

A technician in a blue lab coat is working in a factory setting. He is holding a pen and looking at a digital overlay of a circuit board. The background shows industrial machinery and a control panel. The overall scene is illuminated with blue and green light, suggesting a smart manufacturing environment.

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Realizing Smart Manufacturing for Electronics

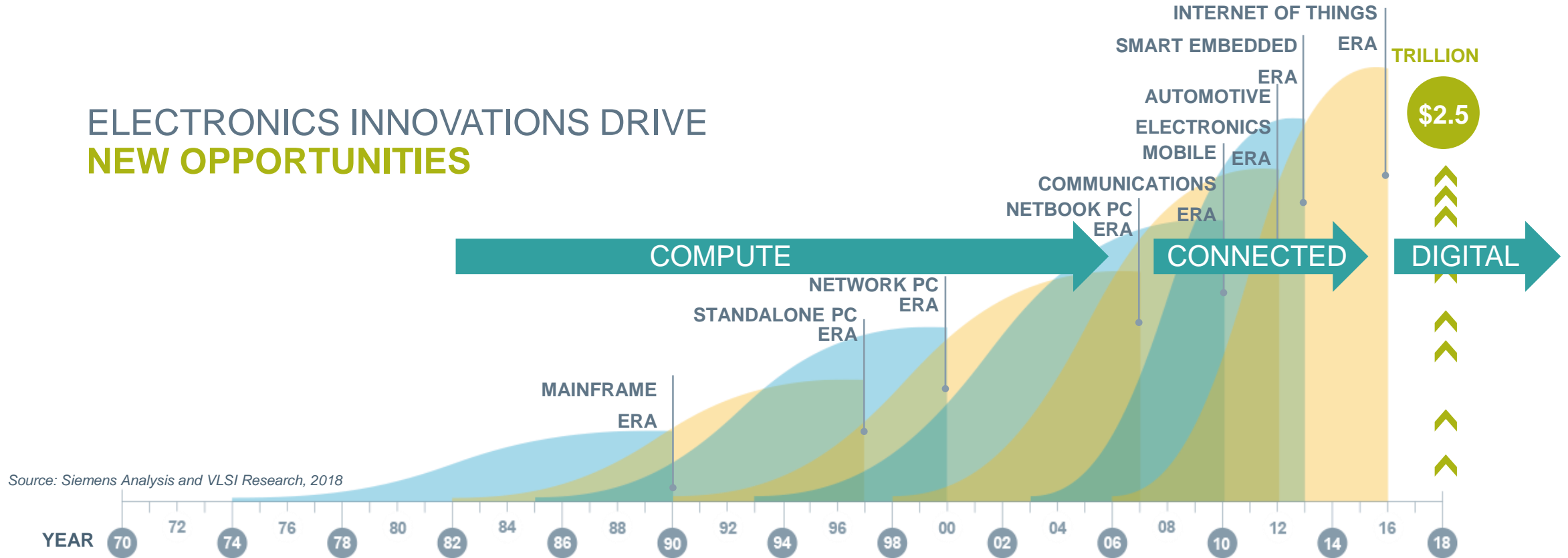
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Realize innovation.

Digitalization in Electronics

Electronics Industry : New possibilities, new pressures

ELECTRONICS INNOVATIONS DRIVE
NEW OPPORTUNITIES



Source: Siemens Analysis and VLSI Research, 2018

“Digital is the main reason just over half of the companies on the Fortune 500 have disappeared since the year 2000.”

Pierre Nanterme CEO Accenture

The electronics revolution is accelerating ELECTRONICS INNOVATIONS DRIVE NEW MARKETS



AUTONOMOUS



- ADAS
- Safety systems
- Electrification
- UAVs

By 2030, 50% of automotive costs will be electronics-based
— Statista

SMART AND CONNECTED



- Smart Cities/Homes
- Industrial IoT
- Connected health
- Smart Products

The global IoT market will grow from \$157B in 2016 to \$457B by 2020, attaining a compound annual growth rate (CAGR) of 28.5%.
— GrowthEnabler Analysis

AUGMENTED & VIRTUAL REALITY



- Manufacturing
- Military/Defense
- Sales & Marketing
- Recreational

Total spending on AR/VR products will hit \$215 billion 2021, achieving a compound annual growth rate (CAGR) of 113.2% along the way.
— IDC

5G Connectivity – More than just speed



Trends in Electronics Industry



Customized and personal products are on the rise.



Devices are getting smaller and smarter.



Disruptive pull of electronics in mature industries.



Customer experience is essential to growth

Implications of being unprepared

Those unprepared share common characteristics:

Poor integration of electronics with mechanical across product development and manufacturing

Inefficient design processes, data incompatibilities, data mismanagement leads to extensive error-prone manual intervention

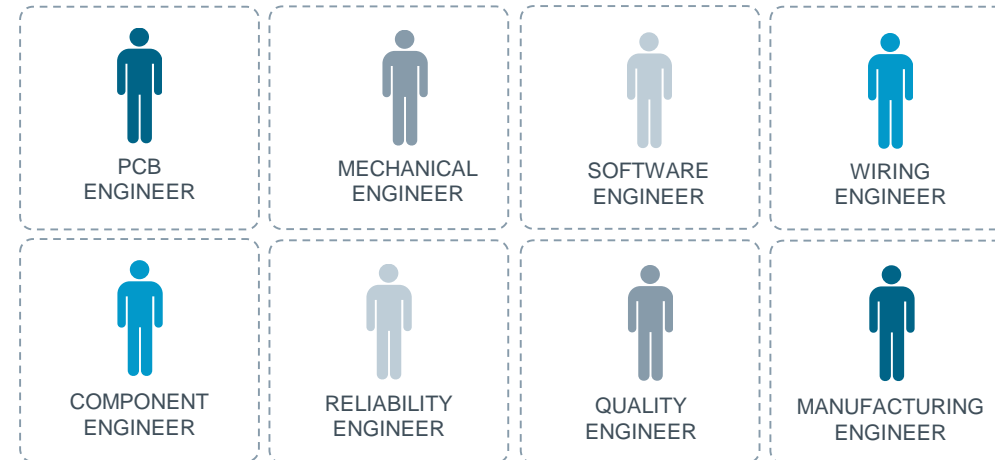
Heavy dependence on backend verification and physical prototyping that compromises product reliability and increases cost

Inefficient cross-domain collaboration

Data incompatibilities

Manual manufacturing handoff

Reliance on physical prototyping

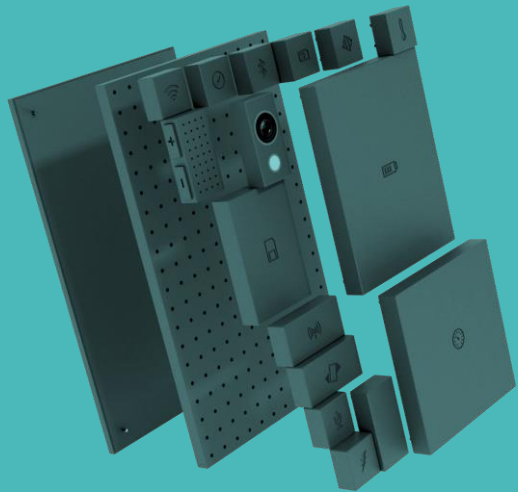


**BRINGING MORE CAPABLE PRODUCTS TO MARKET
FASTER REQUIRES MULTI-DISCIPLINE STRATEGIC INITIATIVES**

Smart Manufacturing for Electronics

Modern manufacturing introduces new challenges

DELIVERING LOT SIZE ONE



OPTIMIZING MATERIAL USAGE

COST OF SELECTED PARTS	
Display	\$45
Memory	15
Communications	37.50
Cameras	11
Processor	20
Mechanical	30
Other	37.60
TOTAL PARTS	\$196.10
Labor	4
TOTAL	\$200.10
U.S. RETAIL PRICE	\$649



MAKING DATA USEFUL



Typical customer scenario (based on customer input): Mechanical and Electronics Assembly planning and execution in disconnected environments

