

**FUJITSU**

# Unlock the future of manufacturing

Transform your manufacturing  
operations for a connected,  
intelligent, real-time plant



# Transform data into knowledge

Knowledge is power. Every day the number of things connected with each other increases by several million. Business enterprises can profit from this development by applying the IoT concept to their needs by implementing an Industrial Internet of Things (IIoT). Experts are certain that this will enable enterprises to boost their productivity by up to 30%.

## **Fujitsu's Smart Factory solutions transform data into knowledge**

Fujitsu's Smart Factory solutions enable you to optimally leverage data for your business. In addition to just considering things, we make sure to also connect data, people, and business networks intelligently. By doing so, Fujitsu supports industrial enterprises in successfully realizing digital transformation.

Smart Factory seamlessly integrates Operational Technologies (OT) and Information Technology (IT) in business environments. And that enhances the availability of your business information. We enable employees and management to access the right information anytime and from anyplace so that comprehensive process optimization can take place.

# Taking the lead through networked connectivity

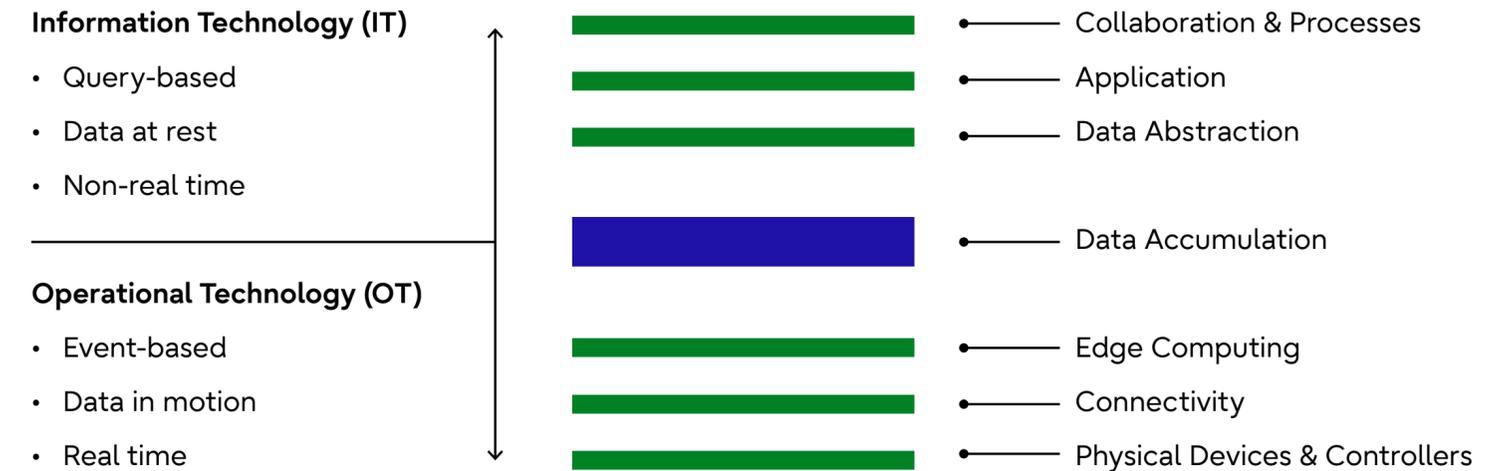
Fujitsu is supporting manufacturers to become smart, connected, and future-ready by implementing an information backbone that extends from the operational technologies to the IT and the workforce. In Fujitsu's Smart Factories, we bundle our expertise as an industrial enterprise, our technology and service expertise and our expertise as an SAP® Global Partner to help you transform your business into a streamlined, agile, and highly efficient organization. The transformation to the Smart Factory takes place in three phases:

**Get connected:** Based on a business-oriented and collaborative approach, we support you in bridging the gap between your OT and your IT. For this purpose, we analyze your business processes and identify the layers which need to be connected. In the second step we bring all this together with our

technological expertise. By connecting things such as sensors, people, and business networks, we provide the basis for information to efficiently flow from the shop floor to the top floor.

