

HANS OLOFSSON

PRODUCTION & LOGISTICS AT SCANIA

NOW AND IN THE FUTURE



Agenda

- Scania in brief
- R&D and P&L close to each other
- Scania's view on digitalisation
- How to be a supplier to Scania
- Takeaways for SME's



SCANIA IN BRIEF



DRIVING THE SHIFT

– TOWARDS A SUSTAINABLE TRANSPORT SYSTEM



Scania's aim is to drive the shift towards a sustainable transport system, creating a world of mobility that is better for business, society and the environment.



More about Scania....

- Click this [link](#) to get up to date information



R&D CLOSE TO PRODUCTION



Background

To stay competitive on a global market...

.....we need

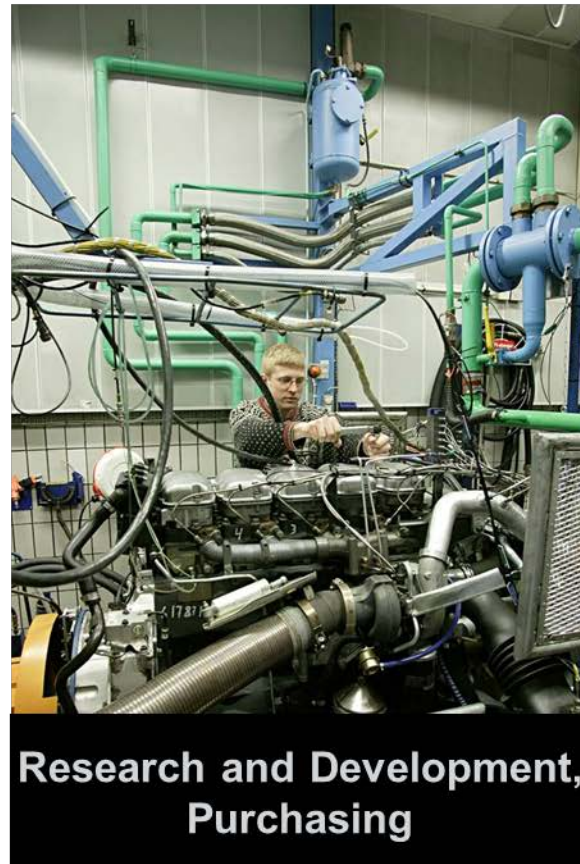
- superior quality
- flexibility
- profitability (productivity)
- short time to market



(one important) Strategy

- Co-locate resources
 - Short lead time and close contact
 - Good understanding of different business areas and competences
 - Knowledge and Experience in place and available
 - Direct access to experts in real time
 - Common infrastructure

All in one place





More than 16 000 employees
in Södertälje

Production of Strategic components
Research & Development
Sales & Marketing
Purchasing



Production in Sweden - prerequisites

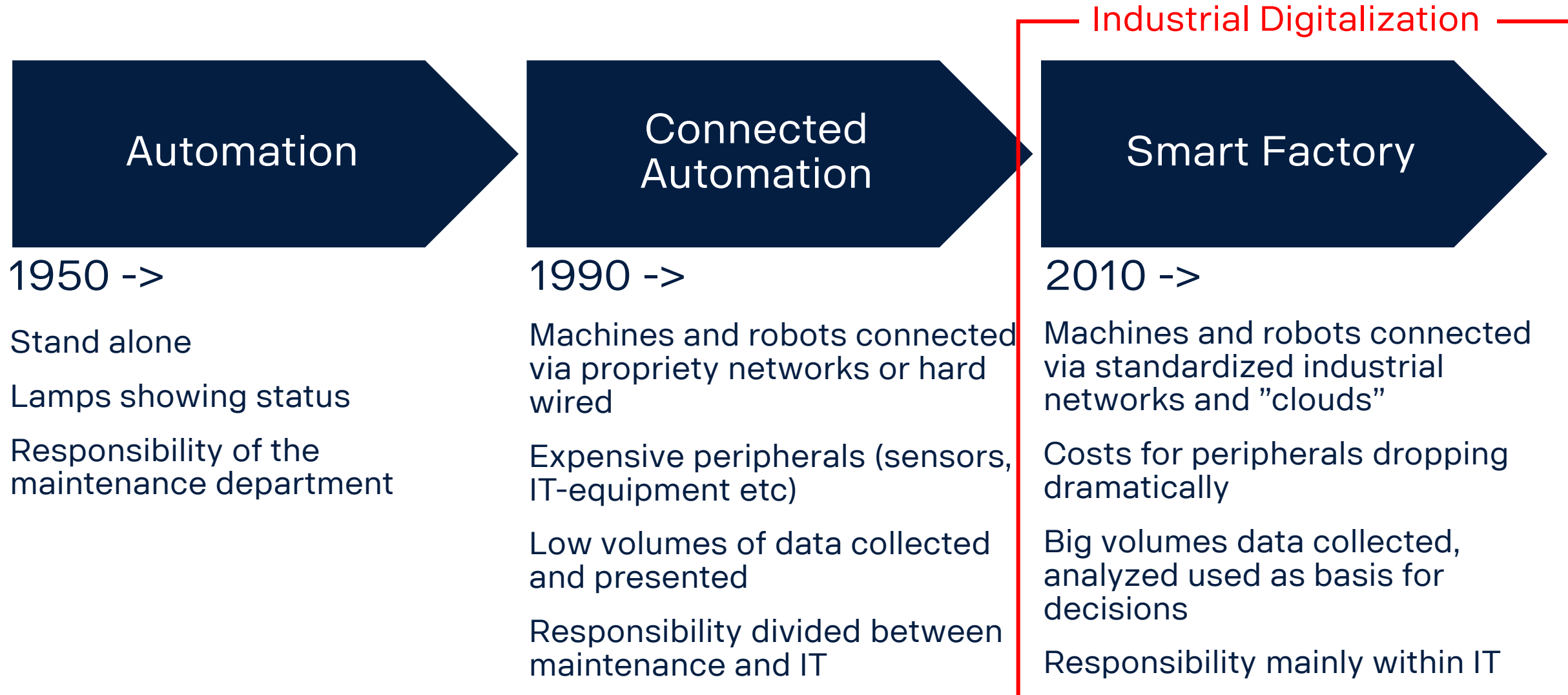
- Access to skilled employees and world-class competence in relevant areas
- Rules and Regulations that gives flexibility - Quick adaptation to changing needs
- Production systems that provide continuous improvement - Need of continuous productivity increases





