

Challenges of Digital Transformation for the Lift independent sector

SBS Lift Forum
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José María Compagni
FEPYMA coordinator

Lift SMEs' Digital Agenda

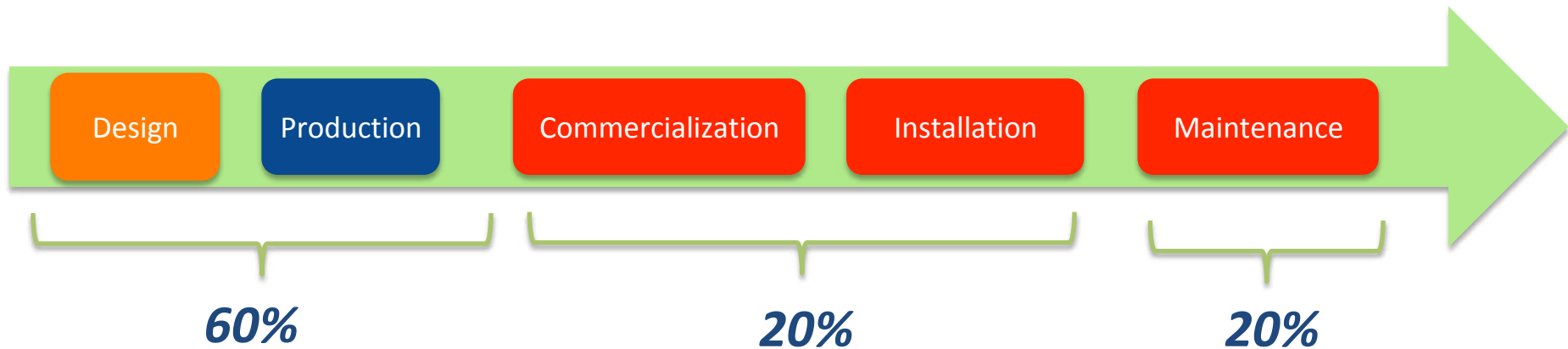
Big companies have different dynamics than SMEs.

Big companies dominate the market narrative and set industry rhythms.

Big companies introduce new issues in the SMEs agenda, but SMEs should balance their own interests...

... Digital Blueprint for SMEs is necessarily different, as well as it is its approach to work and human relations.

Lift supply chain value added (*)



*Why to focus Digital Transformation
(just) on Maintenance?*

() Estimated values for an elevator total life cycle, 20 years without repairs and modernizations*

Competition between “Supply Chains”

Integrated (multinationals)

Design

Production

Commercialization

Installation

Maintenance

Fragmented (independent)

Design

Production

Commercialization

Installation

Maintenance

Integrated flow of information

Digitalized (multinationals)

Design

Production

Commercialization

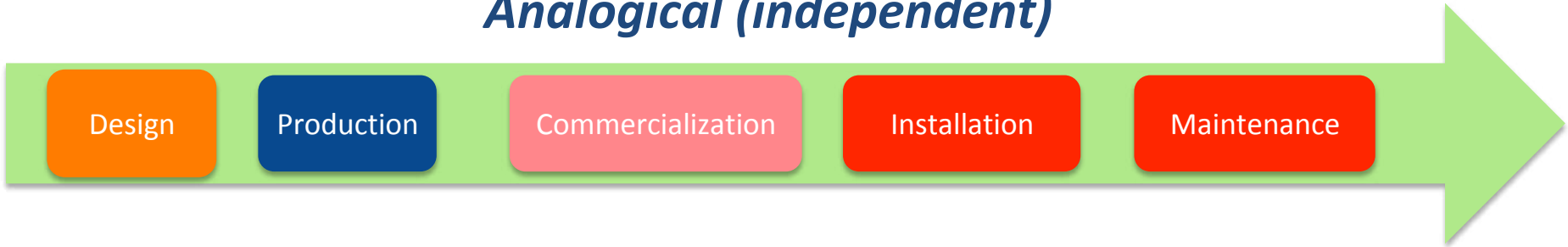
Installation

Maintenance

*easy flow of information -
ERP system - Business Intelligence = Visibility > Higher predictability*

