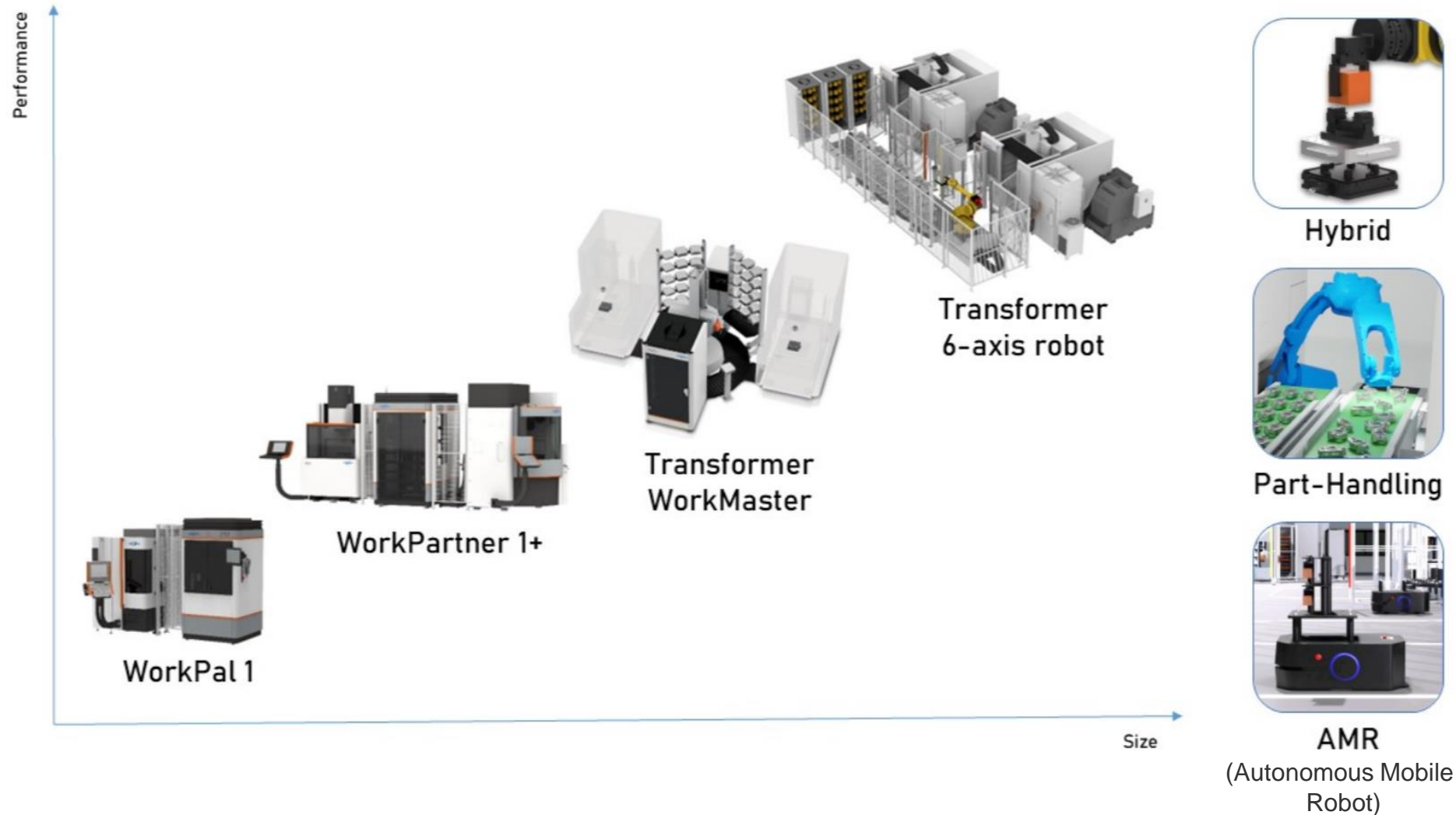




François DUVAL

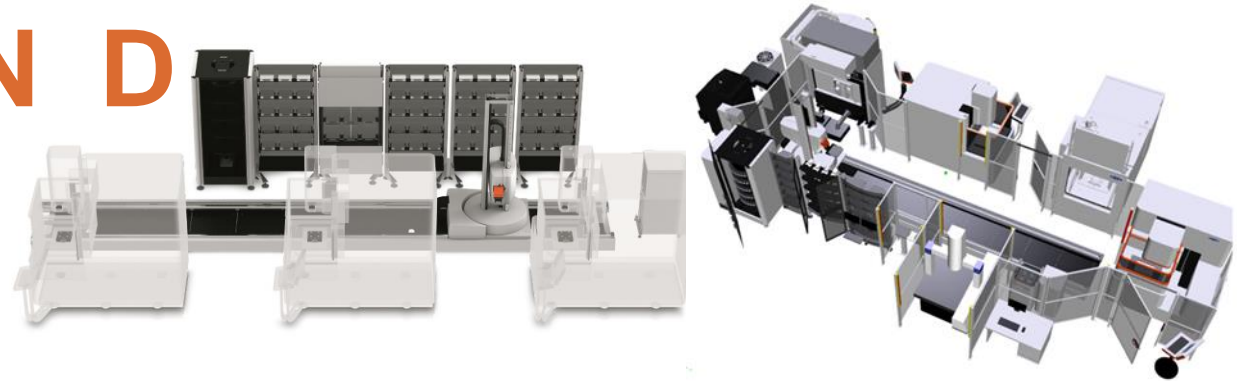
Industrial Automation @ GF

+ Automation portfolio

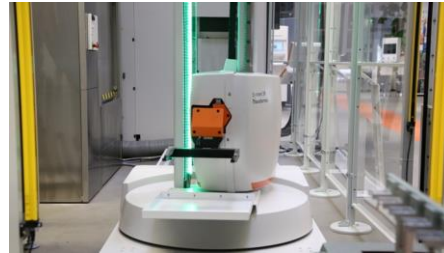


+ Scalable Automation

