



Solutions. For Life.

Transformation benötigt Methodik – Digitalisierung im Maschinenbau
Zukunftssymposium 2024

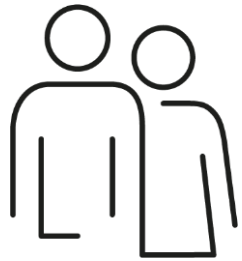
Dr. Paulus, Mai 2024

Our employees are active in more than 100 countries.

KSB is one of the world's leading suppliers of pumps and valves as well as comprehensive services.

Financial Year 2023
KSB in figures

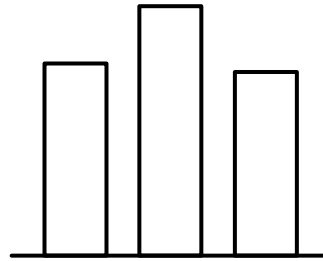
Employees



16,038

As at 31 December 2023

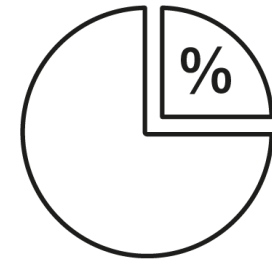
Sales revenue



2,819

€ million
+ € 245.6 m | + 9.5 %

EBIT



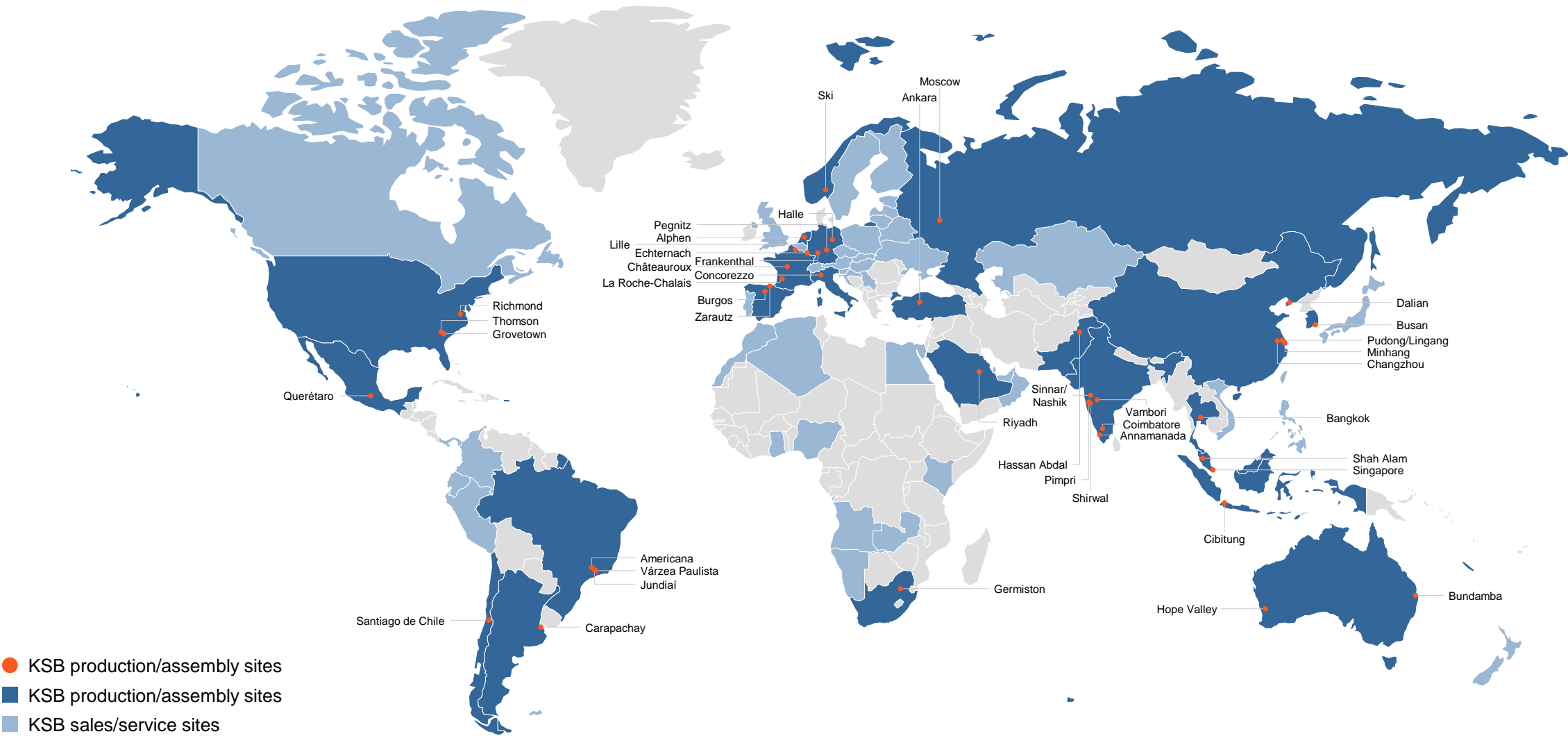