Fragmented flow of information

Analogical (independent)



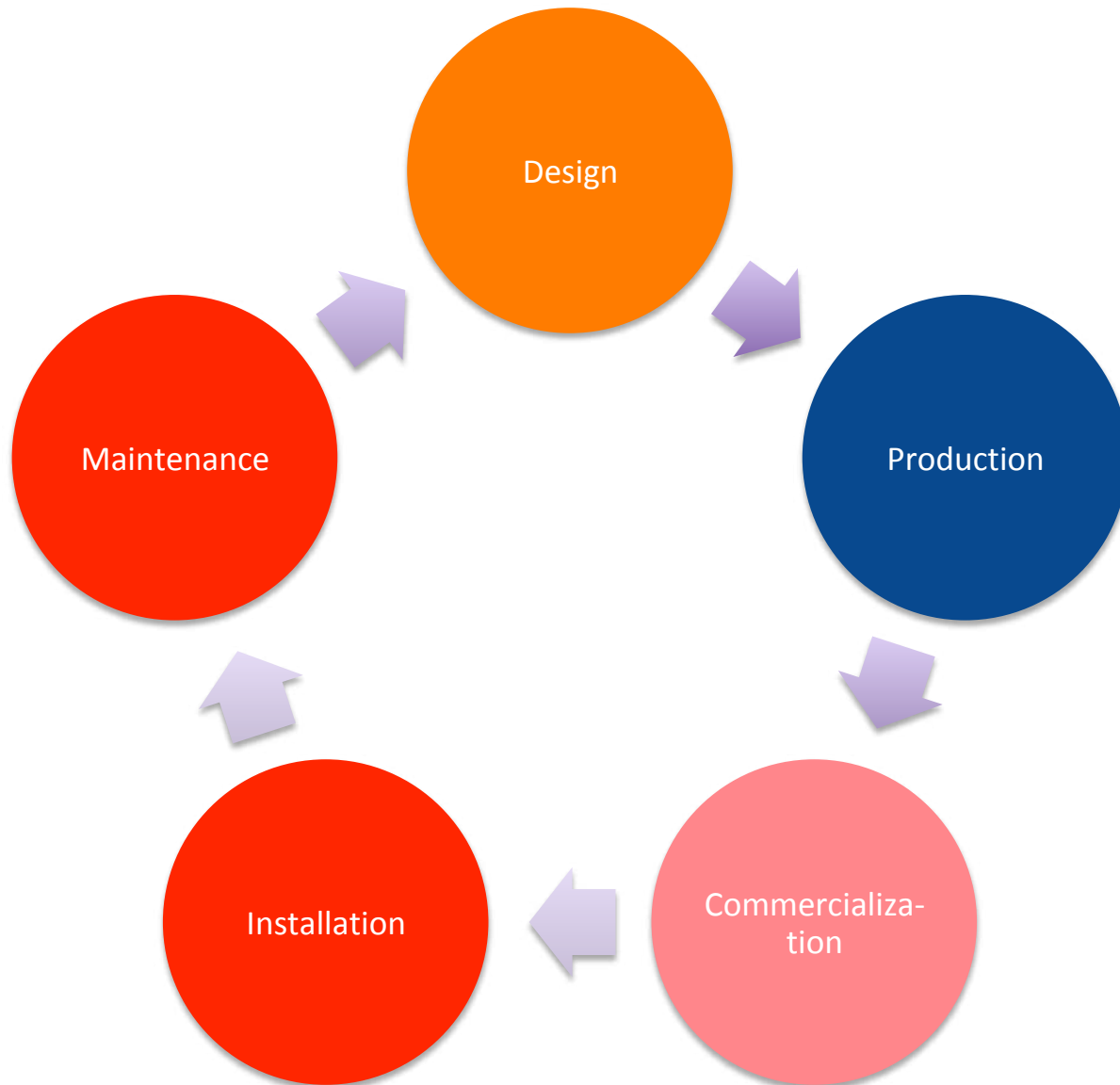
Manufacturers



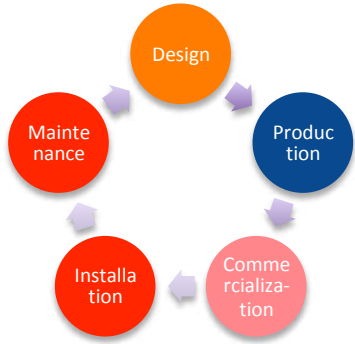
Lift installation and maintenance companies

