



GRUPPO CIMBALI



Today's Speakers



Alberto Camerin

Group Electronic & IoT Solutions
Director

alberto.camerin@gruppocimbali.com



Angelo Zerega

Senior Manager

azerega@deloitte.it



Filippo Torriani

Manager

ftorriani@deloitte.it



Internet of Things & Gruppo CIMBALI

Innovation &
Servitization approach

Who we are...

Gruppo Cimbali at a glance

+100

Countries

+700

Partners

+200

Machines per day

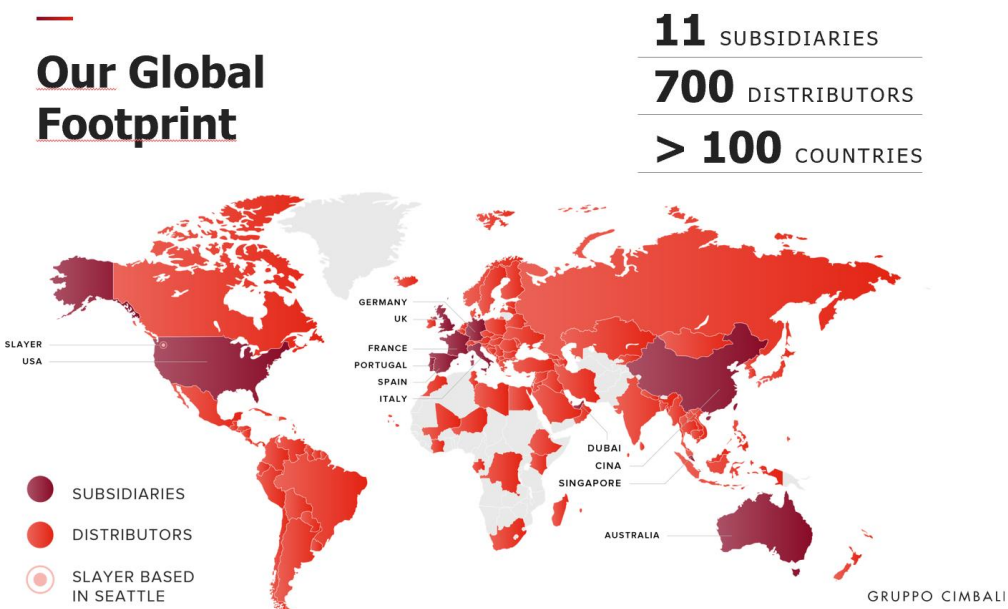
80%

International Revenues

65

Active patents

Our Global Footprint



LA CIMBALI

THE MOST INNOVATIVE INSTRUMENTS FOR COFFEE

FAEMA

ENHANCES COFFEE PASSION

SLAYER

DEDICATED TO COFFEE SPECIALISTS

CASADIO

THE FIRST STEP IN THE WORLD OF COFFEE

HEMERSON

PROFESSIONAL DISHWASHERS

Trusted by Global Customers



Coffee shop / QSR / Convenience store



GRUPPO CIMBALI

Trusted by Global Customers

Roasters



Hospitality



GRUPPO CIMBALI

Trusted by Global Customers



Gas Station / Others

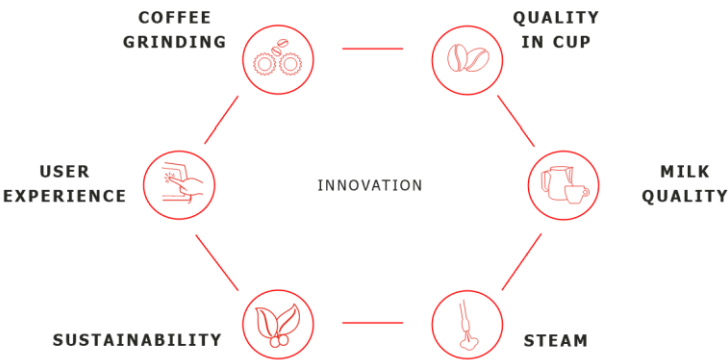


GRUPPO CIMBALI



GRUPPO CIMBALI

Innovation cluster



GRUPPO CIMBALI

What we believe...



IOT: Technology to boost your Business

Gruppo Cimbali machines embody the **IOT (Internet of Things)** technology which **allows devices to communicate with each other or with users** through a Wi-Fi connection. This feature allows you to **monitor their efficiency and to manage their maintenance** in a more effective and timely manner, thus ensuring a better service.