**Get insights:** With converged IT and OT, you gain actionable insights into all aspects of your asset and manufacturing operations, empowering you to proactively manage and simplify your business.

**Get optimization:** Coupled with smart automation and advanced analytics, you're in the position to optimize and transform your business processes quickly and with agility.



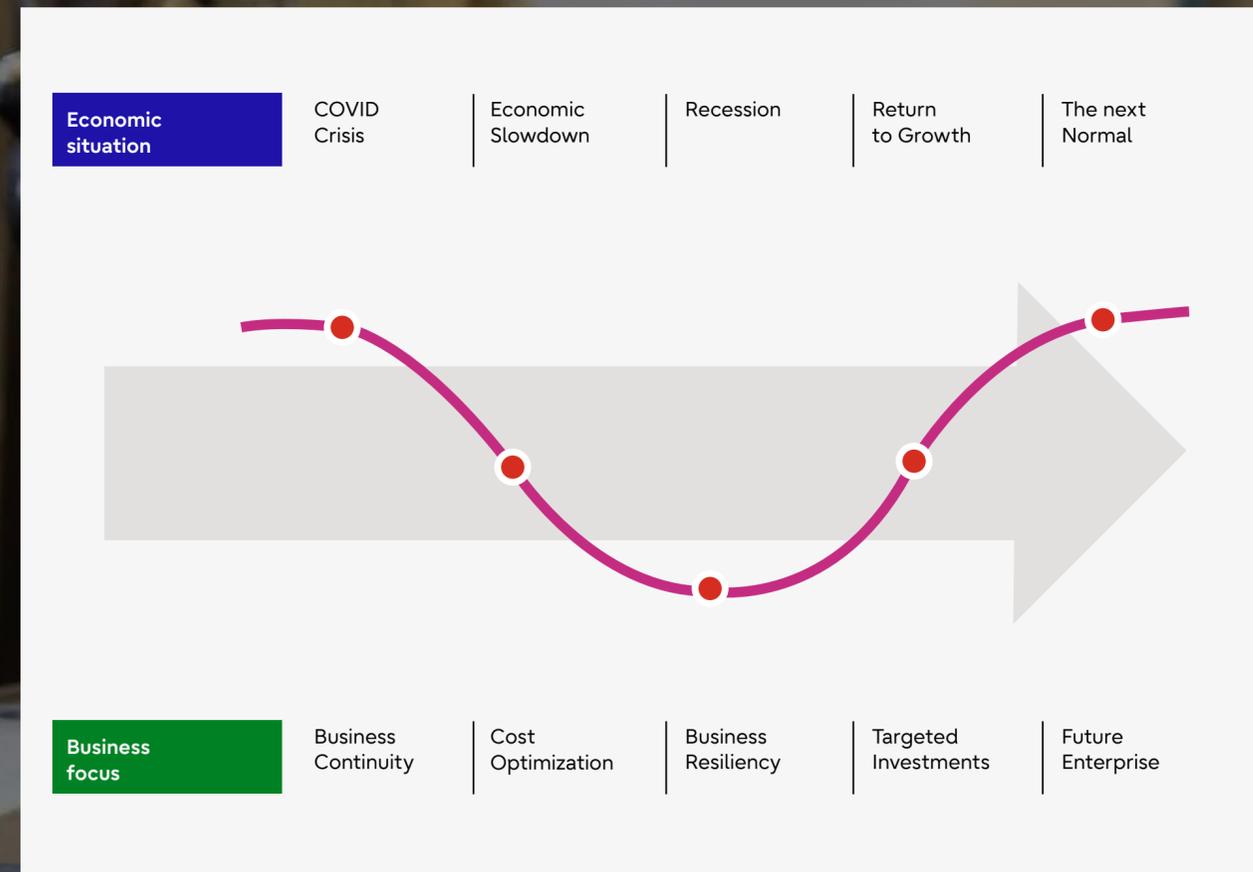
## Imagine higher productivity

Fujitsu Smart Factory opens up new dimensions in creativity throughout your business enterprise.

- Leverage the wealth of information and knowledge within your enterprise to further develop organizational and business processes.
- Create new, service-oriented business models that will make your enterprise truly unique.
- Generate new business ideas and sources of revenue in the digital world.
- Manage and optimize entire value chains in real-time to boost efficiency, mitigate risks, and improve quality management as well as corporate action.