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- Low material turnover
- High scrap rate
- Low predictability



- Test plan not in sync with assembly plan and product changes
- Difficult to assess quality of the entire product
- No single traceability record



- Product data is complex, outdated, hard to access
- No standardization across sites



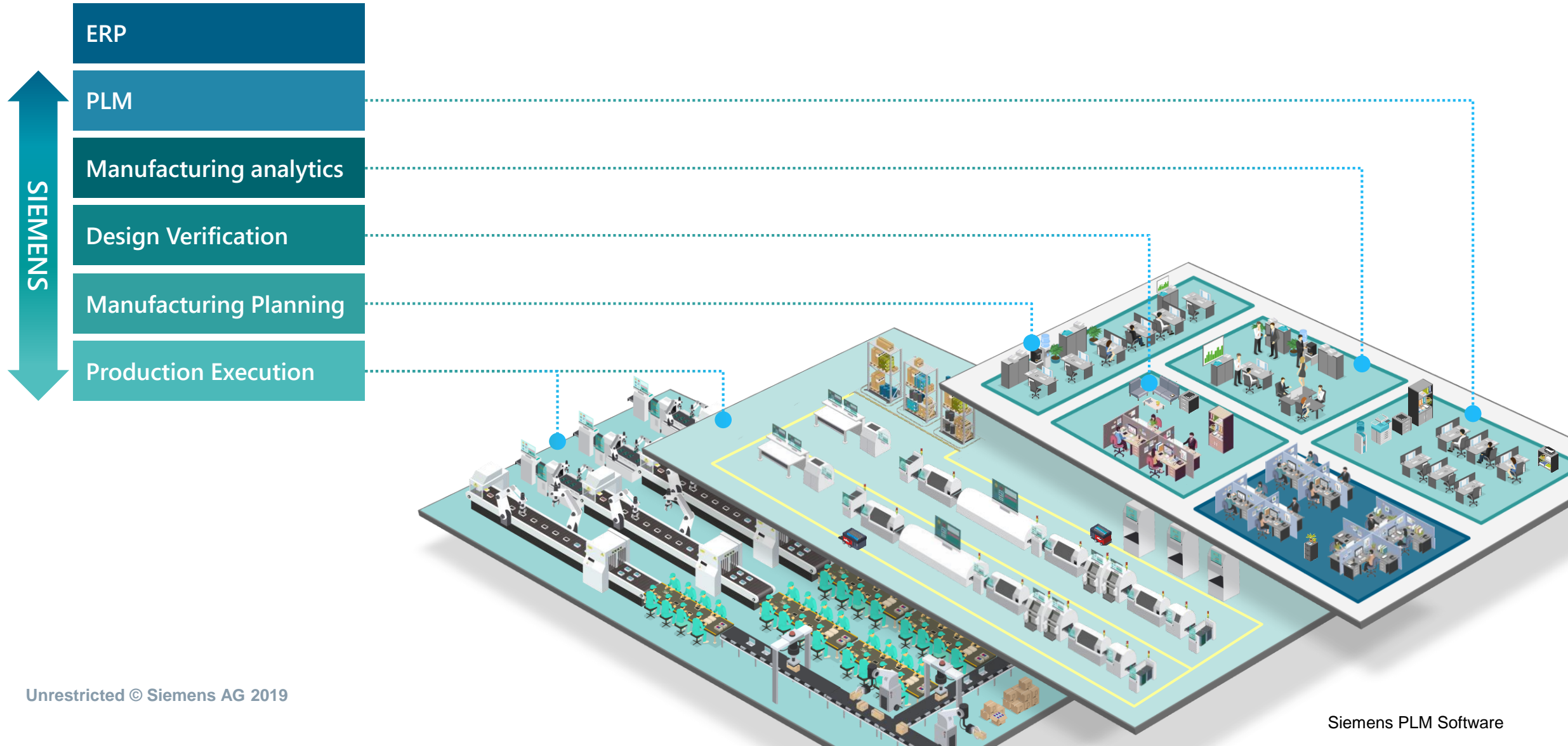
- Different machine interfaces
- Work instructions are not up-to-date



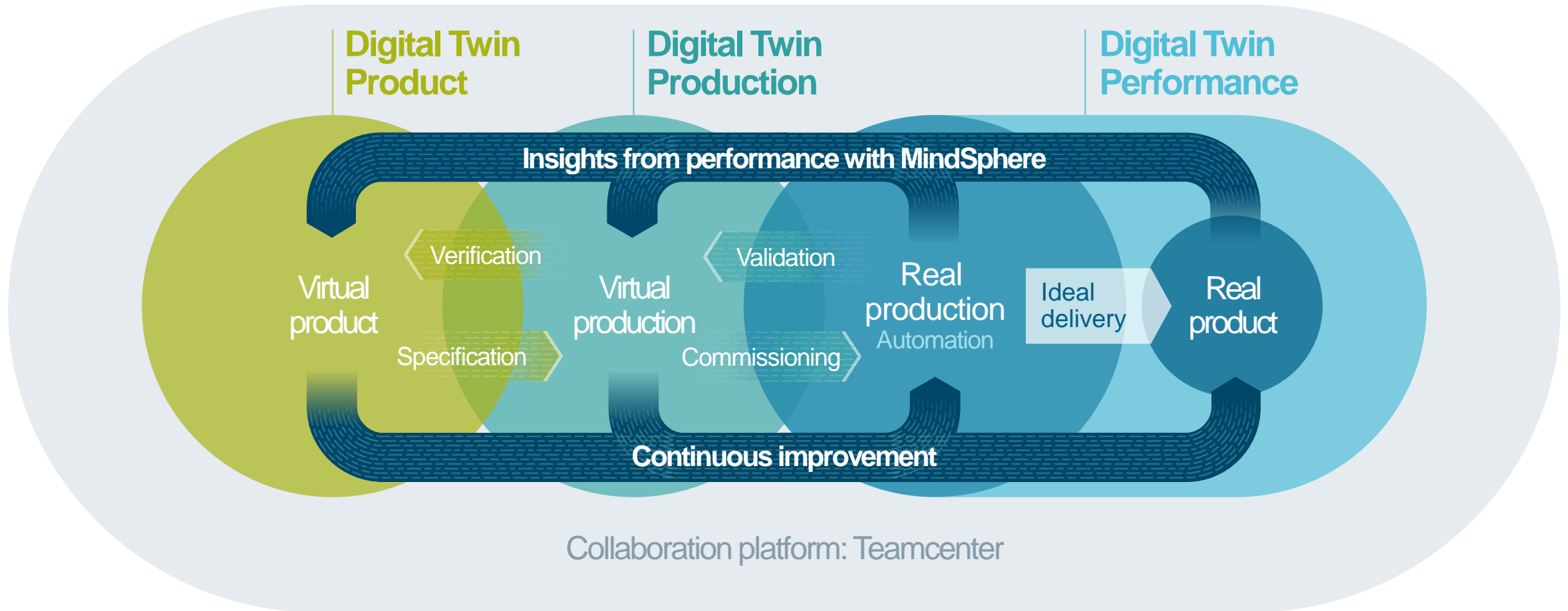
- Outdated legacy information systems
- Multiple interfaces to maintain

Breaking down the silos: delivering an integrated solution for Electronics Manufacturing

