



**SBB**

# Asset Intelligence Network Enablement Overview



**DSC**  
Network  
Enablement

SAP Digital Supply Chain, Network Enablement  
July 22<sup>nd</sup>, 2019

CUSTOMER



THE BEST RUN **SAP**

# Agenda



Topic	Time	Speaker
1. Update on AIN business model	10 min	SAP
2. Update on AIN enablement services	15 min	SAP
3. Discussion around AIN enablement at SBB	35 min	All

# **AIN** Business Model

# A Collaborative Network of Digital Twins

Asset Lifecycle



Design



Manufacture/Build



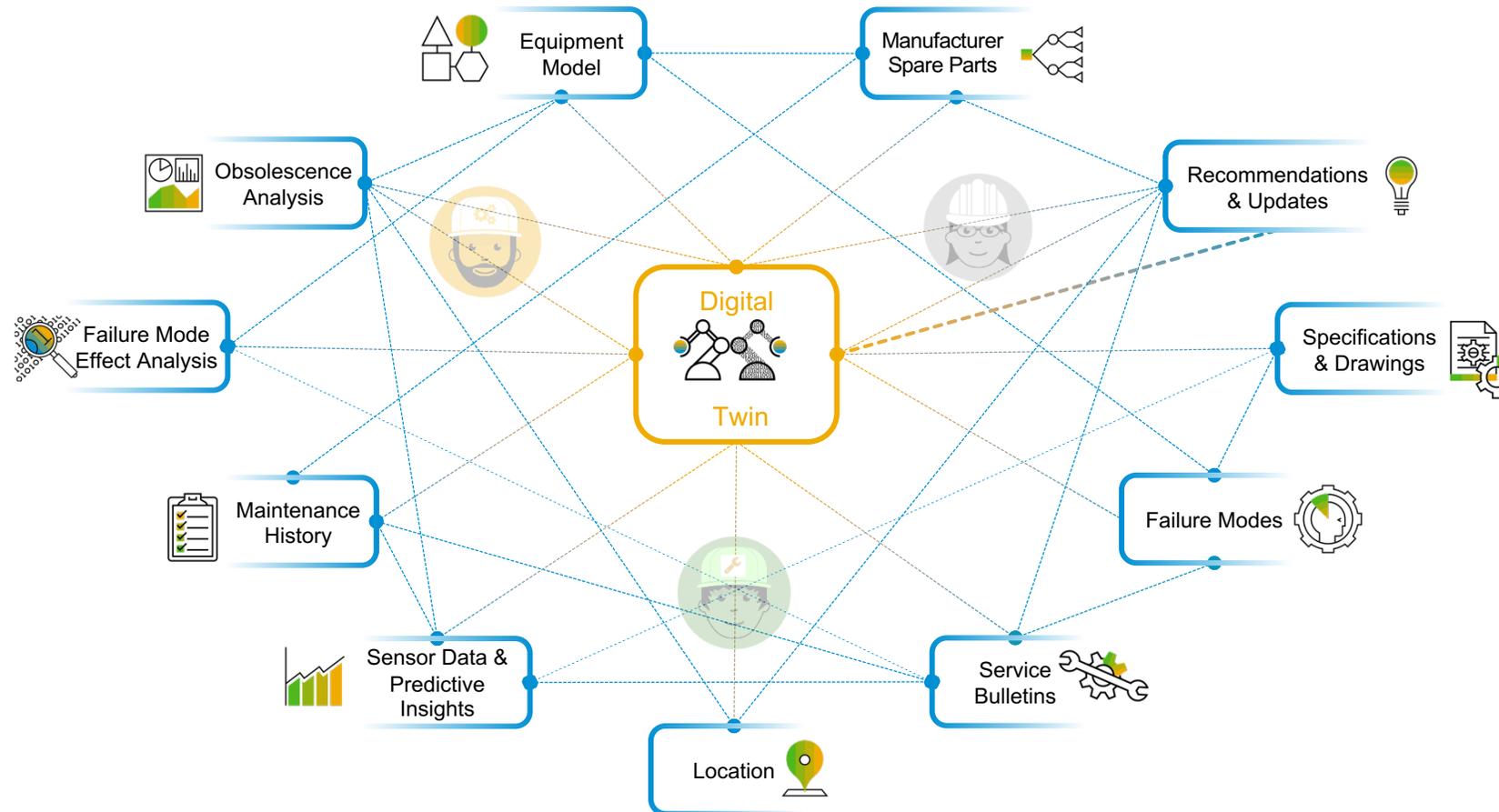
Commission



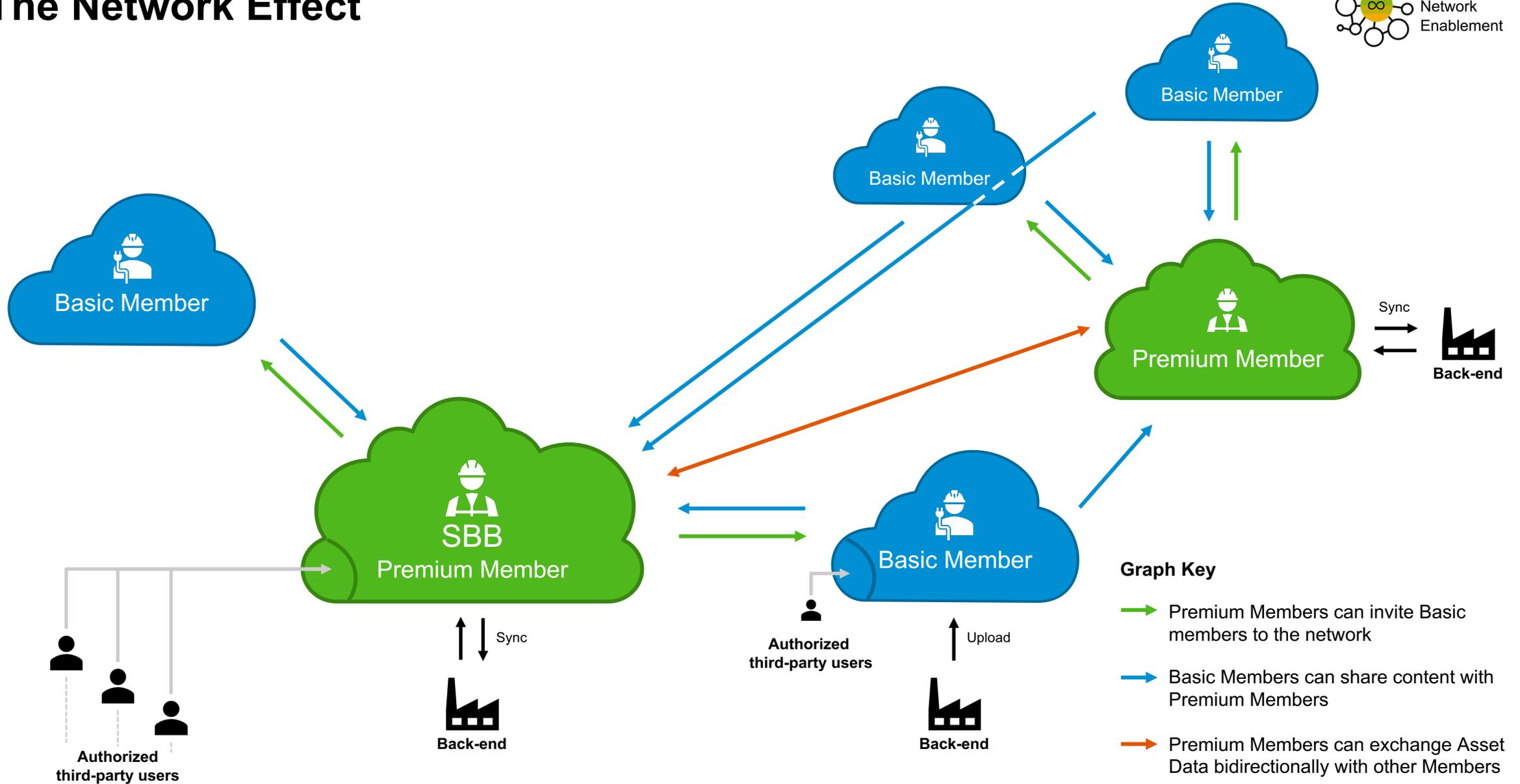
Operate & Maintain



Retire & Decommission



# The Network Effect



# Commercial Overview

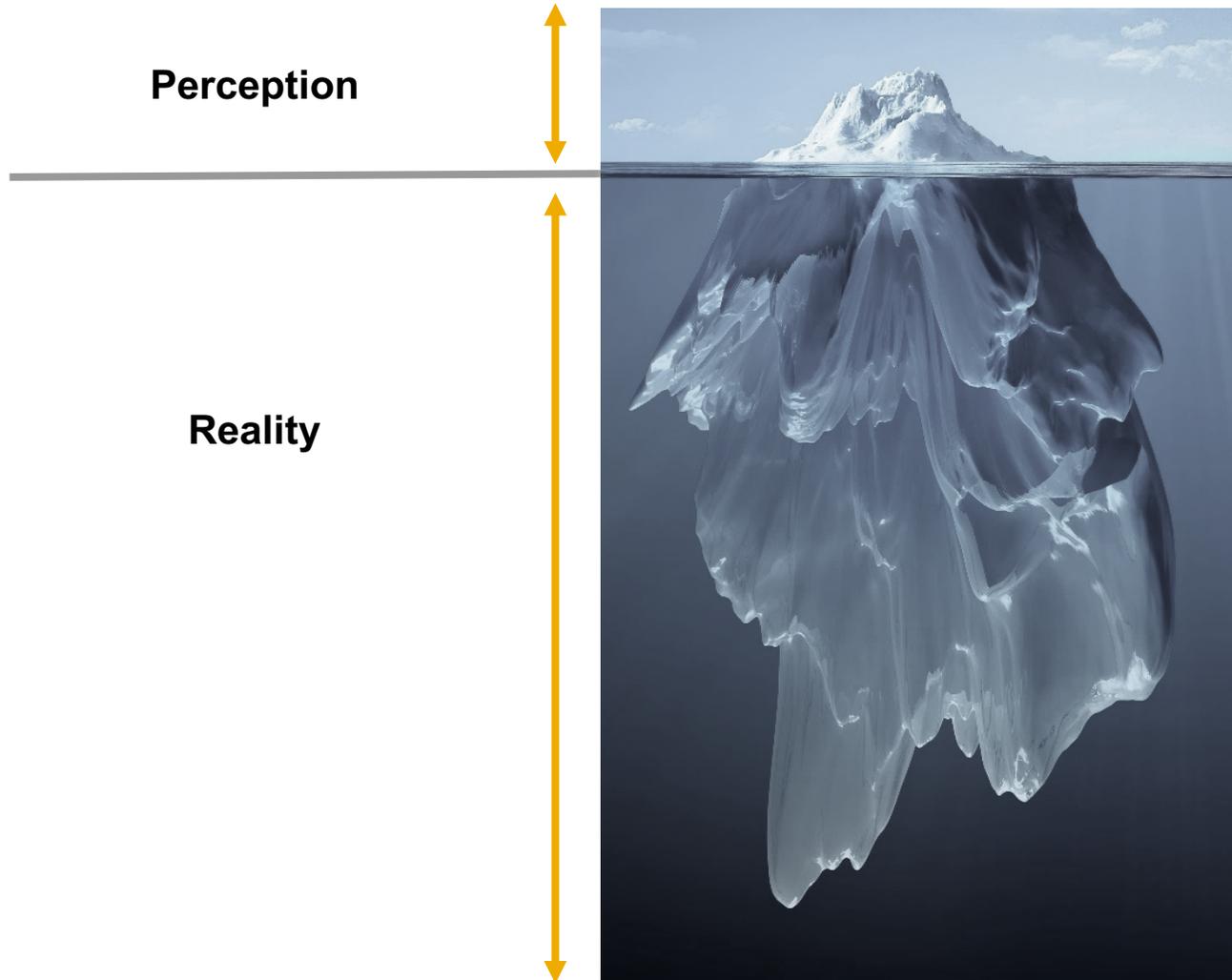


	Premium Membership	Basic Membership
