



OPERATIONAL DIGITAL TWINS AND DATA COLLABORATION

{ A non-obvious path to introduce new business models. }

DT Hub Gemini Call, Feb 7, 2023

Market


Companies use data to **drive innovation**

Deloitte

Data is starting to generate value across enterprises in the form of **new business models and opportunities.**

Source: [Deloitte](#)

Global data volume will grow

2018		2025
33	5x 	175
zettabytes		zettabytes

Source: [European Commission](#)

Enterprise Data Management Market

2028
\$131 billion
CAGR 9.1% (2021-2028)

Source: [Facts & Factors](#)

Market

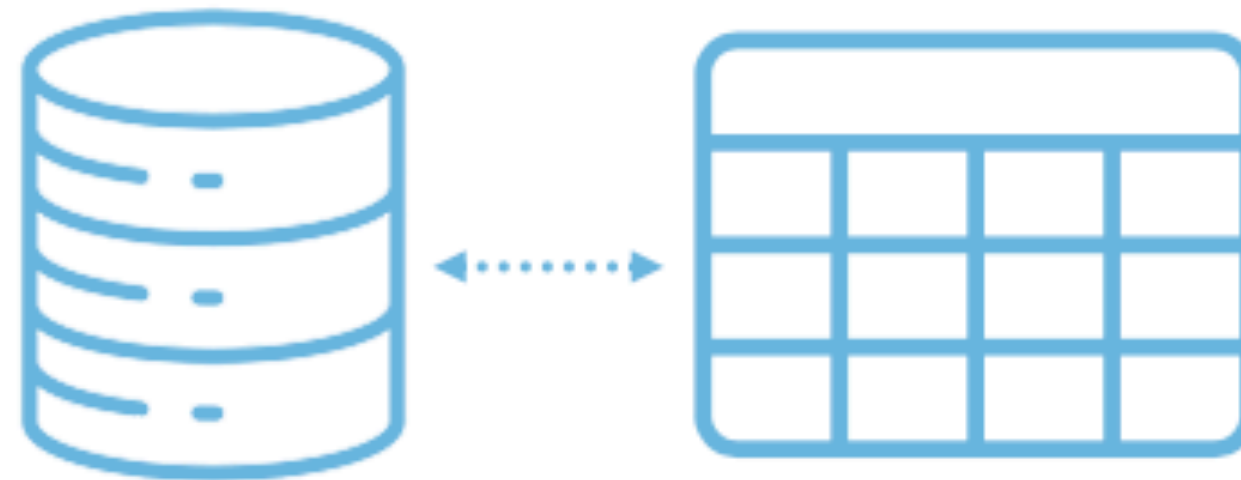