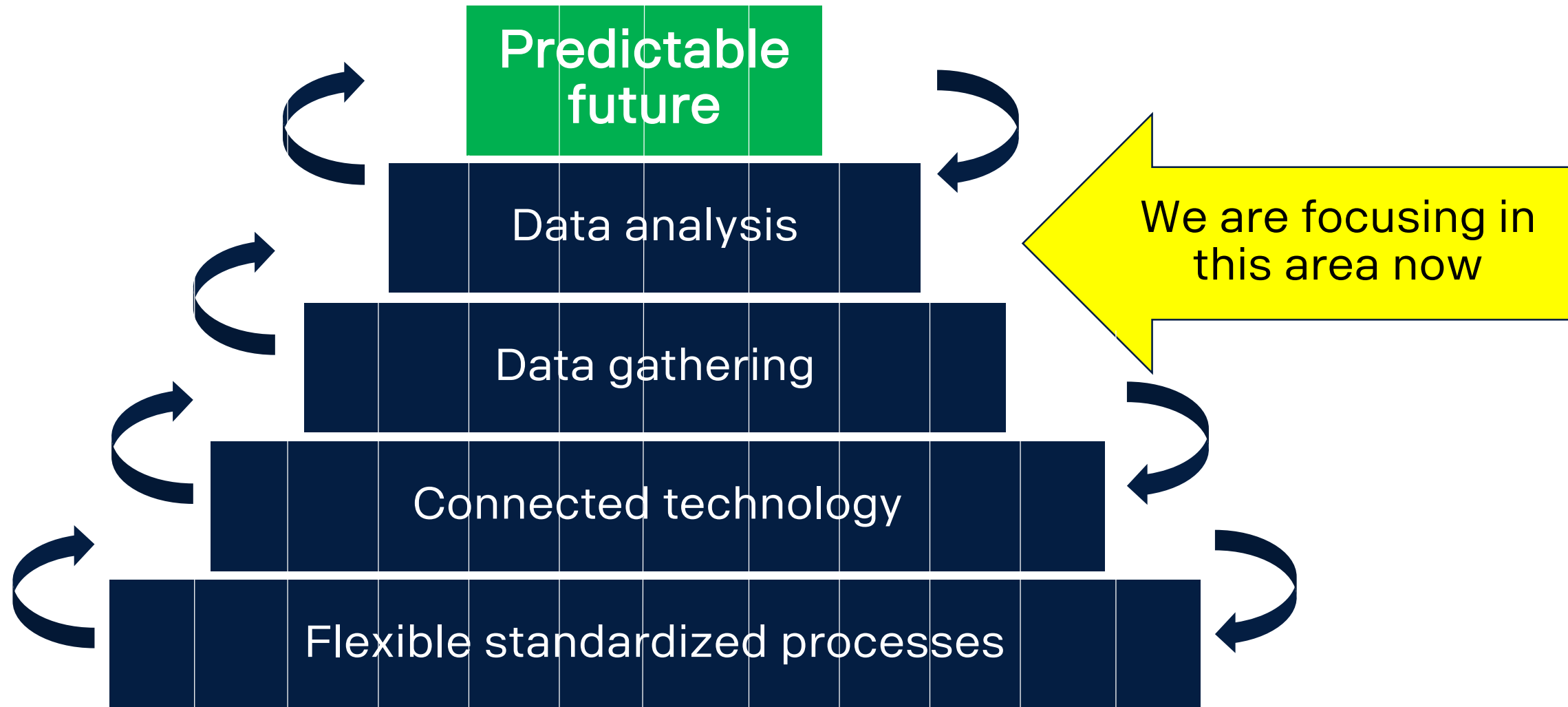
INDUSTRIAL DIGITALISATION

Development from automation to digitalization