Every finished drink is a piece of data, which is transmitted to an infrastructure on cloud. This makes it possible not only to monitor the machine's functionally and performance, but also **process the collected information to analyze it and to create reports and graphs**, turning it into a competitive advantage for work and allowing to study new business strategies.



Internet of Things & Gruppo Cimbali

Index

- GRUPPO CIMBALI & **IoT** TODAY. EXISTING SOLUTIONS
- **IoT** *ENHANCED*. CONSOLIDATION
- THE FUTURE. NEW IoT VISION OF GRUPPO CIMBALI: **SERVITIZATION**
- IoT SERVICES FOR **USERS/OWNERS**. NEW APP
- NEW APPROACH . NEW TEAM

Internet of Things & Gruppo Cimbali

Index

GRUPPO CIMBALI & IoT TODAY. EXISTING SOLUTIONS

Internet of Things & Gruppo Cimbali

Always great attention to data

Cimbali Group has always had a strong attention to Internet of Things World (IoT).

Initially with a focus on:

- **telemetry of the machines** for operating monitoring and coffee consumption tracking
- **two-way control system** to enable remote modification of the machines' operating parameters

The System Approach applied to Electronic Architecture & IT Architecture made it possible to develop:

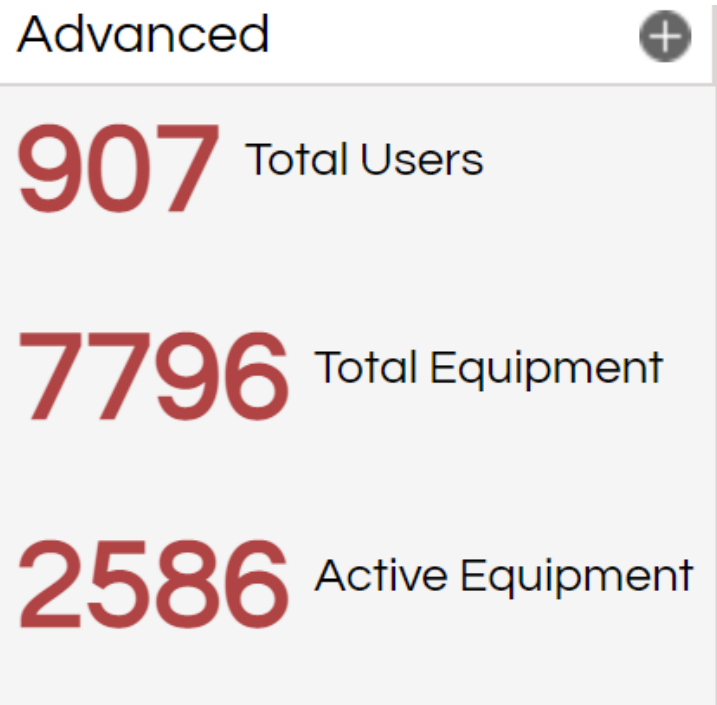
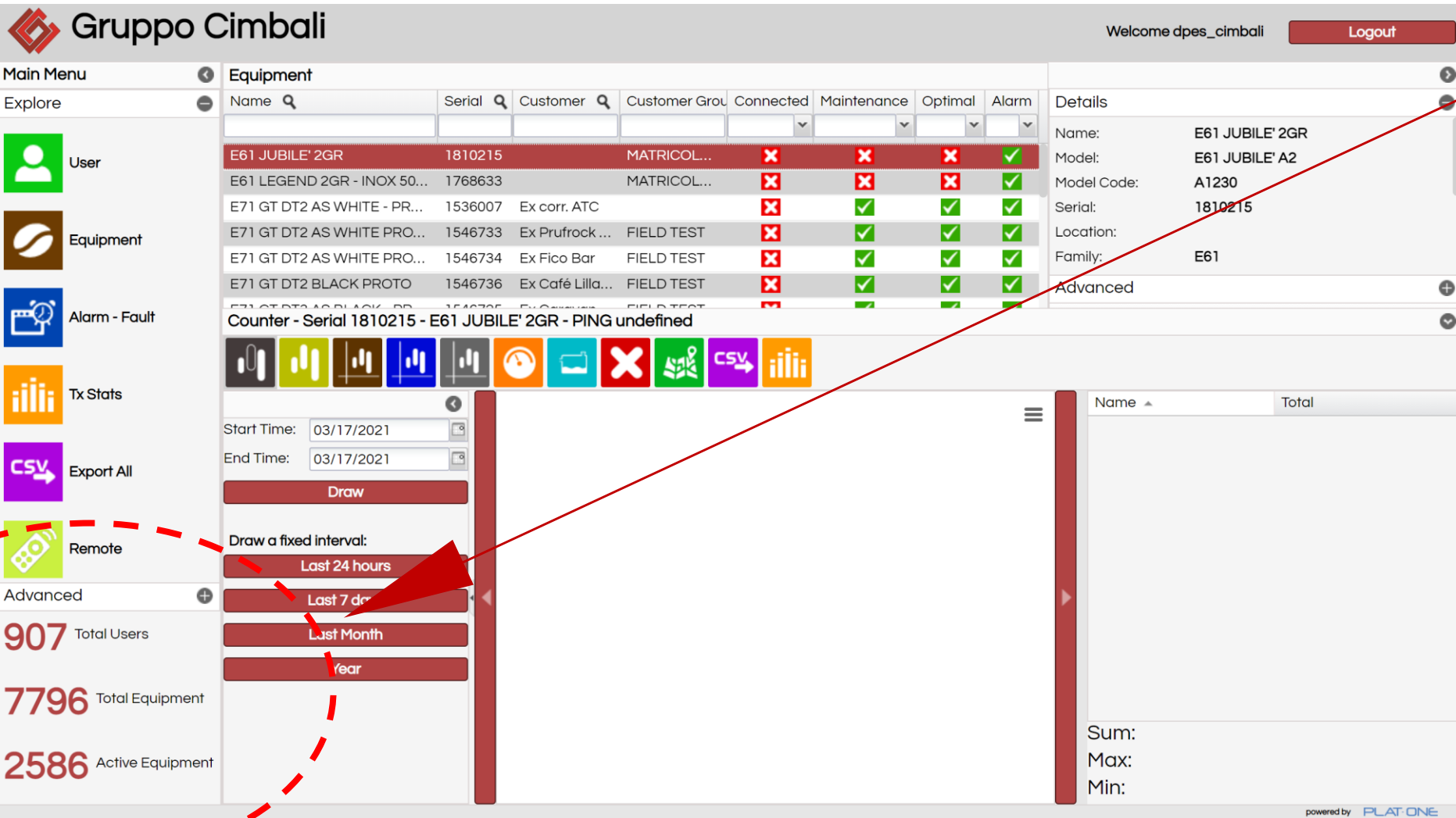
- **Electronic boards** with integrated capabilities to collect and transmit data
- **Platforms** for collecting and analyzing submitted data