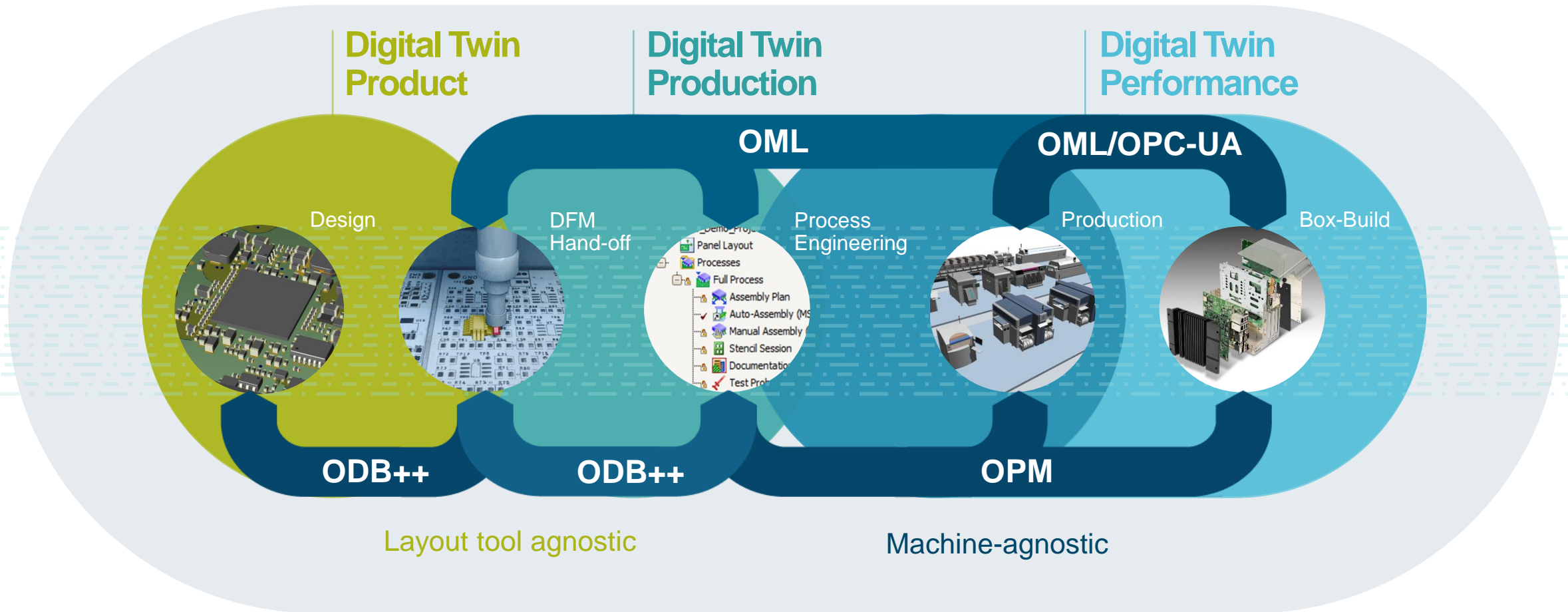
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Continuous improvement with the Digital Twin

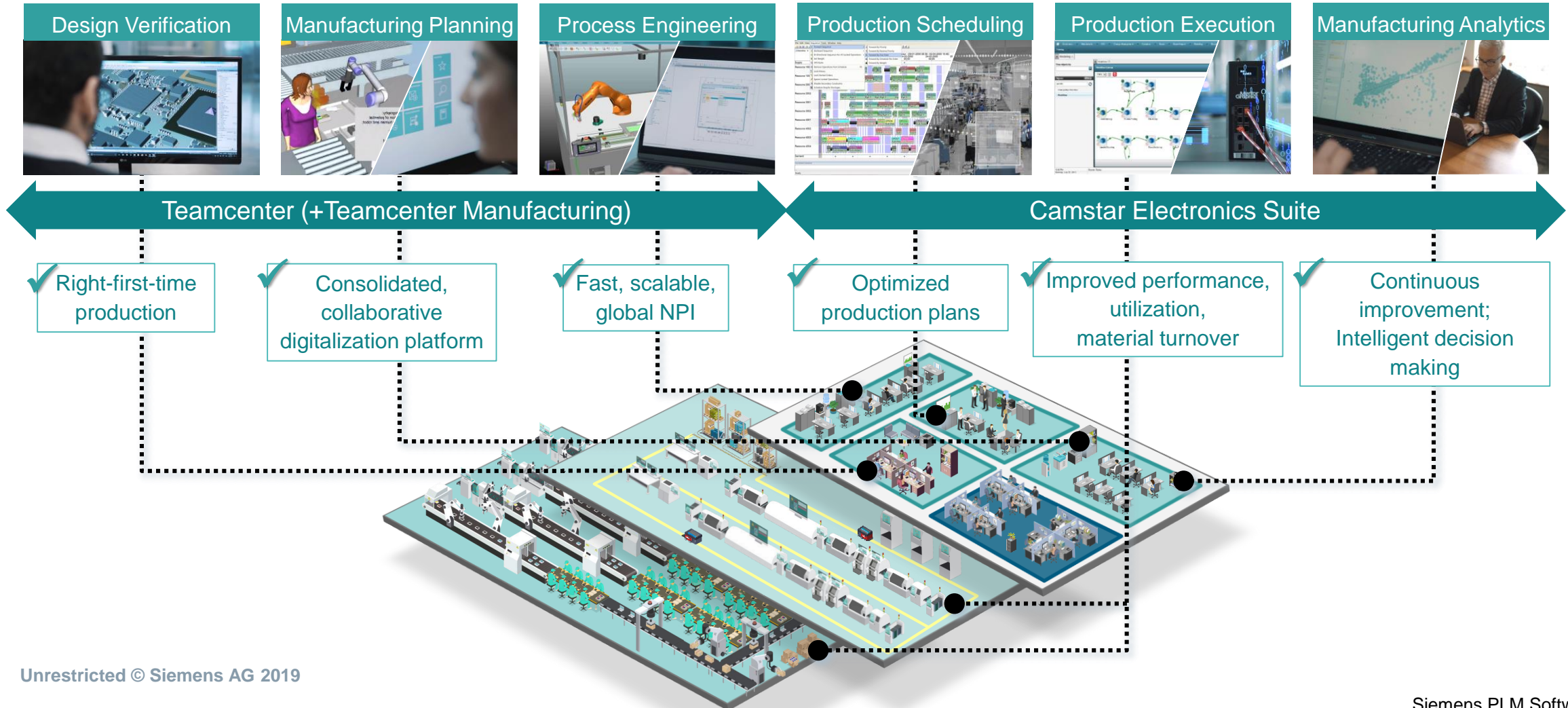


Maintaining a Digital Thread with Open, Intelligent data exchange formats



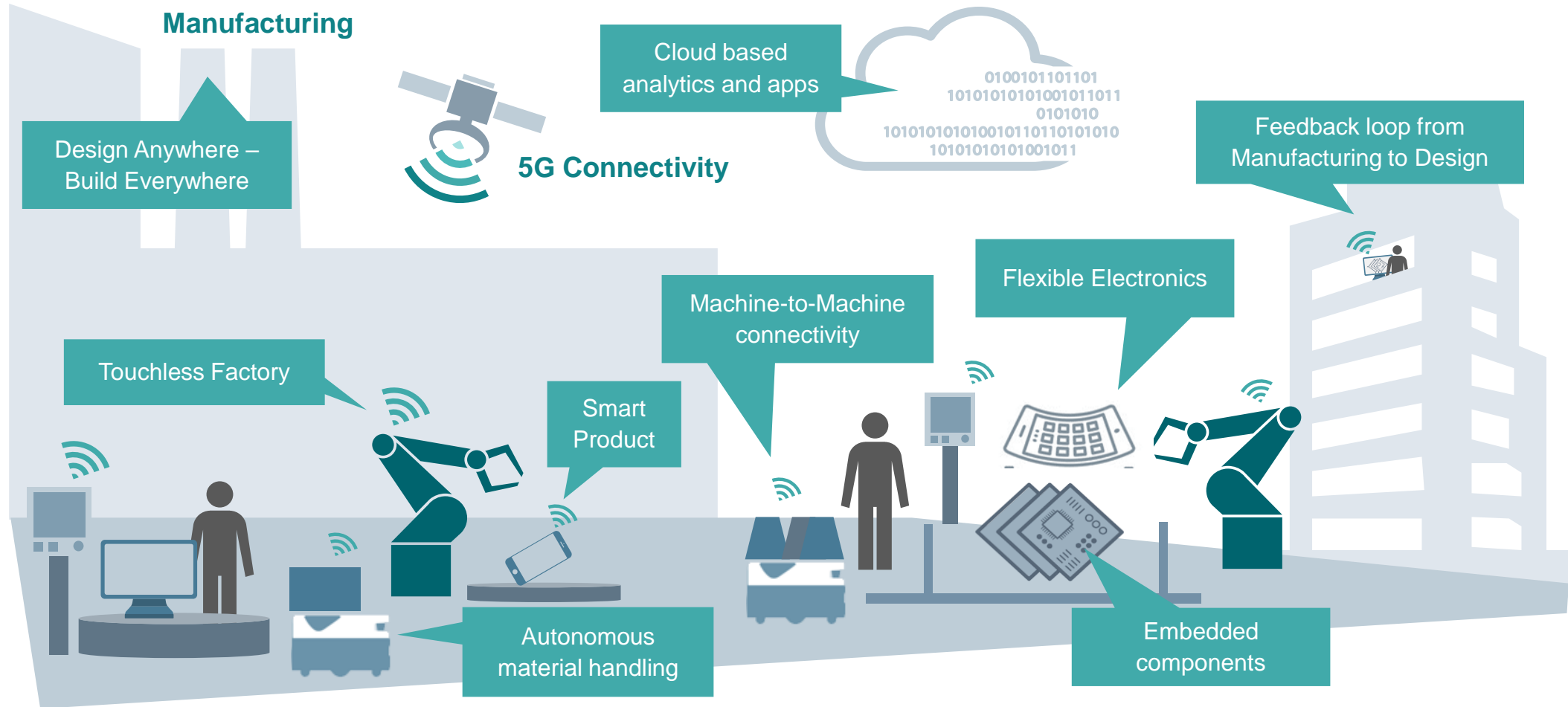
Breaking down the silos: Delivering an integrated solution for Electronics Manufacturing