Digital product evolution

Based on analytical
data



Recommendation engines
Analytical dashboards

Based on analytical
and operational data

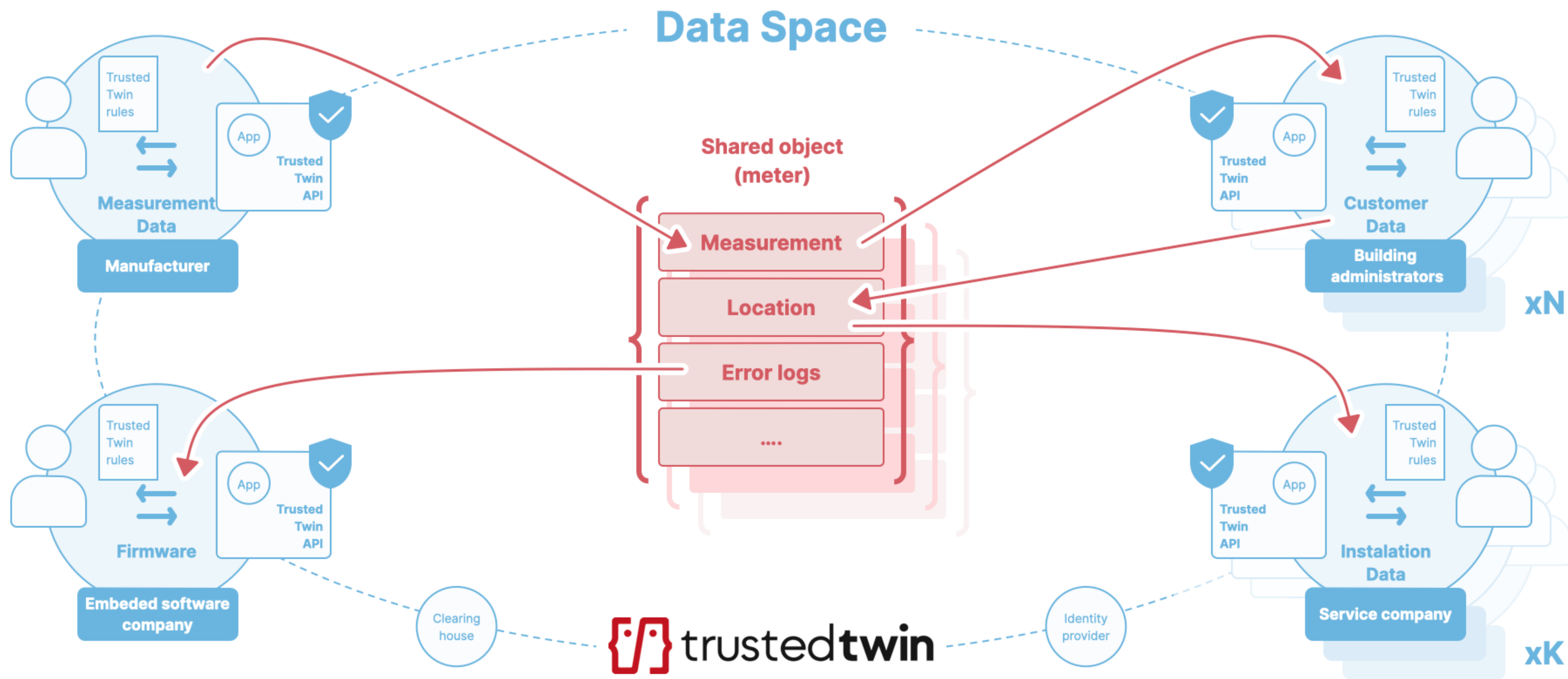


Predictive maintenance

Based on analytical
data, operational data
and data collaboration



Anything as a service
Real-time user profiles
Master data management

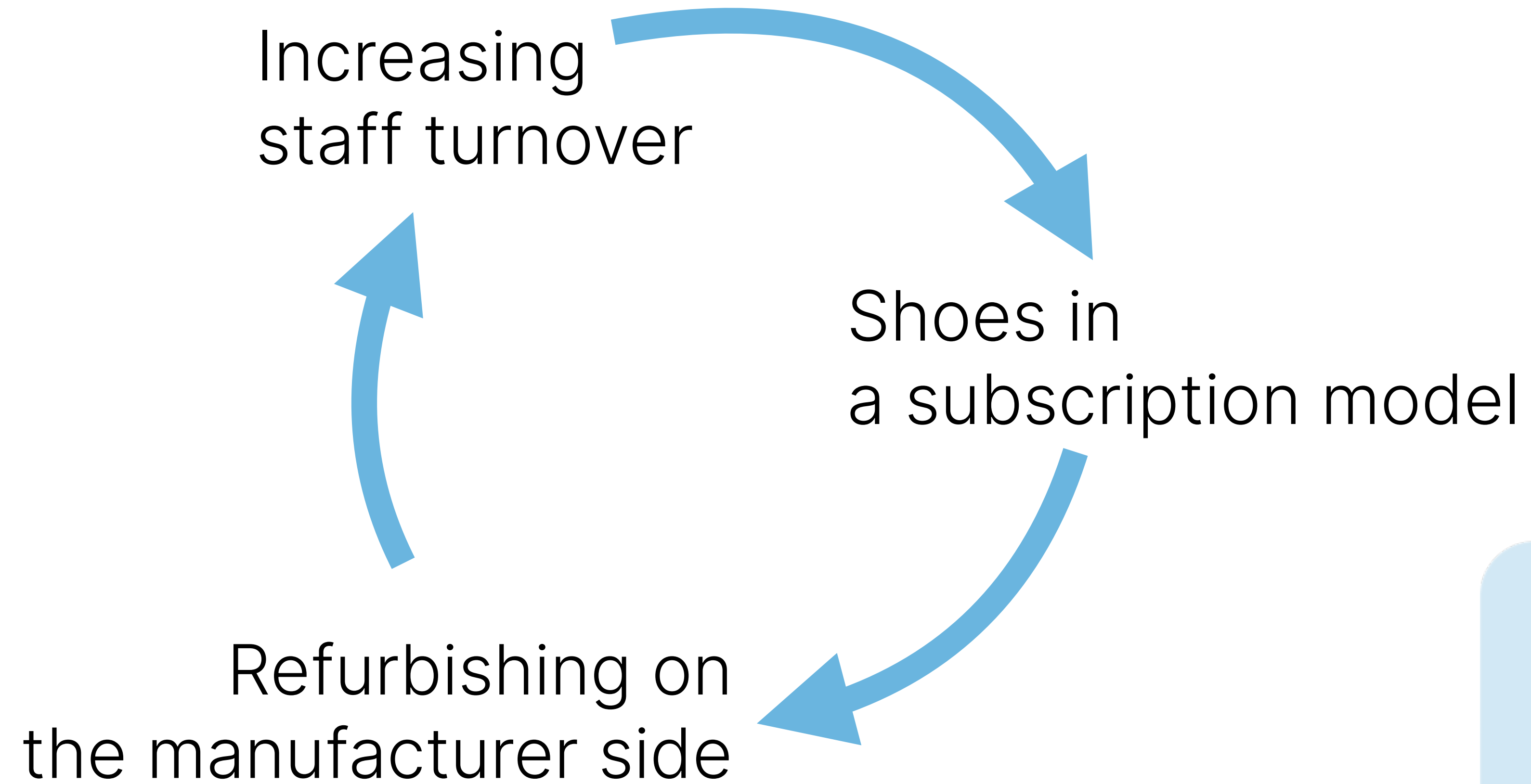




Digital Twin }



{ Real business case }



Strategy foundation



Operational Digital Twin }-----



{ Future benefits }

- Unlock new services in the future
- Lower production costs
- Sustainability management