EXTEND



ADD



BEGIN

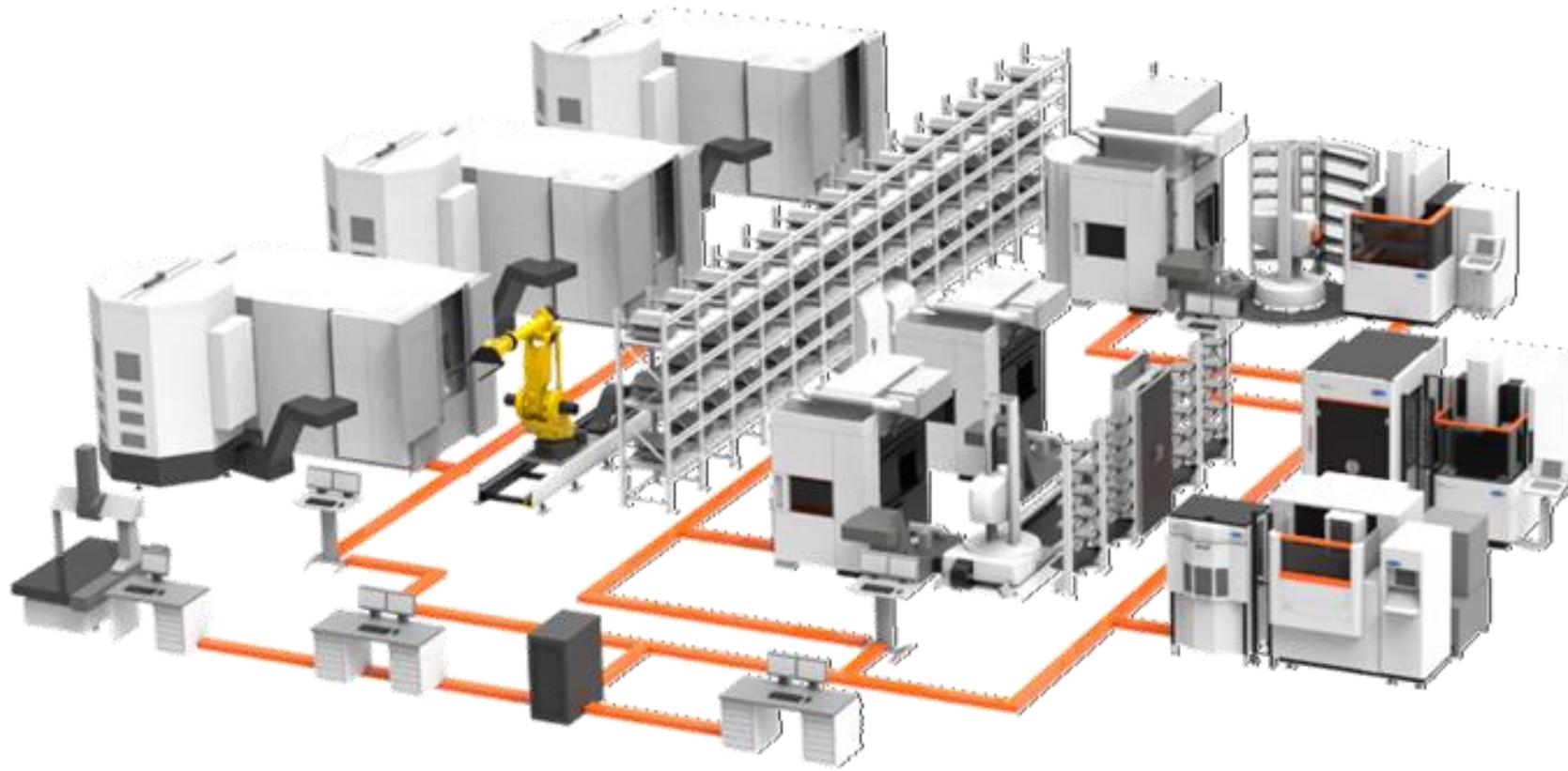


INTERNAL

system 3R +GF+

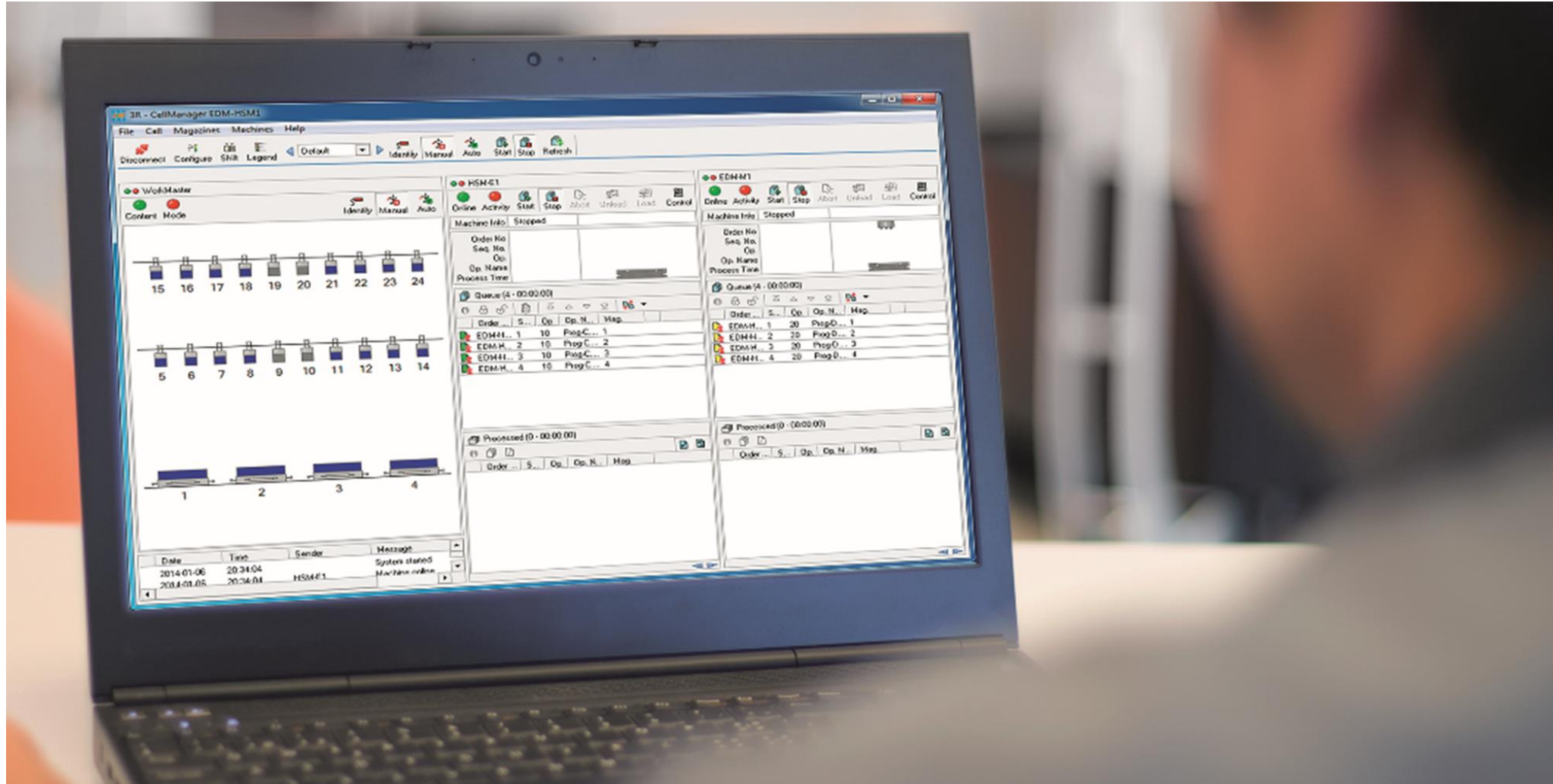


Automated production line



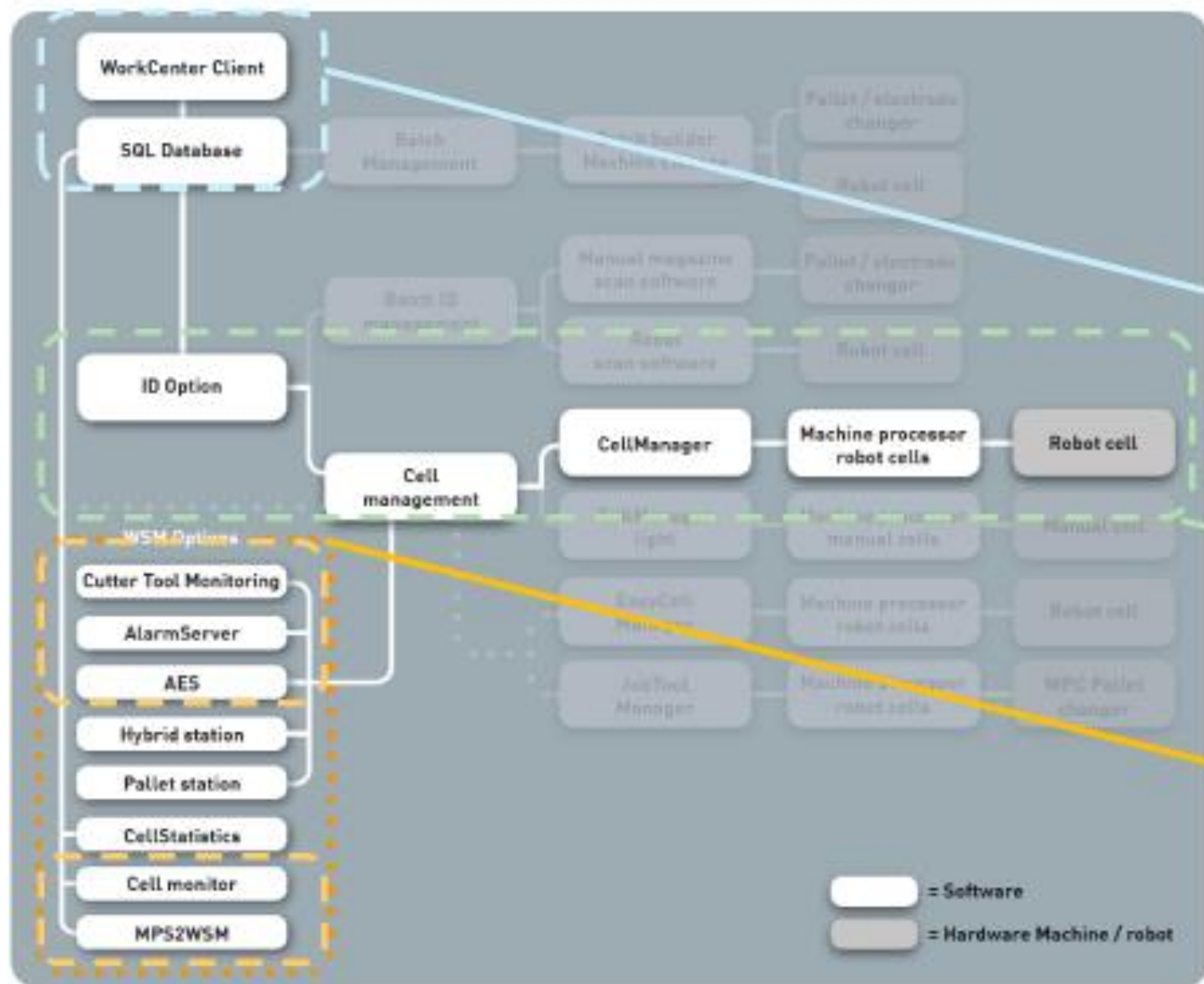