*arduous flow of information – different ERP system – almost no Business Intelligence
= lack of visibility > lower predictability*

Need for a Collaborative Framework



Need for a Collaborative Framework



Integrated



Cloud-based



*Economies
of scale*



*Financial
support*



Single market



Digital skills



Open source



Coopetition

FEPYMA case study

Very useful, but still marginal digitalization developments:

- Daily communication between maintenance technicians from different companies for troubleshooting.
- Online access to standards.
- Regular training and informative virtual meetings in online platform.
- Improved communication with product and service providers.
- Extensive use of digital media channels.

Online access to standards



AENORMás
NORMAS AL DÍA

🔒 ÁREA DE CLIENTES

QUÉ ES

COLECCIONES DE NORMAS

MÁS VALOR



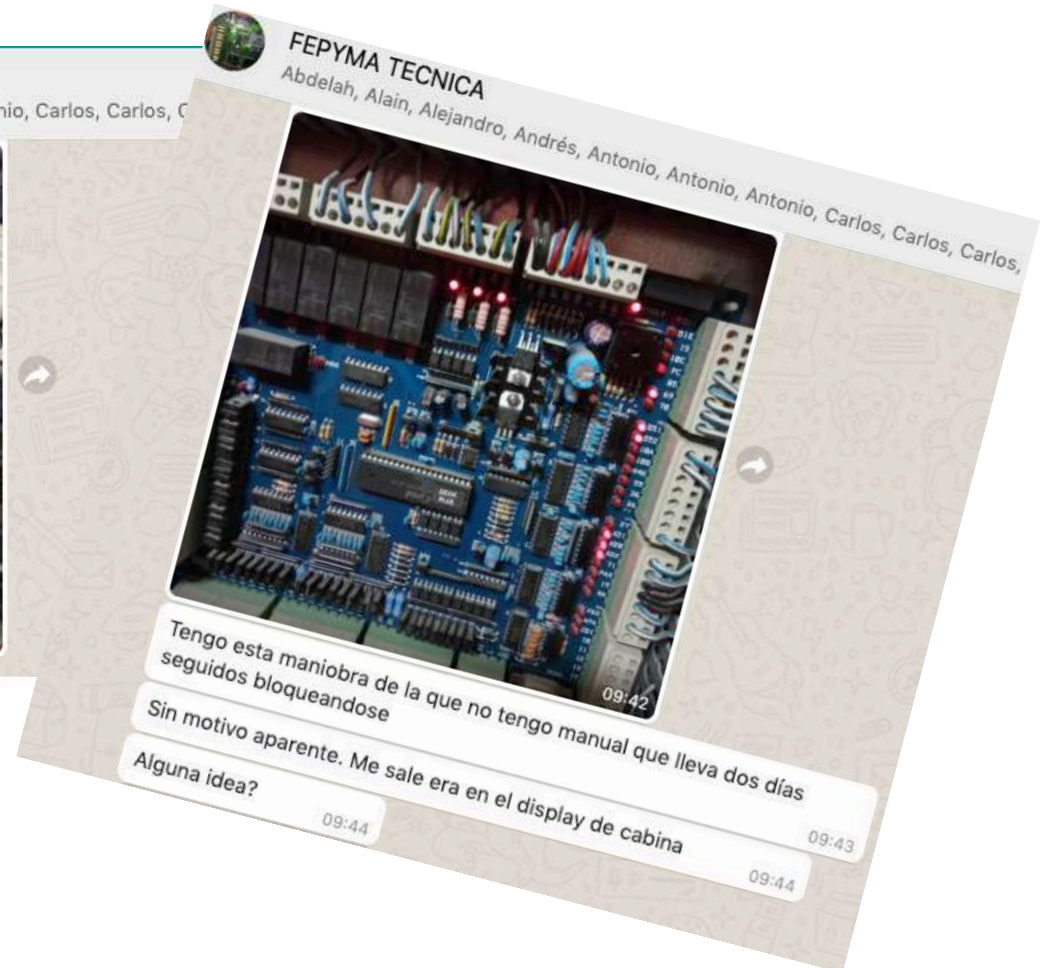
Tus normas siempre disponibles

Accede a tus normas UNE siempre que lo necesites y desde cualquier lugar



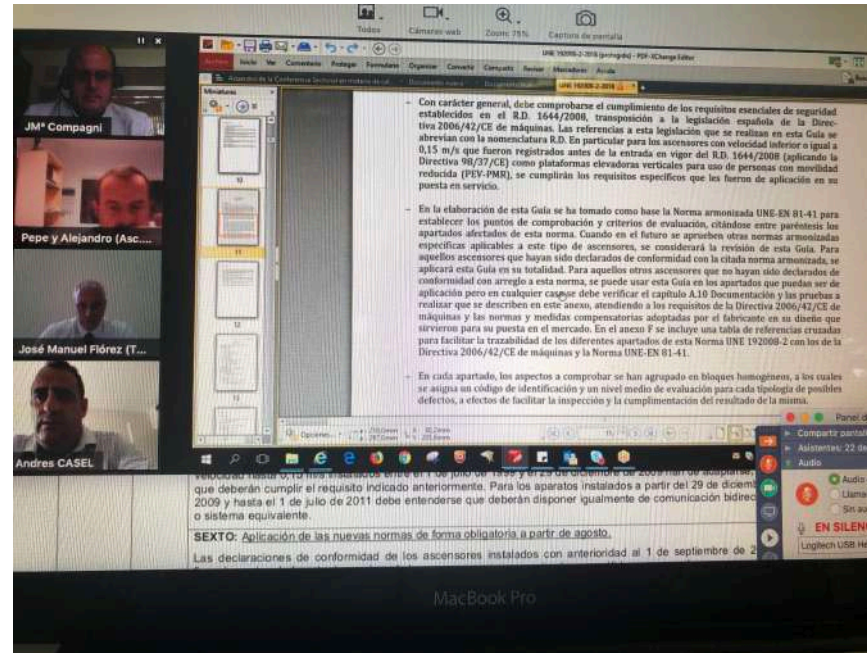
Una solución on-line para el acceso y actualización de tus normas
Colección completa, colecciones sectoriales o colecciones abiertas

Technical communication about troubleshooting



Whatsapp groups

Regular training & informative virtual meetings



Training through virtual meetings

Improved communication with product and service providers



Add value.
Inspire trust.
Más valor.
Más confianza.



External communication media channels



BLOG

ENERO 29, 2019

Balance 2018: El año de la colaboración



Sin lugar a dudas, el año 2018 ha sido un hito en la historia del sector de la elevación en España.

Después de un aciago 2017 en el que noticias sobre víctimas accidentados de ascensores saltaron a la primera página de los medios de comunicación, el sector se enfrentó a una encrucijada en la que nunca antes se había encontrado.



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Este jueves 23 de mayo se celebra en Bruselas una nueva edición del SBS Foro del Ascensor (<https://bit.ly/2JwXII1>) que gira en torno a la digitalización en el sector del ascensor y que una vez más cuenta con la presencia activa...see more