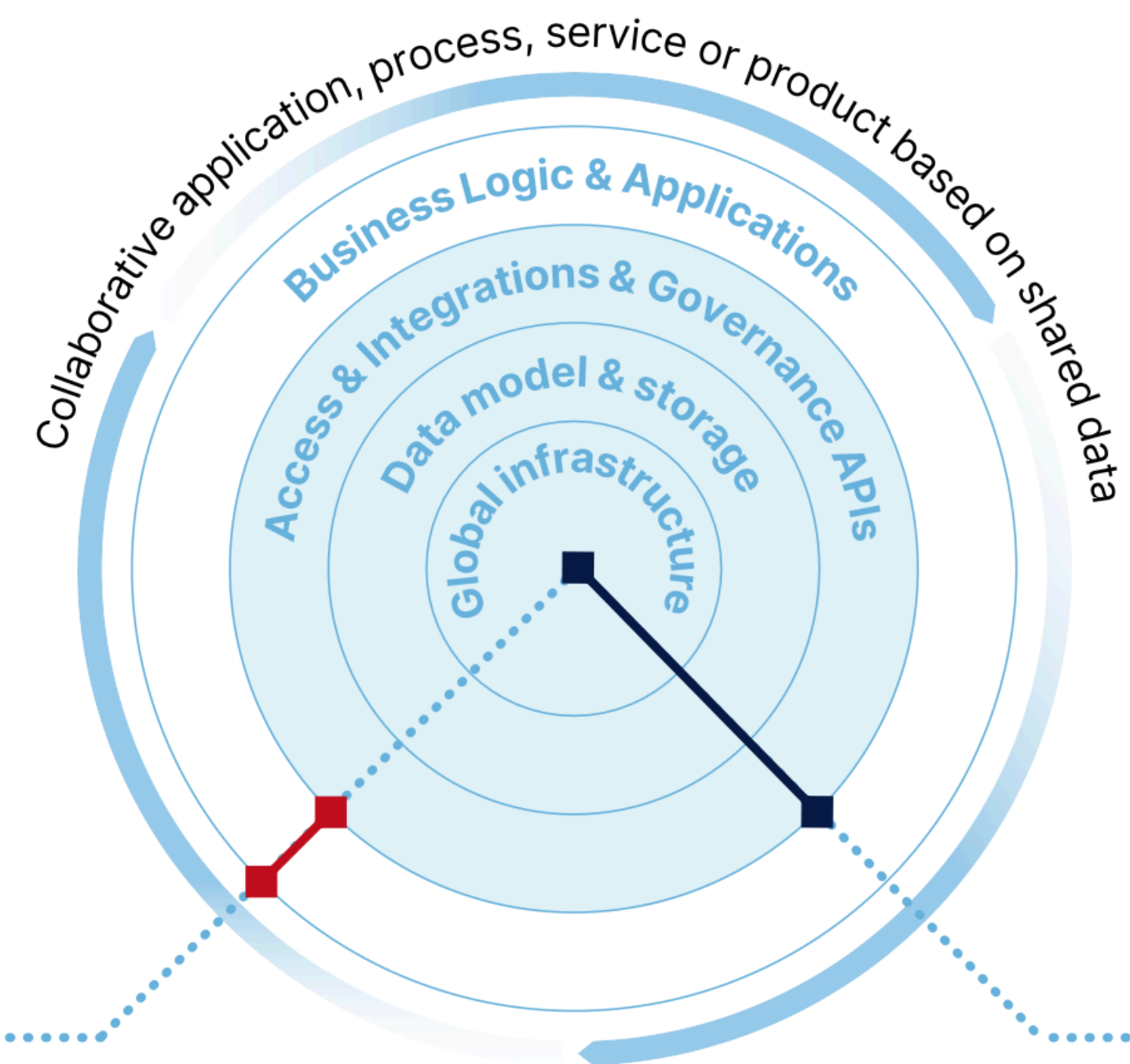


{ Challenges }

- PoC within 1-3 months
- ROI in 6-9 months
- Not an IT company
- Not to deal with IT infrastructure and maintenance
- Not to deal with integrations



Digital product to
