



International SAP Conferences for

*Building Materials - Chemicals -
Forest Products, Paper and Packaging - Mining and Metals*

Panel Business Networks

April 27-29, 2021
Digital Event

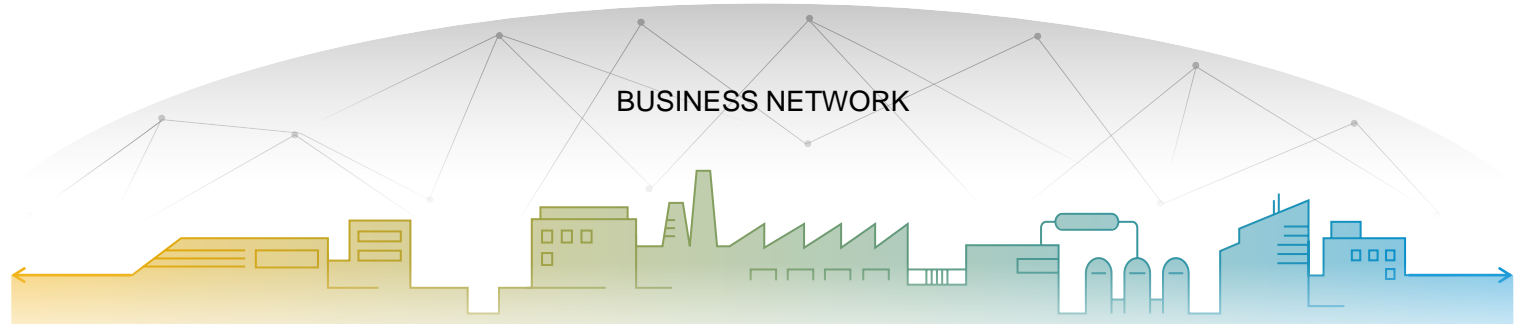
Panel Discussion - Business Networks

incl. Collaboration Case
HS2 Construction Project

HS2
trains will connect around 30 million people.



Detailed session
with Alex Small later today



Alex Small

BIM & Digital Platforms Manager
Tata Steel Europe



Nemrude Verzano

Head of I4.0 and
Digital Supply Chain Innovation,
SAP



Svend Wittern

Global Vice President
Head of New Business & Industry
Strategy, SAP

Thursday, 29 April
13:15 CEST

BUILDING MATERIALS TRACK

Blockchain for Cross-Company Process Automation in Construction

There is a trend towards sustainability and technological advancement in construction projects and materials. This incre...