223.9

€ million
+ € 54.8 m | + 32.4 %

Compared to previous year

Global presence

Some 300 locations around the world



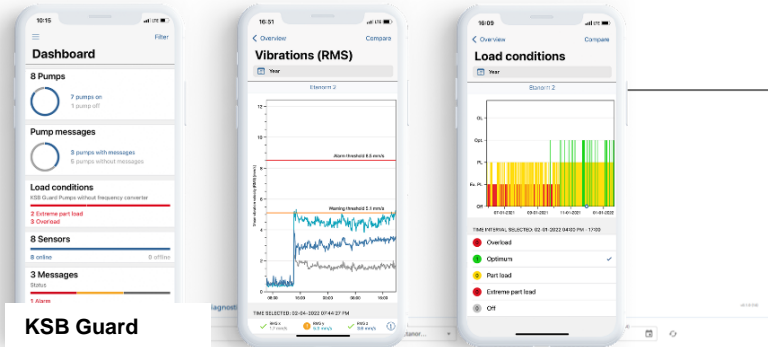
Broad product range for many applications



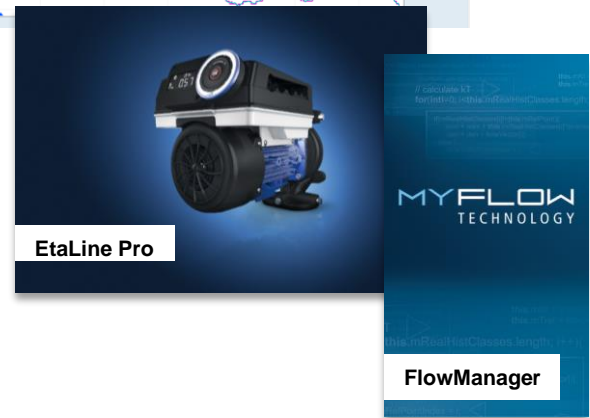
Digital products & services

KSB offers a digital ecosystem enabling you to take value adding actions

Digital Products

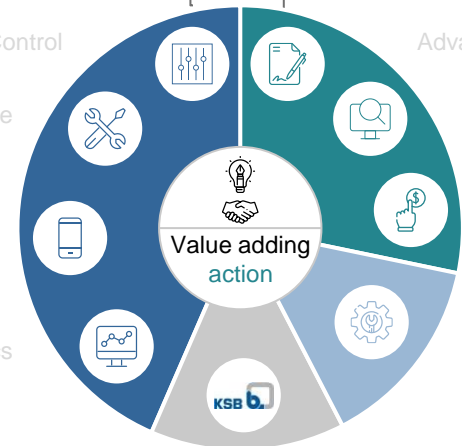


KSB Guard



EtaLine Pro

FlowManager



Remote Control
Advanced contracting
Monitoring Center
Subscription
Analytics
Smart Maintenance
Smart Applications