be developed by the
customer



Trusted Twin API-first
data collaboration
solution

POC in 1-3 months
ROI in 6-9 months



Phase 1 }



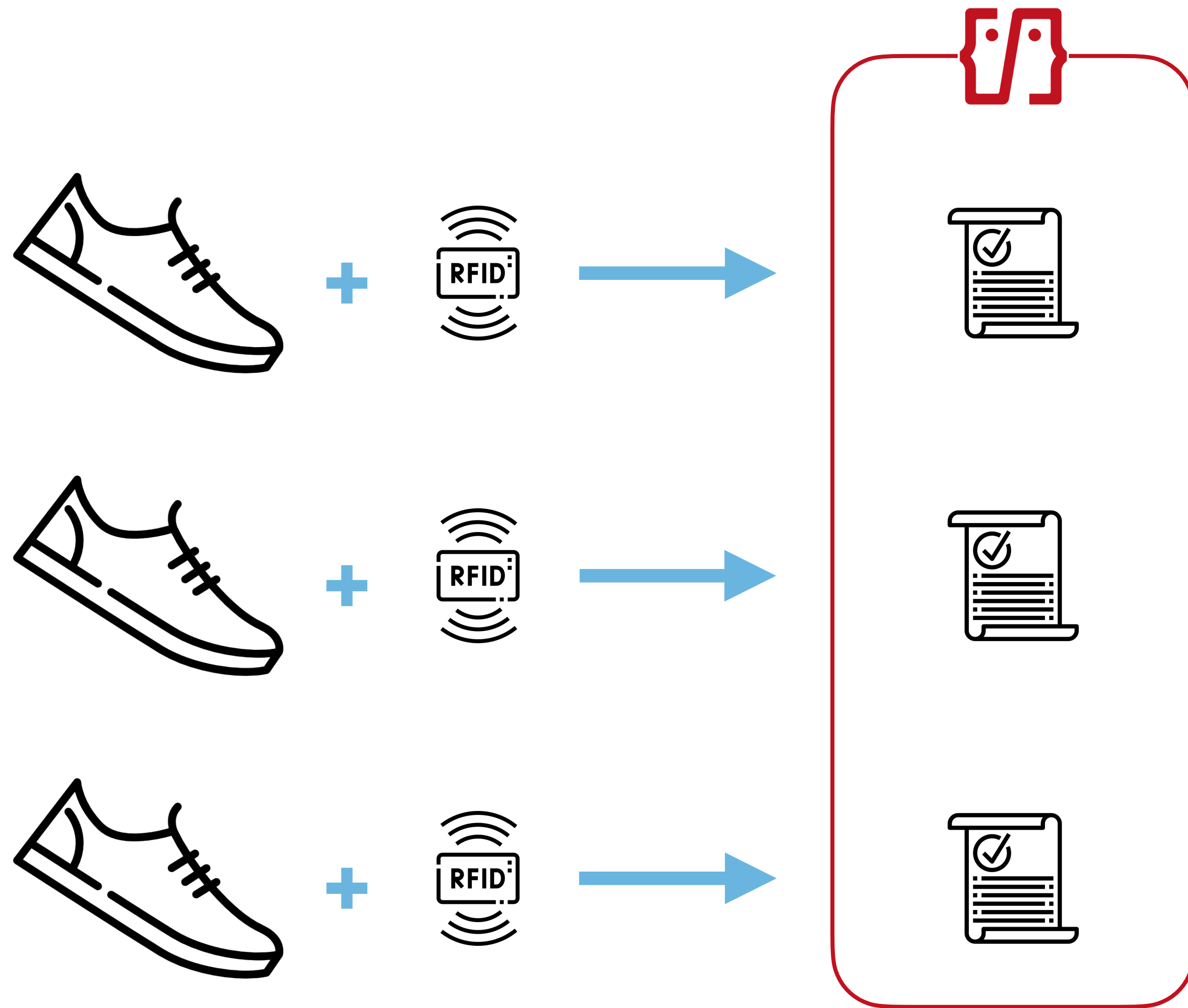
Create Digital Twin
(the ERP system supplier)