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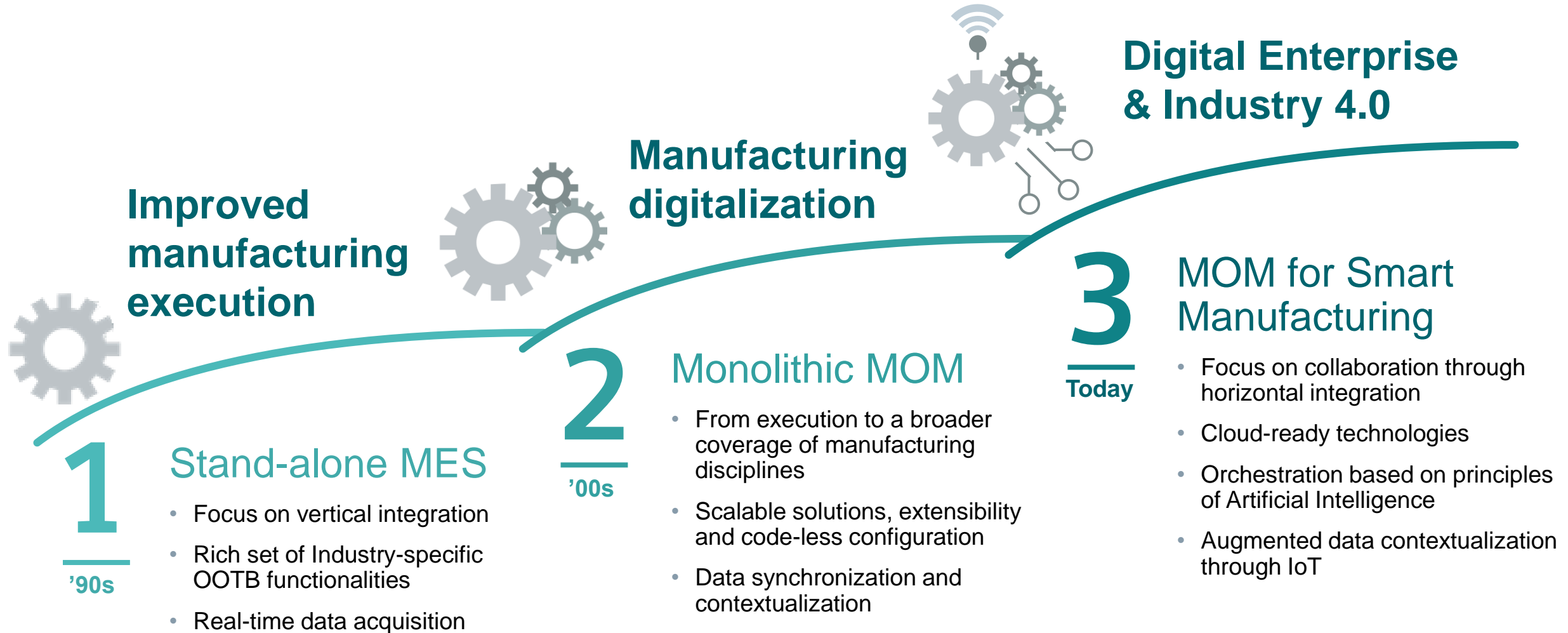
The vision by 2025

A radical change for manufacturers



Introducing Camstar Electronics Suite

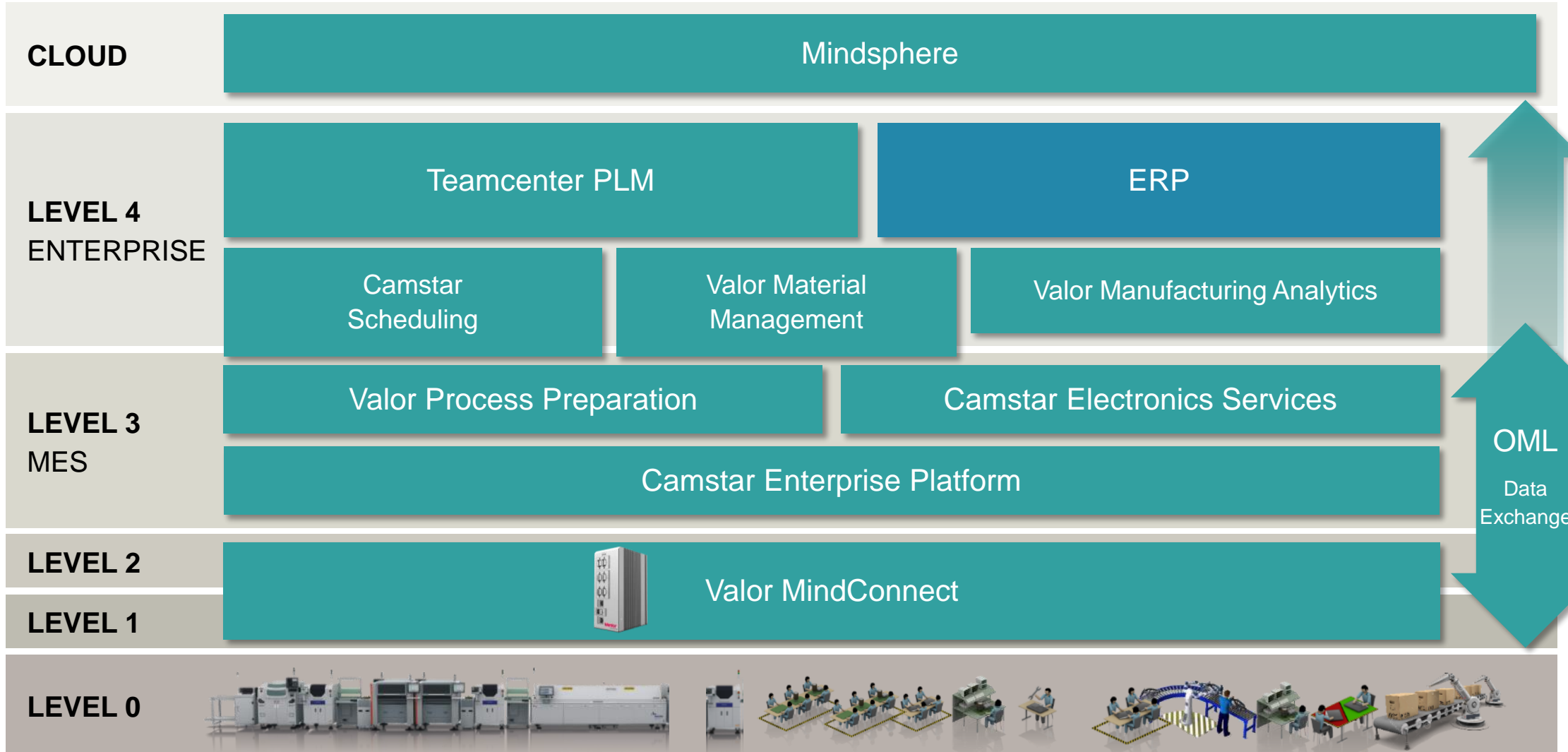
The MOM evolution towards Smart Manufacturing



