

ATV Teamleader session

Grundfos

October 2017

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be
think
innovate

GRUNDFOS 

Agenda

Digitalization in Grundfos

Organized for digital transformation

“Proof is in the pudding”

#1

Pump manufacturer in the world

72

Years old (founded in 1945)

83

Companies across the world

16

Million units produced every year

18,000

Employees worldwide



25

Turnover (billion DKK) 2016



(1)

Owner





SEAWATER HEATS HOMES IN TORSHAVN

Heat from the Gulf Stream warms up homes on the Faroe Islands. A nursing home in Tórshavn was the first to benefit from the sea temperatures.



URBAN NETWORK IN SAUDI ARABIA
 The desert is a harsh environment, but with the help of modern technology, a new urban network is being built in Saudi Arabia. The network is designed to provide water and electricity to the region.



URBAN NETWORK IN ISTANBUL, TURKEY
 The city of Istanbul is a major hub for trade and commerce. The urban network is designed to provide water and electricity to the city.



LIGHTHOUSE 1

Direct, real-time, and relevant relations



LIGHTHOUSE 2

Connectivity and optimization



LIGHTHOUSE 3

New business models



LIGHTHOUSE 4

Digital value chain

DIGITAL COMMERCIAL OFFERINGS



LIGHTHOUSE 1

Direct, real-time, and relevant relations



LIGHTHOUSE 2

Connectivity and optimization



LIGHTHOUSE 3

New business models

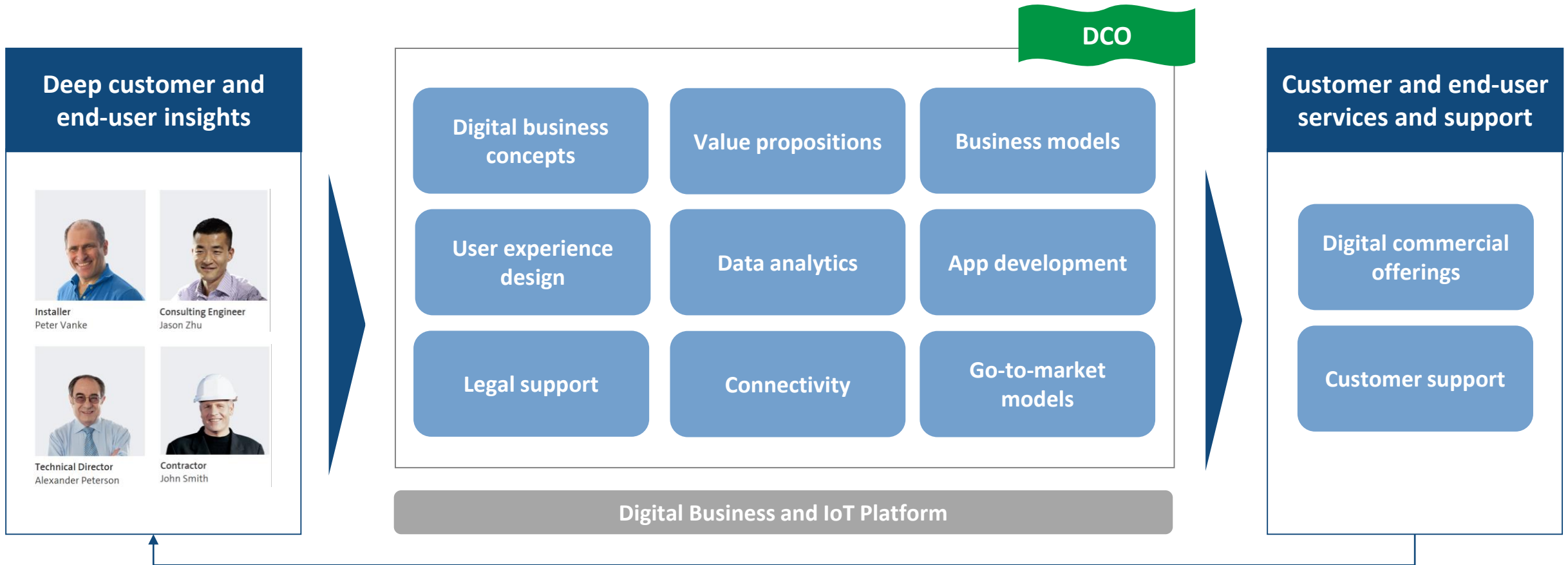


LIGHTHOUSE 4

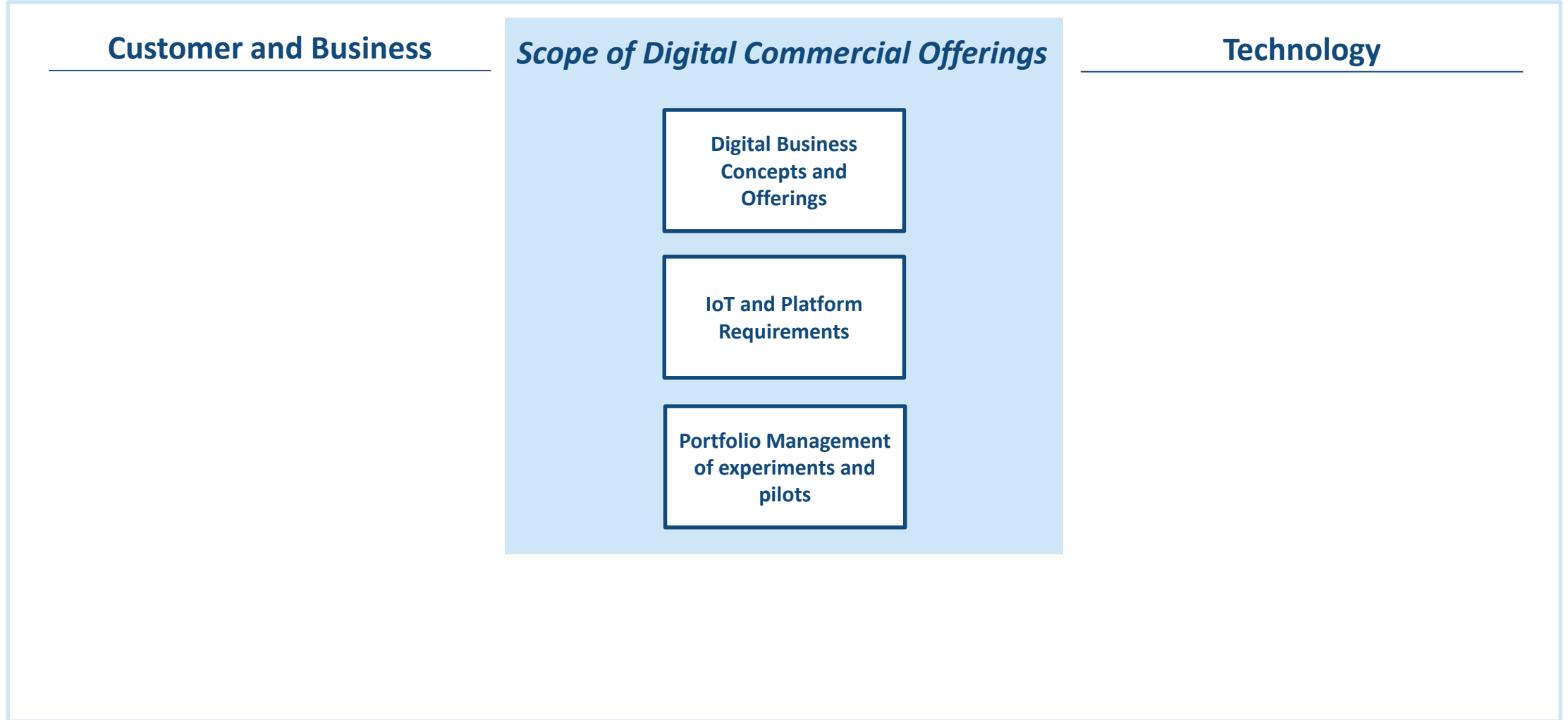
Digital value chain

Accelerate delivery of digital commercial offerings to grow our topline and move our offerings beyond the pump

We need to build new capabilities to utilize digitalization to deliver new digital offerings and services. And we need to that across the organisation