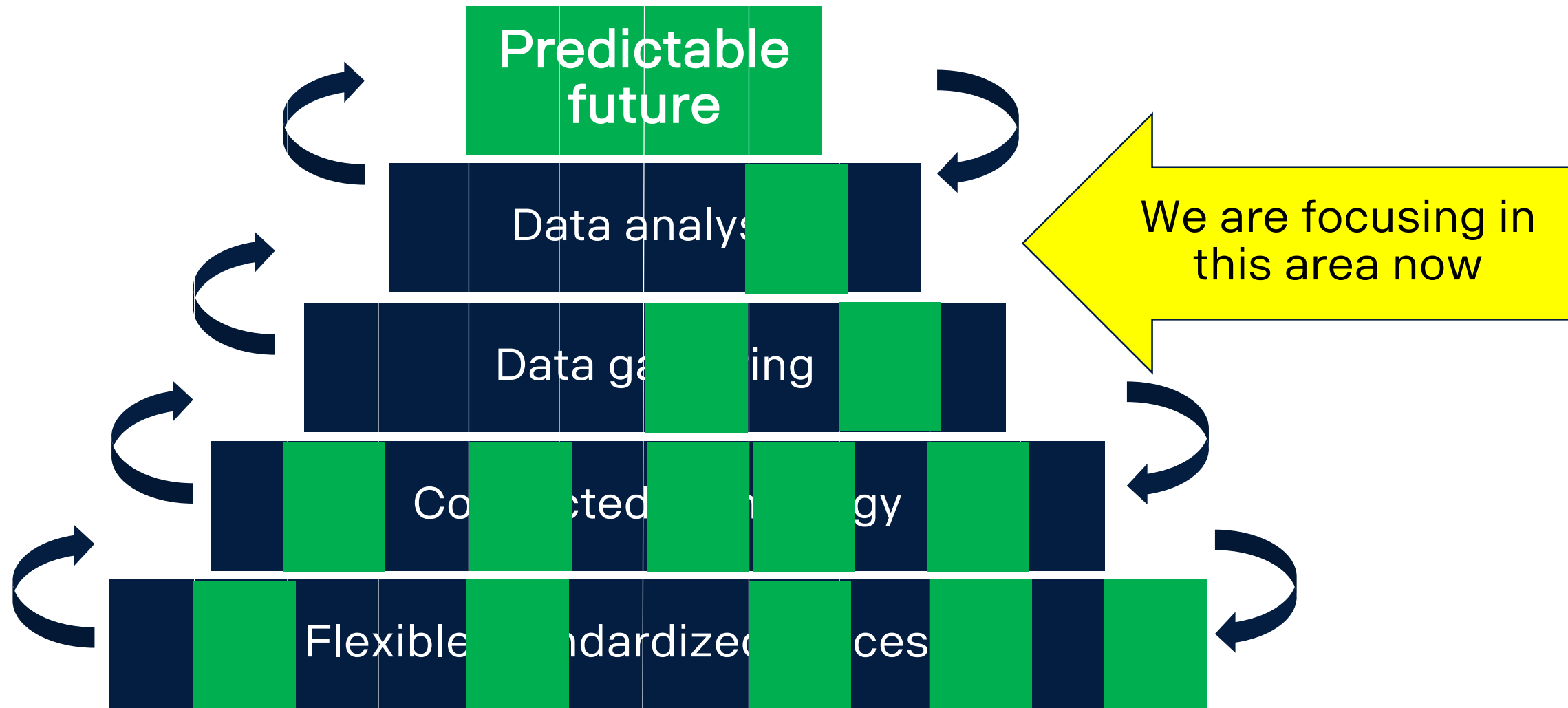


Industrial Digitalization



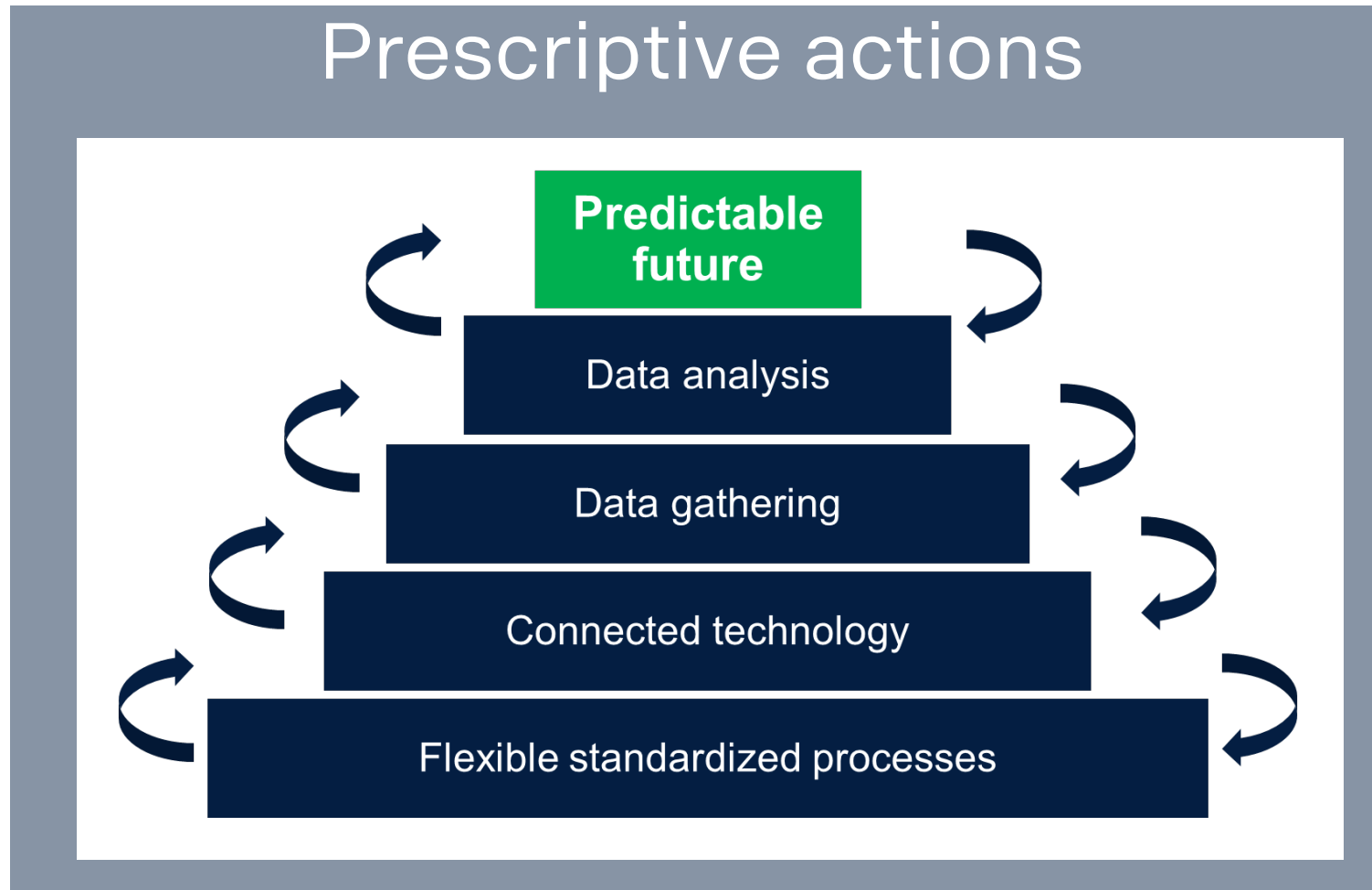