Camstar Electronics Suite - Overview



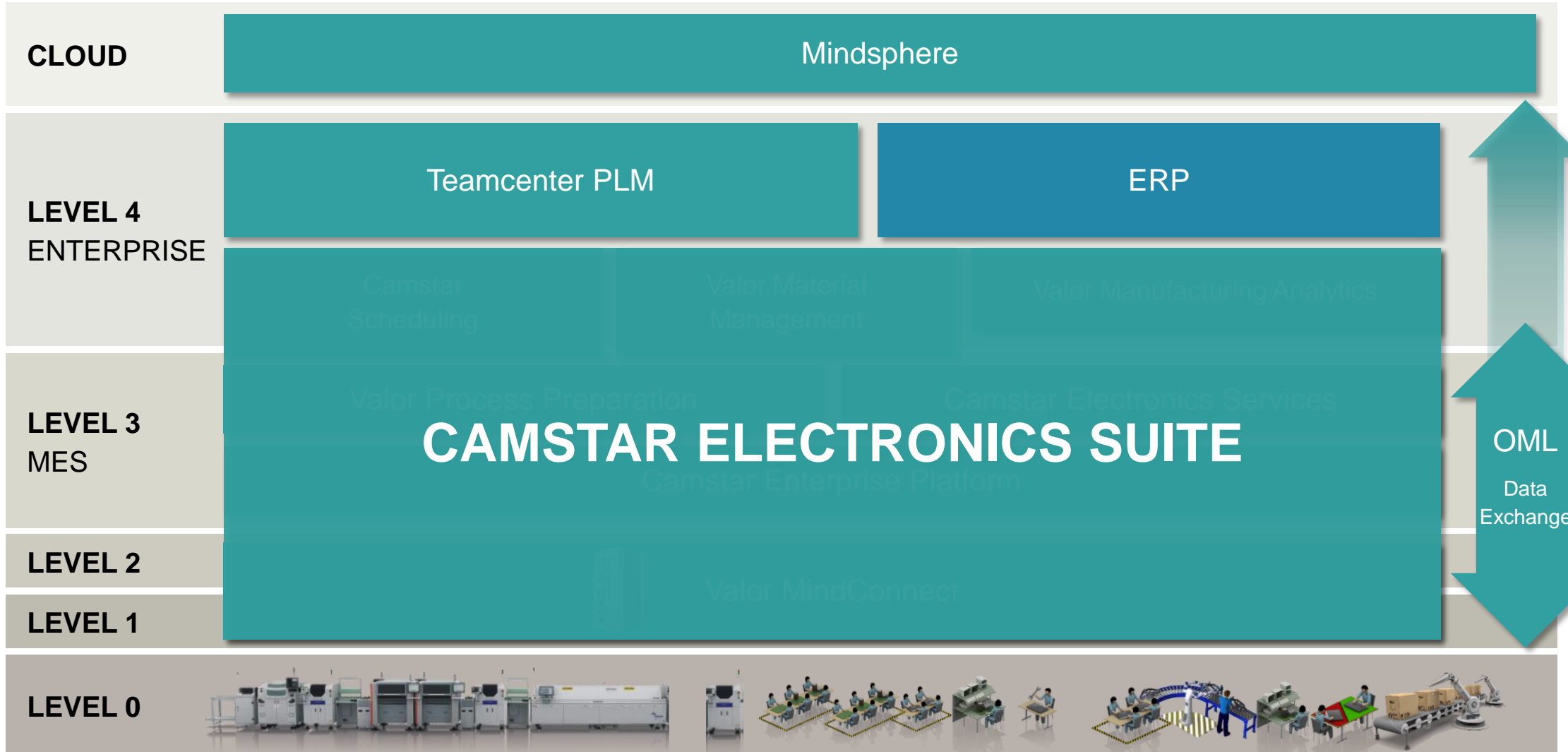
ISA-95



Camstar Electronics Suite - Overview



ISA-95

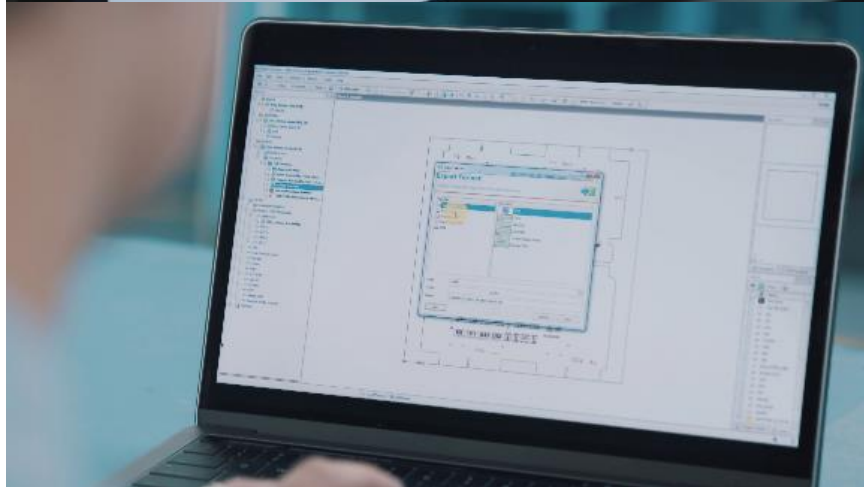


Seamless NPI integration with PLM

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- Seamless flow of product and production data from PLM to manufacturing execution
- One solution for all manufacturing engineering tasks, including Data preparation, Manufacturability and Testability analysis, SMT programming, Test Programming, Stencil design, and work instructions for Manual assembly and inspection
- Visual BOP definition and enrichment through a full set of out-of-the-box (OOTB) manufacturing capabilities
- Automatic machine library generation and DFA leveraging Valor Parts Library (VPL)



**Faster product
innovation**



**Effective change
management**



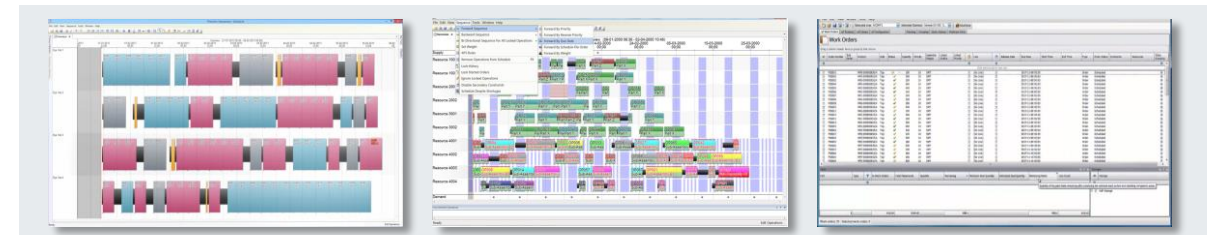
**Reduced
errors**

Advanced and detailed planning and scheduling

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- Import production orders from ERP and integrated PCB, mechanical and box-build plans and schedules
- Optimize SMT grouping for minimized change-over and setup time
- Compare production alternatives and optimize schedules
- Run what-if analysis and analyze the impact of unexpected events and decision taken



