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# **ROI Industry 4.0 Awards China**

## Application form 2017





## Preamble

**The goal** of the ROI Industry 4.0 Awards China is to identify and honor industry 4.0 solutions in the manufacturing industry. The Awards purpose is to **reward the user** of such systems. Therefore, providers of IT and automation solutions are not allowed to participate.

The **target group** for the Awards are producing companies who have realized an industry 4.0 like use case in their production system, either as a whole or within a defined pilot section.

For example, an industry 4.0 like use case could relate to horizontal and vertical integration, Big Data, Apps and assistance systems, human-machine-interaction / robotics and new business models. To identify how the solution has improved the performance of the system, % like statements are sufficient, e.g. before-after productivity +30%. It is not necessary to state specific process parameters and/or cost considerations.

## The competition

#### 1. Application documents

The application form is used as a base for the participation and should be completed where applicable. The core questions concerning the specific topics should be answered. Additional documents (e.g. presentation) which tell the story of the industry 4.0 solution in context are not mandatory, but very welcome.

#### 2. Criteria

The evaluation criteria are **level of innovation, economic efficiency, benefits for customers, employees and company, and evident practicality**. The finalists are chosen after a comprehensive evaluation of all applicants.

#### 3. Site visits

The finalists are visited to evaluate the solutions both from a qualitative and a quantitative point of view

#### 4. Choice of award winners

The "ROI Industry 4.0 Awards China" jury chooses the winner amongst the finalists rating the evaluated application forms and the results of the site visits. In case a solution in a specific category stands out due to the **level of innovation**, up to 3 category awards are honored accordingly.

#### 5. Award ceremony

The award ceremony will be held at the Ringier conference Global Smart Factory Summit 2017 on **17-October-2017** in Shanghai.

#### 6. Result summary

All participants receive an anonymized summary of the competition in digital format

## **Participation**

The participation is free. Participation is possible for all manufacturing companies regardless of location, ownership, or size of the company.

In case of winning an award the participant is obliged not to publish press releases, Interviews or PR activities before the results are officially announced by Ringier. Also the participant is obliged to participate at the conference Global Smart Factory Summit 2017 and present the awarded solution / project on the first evening of the convention. The participation of the con-ference is free for the award winners.

#### CONFIDENTIALITY AGREEMENT

All information given in the application form is kept strictly confidential. Disclosures are made anonymous only. Participants are named only in case of an award.



#### **Contact Person**

Each participating company has to announce a contact person who is available for questions during the application period.

## Information

Name of company

Selected factory / section

Address

Web

Name of contact person

Role

Phone & e-mail

## **Return date and address**

Please return the completed Questionnaire until

28-July-2017

ROI Management Consulting Co. Ltd Room 2007, Tower A, Sanlitun SOHO No. 8, Gongrentiyuchang North Road Chaoyang District, Beijing 100027 P.R. China Or via e-mail to i40awardchina@roi.de

#### Notice

In case you are planning to participate please send us an eMail in advance. It helps us a lot to do the advance planning for the evaluation visits. Thank you.

#### Helpdesk

We are reachable by phone and e-mail during the application period for any questions.

eMail: i40awardchina@roi.de Phone: +86 10 5935 9940 883



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## **1** General Information

#### **1.1 Short Description of the participating Company**

branch

Customer target group

Sales region

Sales (year)

Employees (year)

Market position, market share:

## **1.2 Short Description of the participating factory or section/department**

Please provide information about

	Factory in total	If any: Participating section 1	If any: Participating section 2
Production volume [€]			
Production area [m <sup>2</sup> ]			
Number of employees (direct/indirect)			

#### Description of product groups of chosen section(s)

Product group	share of overall production volume (€) of the factory [%]	share of overall production volume (pc.) of the factory [%]	Production type (contract manufac- ture, job production, small / large scale production, process manufacture)	Major production technologies / methods



Please describe shortly the process chain from goods receipt to goods issue (customer interface, product configuration, industrial engineering, production, logistics, ...)

Please indicate where in the process chain the I4.0 use case is located.

#### **1.3 Differentiation towards competitors**

Please describe the competitive advantage of your production compared to your competitors.

## 2 Industry 4.0-Strategy and activities

## 2.1 Overall Strategy leading to a Smart Factory

Please describe your overall strategy and your Industry 4.0 roadmap leading to a Smart and networked factory.



## 2.2 If applicable: Smart Factory in a digital value chain

Please describe the role of your Smart Factory in the digital value chain.

## 2.3 Portfolio of Industry 4.0-projects

Please describe shortly current and planned Industry 4.0 projects and how they are embedded in overall strategy.



## 3 Solutions for Industry 4.0

What distinguishes your solutions in particular? Which categories of Industry 4.0 are considered? Please mark with a cross (more than one cross is possible).

Big Data: acquisition, analysis, evaluation und utilization of structured and unstructured amounts of data to improve the value chain.

Horizontal integration of information flows: supplier to production, production to customer.

Vertical integration of IT-Systems on different hierarchical levels from ERP to actuator and sensor level.

Apps and assistance systems: application software and systems for user-friendly, mobile access to information and decision making tools.

Physical human-machine-interface / robotic: Increase of performance and reduction of health burden.

Other:

## 3.1 Point of departure / project motivation

Where has your company been before starting the project?

#### 3.2 Challenge

Please explain which challenges you had to overcome to start the project (internal and external)?



## 3.3 Target

Please draft the target of your project.

## 3.4 Methodical approach

Please describe your approach on realizing / implementing the Industry 4.0 solution / use case.



## ROI

## 3.5 Description of Industry 4.0 solution / use case

Please describe your Industry 4.0 solution in context, highlighting key elements (Level of innovation, economic efficiency, benefits for customers, employees and company, and evident practicality).





## 3.6 Complementary Questions about the solution

Please explain your approach on the following topics related to Industry 4.0 strategy in general as well as related to the previously described use case:

**IT-Security** 





Tasks and responsibilities concerning IT within the organization

Further training and qualification of employees



## 4 Performance improvement (initial state – current state – target state)

#### 4.1 Quantifiable effects

Note: As definition of indicators may vary, please also add the definition used at your company. Relative figures e.g. % before-after are preferred, specific process parameter or cost figures not required.

Costs (e.g. material, energy, staff, equity, etc.)

Quality (e.g. First Pass Yield, customer complaints, etc.)



Time (e.g. lead time, delivery reliability, days inventory held, etc.)

## 4.2 Qualitative effects

Please describe the achieved positive and negative effects related to the initial state (e.g. regarding customer value, customer satisfaction, flexibility or transparency).

#### 4.3 Requirements on employees

Please describe the consequences on requirements for employees (e.g. competences, flexibility, work structure, etc.).





#### 4.4 Consequences on business model

Please describe consequences on your business model and specify the changes regarding:

Customer, customer segments

**Customer value** 

Value chain and production network





#### Core competence or activities

Revenue model

**Cost structure** 



## **5 Lessons Learned**

Please conclude your practical experiences implementing the industry 4.0 solution / use case.