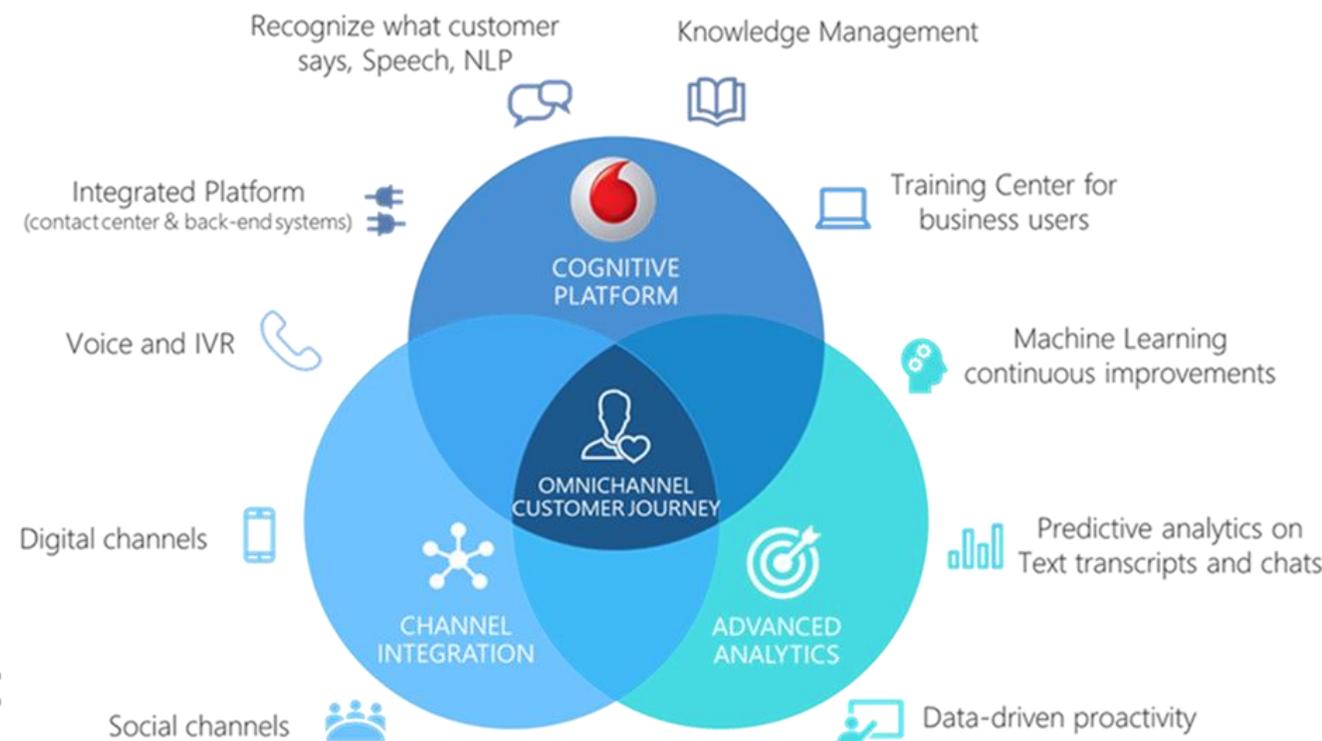


Life Is On



# Amplifying human ingenuity with intelligent technology

## Microsoft AI is empowering Vodafone TOBi to achieve more





**Thank  
You.**

[carlo.moretti@microsoft.com](mailto:carlo.moretti@microsoft.com)