



SCANDINAVIAN
PURCHASING
GROUP



german innovation centre
for industrie 4.0

INDUSTRY 4.0

EUROPE'S LEADING
TRAINING IN INDUSTRY 4.0

ARE YOU READY FOR
INDUSTRY 4.0?

INDUSTRY 4.0

Industry 4.0 stands for the complete digitalisation of the industry. The term describes the comprehensive transformation to flexible and adaptable production networks on the basis of networked and data driven infrastructure. The target of industry 4.0 is therefore the intelligent company, that is characterized by transformation ability, efficiency of resources, collaboration of humans and machines and a continuous integration of adding value partners.

Thereby the digitalization is going to change our whole working environment and therewith the function of the people. New potentials for efficiency and cost reduction as well as new products and services based on innovative business models are created.

Are you ready for the future?

"The Industry 4.0 demands will change the supplier market completely - either you adapt or lose business"

Sigfrid Rytten, CEO, Scandinavian Purchasing Group

Training program set-up



Scandinavian Purchasing Group and **The German Innovation Center for Industry 4.0** are jointly providing the leading international training program on digitalization and industry 4.0. The training program is in place in more than 12 countries worldwide and it provides the full set of knowledge for the transformation process to implement Industry 4.0. The training is based on a cross-functional approach.

Benefits with the program

You will learn about the specific approaches, concepts and technologies of industry 4.0 for your own company while getting a systematic understanding of digital transformation of the industry. The training provides you with experience of implemented industry 4.0 benchmark projects all around the world, that will help you to understand the potentials and applications.

Applied methods

- Facilitated content transfer
- Interactive group discussions
- Analysis of case studies (implemented projects)
- Group exercises (e. g. technology-potential estimation)

Training formats

Our training programs are customised and include examples and case studies from the client's own organisation.

The program come in various formats:

Executive Seminar

A seminar on the latest research on Industry 4.0

Open trainings

We run open trainings in Industry 4.0

In-house programs

We custom build a Industry 4.0 program for your employees depending on your company's unique challenges

Coaching/Implementation:

Our specialists train your employees how to do their job according to industry best practice. We meet up with your staff weekly or bi-week

CONCEPTS AND BUSINESS MODEL OF INDUSTRY 4.0

Training 1
2 days

Training 1 is an in-depth introduction to industry 4.0 and digitalization. It covers both, the enabling technologies like IoT and Big Data, and the related industry changes in the consequence of digitalization. The training provides a strong conceptual foundation for the whole topic and covers major digitalization challenges related to production, R&D, logistics and business models

Key questions

- Why is it important to act early? How does digitalisation change the world?
- Which development roadmaps are possible with i4.0?
- What new possibilities are created for the production environment, logistic and R&D?
- Why are new business models the major challenge of i4.0?

Key benefits

- To get an structured and systematic understanding of i4.0
- To understand enabling technologies of i4.0
- Learning about technological and non-technological challenges related to i4.0
- Understanding of the potential use of i4.0

Content:

- Development of the industry 4.0 concept
- Basics of digitalization
- Big Data
- Internet of Things and Services
- Industry 4.0 Matrix
- Horizontal and vertical integration
- Research & Development 4.0
- Production 4.0
- Logistics 4.0
- Business model innovation 4.0

"Industry 4.0 is more than just new technology. It changes the whole way how companies are organized, how they conduct operations and what kind of business models they apply."

Dr. Philipp Ramin, CEO,
The German Innovation Center for Industry 4.0

Training 2 is the next step towards a comprehensive understanding of industry 4.0 concepts and technologies. The training focuses on digital potentials in important functions like quality management, maintenance, after sales and business development. Additionally, the implementation of a fully data-driven company is addressed from different angles.

Key questions

- How can data-driven maintenance help to increase efficiency and to save money ?
- What kind of additional business opportunities arises from digital after sales services ?
- Why is it important for companies to become a part of a digital eco system ?
- How will autonomous systems and sensitive robots change the way how factories are organized ?
- How is i4.0 changing the role and the meaning of employees and work?