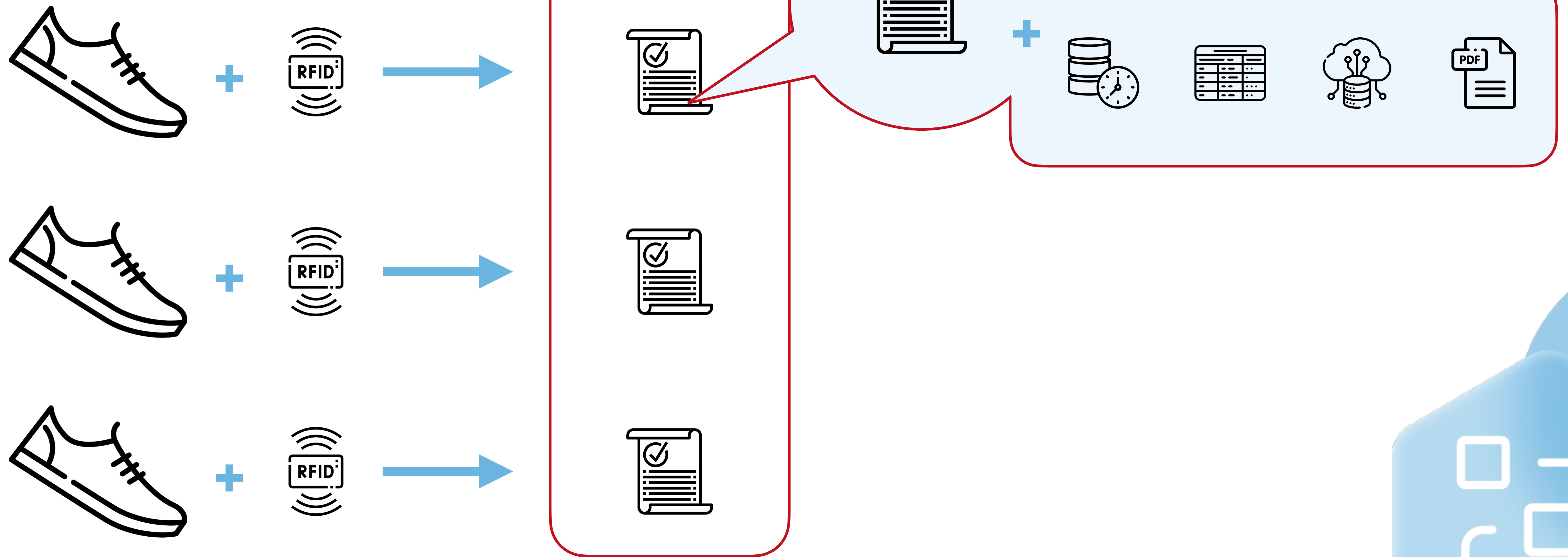
Place Electronics
(The supplier of IoT devices)



{ Phase 1 }



{ Phase 2 }



{ Trusted Twin platform: }

- a data sharing layer,
- ensured data storing and sharing, data access and visibility management,
- open integrations.





POC DELIVERED ON TIME

{ €1 = lifetime cost of one twin }



THANK YOU!

{ Marcin Kowalski }

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