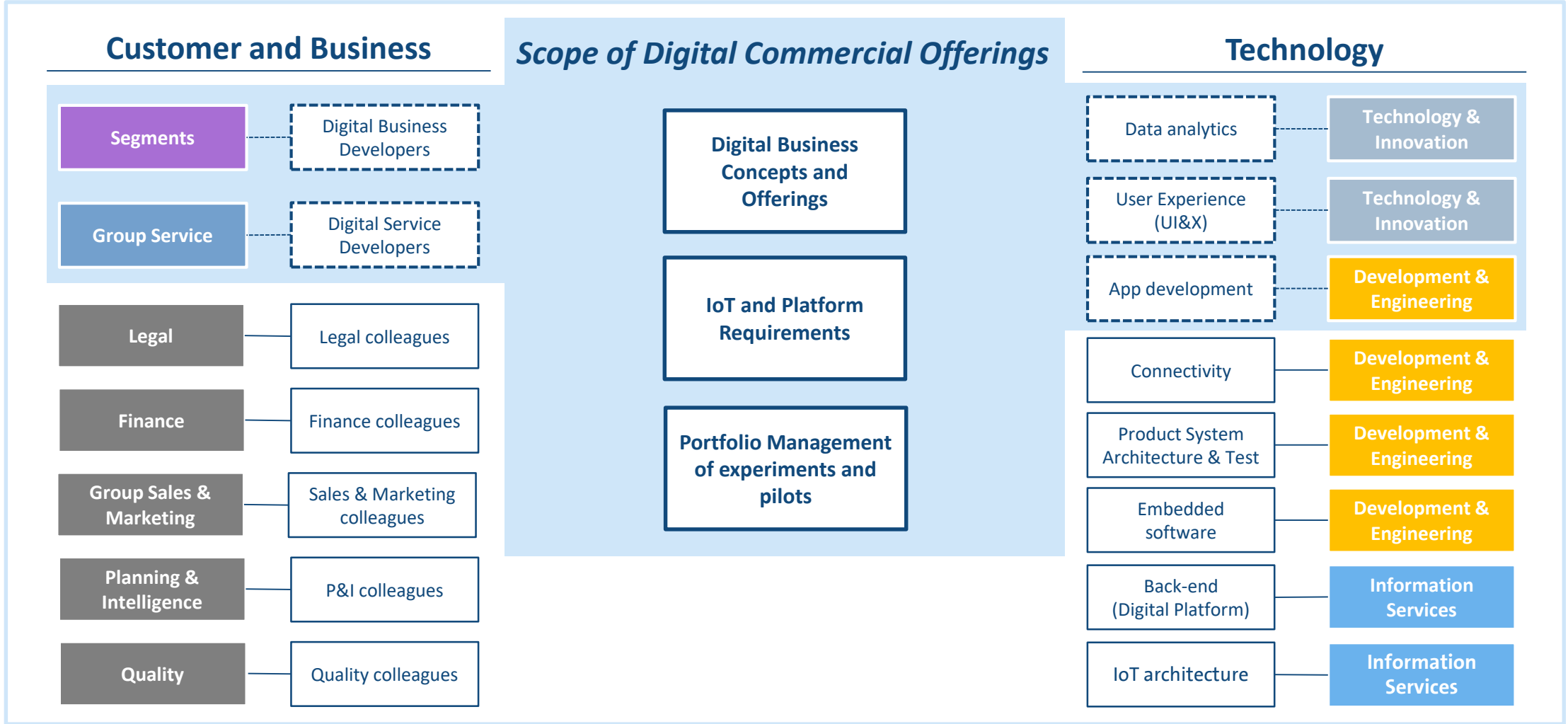


We believe in utilizing existing capabilities in the organisation by seconding people into Digital Commercial Offerings to work on specific activities and projects

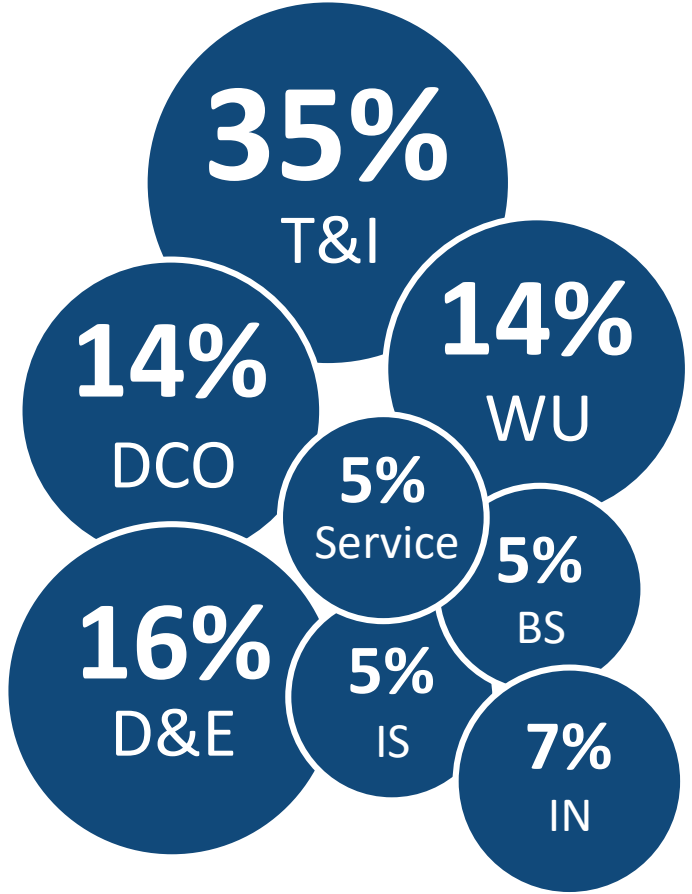
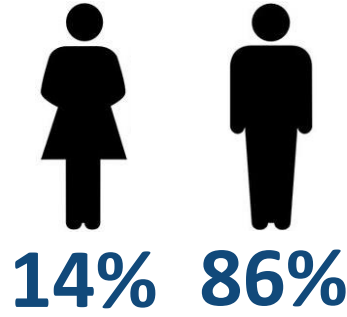


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Seconded to DCO



Snap shot of DCO colleagues, August 2017
We are an organic organization that changes constantly





Cosy Wasch in Berlin, Germany



ECO-SYSTEM

We run an experiment with 'Cosy Wasch' in Berlin where we deliver an **IoT solution in their eco-system** connecting them directly with their soap supplier allowing both to monitor performance, alerts, and up-time.

KEY SUCCESS FACTORS

Utilize our
hardware and
insights

FOUNDATION

Be truly driven
by end-user
needs

BRIGDE

Deliver
integrated
offerings

FUTURE