# Smart Manufacturing solutions for future-proofed factories

Fujitsu's Smart Manufacturing solutions help factories build resiliency, investigate targeted investments on their digital transformation journey, and future-proof their enterprise – three critical stages according to IDC's 5 Stages to Enterprise Recovery.



## Business resiliency

Manufacturers are focusing on building business resiliency to ensure their ability to continue operations despite the potential of further disruption. Areas of interest include: remote work, ERP on cloud, supply chain visibility, and resilience.

## Targeted investments

As the economy returns to growth again, organizations will have to look into targeted investments. Areas to look out for include: Augmented and Virtual Reality (AR/VR), visual inspection, IT/OT integration, and supply chain agility.

## Future enterprise

If manufacturers want to be able to stabilize their businesses in the “next normal”, they’ll need to be able to address challenges on an ongoing basis. Areas to look out for include: AI/ML, RPA, QIOS, blockchain, track & traceability for better sustainability and automation.

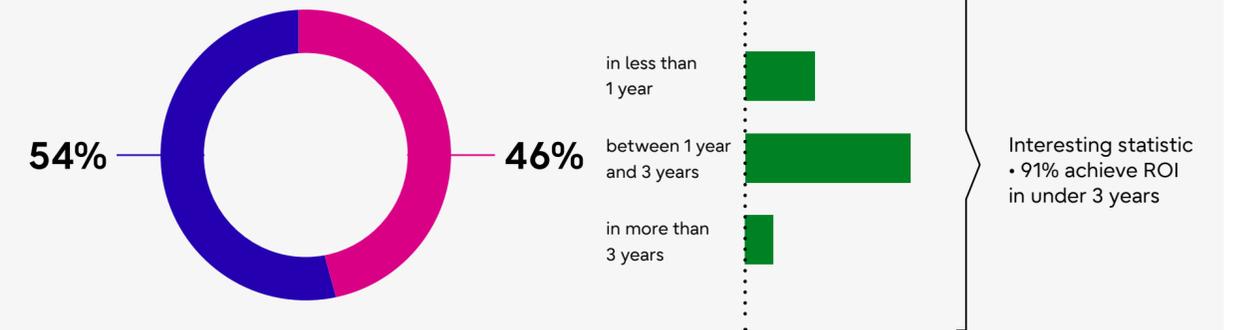


# The results of our Smart Factory survey:

In our Smart Factory survey, 46% of respondents say their Smart Factory investment has already delivered a return on investment (ROI). Of these people, 65% have achieved an ROI between one and three years, and 26% achieved it in less than a year. This means that 91% of organizations achieved an ROI on their Smart Factory initiative in under three years.

Has your Smart Factory initiative so far delivered a Return on Investments (ROI)?  
If yes, how quickly do you think that your Smart Factory projects delivered ROI?

- Yes, our Smart Factory Investments have delivered a ROI
- No, we have not yet reached a ROI



# Case Studies

Here are some case studies of how Fujitsu Smart Factory is helping its customers.

## Customer: Hunter Douglas Inc.

### Challenge

Hunter Douglas urgently needed a new partner with the expertise to rapidly deploy SAP Manufacturing Execution and SAP MII at its Mexico plant and to roll it out to its other facilities. Their current implementation of SAP MES footprint was impacting plant stabilization and resulting in fulfillment issues.

### Solution

Starting at the Mexico plant, Fujitsu quickly designed the environment to work with SAP software and to gain efficiencies in existing processes, providing a best practice blueprint for further implementations across USA, Canada, and Mexico. And then we spent the next 22 months migrating 20+ plants to the new SAP solution.

### Outcome

We were able to roll out 20+ plants in 22 months by using a hybrid model, optimizing inventory levels by 30% by driving significant improvements in WIP reduction with enhanced visibility. As such, we enabled the production of 4,000 Stock Orders (MTS) and 35,000 Custom Orders (MTO).