See translation

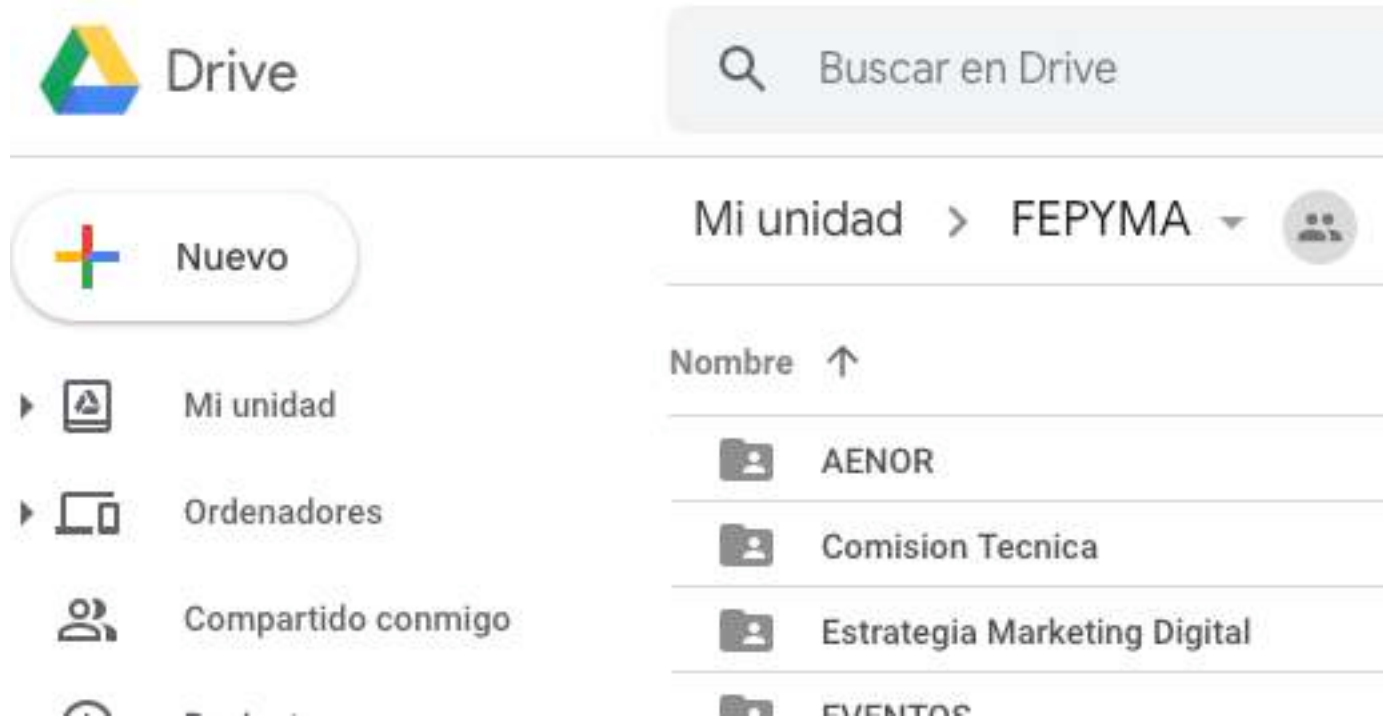
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5 Manifiesto EFESME 2019-2024 propuestas para crecer juntos



Digital channels

Cloud-based database



The image shows a screenshot of the Google Drive web interface. At the top left is the Drive logo. To its right is a search bar with the text "Buscar en Drive". Below the search bar is a navigation bar showing "Mi unidad" followed by a right-pointing chevron and "FEPYMA" with a dropdown arrow and a group of people icon. On the left side, there is a "Nuevo" button with a plus sign icon, and a list of items: "Mi unidad" (with a folder icon), "Ordenadores" (with a computer icon), and "Compartido conmigo" (with a person icon). The main area on the right shows a list of folders under the heading "Nombre" with an upward arrow. The folders listed are "AENOR", "Comision Tecnica", "Estrategia Marketing Digital", and "EVENTOS".

Digital challenges

Challenges are still very important:

- Adoption of standards of communication between all supply chain activities.
- Full access to predictive maintenance systems.
- Share of technical knowledge about products behaviour.
- Transparent information systems with customers.
- Channel public incentives and funds to implement advanced IT systems, including cybersecurity.
- Implementation of automatic translation systems to improve communication with other SMEs in Europe.

Save the “digital” gap...

Save the “digital” gap,

*and always keep promoting the human
values of a **good craftsmanship** that goes
beyond manual labour.*



Thanks!