

## The community to boost your Digital Transformation

In Greek mythology, Kairos was the youngest and most rebellious grandson of Chronos. Kairos dared to walk unfamiliar paths, welcomed challenges, was always keen on new ideas and thereby brought about change, insight and turnaround.

Garden of Kairos takes inspiration from Kairos' way of life. The values that characterize Kairos also define our community—and each and every of its members, teams, initiatives and projects.

# Garden of KAIROS

31 March 2021

# Agenda

- Introductions
- Our topic of choice: 'Digital Transformation'
- Your / our challenges
- How Digital Transformation can help you
- Our plans for Garden of Kairos community
- Ideas for projects, your input
- Why participate now in Garden of Kairos
- Next steps and actions



# Who is Garden of Kairos?



From EPLM 2.0 (Extended Product Life Cycle Management) enlarging the scope to Digital Transformation



“The Digital Transformation ....  
is the single biggest change facing organizations today...”



**Gartner**



# What is Digital Transformation?

“Finding strategies for technology decisions across the enterprise to solve your business challenges”



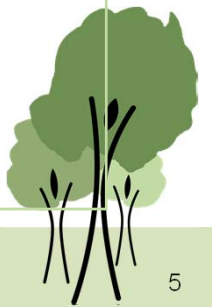
Disruptors

PHILIPS

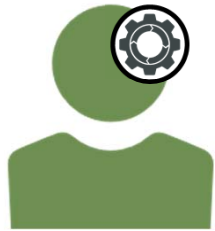


GRUPE BENETEAU

Transformers



## Challenges in industrial markets



### Worker Skill Gap

Shift in skills required  
Negative perception  
about manufacturing  
jobs  
Retirement of baby  
boomers



### Complex Products & Workspaces

Service/maintenance  
challenge, configurations  
Information access  
& content creation



### Increased Customer Demands

Expectations of immediacy  
Fiercely competitive  
& shifting marketplace

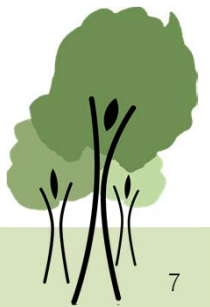


# Topics in the Digital Transformation



**smart  
industry**

DUTCH INDUSTRY FIT FOR THE FUTURE



# Your travel guide to the Digital Transformation



| Smart Products   | Smart Services   | Digital Factory   | Digital Chain   | Sustainable Factory  | Smart Working  | Smart Production  | Flexible Production  |
|--|--|---|---|--|--|---|--|
| <ul style="list-style-type: none"> <li>• IoT</li> <li>• Secure</li> <li>• Big data</li> <li>• Reuse / BB</li> <li>• Customer experience</li> </ul> | <ul style="list-style-type: none"> <li>• Servitization</li> <li>• Business Models</li> <li>• SLA's / PBL</li> <li>• Health &amp; usage, AI, Predictive maintenance</li> <li>• Customer feedback, satisfaction, order portal</li> </ul> | <ul style="list-style-type: none"> <li>• IIoT: connected machines</li> <li>• Digital Thread: ERP, PLM, MES, MOM, CRM optimize &amp; improve</li> <li>• Big data, AI, Digital Twin, AR, VR, PLM</li> </ul> | <ul style="list-style-type: none"> <li>• Customer, Solution provider, Suppliers secure connected</li> <li>• Automated chain to create efficiency</li> <li>• Cooperation: Contracts, processes</li> <li>• Digital sales &amp; marketing</li> </ul> | <ul style="list-style-type: none"> <li>• Reduce energy footprint</li> <li>• Engineer to recycle &amp; Refurbish</li> </ul> | <ul style="list-style-type: none"> <li>• Smart processes</li> <li>• Life-Long-Learning: Learning, coaching, AR/VR, ...</li> <li>• Knowledge sharing</li> <li>• Robots / Cobots</li> <li>• Healthy employees</li> </ul> | <ul style="list-style-type: none"> <li>• Zero defect production</li> <li>• Yield reduction</li> </ul> | <ul style="list-style-type: none"> <li>• Machine automation</li> <li>• CTO</li> <li>• Short lead-time</li> <li>• Digital printing</li> </ul> |

Start now, don't waste time!