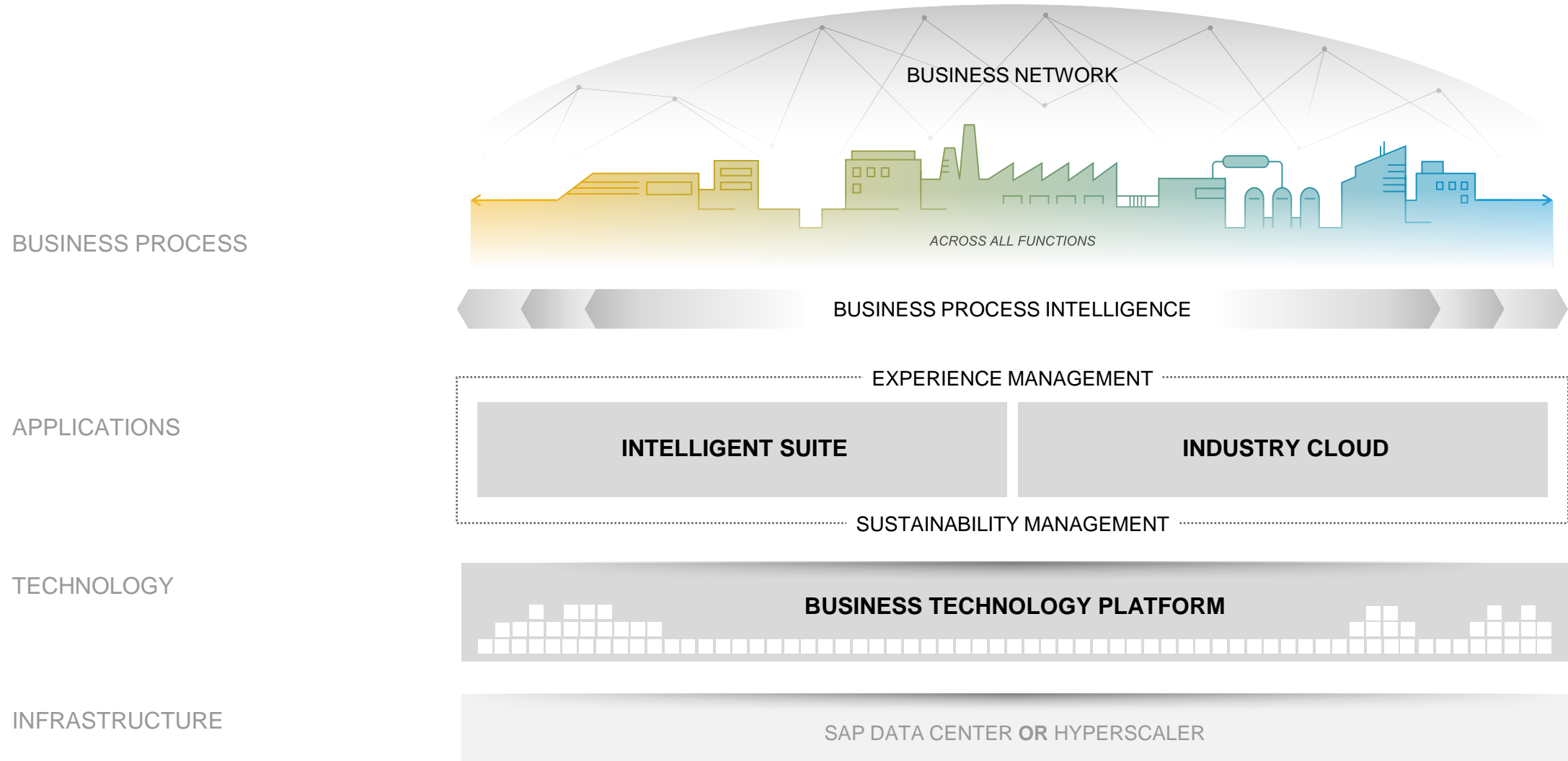
Alex Small
Tata Steel Europe
BIM & Digital Platforms Manager