WorkShopManager suite





WorkCenter & CellManager



Preparation

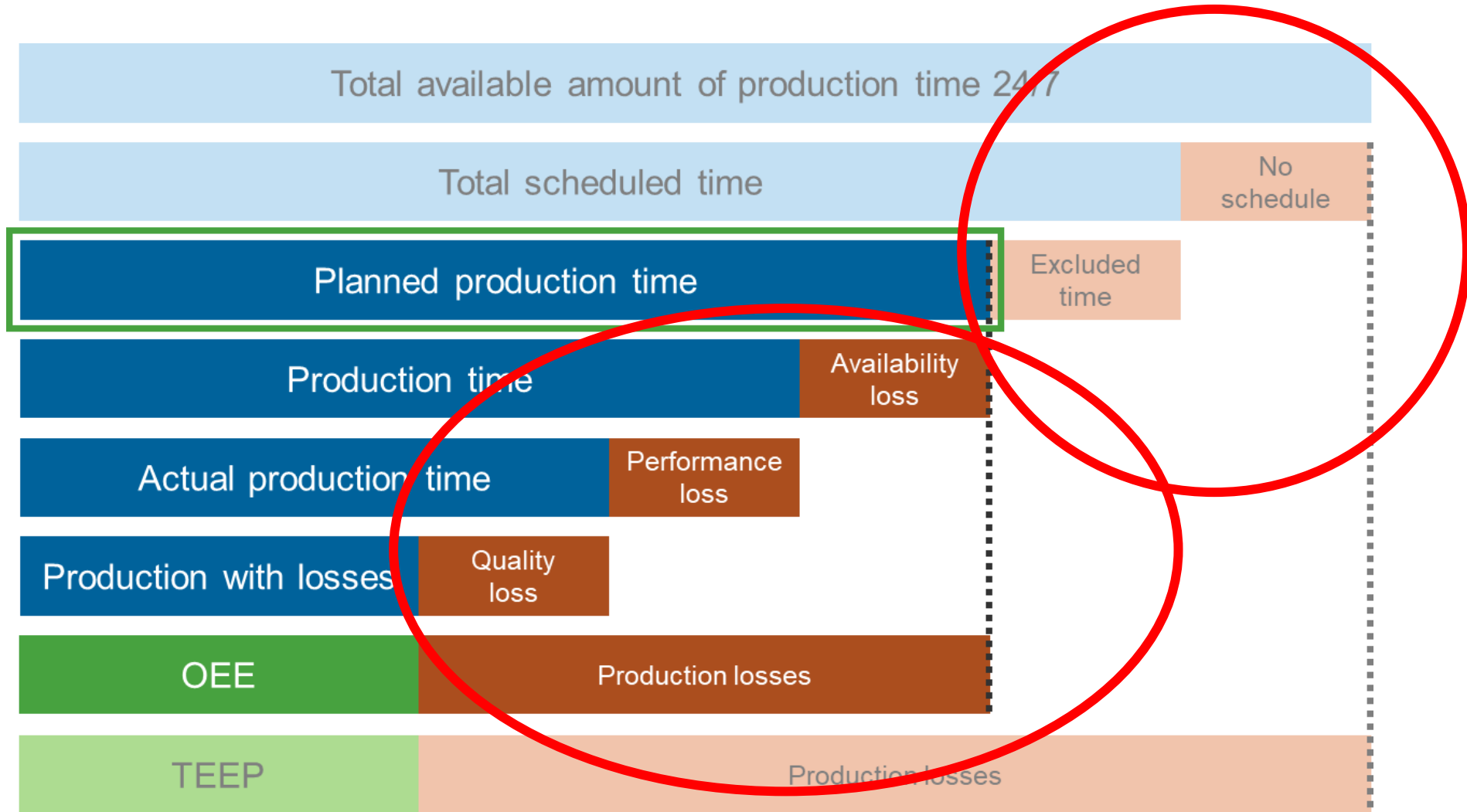
Execution

Options
and customization



Cell OEE* & Dashboard

(* Overall Equipment Effectiveness)





Benefits

- Make the losses **measurable**
- Makes it easier to find the equipment/process **weaknesses and bottlenecks**
- Fairly attribute the **responsibilities**

Enabling to

- Perform **corrective actions**
- Increase **productivity**
- Produce **smarter and greener**





Consequences for our workforce

OEM side:

- Sales and Application team : from « equipment sale » to « solution sale »
 - ❖ Flow simulation
 - ❖ Open discussion about costs/benefits & ROI
 - ❖ Value Selling approach
- Specific training required for Service Engineers
 - ❖ Equipment
 - ❖ Software
- 24/7 online support (My rConnect)