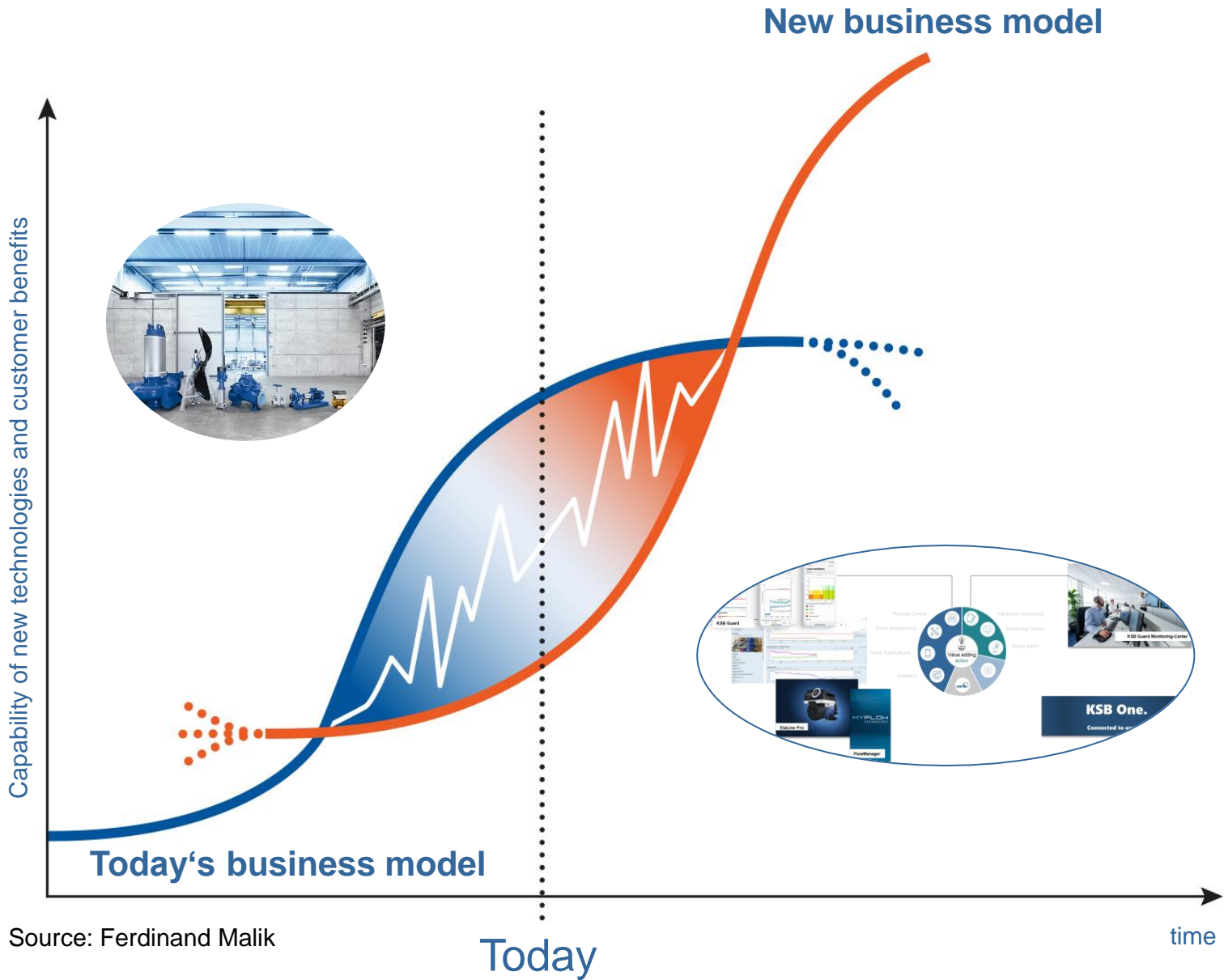
Digital Services and Consulting



KSB Guard Monitoring-Center

Operation & Support





Source: Ferdinand Malik

Business Transformation Transforming the existing into the new

- The basis for innovation is an excellent existing business
- Perseverance and investment before business is the basis for success
- Innovation is a leadership task and needs the tone from the top
- Ability to adapt fast is key
- In addition Innovation needs an holistic approach in order to transform the existing into the new



