

# The Internet of Things

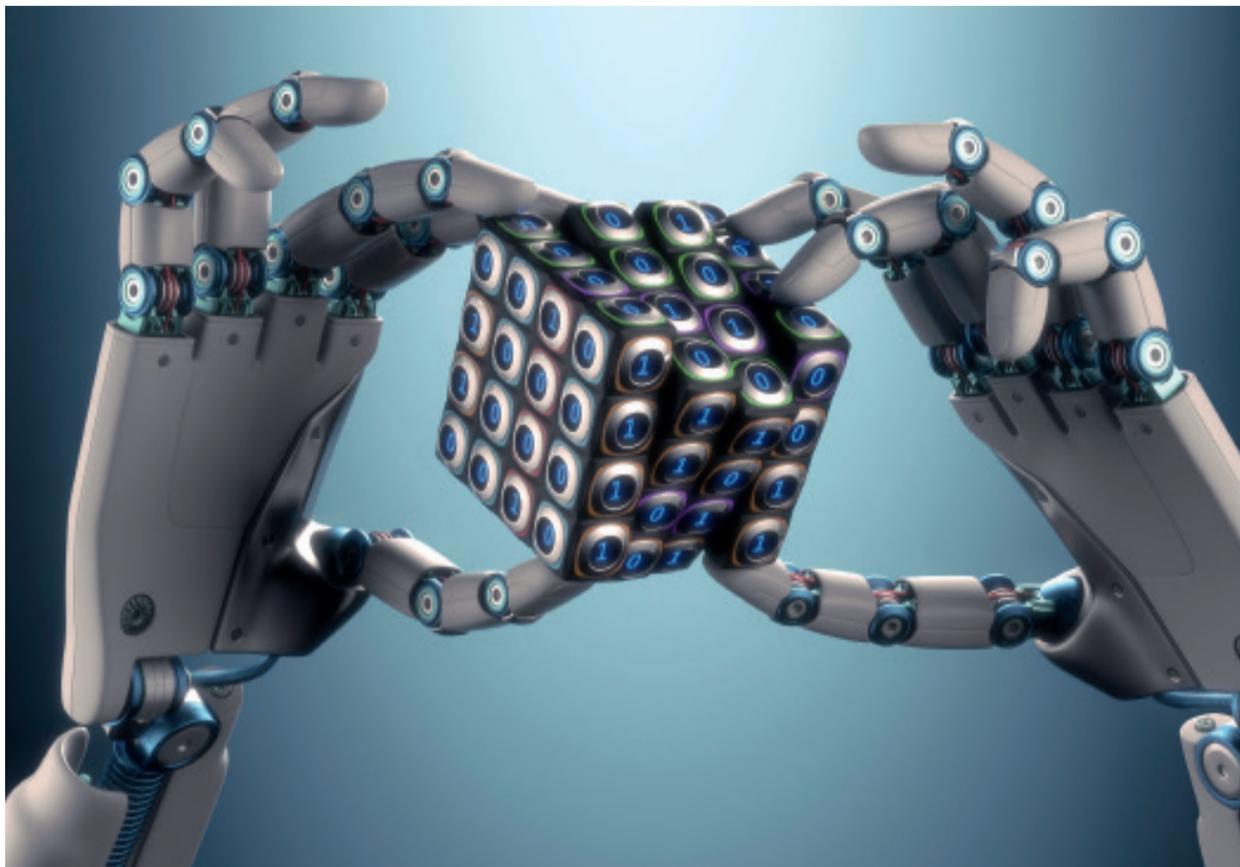
## How digitization revolutionizes the economy and society

For the past few years, the Internet of Things and Industry 4.0 has been a very popular issue, but only a few companies take advantage of the fourth industrial revolution. The German industry is facing a fundamental change since the introduction of the production line or the computer. The premise of the internet of things seems to be simple. Industries, companies, machines, devices and humans are connected and are able to communicate with each other. This means a complete change in the economic world offering in combination with systems, which have artificial intelligence, many new chances for companies as for example new jobs, business models and a lean and automated production.

In the era of Industry 4.0, robots are able to order supplies automatically and to fix a maintenance date. This is only an example for successfully changed business models, but in total, the economic benefit is obvious. This is only one benefit for the digitization on the production level. Seen in total, the high economic value is becoming apparent. According to research by the Ministry of Economy and Energy, the implementation of Industry 4.0 will mean business growth of up to 153 billion Euros, with investments of 40 billion Euros. 83 percent of respondents expect a high degree of digitization of their supply chains.

### Recognizing and exploiting entrepreneurial chances

To achieve the necessary degree of digitization, it is not sufficient to simply implement software or auto-



**Hand in hand for the future: Mitsubishi Electric and its partner**

mate processes, but to change production facilities and even corporate culture from the ground up – a fundamental change, which Mitsubishi Electric has not only recognized, but of which it is a pioneer. As one of the few companies, it offers the complete range of industrial automation, thereby supporting organizations' transformation in many areas.

Mitsubishi Electric has launched open interfaces for all automation components to enable the horizontal and vertical integration in 2001. In order to offer customized solutions, the enterprise founded the e-F@ctory Alliance, a global business network in which it works together with partners to realize the demands of digitalization together in 2003.

### Realizing the change with technologies by Mitsubishi Electric

The advantages of these solutions are evident. They enable companies to develop innovative, safe and flexible solutions and services to gain a competitive advantage and to increase sales and revenues. In doing so, Mitsubishi Electric provides its customers expertise and support concerning Industry 4.0. Today, tomorrow and in future.

**If you would like to know more how Mitsubishi Electric can support you: [www.MitsubishiElectric.de](http://www.MitsubishiElectric.de)**



### Industrie 4.0: Scenarios and chances

Interview with  
Hartmut Pütz  
Product Marketing Director  
Factory Automation European  
Business Group  
Mitsubishi Electric Europe B.V.

Mr. Pütz, can we be positive about Industry 4.0?

The perspectives are great: consumer will be happy about individual products at advantageous prices. Companies profit from higher operation times of their machines and completely new production possibilities. In short: in immense increase of competitiveness.

Question: Will the job market change?

Industry 4.0 will simplify the production work and create at the same time new, more complex jobs. For example in the control of plants. But qualified and multi-skilled sales staff is needed in future, too.

What should German companies be prepared for in future?

The competitive environment will intensify further. Demand driven integration of external production

resources result in completely new possibilities. Product cycles will reduce more and more and apply pressure to companies to launch innovations even faster.

Can Mitsubishi Electric support companies thereby?

We are in constant exchange with our customers and develop customized solutions based on our own standard components, but also together with our partners. Our wide technology range is a very good basis, since it covers the complete automation technology portfolio. We offer especially diversified know how to optimize the processes of our customers. So Mitsubishi Electric creates added values to support all branches.

How do you see the chances for the location Germany?

The German industry feels the impact of the globalization, since it is in direct competition with low-wage countries. In addition, we face the aging society, where specialists are missing more and more. Here Industry 4.0 can be the solution. With the flexible and cost efficient production, global challenges can be met. Mitsubishi Electric will be a competent partner to the German industry.