Industrial Digitalization



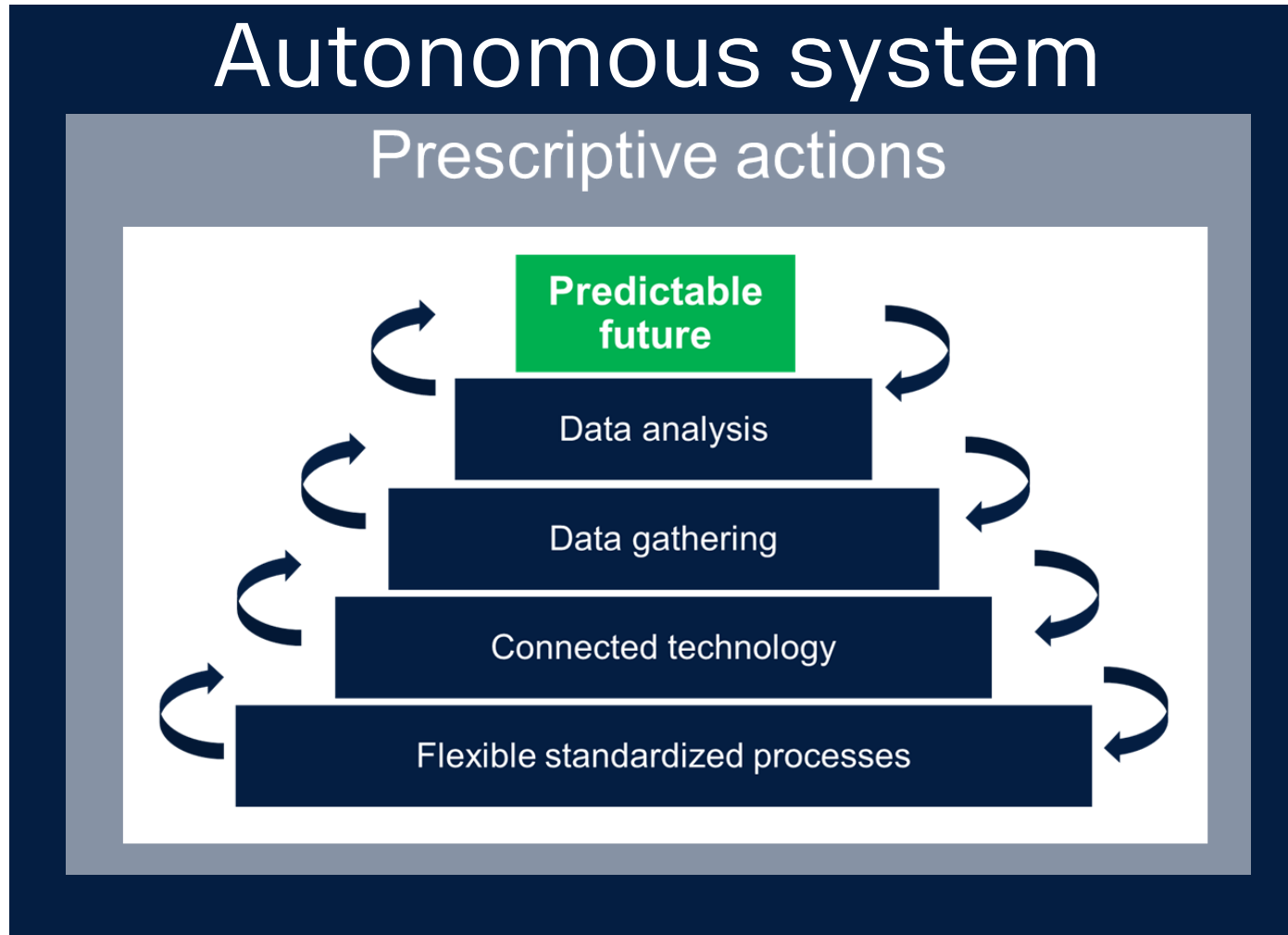


Future steps of digitalization