Our approach in three dimensions

Internal
operational excellence



Digital Value Chain & Processes



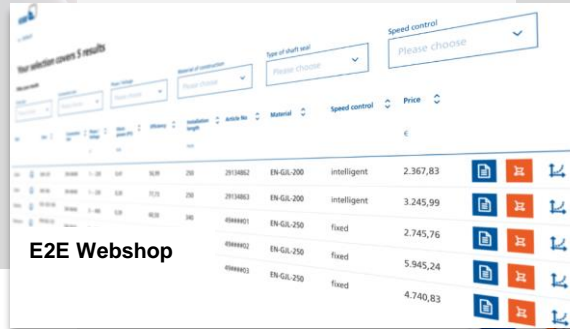
Digital Factory in Pegnitz & Additive Manufacturing



External
customer satisfaction



Digital Customer Interface, products & services



E2E Webshop

Technical
leadership

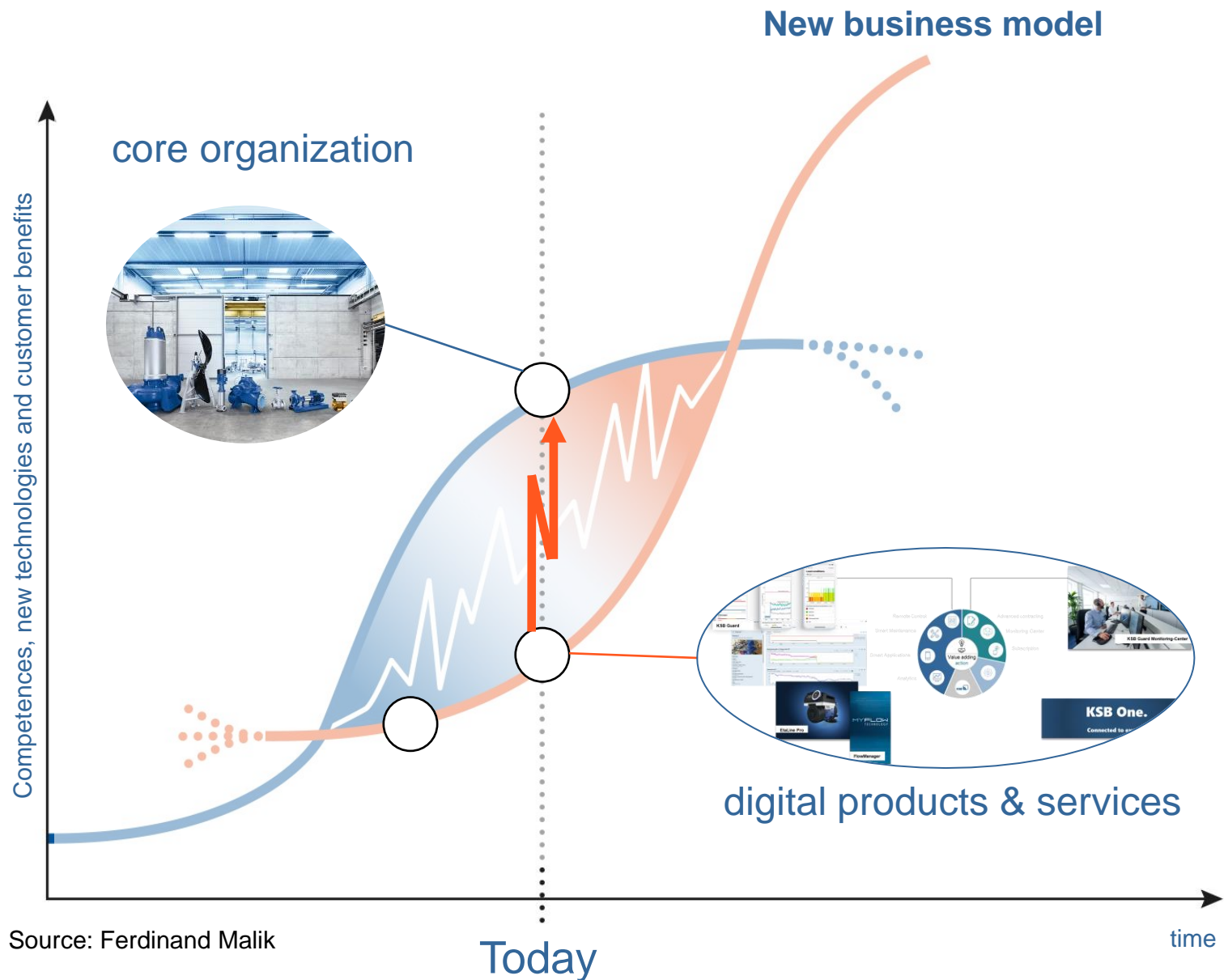


Digital Technologies and core competencies



Artificial Intelligence & Machine Learning





Source: Ferdinand Malik



Business Transformation Challenges

- The required people, culture & competence are not available
- The processes are missing
- The relevance and total volume of new solutions is negligible in relation to the core business
- The responsibility is not clearly defined
- Often no organization for prototypical testing of digital products available