CadCorner GPO Solutions infinite simulation systems

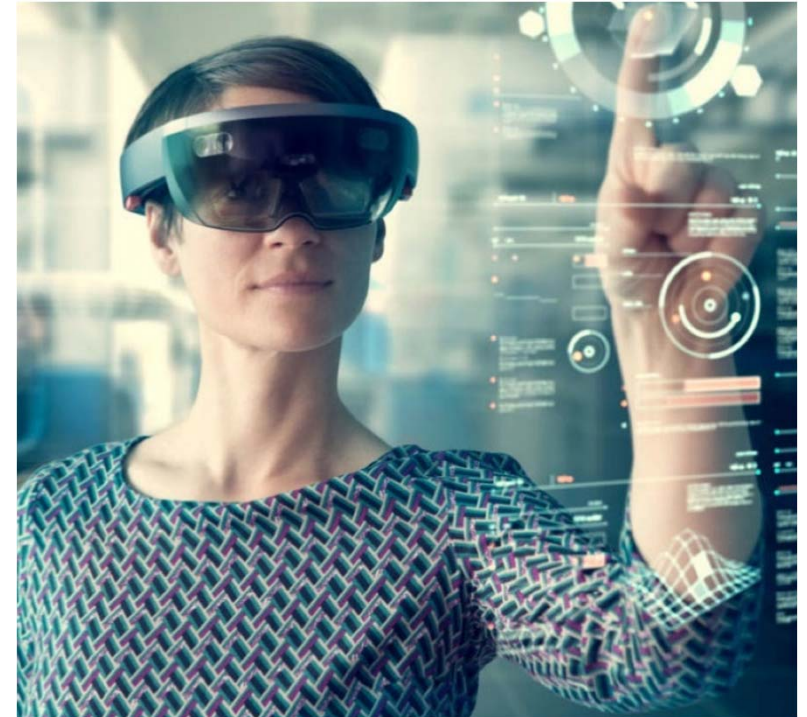


## Challenges to realize the Digital Transformation

- High workload
- Change across the enterprise
- Requires vast amount of resources (time, money, qualified employees and partners)
- Staff is already overloaded
- ROI may be uncertain

### Consequences in many organizations:

- A pilot or PoC without follow-up
- Fragmented actions without success; disappointment in your organization
- No action at all – until the competition does outrun you



Digital transformation is all about people!



# How Garden of Kairos helps you to boost your Digital Transformation

- Easy access to expertise, experience and tools
- Access to best practices, shared knowledge, experiments and results
- Work together, multiply your experts and resources
- Develop your people
- Acquire funding together, multiply your R&D budget
- New business opportunities and collaborations
- PR and visibility

**Shape our future together!**



**Digital focus, human touch**

## Project ideas, ours and yours

- Digital Factory Twente
- Secure digital collaboration environment
- Best practices for Business Model Transformation
- The Digital Academy for the digital transformation
- Best practices for digital performance support
- Multi-modeling solutions
- And many more!



Please add your ideas, preferences, comments!



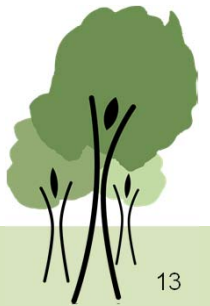


## Why join the Community?

- Digital Transformation is a very urgent business challenge and opportunity.
- Unique and future-oriented view: **digital focus, human touch**
- Work with companies of different sizes, knowledge institutions and service providers
- Detailed plan to start the community, with approx. 15 members



Let's shape our plans for the Digital Transformation now!



## What members in the previous community say

“Without each other, we would have not come as far as we already have.”