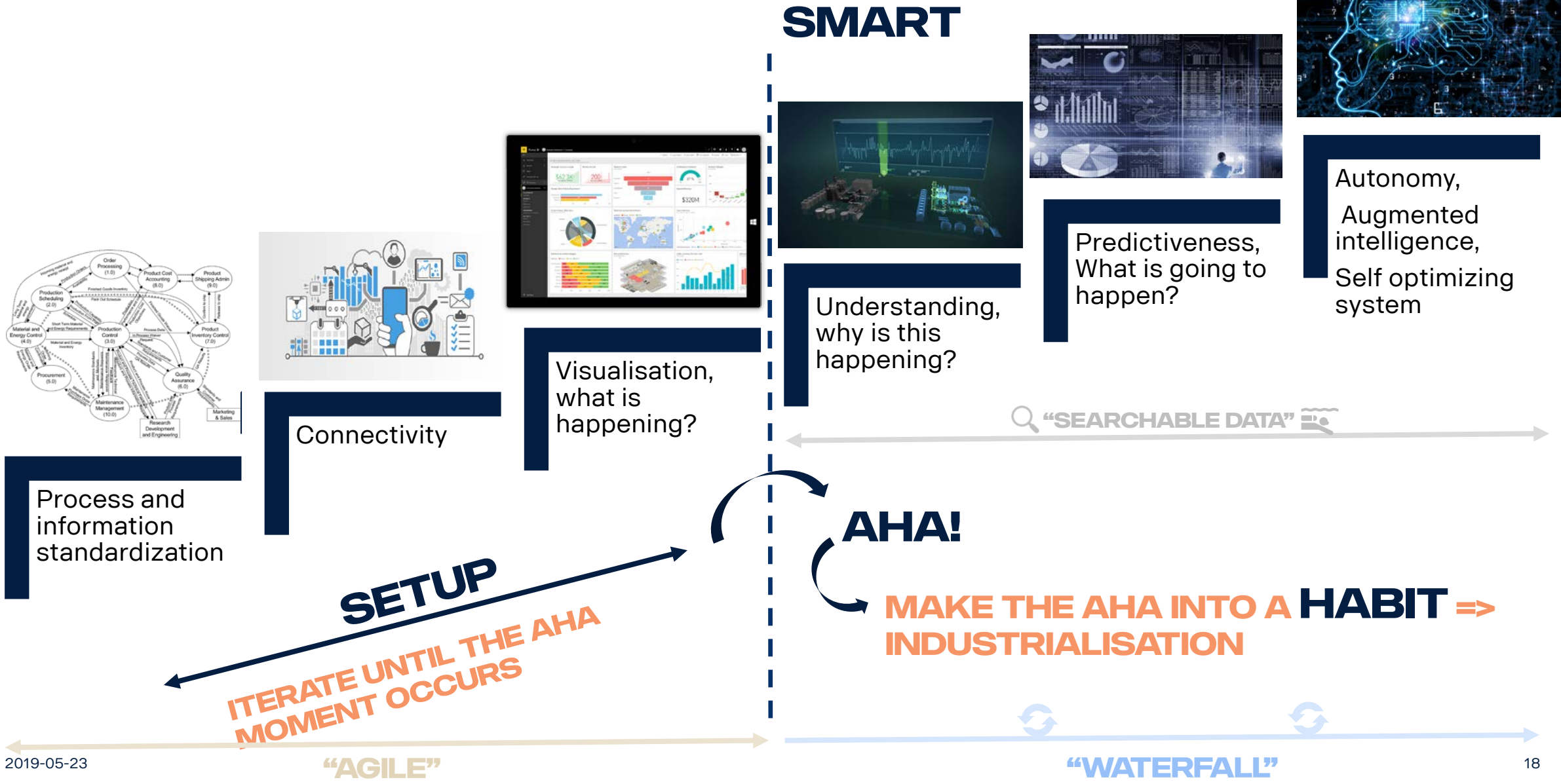




Future steps of digitalization



Definition of "Smart"