Internet of Things & Gruppo Cimbali

Always great attention to data

We are talking about something real....



Internet of Things & Gruppo Cimbali

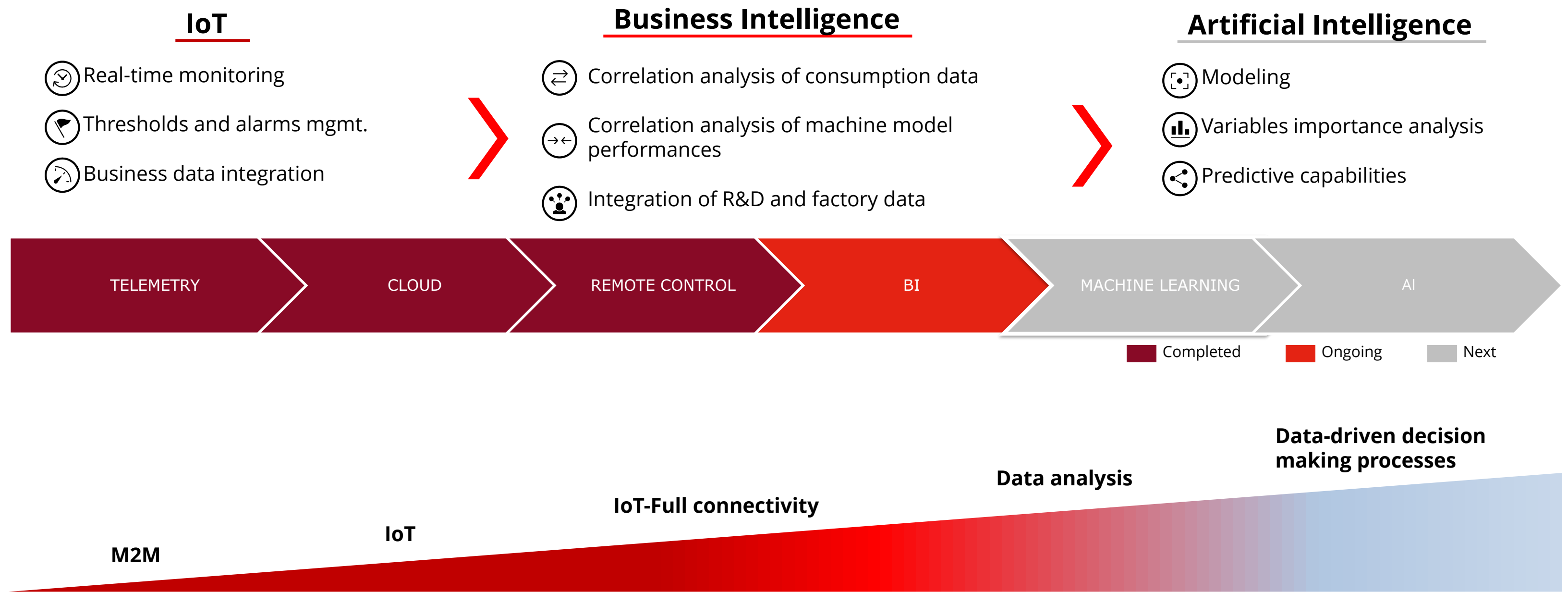
Index

IoT *ENHANCED.* CONSOLIDATION

Cimbali

Digital Transformation Journey

Cimbali started gathering data from coffee machines installed worldwide to monitor in real-time consumption and machine working parameters. The amount of data got larger and larger, enabling correlation analysis between technical and context variables, e.g. correlation of machine performances in terms of status, alarms, etc. with machine model, age, location, other.