**Real-time planning
and scheduling**



**Manufacturing
efficiency**



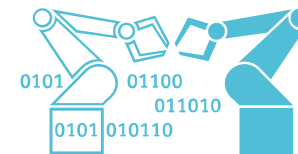
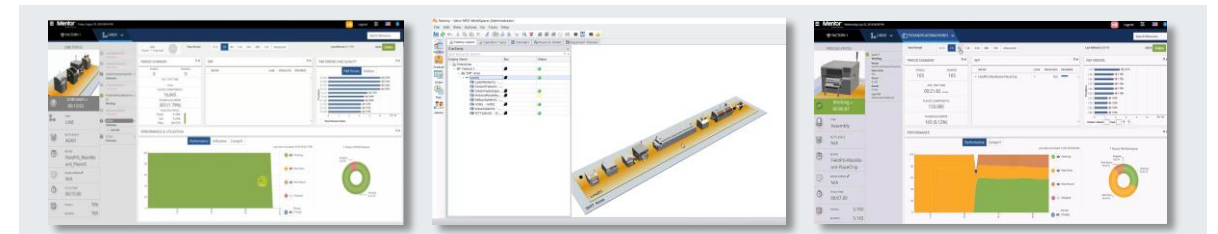
**Global
visibility**

Plug&play shop floor connectivity

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- Robust, real-time data acquisition and control of SMT Production and Test machines
- Live dashboards displaying machine performance, utilization and quality
- Built-in material / process verification and interlock
- Normalized data available through Open Manufacturing Language (OML)



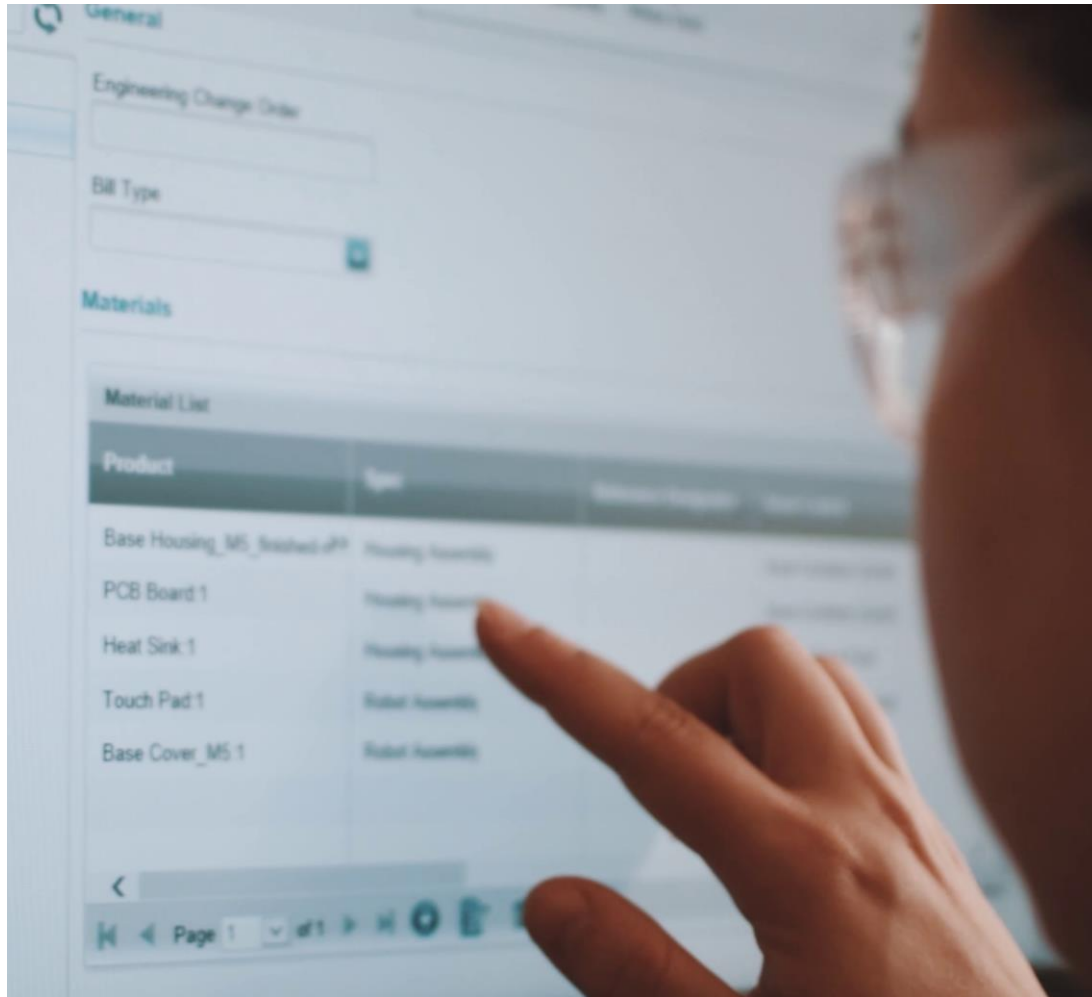
**User-friendly
plant model
configuration**



**Real-time
monitoring
dashboard**

One production client for SMT and box-build execution

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- Streamlined and guided manufacturing processes and traceability
- Bill of Material, PCB and Box visualization and interactions
- Smart scanning, auto recognition and minimized actions for operators
- User-friendly Electronics Work Instructions (EWI), detailed shop-floor documentation, in-process quality tests



**Manage
shop-floor
complexity**



**Improved
shop-floor
efficiency**



**Reduce training
and maintenance
costs**

One production client for SMT and box-build test

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- Guided inspections and graphical defect logging
- Display of defects from automated manufacturing operations
- Guided repair actions and support
- PLM integration for Closed-loop feedbacks from production to product development and engineering



**Efficient
defects repair**



**Improved
quality**



**Closed-loop
feedbacks**

Advanced Material Management

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- Manage material handling across the factory, including registration, storing, picking, verification and traceability
- Just-in-time KANBAN material management – Driven by IoT devices
- Autonomous material logistics management
- Bridge ERP-view of work orders and shop floor view of WIP in real-time

32	2	8	0	29-469-01	Move To MchD 0032 03 03 00
32	2	11	0	29-469-01	Move To MchD 0032 03 10 00
32	2	13	0	11-1731-01	Move To MchD 0032 03 08 00
32	2	18	0	15-6194-00	Move To MchD 0032 03 13 00
32	3	3	0	22-0635-02	Move To MchD 0032 03 07 00
32	4	1	0	24-1899-01	Move To MchD 0032 03 11 00
32	4	2	0	24-2160-01	Move To MchD 0032 04 01 00
33	2	2	0	15-4864-01	Move To MchD 0033 02 03 00
33	2	5	0	08-0656-03	Move To MchD 0033 02 08 00
33	2	6	0	15-5446-01	Move To MchD 0033 02 10 00
33	4	1	0	51-1839-01	Move To MchD 0033 03 06 00
33	4	3	0	29-469-01	Move To MchD 0033 04 01 00
31	1	1	0	08-0365-06	Keep
31	1	3	0	08-0377-03	Keep
31	1	11	0	08-0656-03	Keep
31	2	1	0	15-6194-00	Keep
31	2	5	0	29-0916-01	Keep