Business innovation

Is there a systematic approach?

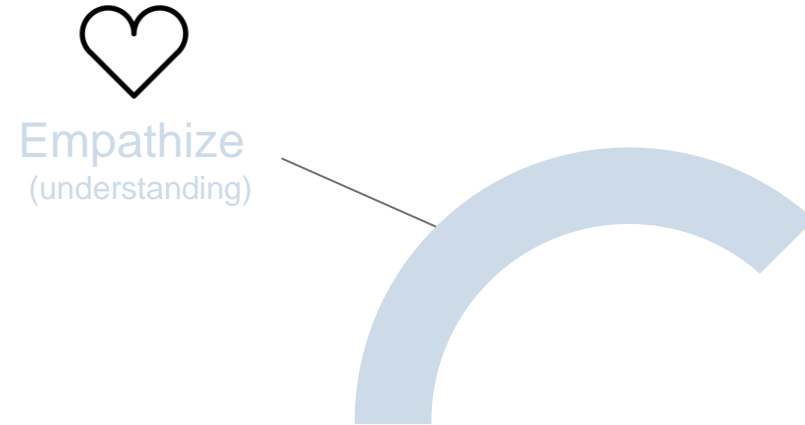


Design Thinking in business innovation

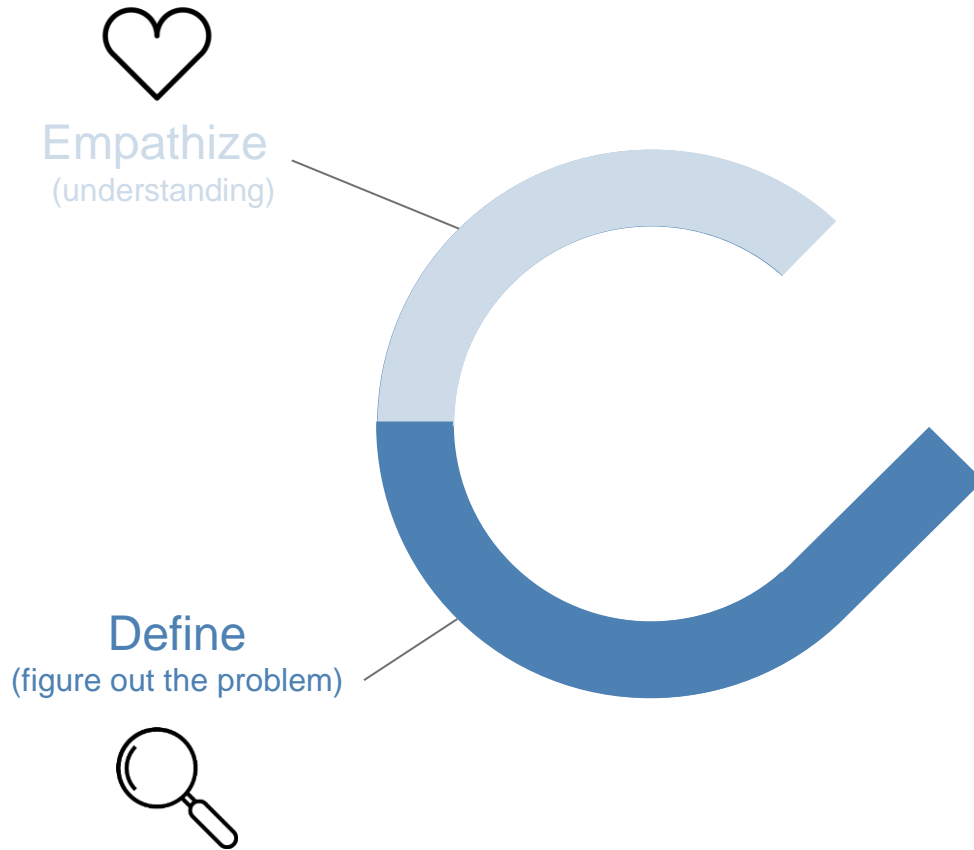
Design thinking is an iterative systematic approach finding solutions to complex problems from all areas of life.

