INDUSTRY X.0
REIMAGINING INDUSTRIAL DEVELOPMENT
HANS ZACHAR
INDUSTRY 4.0 EVOLVED OVER A PERIOD OF TIME, CONVERGING INFORMATION AND OPERATIONAL TECHNOLOGY

18TH CENTURY
INDUSTRY 1.0
Mechanical production powered by water and steam

20TH CENTURY
INDUSTRY 2.0
Mass production based on the division of labor and powered by electrical energy

1970 – RECENT
INDUSTRY 3.0
Electronics and IT for automation of production and front/middle/back office

TODAY
INDUSTRY 4.0
Cyber physical production systems

TOMORROW
INDUSTRY X.0
THE BEST WAY TO PREDICT THE FUTURE IS TO INVENT IT

Tesla's market cap overtakes Ford's

In billions

Source: FactSet
A survey of nearly 1,000 C-suite executives in industry shed light on their ambitions…

99% cited ‘leveraging digital to transform core businesses while growing new ones’ as a top goal.

64% agree that failure to leverage the components of digital value will cause them to struggle for survival.

92% want to deliver new experiences with smart, connected products.

Source: Accenture global survey in Products, Resources and High Tech industries
BUT JUST A FEW COMPANIES ARE LEADING IN THE NEW

Only 13% of companies successfully lead in the new—simultaneously driving both operational efficiency and new business growth.

- 44% Companies that drive new growth
- 34% Companies that transform the core
- 13% Companies that do both

Source: Accenture global survey in Products, Resources and High Tech industries
DRIVERS FOR CHANGE ARE BEYOND SMAC STACK AND DEMAND NEW SET OF CORE CAPABILITIES TO SUCCCEED

HYPER-PERSONALIZED EXPERIENCES & NEW SOURCES OF GROWTH

INDUSTRY 4.0 EFFICIENCIES

WEB 1.0/E-COMMERCE

SOCIAL MEDIA

CLOUD

ANALYTICS

MOBILITY

PCS, SERVERS AND DEDICATED HARDWARE

PCS, SERVERS AND DEDICATED HARDWARE

PUBLIC CLOUD MAINSTREAM

CONNECTED

LEARNING

SMART

LIVING

INDUSTRY X.0

1950: Turing Test

1964: System/360

1972: SAP

1977: ARPANET

1990: System/360

1999: Salesforce.com

2007: IBM Deep Blue

2016: Pokemon Go

2010: Sales of PC Peak

2020: Self Driving Cars

2014, IDC: 4.4 Zettabytes of Data

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INDUSTRY X.0 FRAMEWORK

- New Revenue Streams Above the Line
- New Productivity Below the Line

- Hyper-Personalization & New Experiences
- Ecosystems & Smart Services
- Platforms & Analytics
- Smart Products
- Engineering & Manufacturing

Industry 4.0 Efficiency

New User Experiences
INDUSTRY X.0 FOCUS AREAS

1. TRANSFORM THE CORE
   Digitize and integrate engineering, production, and support for new efficiencies.

2. FOCUS ON EXPERIENCES AND OUTCOMES
   Create hyper-personalized value to differentiate and lead in the market.

3. RE-ARCHITECT THE NEW ECOSYSTEM
   Assemble and refresh the right partners to drive new innovation and new capabilities.

4. INNOVATE NEW BUSINESS MODELS
   Invent new revenue streams for new sources of value.

5. BUILD THE WORKFORCE
   Source, enable, upskill and protect the next generation of talent.

6. MANAGE THE WISE PIVOTS
   Continually balance investment and resource allocation between the core and the new.
INDUSTRY X.0
BEYOND INDUSTRY 4.0

- represents an inclusive approach to managing technology driven disruption
- is a way for organizations to embrace constant technological change— and profit from it
- is not an end state, nor is it specific to a technological era
- incorporates Industry 4.0’s core operational efficiencies, and leverages combinations of digital technologies to create new value in new places
THANK YOU!

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