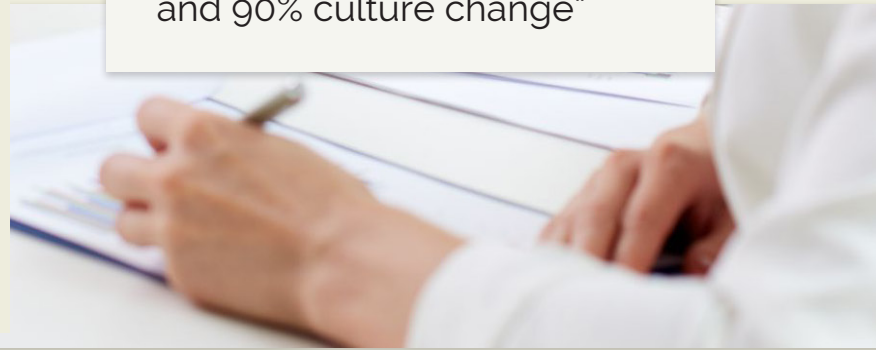
Key benefits

- Understanding the digital relations between different company functions
- Learn and understand the value of data along the whole value chain
- Understand the digital impact of i4.0 for future industry structures.
- To learn about new revenue potentials of digital business models
- Understand the human factor behind i4.0

Content:

- Wrap-Up training 1
- Quality management 4.0
- Maintenance 4.0
- After sales services 4.0
- Business analytics and data mining
- Ecosystems 4.0
- Horizontal and vertical integration
- Robotics 4.0
- Autonomous Systems
- Employment and workplace 4.0

"Industry 4.0 is 10% technology and 90% culture change"



Training 3 is the final training of the digitalization and industry 4.0 driver licence. After the completion of this training, participants are invited to take an online exam to confirm their acquired competence on industry 4.0 and digitalization.

Training 3 is mainly focused on the implementation challenges of industry 4.0 projects. Thereby, the training covers crucial aspects of change management, agile project management and the whole IT system environment of a fully digitalized company.

Key questions

- How will Human-Machine Collaboration changing the work organisation?
- Why does it make sense to consider AR/VR for future factory setups?
- How can Cloud Computing improve the IT infrastructure with more flexibility and scalability?
- What needs to be considered for new IT environments and security mechanisms?
- Why is digital engineering a crucial part of i4.0?
- Which applications should be considered for additive manufacturing?
- Why is Change Management the critical success factor for all i4.0 activities?

Key benefits

- To understand different implementation options of i4.0
- Understanding the IT setup behind i4.0 projects
- Structure design and organization of i4.0 transformations
- Understanding the necessity of cloud systems for i4.0
- To get a full picture of i4.0 from a practitioners perspective

Content:

- Wrap-Up training 2
- Human machine collaboration
- Assistance Systems, Augmented reality and Virtual Reality
- Cloud computing and service orientation
- Software system environment
- Change management for i4.0
- IT security
- Continuous and digital engineering
- Additive manufacturing and 3D printing
- Digital implementation management

"The roadmap to become the digital leader"

KEY BENEFITS AND EFFICIENCY IMPROVEMENT POTENTIAL DRIVEN BY INDUSTRY 4.0

10-20%

**PRODUCTION
COSTS**

Demand forecasting
Throughput increase

30-40%

**INVENTORY
COSTS**

Safety stock reduction
C-parts management

10-20%

**QUALITY
COSTS**

Quality control loops
Advanced data analytics

10-20%

**LOGISTICS
COSTS**

Increased automation
Flexibility excellence

10-20%

**MAINTENANCE
COSTS**

Reduced machine error
Extended lifetime

A large number of companies have implemented this program internally with incredible impact on profitability.

ENSTO

"The concept has generated millions in savings"

"We have already booked a second program"



ERICSSON

"A must was to use our own business cases"



SKF

"We found lots of new saving opportunities"

"Very efficient to train on our own production"

"We saved a lot related to the program"

AIRBUS

"Tough but challenging to do the workshop with the management"



ANDRITZ

"Good coaches at each training"

More training programs from Scandinavian Purchasing Group:

- Purchasing Management
- Legal and Contract Law
- Category Management
- Cost Management
- Negotiation
- Supply Chain Management
- Supply Chain Leadership
- Sales Management

The German Innovation Center for Industry 4.0 is among the first and leading training and consultancy companies in the area of digital transformation. With offices in six countries they are globally active and mandate an international network of industry and strategy experts.

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Scandinavian Purchasing Group is a company entirely specialized in developing purchasing and supply chain functions in companies and organizations. We identify and develop people who are passionate about their task and support managers and specialists within purchasing and supply chain.

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