Design Thinking in business innovation

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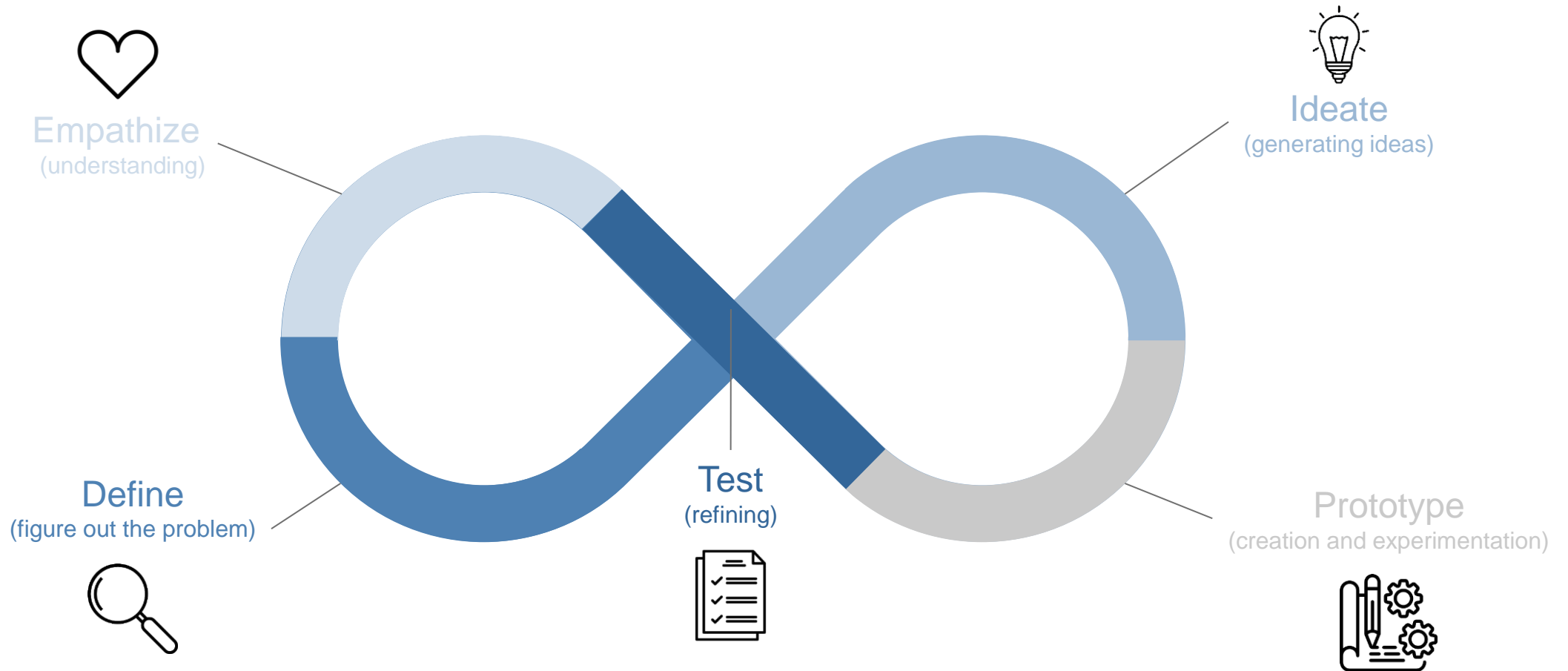
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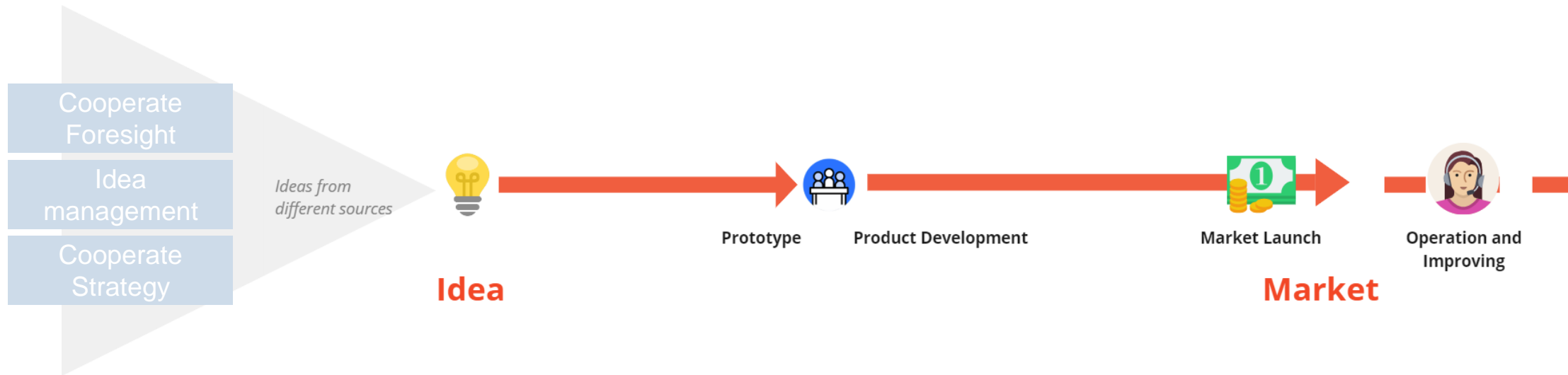
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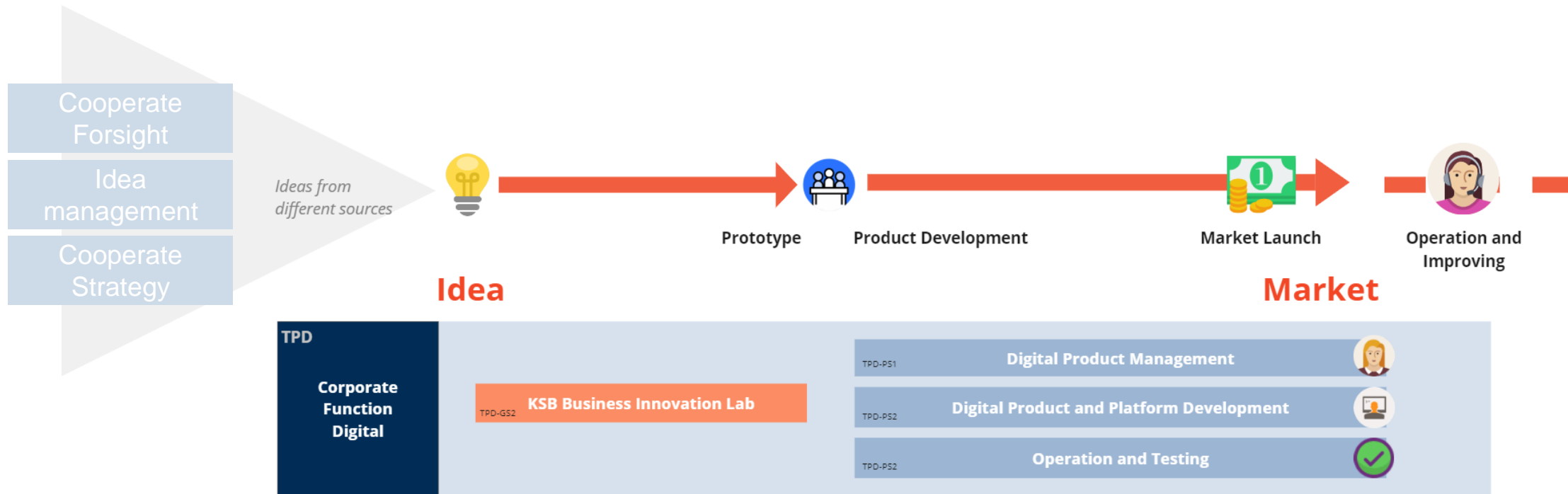