	€ Monthly subscription fee	Free By invitation of Premium Members only
 View Asset Data shared by other members	●	●
 Share Equipment Model content (via UI, API tools or one-way sync with backend systems)	●	●
 Take advantage of Network Enablement	●	●
 Allow other parties to access your Account	●	●
 Invite Business Partners to become AIN Basic Members	●	○
 Operate Assets in AIN & sync w/ your backend	●	○
 Monetize value-added Asset Content and Services via AIN	●	○

# **AIN** Enablement

# Why Network Enablement?

Driving network adoption is more complex than it appears



Perception

Reality

- Register account on the network
- Onboard content and enable sharing
- Overcome resistance to change
- Develop and implement new asset management process (within the enterprise and partner collaboration)
- Drive change management
- Address security and confidentiality concerns
- Harmonize data structures
- Integrate to existing IT landscape
- Develop approach to digitize existing content / data
- ...

# Network Enablement Overview



- Any customer who subscribes to:
  - SAP Asset Intelligence Network, premium membership



- SAP will work with network customers to:
  - Identify trading partners who the network customer would like to see onboarded
  - Engage and enable these trading partners to collaborate / transact over the network
- This service is included in Network subscription fee

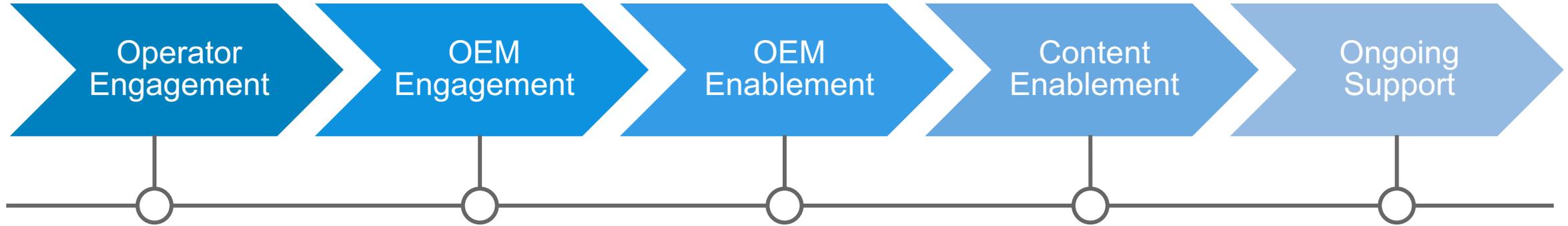


- Network Enablement is available to the subscribing customer during the lifecycle of the contract, up to their subscription level