“Hunter Douglas recruited Fujitsu to stabilize our SAP S/4HANA® manufacturing deployment across 20+ facilities in 22 months, enabling an Industry 4.0 approach that reduced costs, boosted efficiency, and streamlined manufacturing.”

**Stephen Katsirubas,**

Chief Information Officer,  
Information Technology  
at Hunter Douglas

# Case Studies

Here are some case studies of how Fujitsu Smart Factory is helping its customers.

## Customer: Kawasaki Heavy Industries Ltd.

### Challenge

Manufacturing aerospace and defence systems is a labor-intensive industry. It's crucial to link engineering to the process and maintain tight control of configuration and change to the shop floor, while continuously improving on a daily basis.

### Solution

We used SAP S/4HANA Manufacturing for production engineering and operations to establish a consistent digital link between Production Engineering and Production Execution. The solution ensured change management control, with the accumulated data going towards streamlining business processes and improving productivity.

### Outcome

Using our systems, KHI was able to create a new vertically integrated digital platform for Production Engineering and Manufacturing, making it easy to balance strict change management with frequent improvements (i.e. "KAIZEN"), which is our competitive advantage. A billion manual activities of 4,000 workers have been integrated through this digitization and the collected digital data has reduced flow time by 15%.

"The competitive advantage of our production is sustainable KAIZEN. We're confident that by implementing SAP S/4HANA® Manufacturing for Production Engineering and Operations, configuration management and change management, which are very important in aircraft manufacturing, will be stricter and we will have capability that KAIZEN will be further advanced smartly and sustained."

**Hiroyoshi Shimokawa,**

Director, Managing Executive Officer, & President  
at the Aerospace Systems Company of Kawasaki  
Heavy Industries

# Unlock the value of your investments in SAP solutions

## Success within just a few weeks

Fujitsu Smart Factory provides SAP customers with efficient options for successfully realizing an intelligent enterprise.

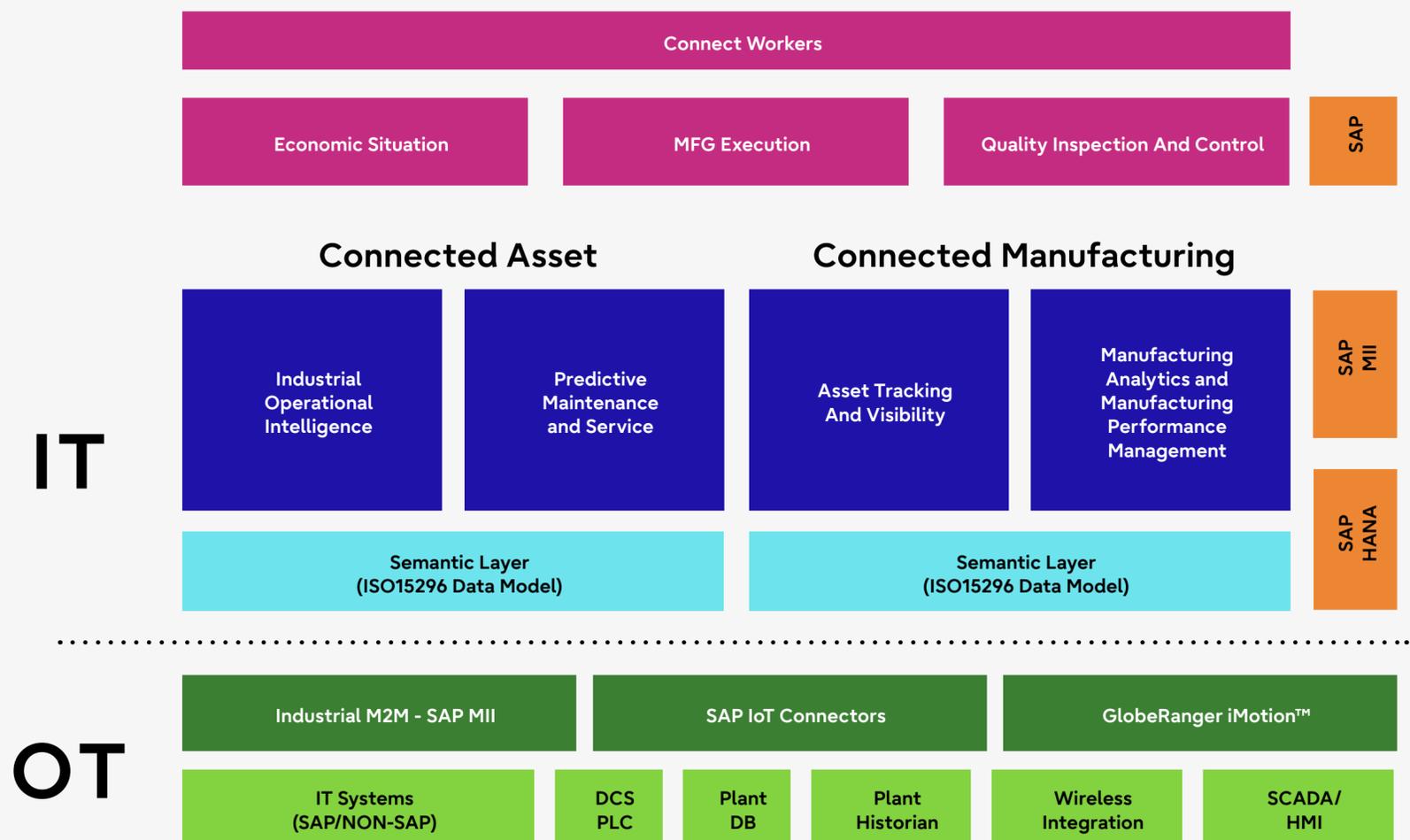
The offering covers all aspects including operational technologies and employees to complete management capabilities. Rapid deployment options for optimizing the production environment and asset management allow implementation within just a few weeks. Customers will quickly notice measurable results with Fujitsu's Smart Factory solutions.