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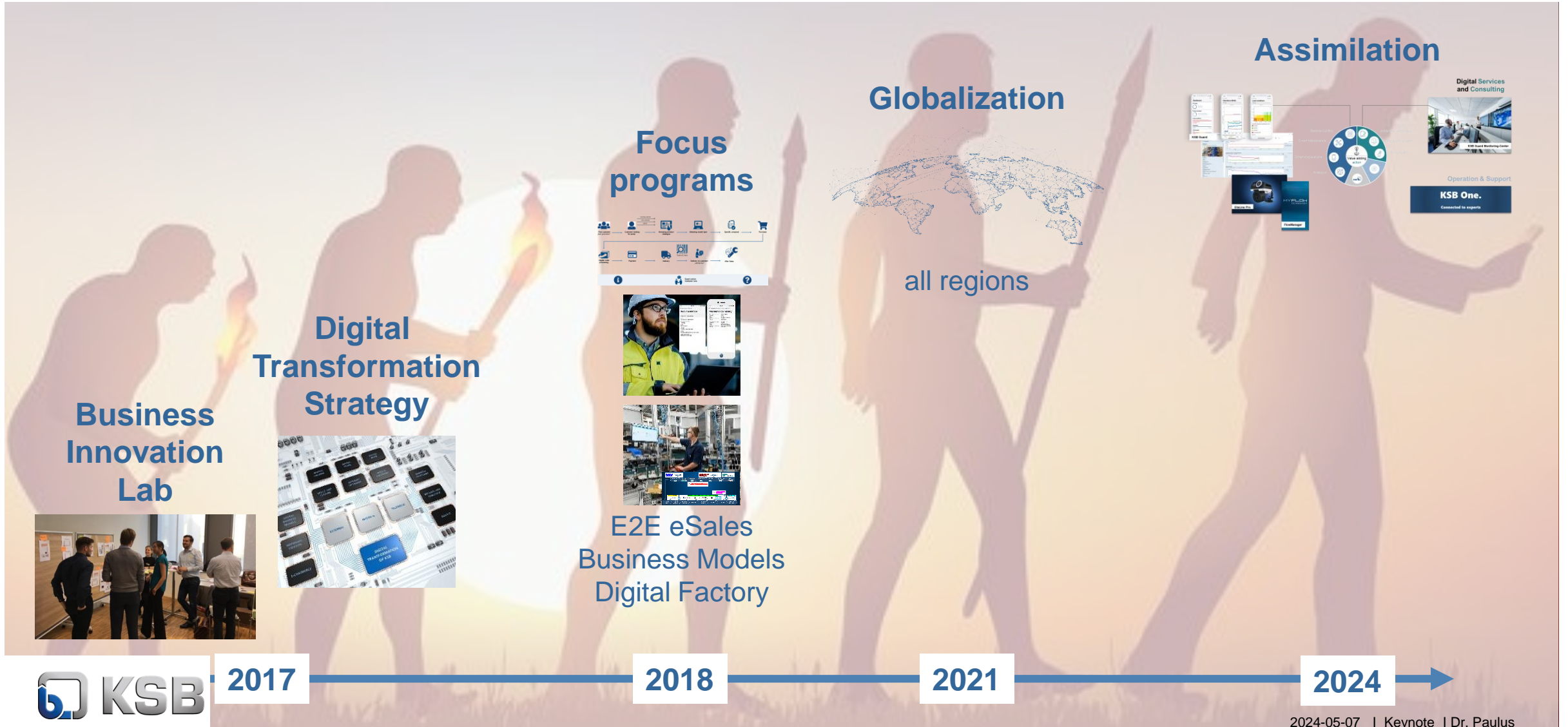
Entire product innovation process and organization at a glance



Entire product innovation process and organization at a glance



We achieved several milestones within our digital journey by continuous evolution in all areas



We achieved several milestones within our digital journey by continuous evolution in all areas

Assimilation

Digital Services

Thank you for your attention!

Enjoy the live-demo



E2E eSales
Business Models
Digital Factory



2017

2018

2021

2024



KSB Guard

Kontakt und Copyright

Dr. Thomas Paulus

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