“The simple fact that we are very different makes it so much richer.”

“The way this project has been created is that we all have a common problem, or a common set of problems—and we found ourselves around those problems, and now can jointly work on the solution.”

“Companies come together with a stress-free mind state, they interact, they get to know about each other. That’s really good, that companies in the region are interacting and knowing what other companies are doing. Also, so that they can have future collaborations!”

“The standard Thales approach would have been to build numerous individual gateways to connect one information system to another, which all have to be maintained and updated. Our project partner DAC explained us the ‘ontology’ way which they had worked out, and that was so much simpler and elegant and almost free of maintenance.”



Avoid your 'Kodak moment'



## For more information about Garden of Kairos

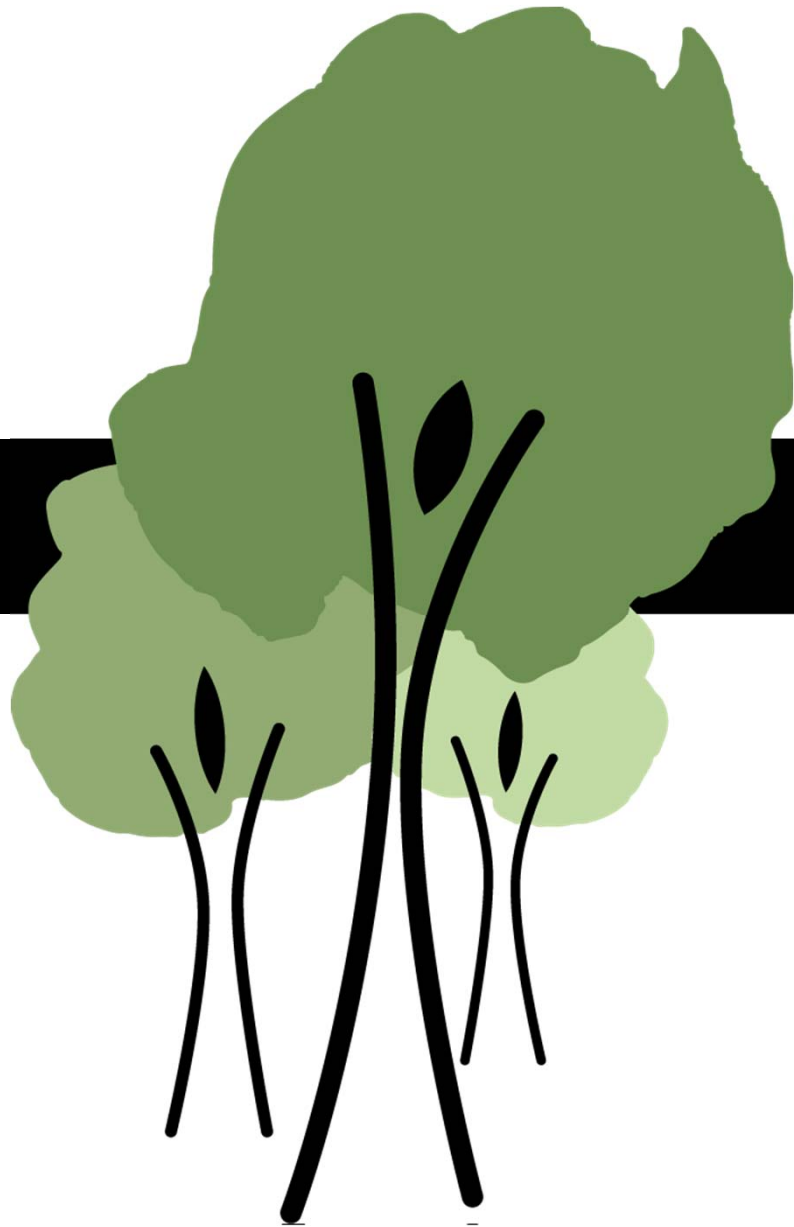
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Questions & remarks

*Garden of* KAIROS