**CHALLENGES
OR
WHAT CAN STOP US
NOW?**



Major challenges

- Safety



- Cyber security



- Standards

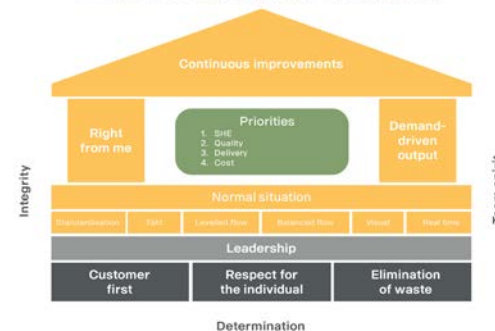


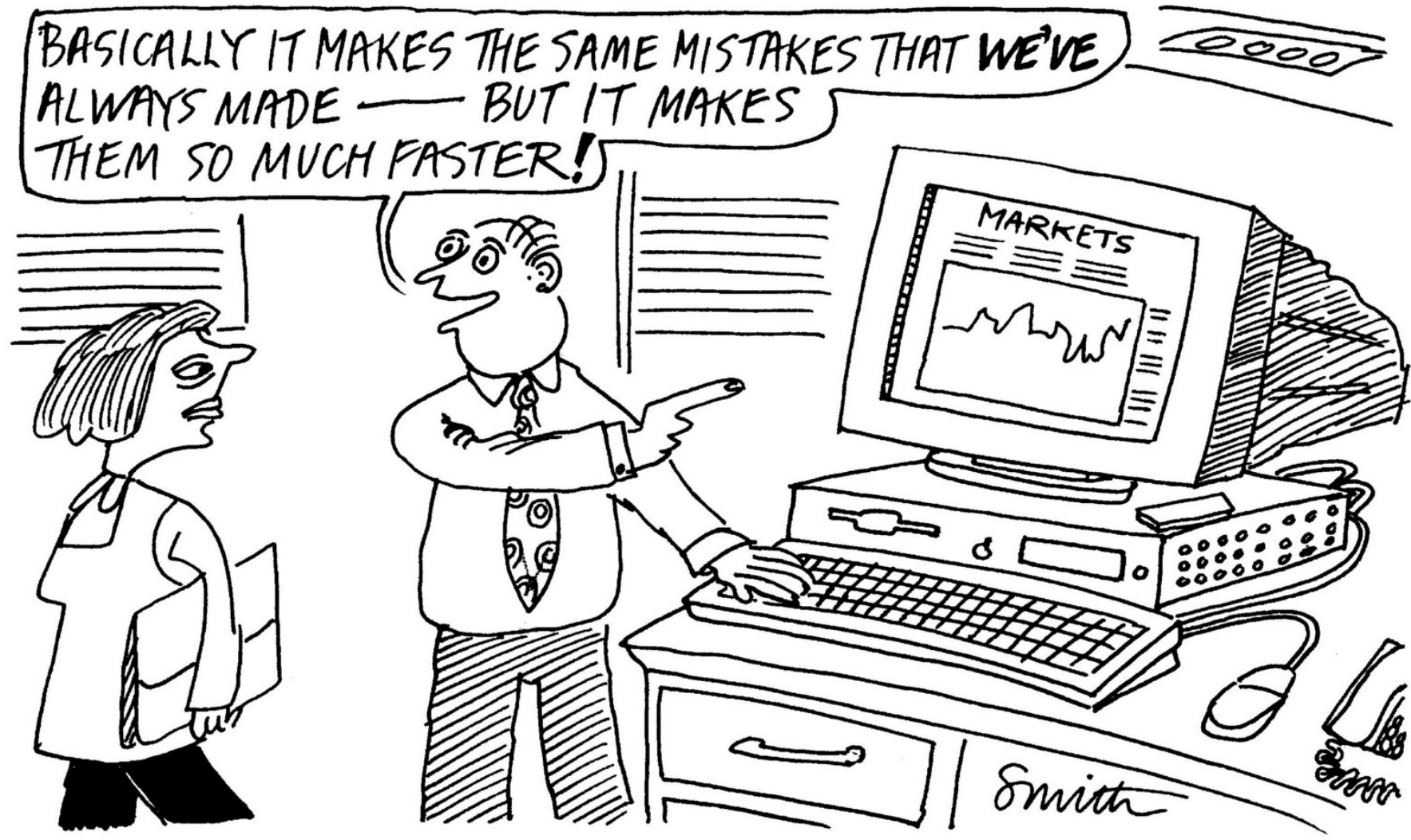
- Competence development



- Digitalization using lean principles

Leader in sustainable transport







OPPORTUNITIES OR WHAT'S IN IT FOR ME/US