Benjamin Stöckert
SAP
Business Development Manager

13:15 - 13:45 CEST

CUSTOMER STORY | BLOCKCHAIN | AUTOMATION | SUPPLY CHAIN

Intelligent Enterprise: Your goal is our vision





Industry Business Networks

Future Perspective

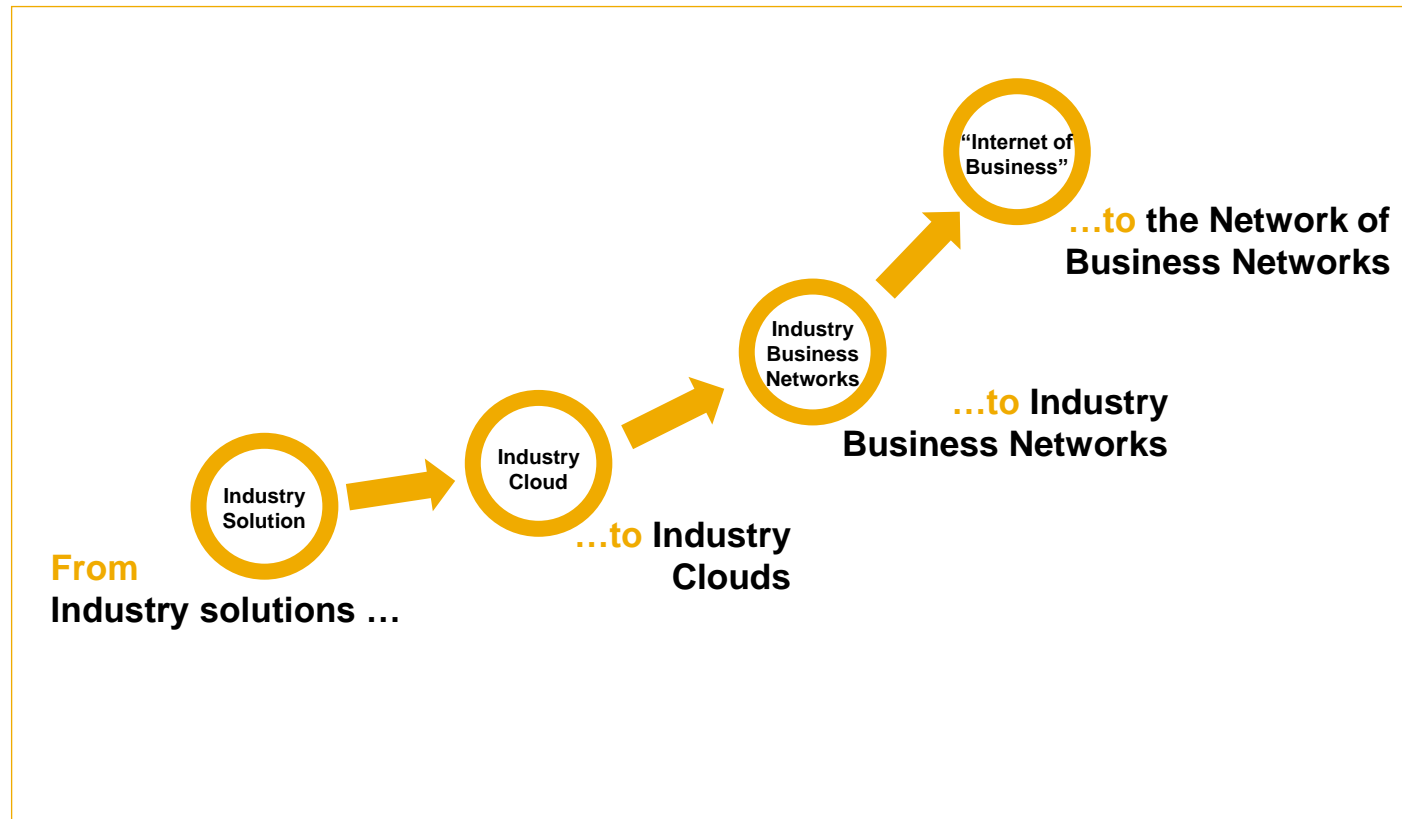
Svend Wittern, VP, Global Head of New Business & Industry Strategy
April 29th, 2021

PUBLIC

Business Network | Evolution of Industry Business Networks

Prediction:

