



KONICA MINOLTA



# THE SMART INTRODUCTION FOR SMALL AND MEDIUM-SIZED ENTERPRISES TO DIGITAL PRODUCTION

# INDUSTRY 4.0, IIoT & CO. FOR PRODUCTION COMPANIES

Industry 4.0, IoT, Condition Monitoring, BigData, Artificial Intelligence (AI), Predictive Maintenance, Cloud Services and Edge Computing are just some of the topics surrounding digitalization which even small and medium-sized companies are increasingly having to consider. Against this background, developments in IT are continuously expanding the range of possibilities for optimizing production processes through the digitalization of machinery and equipment. However, getting started with digitalization is often difficult because the solutions can be highly diverse and overwhelming, the applications are generally complex and solutions can often only be put in place partnering with more than one supplier. The limited resources of companies make it difficult to be well informed in this area and to keep up-to-date with developments relating to digitalization of the shop floor.

## OUR SMART PACKAGE FOR YOUR DIGITALIZATION

With its Smart Start Package, Konica Minolta offers a pre-configured and quickly deployable IIoT solution for small and medium-sized enterprises. The solution contains the basic components required to reach a higher level of digitalization in your existing production environment within a very short period of time – and without affecting running operations. This creates greater transparency within your production processes. Naturally, the Smart Start Package also contains the services required to have the solution managed by Konica Minolta. This limits the impact on your internal resources and allows the package to be introduced promptly and in accordance with your needs. The package can also be expanded further to meet your additional requirements.



## INDUSTRIAL INTERNET OF THINGS (IIoT) FOR YOUR COMPANY

Industry 4.0 and IIoT refer to the networking of humans, machines and industrial processes to enable intelligent production. The latest information and communication technologies are used to achieve this and even older production machinery can be integrated into the system thanks to retrofitting options. These technologies allow the status of machinery to be monitored on an ongoing basis and this information is then transferred to a central IT platform and presented accordingly on dashboards. The information can be presented in a way that suits particular target groups. For example, production employees always have an up-to-date overview of the production facilities, as do the administrative employees and general management. Production issues, e.g. due to unplanned breakdowns, can be detected immediately and this information can be used without delay to reassess plans and adjust production. This type of added value is only made possible by the comprehensive digitalization of production processes.

To allow small and medium-sized enterprises (SMEs) to get started with digitalizing their production processes, Konica Minolta offers the perfect all-in-one IIoT solution, the IIoT Smart Start Package. Not only does this provide for the step-by-step, tailored introduction of new digital technologies into your production systems, it also includes support and assistance from our experts to guide you along your path to digitalization. The package can be customized and expanded to meet the individual requirements of your company. This means that you will be able to benefit from the positive effects of digitalization right from the first stage of implementation. Alongside the IIoT solution, the package also contains hardware, software and service components which means that you can introduce and operate the solution even without your own IT department. Your in-house resources which would otherwise be diverted for this purpose can thus be used for other core activities.





## BENEFITS

- **Quick and customized introduction**  
to match the exact needs of your company
- **Full-service offering: An all-in-one solution**  
short introduction period, transparent costs and one contact person for the entire solution
- **Central monitoring and clear presentation**  
of machine statuses – creating transparency across all machines connected to the IIoT solution
- **Ability to increase production efficiency**  
fast response to machine bottlenecks e.g. caused by machine breakdowns
- **An accompanied introduction to digitalization**
- **Tailored finance solution**  
clear calculations and transparent costs
- **A smart introduction with development potential**  
a lean introduction to digitalization with the option of expanding its utilization as necessary e.g. incorporating additional machines, advanced analysis functions, integration of additional production lines

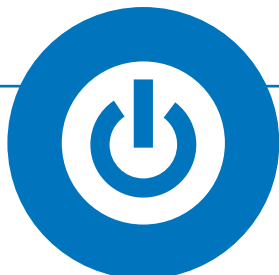
## THE PATH TO YOUR DIGITAL FUTURE

Once you have decided to implement the Konica Minolta Smart Start solution, the first stage involves digitalizing your existing machinery based on the central IIoT solution. The solution can either be integrated directly within your company network as an "on-premise" solution or can also be obtained from the cloud – see Konica Minolta on-premise and cloud offerings.

The central component of the software solution is the IIoT server contained in the IIoT Smart Start Package – this is where the IIoT application is installed. The IIoT server is integrated into the company network and is made available centrally to receive information from the machines. Alongside the IIoT application, the IIoT gateway is set up on the server. The gateway forms the link between the IIoT application and the machine sensor systems.

The machines that are to be incorporated into the system are connected directly to the IIoT solution. This is achieved either using the existing machine network or by retrofitting additional sensor systems which allow even older machines to access the world of digitalization without any complicated conversion work or excessive expense. Konica Minolta can offer you the right technologies for the machines that you use.

Once the IIoT solution is put into operation, the data from the production machines is collected and presented in clearly arranged, effective dashboards. The dashboards can be displayed directly on the shop floor or even decentralized on mobile devices. This means that headquarters always has a clear picture of the status of its machines, even when they are located elsewhere.





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# THE IIoT ENTRY-LEVEL PACKAGE

## KONICA MINOLTA SMART START PACKAGE (AX)

The IIoT Smart Start Package from Konica Minolta contains all of the components you need to digitalize your production quickly and easily, such as

- **IIoT basic platform**  
incl. Smart Start Server or Digital Manufacturing Workplace Hub
- **IIoT machine gateway**  
for connecting machines, sensors and components
- **Services**  
for connecting the machines, software installation and configuration as well as training
- **Smart Managed Services**  
for an all-in-one solution (service and support)
- **IIoT strategy workshop**  
in which we jointly determine your company's maturity level, discuss solutions and develop an implementation plan

### A BASIC PACKAGE – WITH EXPANSION OPTIONS

The entry-level package can, of course, also be added to and customized. The following additional options are already available e.g.:

- Connection of additional machines
- MES system to optimally complement the IIoT solution
- IIoT consultant workshop
- Sensor system modules, depending on the respective measuring requirements
- Security workshop to optimize your IT security