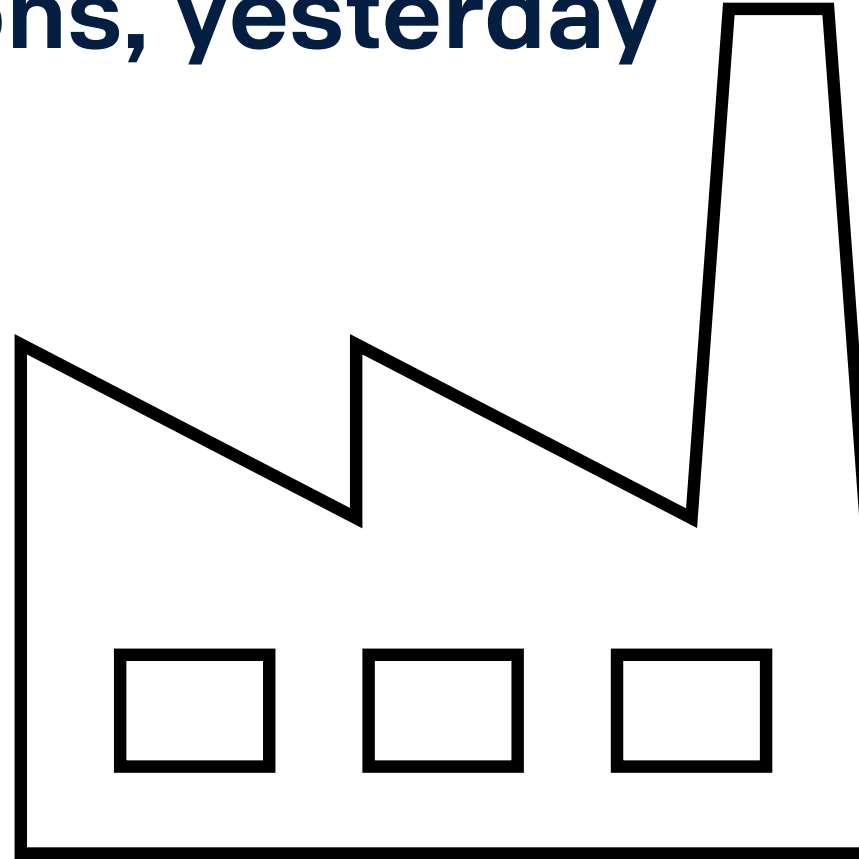
Opportunities

- Productivity increase through digitalization
- On demand - Batch size 1 – Additive Manufacturing
- Green field vs Brown field
- Information exchange
- 5G



Bilateral relations, yesterday

SSAB



ABB

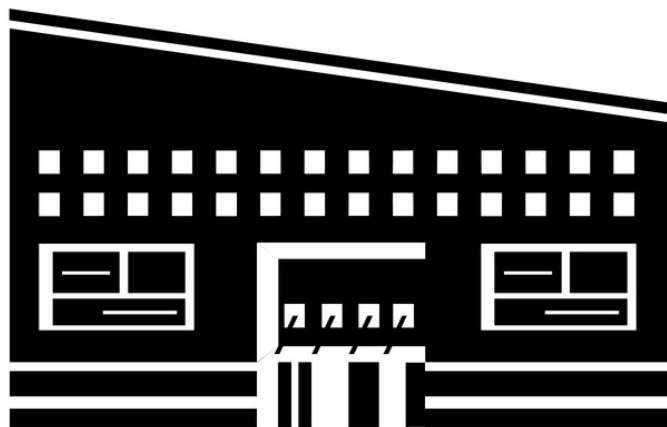
SIEMENS



SCANIA

etc.....