Fujitsu's Smart Factory is based on SAP applications and Fujitsu IoT Platform to establish smart connections between operational technologies and IT. In addition, we can deploy SAP Manufacturing Integration and Intelligence (SAP MII) for industrial machine-to-machine connectivity, the SAP HANA® Cloud Platform for advanced analytics and Fujitsu GlobeRanger™ for asset tracking and visibility. We also incorporate and develop reusable apps and analytics on top of the SAP and Fujitsu technology stack.

## The main focus is on business processes – not on technology

An intelligent enterprise does more than just connect things with each other (like equipment, machines, systems, etc.) – it primarily forms an intelligent network that centers around people and processes. That is precisely what Fujitsu Smart Factory does.

The benefits: You protect your current investments, optimize your return on ROI and achieve maximum flexibility for realizing the digitalization of your business across all levels.



# Transform your manufacturing and asset management

## Fujitsu's Smart Factory solutions turns complex into lean

Smart Factory uses industrial machine-to-machine connectivity, mobility technology, and manufacturing analytics to provide a keen and actionable understanding of the vast amounts of operational data being generated. Transforming this data enables proactive management from the top floor to the shop floor, live and in real-time.

As a world-class manufacturer, Fujitsu has extensive expertise in helping organizations harness the power of the intelligent enterprise to increase manufacturing productivity, quality, and innovation at a reduced cost. The result is a highly optimized, lean manufacturing operation. New opportunities thanks to more data sources, simple data acquisition, and even real-time analyses for manufacturing operations will drive the revolution in production processes. For example, production planning and control across several factories can be organized using mobile and paperless technologies and tracking the flow of materials and goods can be improved considerably. This will result in benefits such as:

- Higher levels of operational efficiency
- Higher levels of transparency and traceability
- Optimized quality
- Optimized water and energy consumption and reduced waste
- Lower operational costs



# Transform your manufacturing and asset management

## Fujitsu Connected Assets enables predictive maintenance

Fujitsu Connected Assets puts organizations in a position to analyze data from assets equipped with sensors to gain better visibility into asset availability, to track the performance of their assets and to optimize maintenance processes. Based on real-time data, maintenance teams can assess the health of critical components in machines, facilities or systems and automate the maintenance processes based on asset health indexes. Thus, Fujitsu Connected Assets paves the way to condition-based maintenance strategies that unlock the full potential of investments in assets with predictive maintenance.

