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EUROPEAN UNION
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SIEMENS



Digitalization and Energy Efficiency in Smart Buildings

Unrestricted

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Siemens and Poland – a longterm friendship

SIEMENS
Ingenuity for Life



Poland's Prime Minister
Beata Szydło with German
chancellor Angela Merkel and
Siemens CEO Joe Kaeser
at Hannover Fair 2017

Digitalization changes everything – really?

Formerly ...



**... and
today**

Source: SAMA

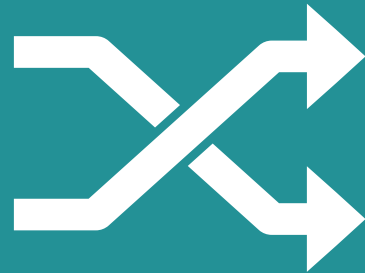
Essential requirements – throughout Industry and Construction

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Speed



Flexibility



Quality



Efficiency



Security



Industrial Digitalization

Business outcome expectations by 2020



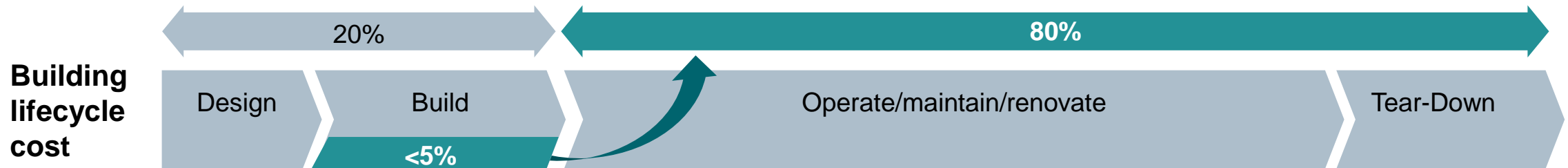
Source: SAMA

Companies estimate the share of investments in Industry 4.0 solutions will account for more than 50 % of planned capital investments

Optimizing Life Cycle cost of buildings

Examples in Energy Efficiency

With less than 5% of initial invest, automation helps to optimize 80% of lifecycle cost



Ex. Heating/Cooling



Presence/Absence determines room temperature

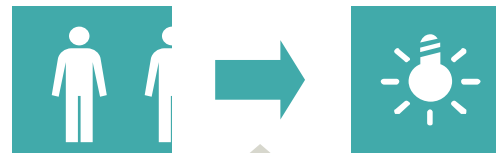
Saves up to 6% of heat/cool energy



Data exchange between rooms and central plant

Saves up to 30% of heat/cool energy

Ex. Lighting & Shading



Presence detection to turn on/off the lights automatically

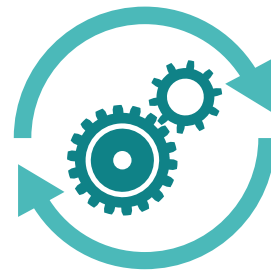
Saves up to 20% of lighting energy



Constant light level and shading control

Saves another 10 – 20% lighting energy

Our customers want more transparency and added value from their building data



Source: Siemens customer survey, 2014, 2015

Digitalization has a huge potential to drive additional customer value

Existing products & services get digitally enhanced...



... and new data driven services are created by using building data intelligently.

Sustainability & energy efficiency



Security & business continuity



Maximized space & asset utilization



Improved building operations



Demonstrate compliance



Comfort & productivity of people



Cloud systems

How to use them to create apps and value-added services

Optimized performance of assets, energy and resource consumption, maintenance, services ...

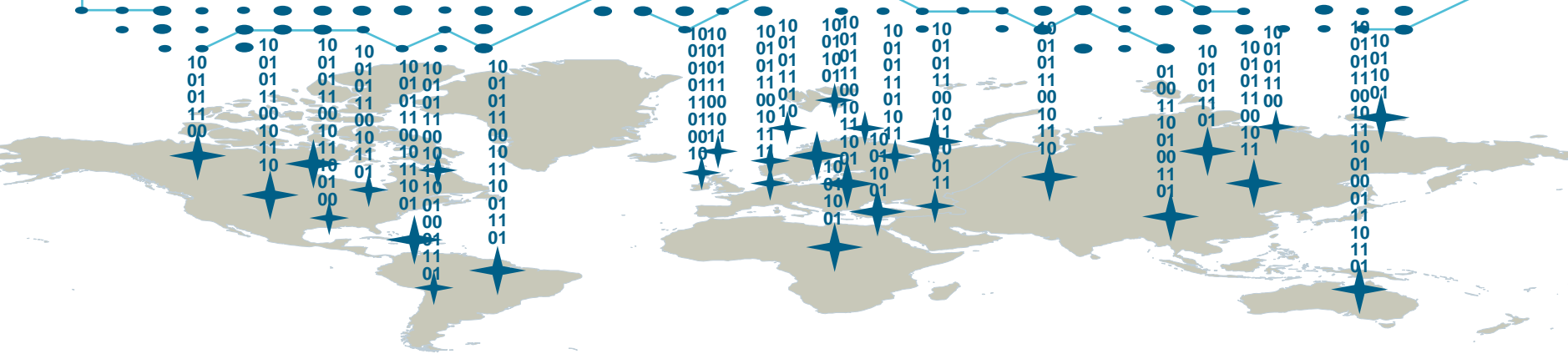
APPS



Operating systems



Connectivity



Field level



Cloud services and apps open up new business models

Examples

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INFORM



Be a trusted source for collated information with user – friendly visualization!

ANALYZE



Offer profitable consultancy in e.g. energy efficiency!

PREDICT



Support your sales force with intelligent Apps!

ACT



Provide Inventory optimization with Smart data to your customers!



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