- Success of a business network requires a consistent focus on the enablement of Trading Partners and their content onto the network

# AIN Enablement Process at a Glance



Develop a strategy for AIN – including prioritized OEM engagement, plan and timeline, internal change management

Send invites to OEMs, provide overview of AIN, agree on joint engagement and timeline

Support registration, tenant provisioning, and account configuration

Enable equipment content onboarding onto AIN and sharing with Operators

Project review and health check; ongoing incremental OEM / content enablement

**SAP Network Enablement team**

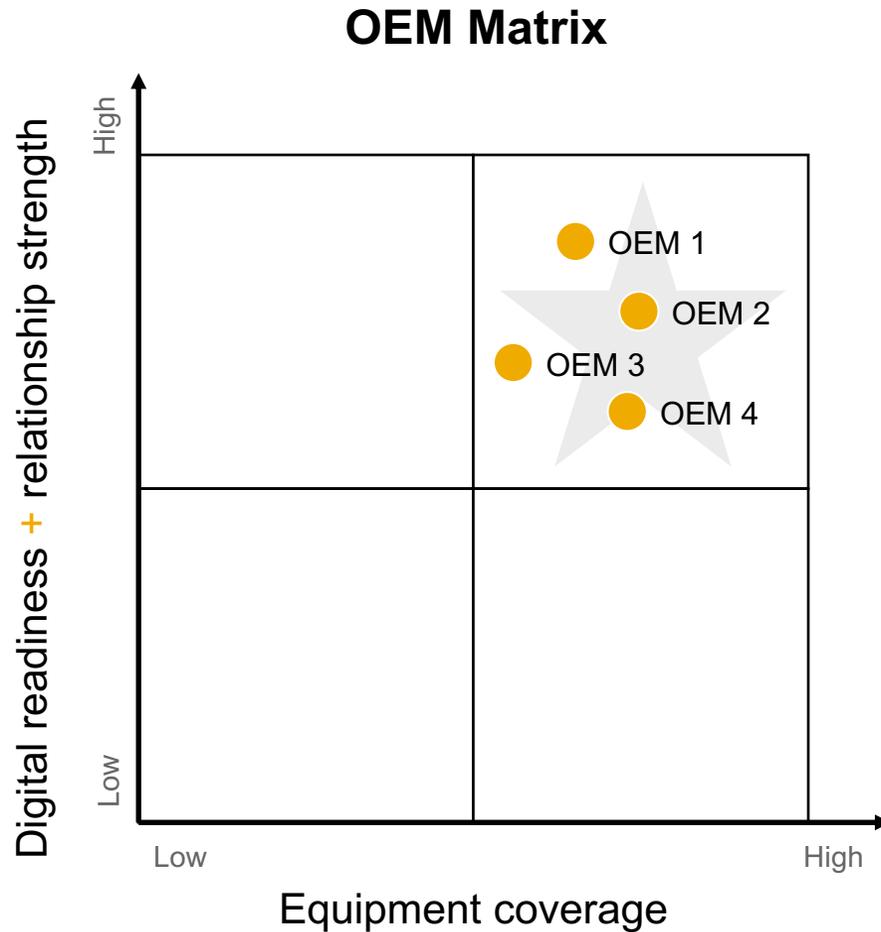
**Operator**

**Operator**

**OEM**

# **AIN** Enablement at SBB

# OEM Selection Criteria



## Proposed approach

- Narrow focus starting with 3—4 most relevant OEMs
- With high equipment coverage per OEM
- With strong digital agenda and strong relationships with SBB

# SBB OEMs



## Rolling Stock

1. Siemens
2. Bombardier
3. Alstom
4. Stadler
5. Kaeser
6. Almig
7. Knorr
8. Liebherr
9. ABB
10. Wabco / Faiveley Transport
11. Bochumer Verein
12. Lucchini
13. Windhoff
14. ZF
15. Vossloh
16. Voith

## Infrastructure

1. Voestalpine
2. Siemens
3. Sersa (construction & maint.)
4. Scheuchzer
5. Vigier Rail
6. Molinari

## Real Estate

1. Schindler
2. KONE
3. OTIS
4. ISS (service provider)
5. Engie (service provider)

# Thank you!

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