Multi-connections, now and tomorrow



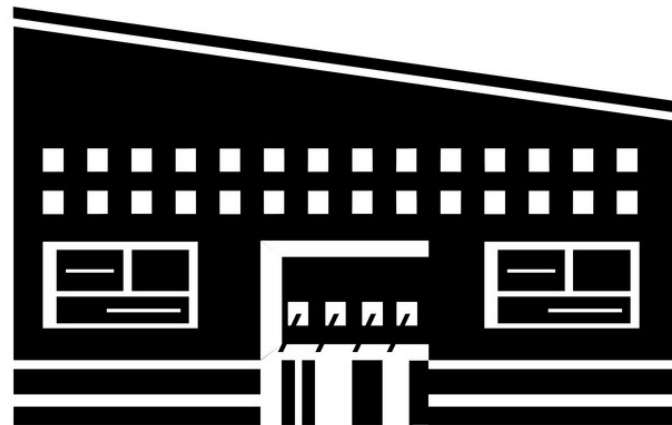
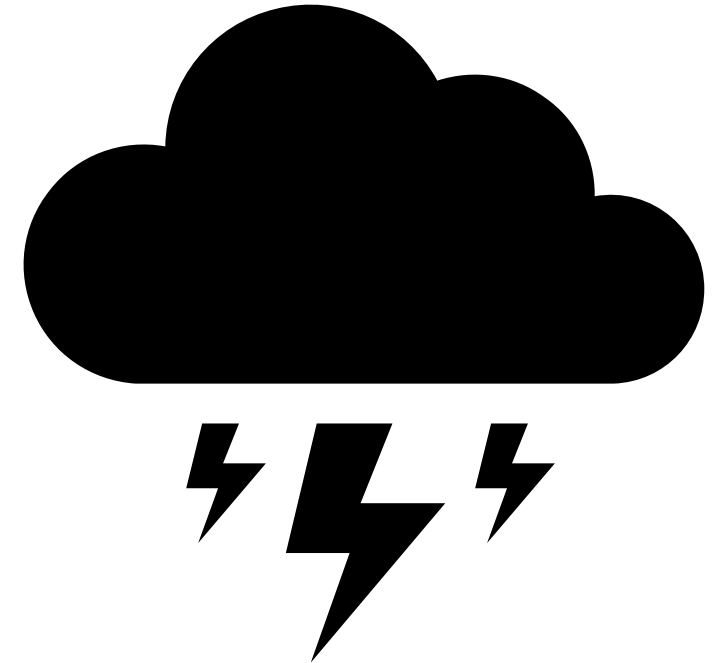
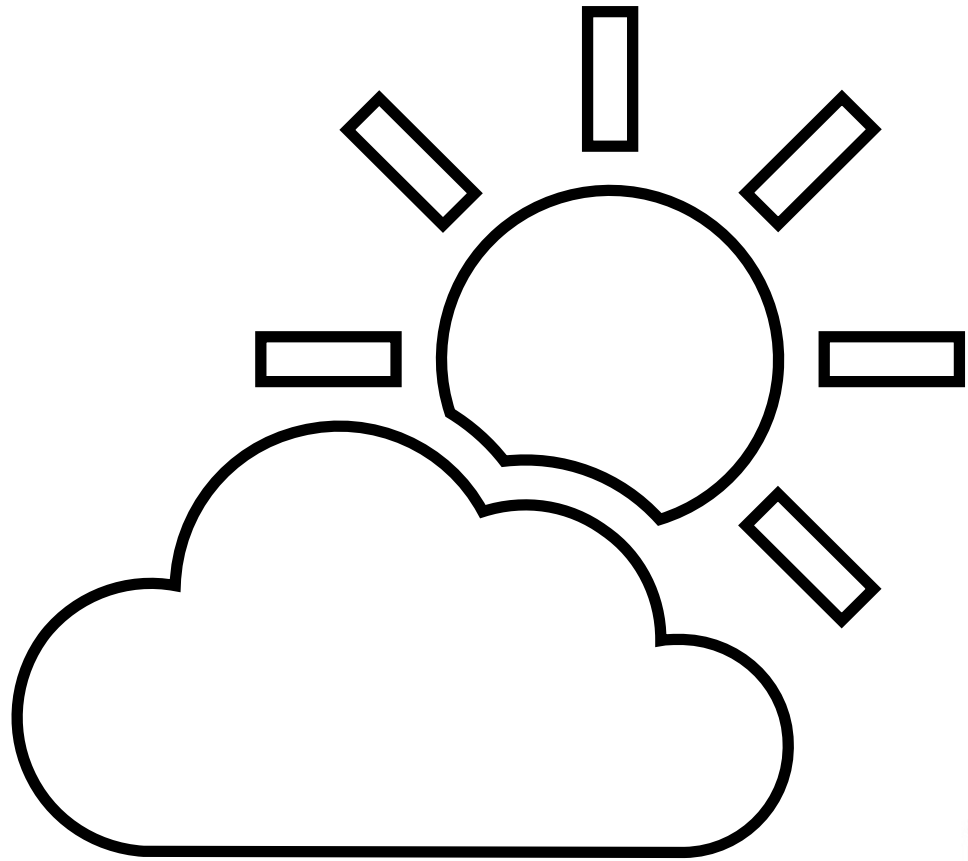
SCANIA





Result?

or





HOW TO BECOME A SUPPLIER TO SCANIA



How to become a supplier to Scania

- You will find all information you need at [the Scania Supplier Portal](#)



TAKEAWAYS FOR SME'S



Takeaways for SME:s

- It's no revolution
 - There is no “digitalisation in the box” available
 - If you are a supplier to big OEM:s don't be afraid to ask for advice
 - Don't skip competence development
 - Don't digitalise waste
-
- It's not too late – but you must start now!



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SCANIA