**Reduced
inventory and
waste**



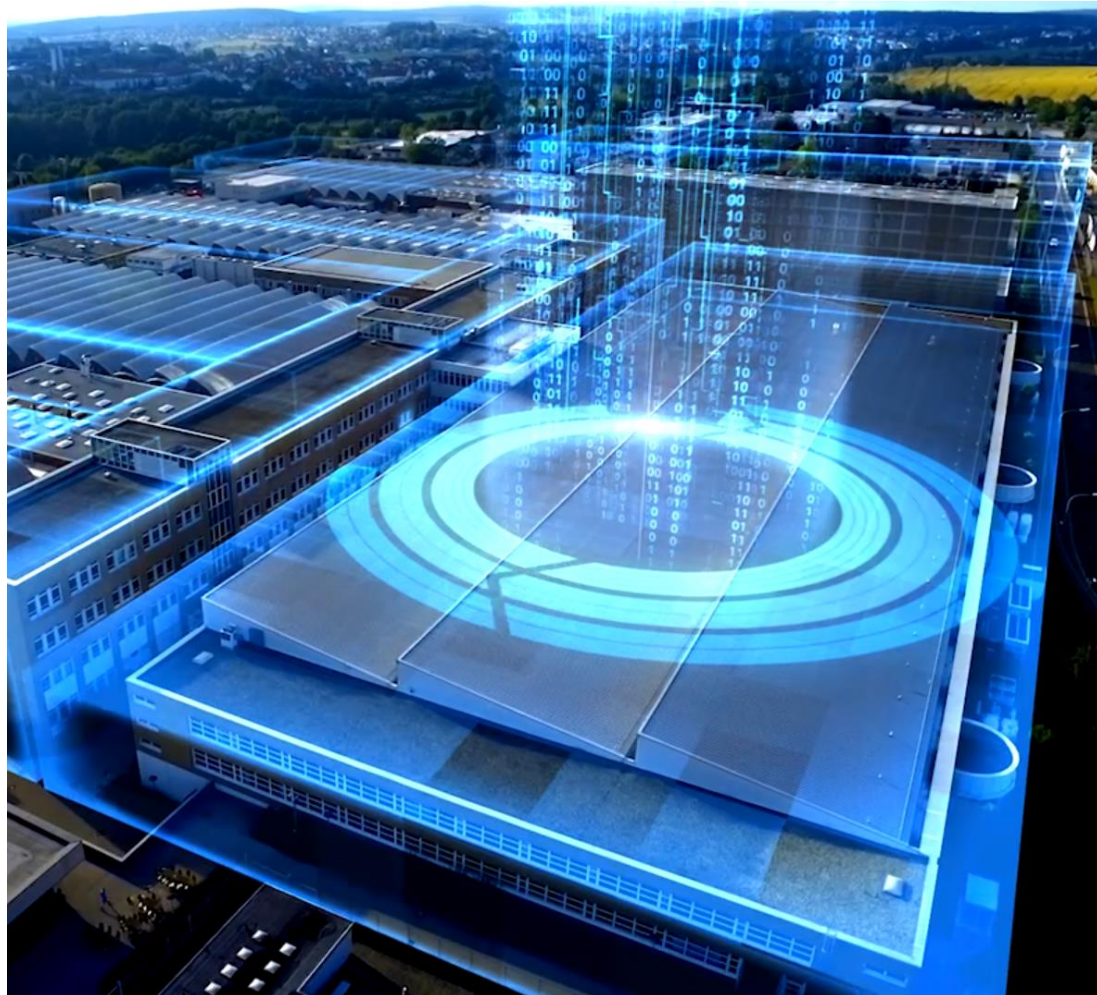
**Improve
performance**



**Empower ERP
investment**

Configurable big-data reporting and manufacturing analytics

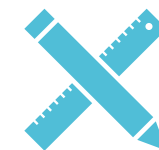
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- Out-of-the-box reports focused on Electronics Manufacturing quality, traceability, utilization, materials, environmental data and more
- OEE, SPC, FPY, trends and alarms, Root-cause analysis
- Scalable on-premise big-data solution
- Support for multi-site enterprises



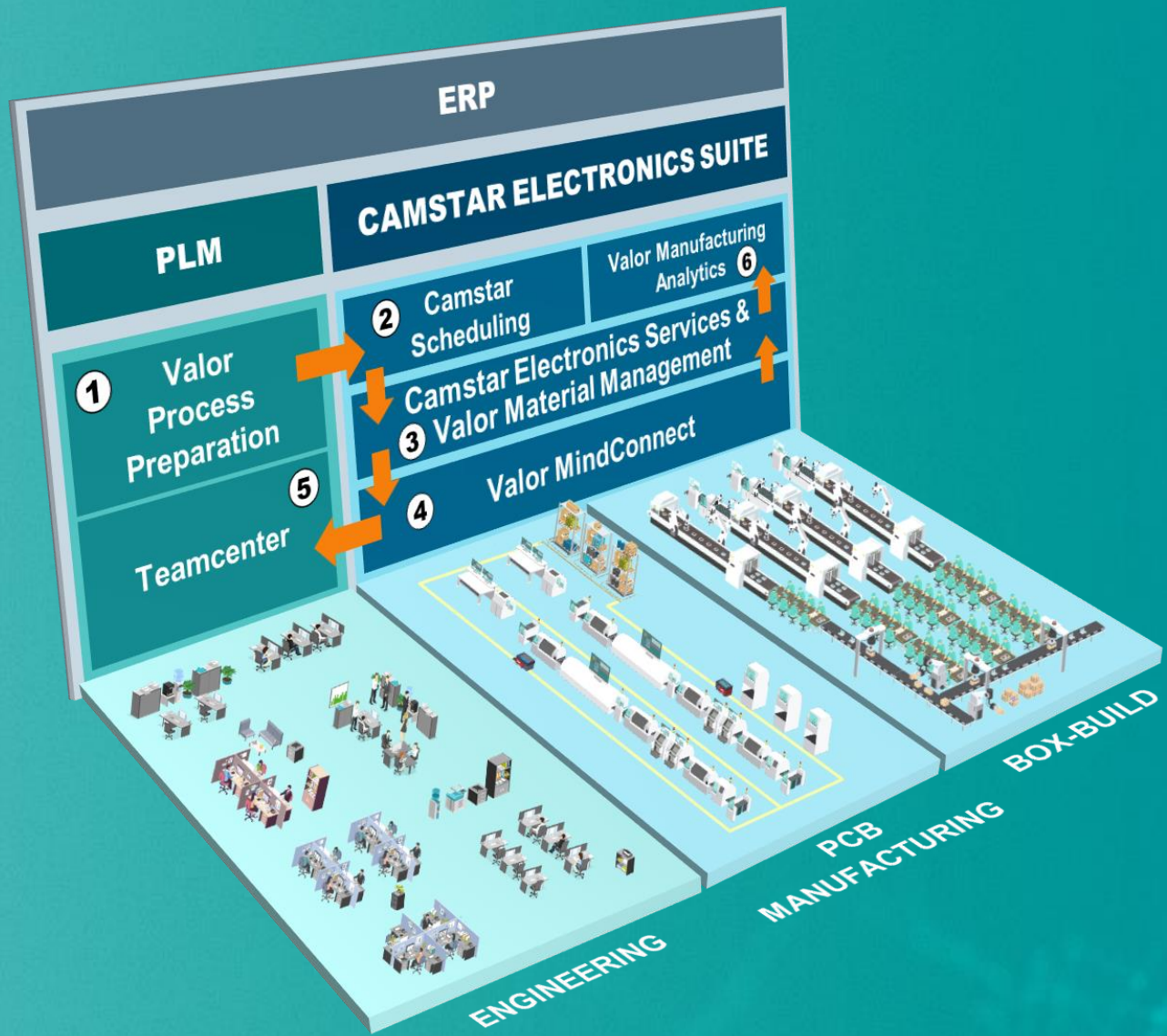
**Multi-plant and
global visibility**



**Custom reports
and dashboards**



**Cloud
visibility**



CAMSTAR Electronics Suite

- 1 Streamlined NPI processes and change management
- 2 Optimized production plans and schedules
- 3 Flexible configuration, out-of-the-box production enforcement, end-to-end traceability and real-time material management
- 4 Direct shop-floor connectivity, real-time data acquisition and performance analysis
- 5 Closed-Loop Manufacturing for efficient and continuous improvements
- 6 Big Data Analytics and intuitive enterprise manufacturing intelligence

for both...