Features such as the live monitoring of assets really pay off, especially in industries (such as energy) that are heavily dependent on equipment and machinery:

- Maintenance teams can be deployed with more efficiency
- Maintenance and repair costs are dramatically reduced because unnecessary procedures are minimized
- Risks due to defects or outages – e.g., circuits or infrastructures are reduced
- Compliance with directives and regulations is improved
- Availability is increased in production systems and facilities
- Productivity is optimized



Leverage your synergies: We implement connected manufacturing and connected asset solutions using the same technology. It reduces complexity, speeds up projects and improves the ROI from SAP MII investments.

# Start your Smart Factory journey with Fujitsu & SAP

With Fujitsu's Smart Factory solutions, we provide a business-centric, collaborative approach with end-to-end solutions from a single source to ensure a seamless and integrated customer journey. For this purpose, our portfolio provides a value-driven road map with best-in-class services, solutions, and products to leverage the full potential of your SAP investments.

## Identify value

What kind of added value can be generated for your business through digital transformation? And how can your business enterprise be more creative and distinguish itself through extraordinary unique selling propositions? You will get compelling answers to these and other questions from Fujitsu Strategic Consulting. We take a holistic approach to your needs, starting from business and technical assessments and identifying use cases, to fine tuning business cases, defining roadmaps, and designing solution architecture. You always have complete transparency – from start to finish – when appraising the benefits that digital transformation will deliver to your business.

## Realize value

To realize your digital transformation strategy, our project managers, business analysts, functional consultants, and technical consultants – all of them professionals in their fields – will work closely with you to implement a solution that responds to your demands. Our project templates and leading technologies support fast and first-class implementation. One prime example is Fujitsu GlobeRanger iMotion™ edgeware, our solution for connecting things (such as sensors, devices, networks and enterprise systems) and orchestrating processes.

The result: Customized end-to-end solutions across all levels. All of this is available worldwide, thanks to our precise global delivery governance models and global delivery capabilities.

# Start your Smart Factory journey with Fujitsu & SAP

## Optimize operation

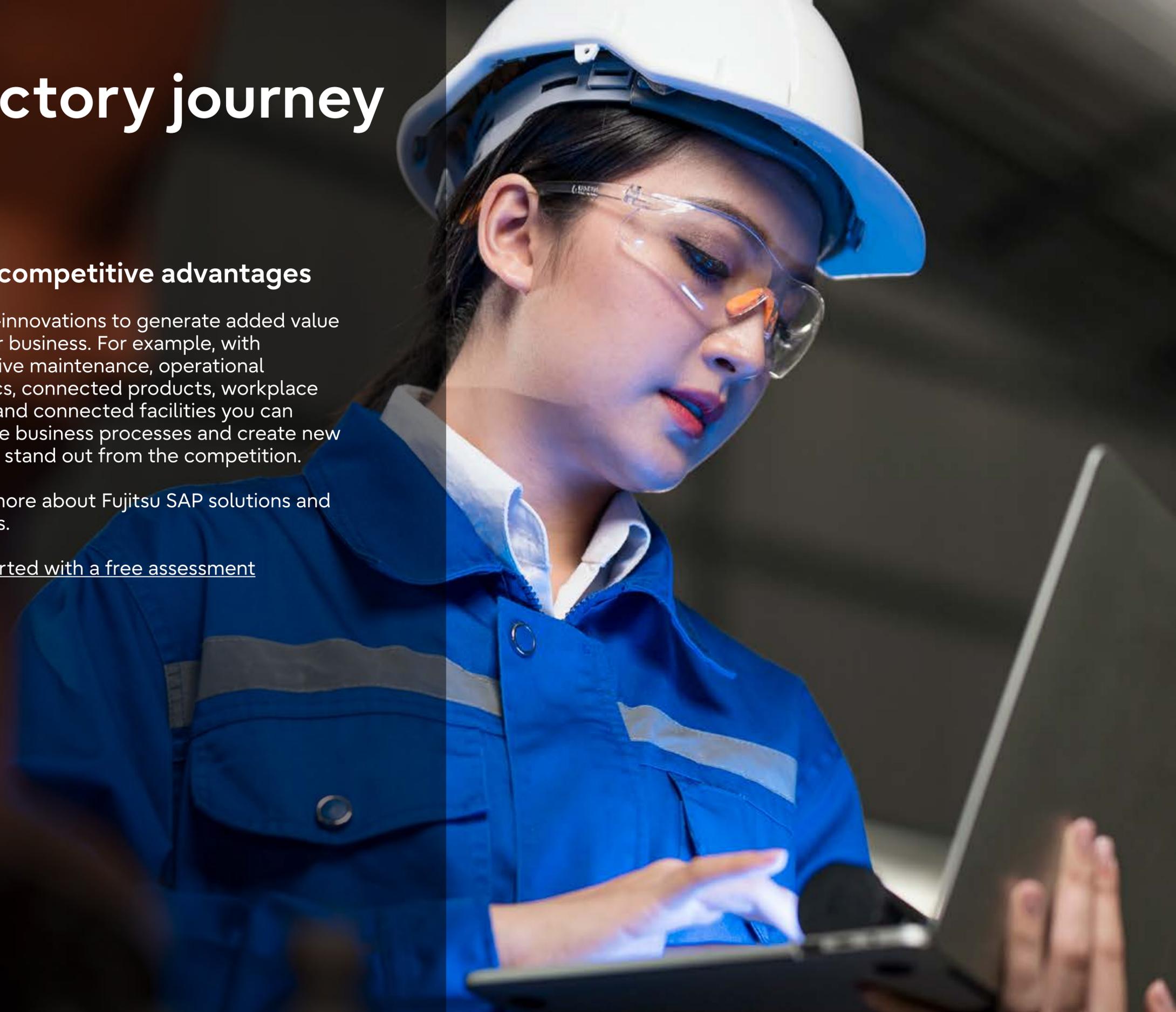
Managed services provide the cost-effective, reliable, and flexible operation of your solution. In addition, our application management services and hosting services (on premise, cloud) give you maximum freedom when designing processes.