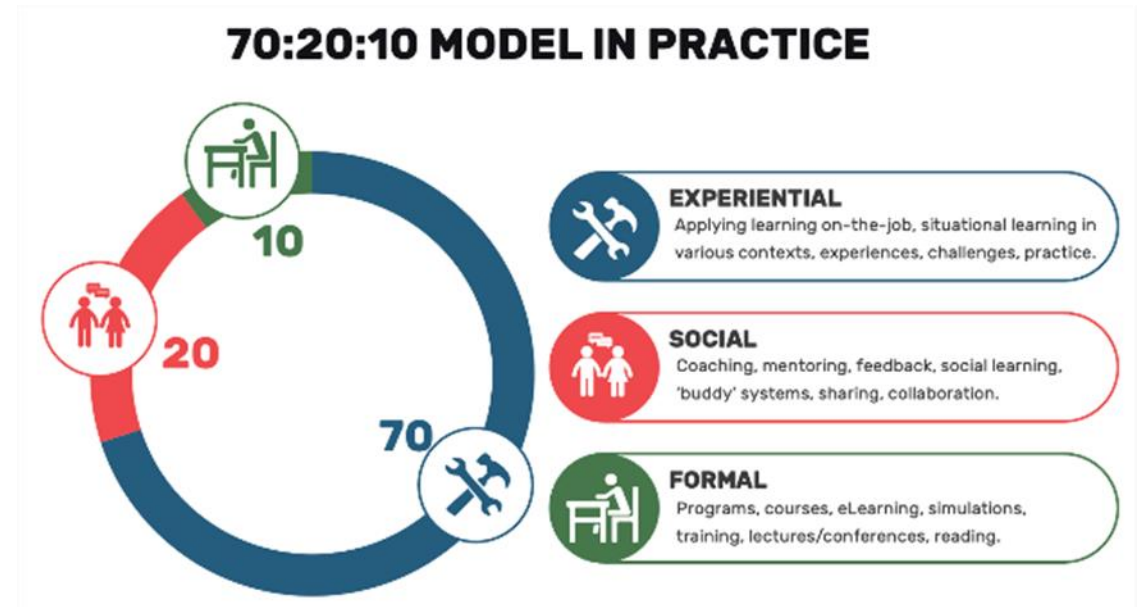
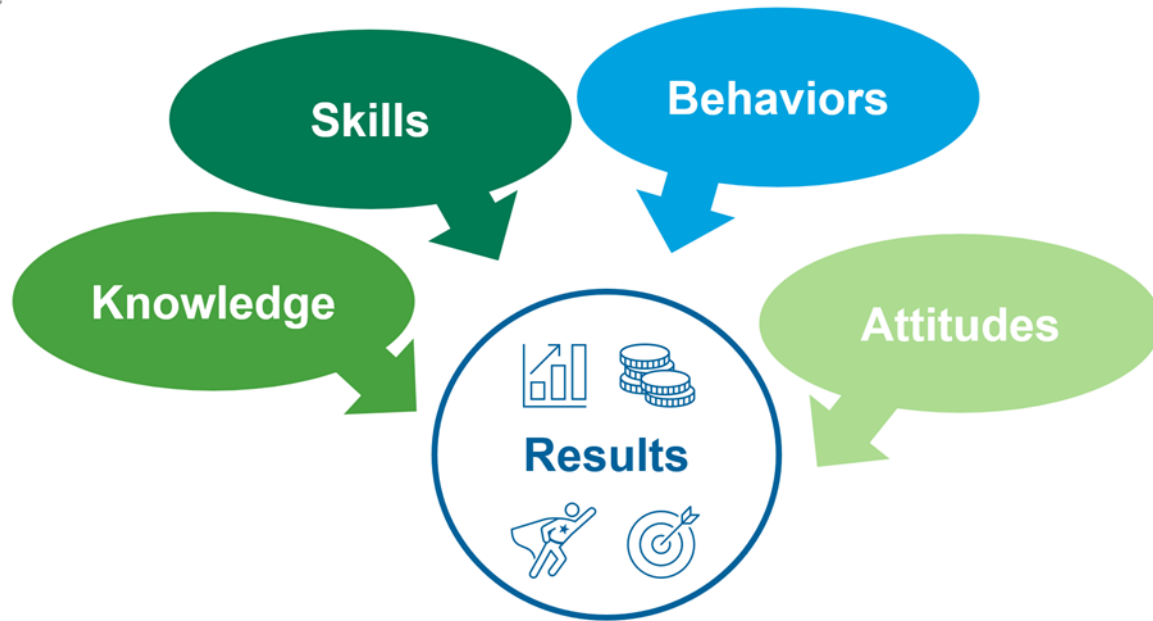
End-user side:

- From « machine operators » to « production line supervisors »
 - ❖ Less MSDs (*) linked to parts handling
 - ❖ Analyze bottlenecks
 - ❖ Process optimization
- Specific training required for maintenance engineers
 - ❖ Equipment
 - ❖ Software
- Live data information brought through Messenger



GF ACADEMY

- ❖ Operators trainings
- ❖ Maintenance trainings
- ❖ Application trainings
- ❖ On the field consulting services





Obstacles that prevent adoption / What EU can do?

Human resources:

- **Hard to find automation engineers (→ academic & vocational)**
- **Upskilling of existing operators and maintenance teams (→ funds for upskilling)**
- Reallocation of tasks for the lowest qualified people

Finance:

- Higher Capex (→ **Banks**)
- **Lack of visibility on workload / backlog (→ Major contractors)**

Preconcieved ideas: (→ Success stories)

- « automation is applicable only for mass production »
- « automation kills jobs »
- « programming is too complex for me and my team »



THANK YOU