

ITALIAN MACHINE TOOLS, ROBOTICS & AUTOMATION INDUSTRY ~ NEWS

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PIATTAFORMA INDIA PROJECT

NEWSLETTER NO. 79



UCIMU-SISTEMI PER PRODURRE



Need Buyer Credit Finance to buy machine?

We can help you!

please write to us – italianmachinery@indiaitaly.com

WHEN MACHINES BECOME CUSTOMERS ...OR SELLERS.

Keep in touch with your customers, through your machine and iProd, providing new services and products, depending on use of the productive asset

iProd MOP (Manufacturing Optimisation Platform) supports manufacturing companies in their digital transformation and in the automation of production processes by increasing efficiency in the following operational areas:

- Production Technology
- Production Planning and Monitoring
- Purchasing & Logistics
- Maintenance & Service

The solution consists of a cloud management tool (iProd Cloud) and a on-site device (iProd IoT Tablet) on board the machine that automatically receives data of the interconnected machine and through which the operator makes his own production progress declarations by interacting with the iProd Cloud application.

The one-stop-shop iProd MOP Platform offers services to manage the end-to-end process of a company, from manufacturing monitoring and planning to e-procurement and e-commerce.

Thanks to the integrated marketplace, iProd MOP is not only a ERP platform to manage production and interconnect machines and other assets, but it is also provide a tool to create a 4.0 supply chain by interconnecting customers with suppliers in automated way.

In the coming years there will be more «Machine Customers» than «Human Customers» in the world. 15 to 20% of company's revenues will come from Machine Customers (Gartner).

Machines, connected to the iProd IoT tablet, will be able to independently purchase the necessary resources for their efficient functioning (raw materials and semi-finished products, consumables, spare parts, equipment and tools, services). This allows the reduction of procurement costs and prevents downtimes and breakdowns.

For machine builders (OEM) and components builders (ODM), it means the possibility of selling their products, services, spare parts and consumables, automatically, with targeted offers based on the use of the machine itself. Thanks to the Artificial Intelligence of iProd Marketplace OEM and ODM will be able to respond to the customer requirements generated in real time, inform their customers about your new products with new revenues opportunities (cross-selling and up-selling) and efficient maintenance plans.

YOUR «Machine Customers» will buy spare parts, consumables and services automatically FROM YOU forever, helping your customer to focus on his business. *The 4 levels of Machine Customer automation (Gartner)*

- I. Purchase recommendation
- II. Product in the Cart, the human pays
- III. Automatic purchase of what is needed
- IV. Forecast-Based Automated Purchase (AI)

*iProd MOP has been quoted by the international consulting firm Gartner as **World First “Machine Customers” enabling platform***

In conclusion, employ your sales force talent in more productive activities, let your machine to take the strain of the uninteresting and repetitive sales, the time spent to processes them it is not good value for money.

Machine customer for Builders & ODM



iProd IoT Tablet

FEATURES

- Integrated marketplace
- Machine Customer
- Connection to machines

IoT Data collection



Machines / Other assets

- Automatic sales – Less Costs & More Revenues
- Targeted offers based on the use of the production asset of spare parts, consumables, accessories and services
- Become the preferred supplier (one-stop-shop)
- New revenue streams from:
 - up-selling
 - cross-selling
 - more efficient maintenance plans



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The project Piattaforma India has been promoted by UCIMU – Association of Italian Machine Tools Manufacturers and AMAPLAST – Italian Plastics and Rubber Processing Machinery and Moulds Manufacturers Association. The two associations agreed on the idea that promoting a network of associations and entrepreneurs who have developed knowledge and experience on the Indian market, can be useful in favoring of new paths of development for business. The Indian companies who are interested to form JV, cooperation, technical tie up, purchase machinery etc from/with Italian companies can contact below mentioned address for any assistance:

Contact information of Piattaforma India desk:

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