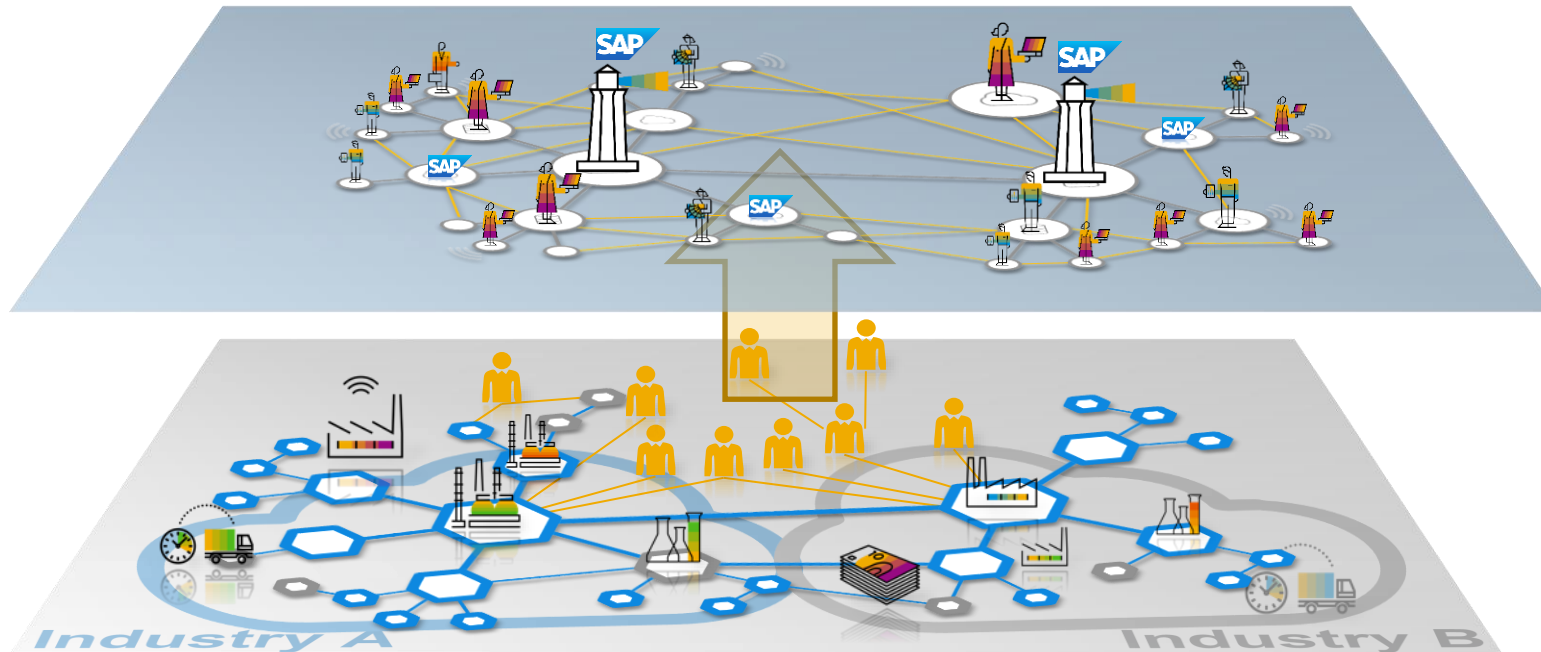
“Business Networks will become the standard of business, following the path of universal connectivity and open standards towards the ‘Internet of Business’”



- Like the evolution of email in the internet, we will see **universal connectivity across companies** and technical boundaries
- **Open information exchange standards and shared data models** will accelerate the trend to run business processes across any platform.
- Like the Internet, **nobody will own it entirely**, differentiation will come through better customer services and faster business innovation

The Vision | Transform today's Industries into Business Networks

Digital World: Industry Cloud



Real world: Industry Value Chain

Industry Business Networks:

- Digital processes run across company and industry boundaries, changing the traditional boundaries
- Industry Clouds are the starting point
- Companies build expanding networks along their value chains or even as consortia of their industry

Transformation Services

- Strategy consulting
- Business and Process Optimization and Transformation
- Process Integration

Industry value chain:

- Companies from several industries connect their processes along the value chain
- Digitalization and automation of business processes will allow to connect them to longer chains

TATA STEEL



Tata Steel Europe

Intro & Business Network benefits

Alex Small
BIM & Digital Platforms Manager
alex.small@tatasteel.eu

Together we make the difference

Tata Steel in Europe (Construction)

Tata Steel is a leading supplier of a wide range of construction products.

Building Envelope



Roof



Purlins and Cladding Rails



Façade



Materials & Finishes

Structural Portfolio



Composite Floor Deck



Structural Roof Deck



SHS- Hot



SHS- Cold

Engineering Solutions



Highway Barriers



Gantries



Parapets



Steel Floor Plate

- Organic Coated
- Tubes
- Building Products



Opportunities/Benefits of collaboration/business networks

Key reasons for collaboration:

1. When opportunities, problems or regulations require a standardised approach
2. When technology development is expensive & can be taken beyond your solution
3. When risk can be reduced through wider market engagement

Current projects/opportunities

Tag & Track

Product traceability

- Quality assurance
- Golden Thread (safety)
- Anti-fraud
- Provenance
- Product re-use / Circular Economy

Product tracking

- Logistics, planning, just-in-time delivery, etc
- Real-time instance data – update model in real time
- Track through 2nd life, back to recycling (end of life)
 - Higher residual scrap value
- Enables IoT implementation on a product