## Gain competitive advantages

Use co-innovations to generate added value for your business. For example, with predictive maintenance, operational analytics, connected products, workplace safety and connected facilities you can innovate business processes and create new ones to stand out from the competition.

Learn more about Fujitsu SAP solutions and services.

[Get started with a free assessment](#)



# It's time to get connected!

Enterprises around the world have made significant investments in SAP technologies but need support in getting the most out of their vast capabilities. As a trusted SAP Global Partner for more than 40 years, Fujitsu offers a complete range of tailored, future-proof SAP services and solutions that help customers on their digital transformation journeys.

Everyone talks about Industrial IoT solutions – Fujitsu makes them happen.

The extraordinary expertise and ability of Fujitsu to realize the best in end-to-end solutions will help you transform your business into an intelligent enterprise.

Bank on the powerful Fujitsu Internet of Things Platform:

- Strong portfolio of our own intellectual property
- Broad ecosystem of best-of-breed partners
- Standardized business solutions for customer verticals
- Global Managed Integration and Delivery Services



## We'll make your business truly unique:

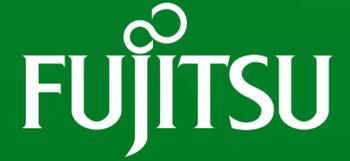
**Business excellence:** Through our business-centric consulting approach, we reliably identify and assess the potential for enterprise connectivity in your business units and processes.

**Solution excellence:** Our expertise covers all essential aspects, from operational technologies and IT to the building of networks for employees and managers at all levels. What's more, we offer you innovative end-to-end solutions based on our in-depth know-how when it comes to technologies and SAP solutions.

**Delivery excellence:** Our pre-packaged solutions are flexible and customer-centric so that you achieve measurable results very quickly.

Fujitsu's Smart Factory solutions plus Fujitsu client computing devices – such as the Head Mounted Display – are revolutionizing work processes. For example, when they are used in combination with sensors or augmented reality for maintenance and repair work.

[For details, please visit our website](#)



**Have a question? Email us at:  
[AskFujitsu@us.Fujitsu.com](mailto:AskFujitsu@us.Fujitsu.com)**