PCB



BOX-BUILD



Case study: Siemens Fürth

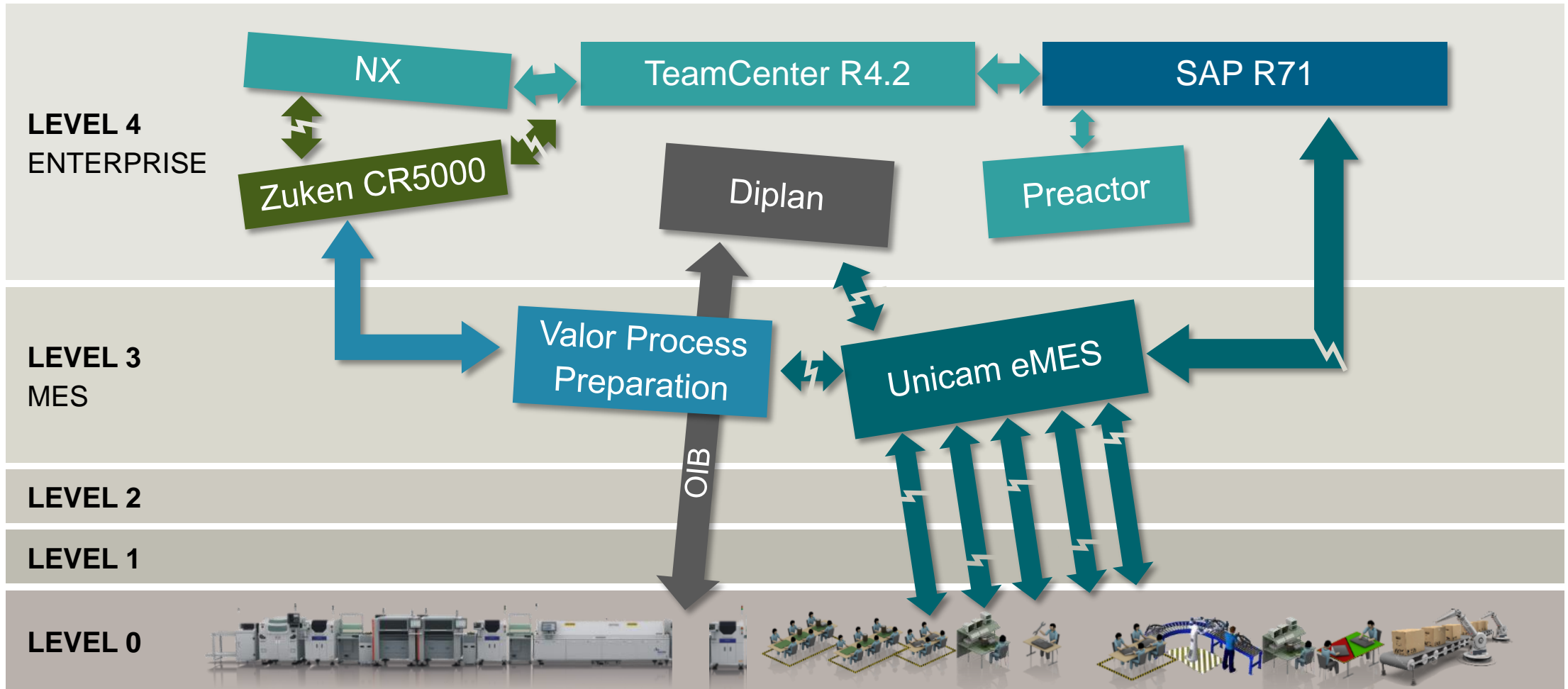
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Realize Innovation.

Siemens Fürth case study

Before

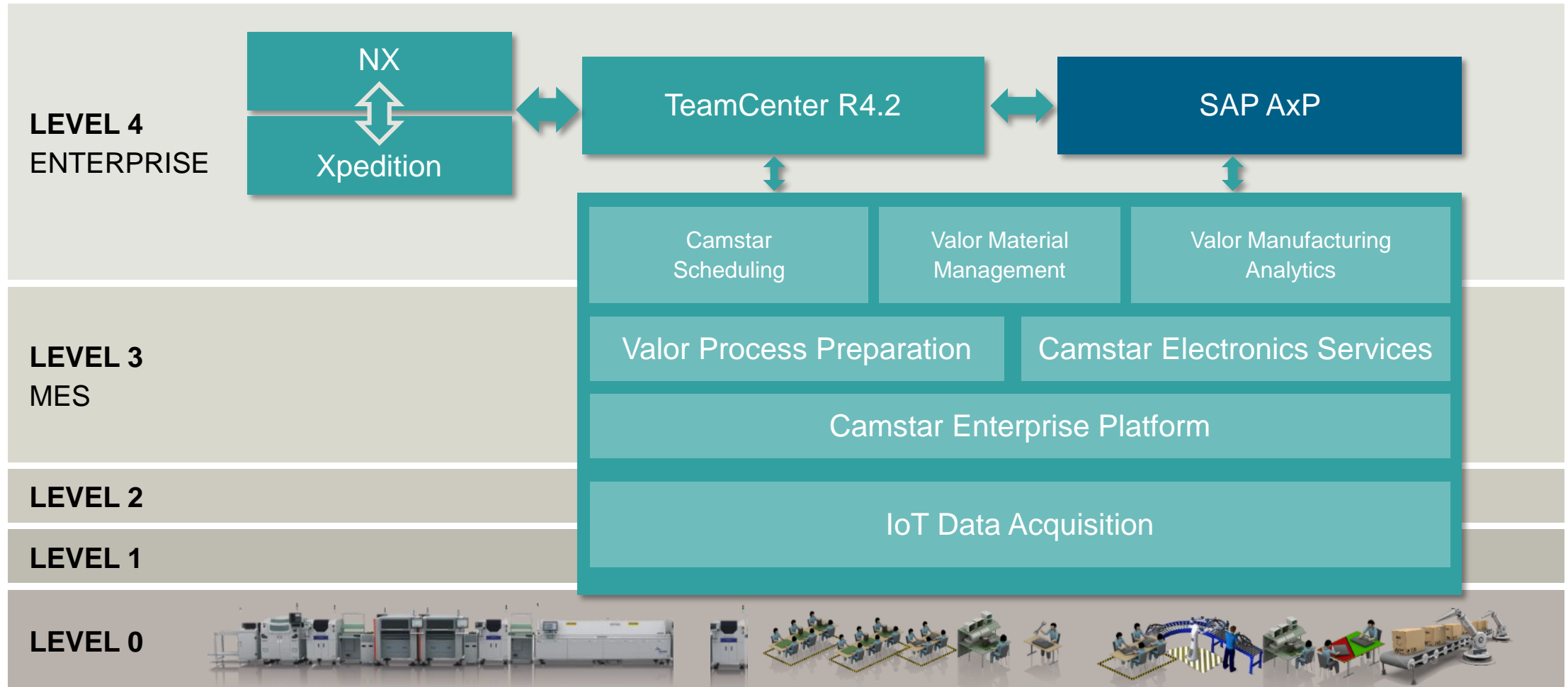
ISA-95



Siemens Fürth case study

After – Camstar Electronics Suite

ISA-95



“The migration to the Camstar Electronics Suite introduced a layer of value that we could not have achieved with a disconnected set of tools through custom integration”

“The inclusion of Valor IoT data acquisition in the suite has drastically simplified the deployment of the solution across our assembly lines”

“Today we have a true one-stop-shop solution for managing Electronics Manufacturing that covers all process areas, as well as material flow and integration with PLM and ERP”

A decorative graphic consisting of multiple overlapping, wavy lines in a light teal color, spanning the width of the page and positioned below the main quote.

Hermann Kraus
Manufacturing Manager
Siemens Fürth

Smart Manufacturing

An enterprise strategy – not only a matter of technology

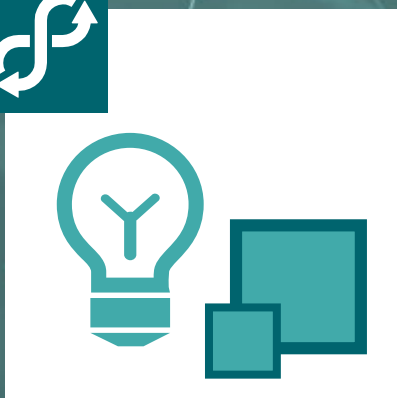
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Driven by inspired executives, realized by experts



Re-think financial and strategic targets



Think big – Start focused – Scale fast



Enabled by innovative partners

Thank you