Supply chain transparency & engagement

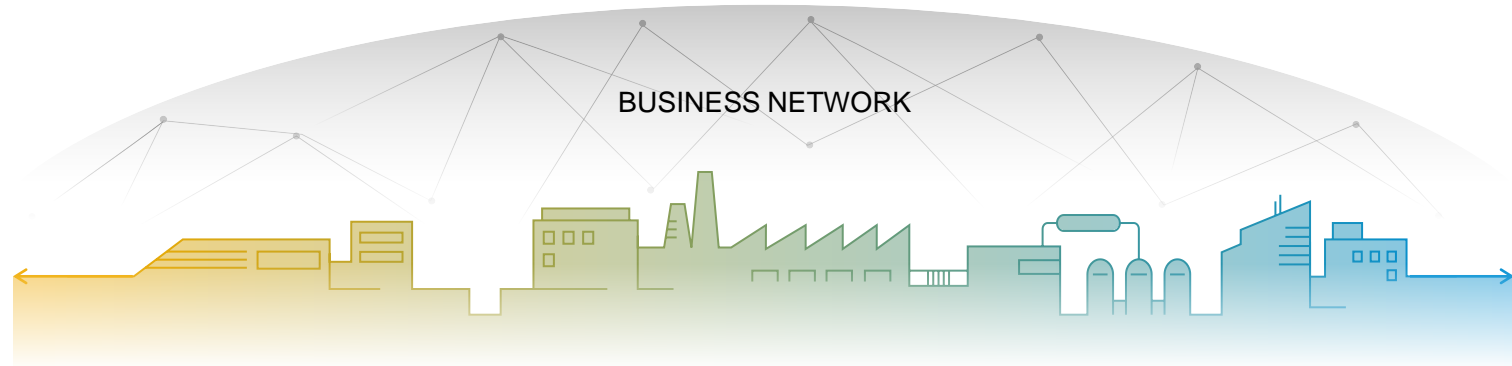
- Automated invoicing & payments – integration with e-commerce platforms
- Link from specification through to installation & operation of asset
- Construction platforms (kit of parts approach to construction) – standardizing components & systems

Lease & Buy-back models

- All these things enable us to consider new business models such as leasing or buying back steel products and assemblies

From I4.0/Digital Transformation Towards an Agile Data Driven Business

networks for resilient business models



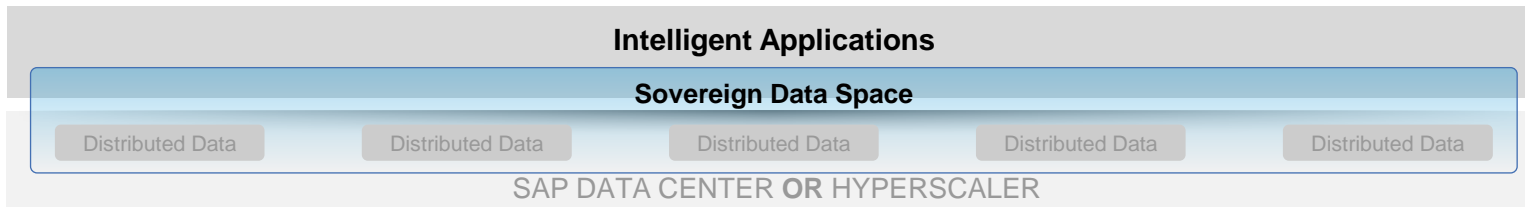
continuous change of drivers

Sovereignty
Digital Infrastructure | Security | Technology

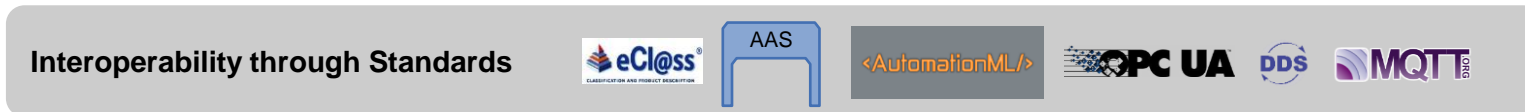
Interoperability
Standards | Governance | Dec. Data/AI

Sustainability
Education/Work | Society | Climate Protection

data governance for decentralized data
distributed data on any platform



standardized communication & data formats



assets generate increasingly more data