NEW

Platform PLATONE 2.0

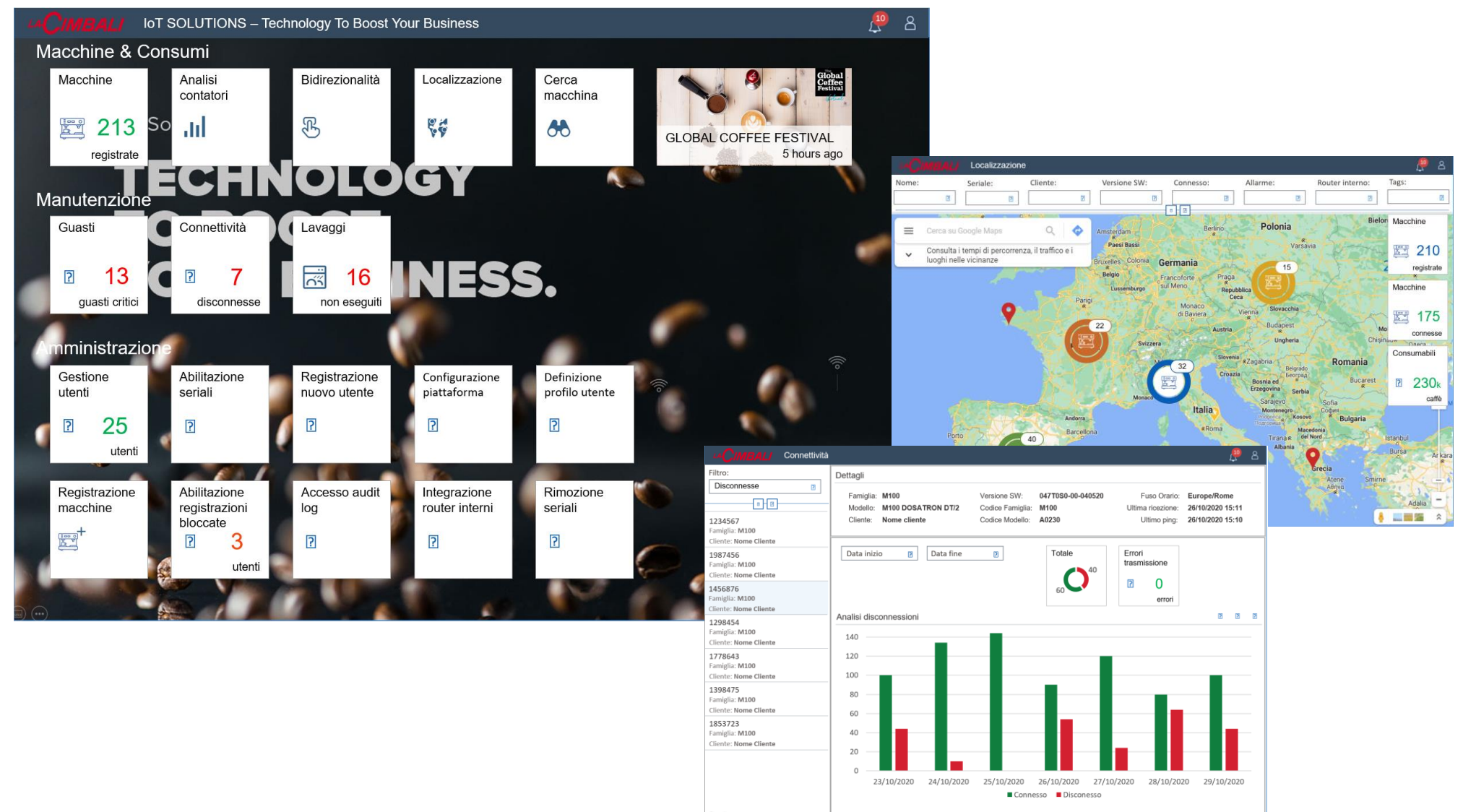
Enhanced User Experience

The new PLATONE 2.0 application is being developed

- New User Interface
- Advanced views
- More features
- Improved performance

Focused Areas:

- Management
- Service
- Administration

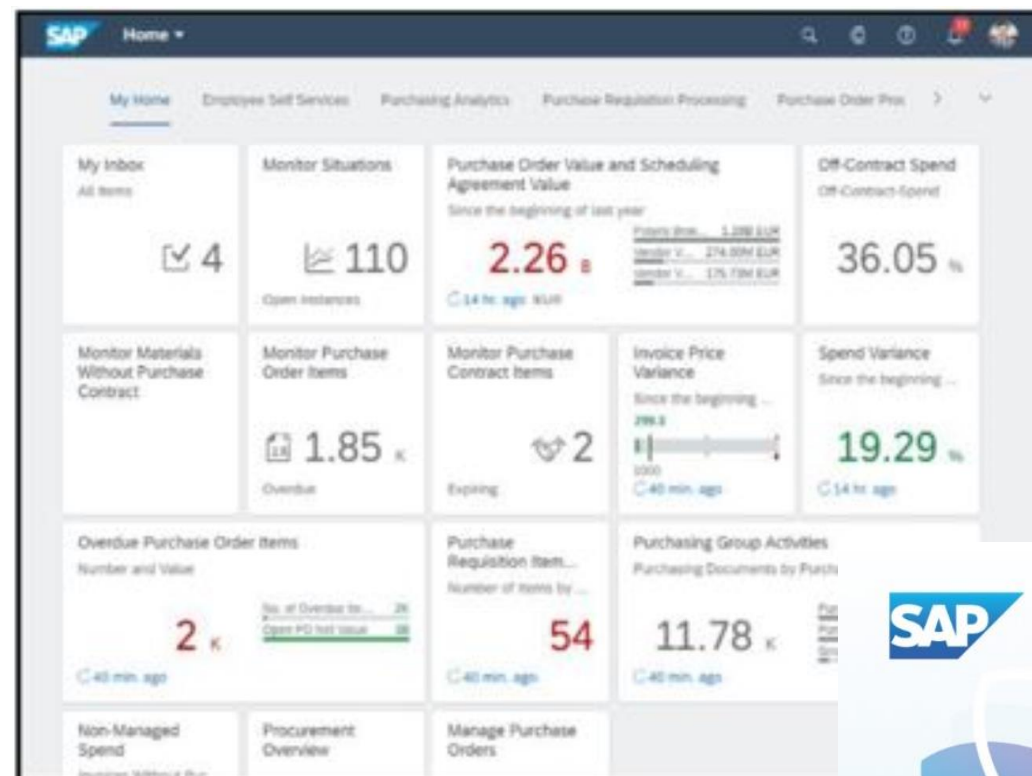


PLATONE 2.0 Platform «Mock-up»

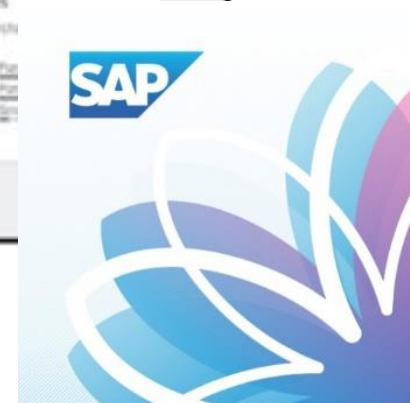
Platform PLATONE 2.0

Enhanced User Experience

PLAT.ONE 2.0 is based on SAP FIORI framework



PLAT.ONE2.0 Platform «Mock-up»



SAP FIORI

- New User experience
- Modularity of GUI
- Usability

Internet of Things & Gruppo Cimbali

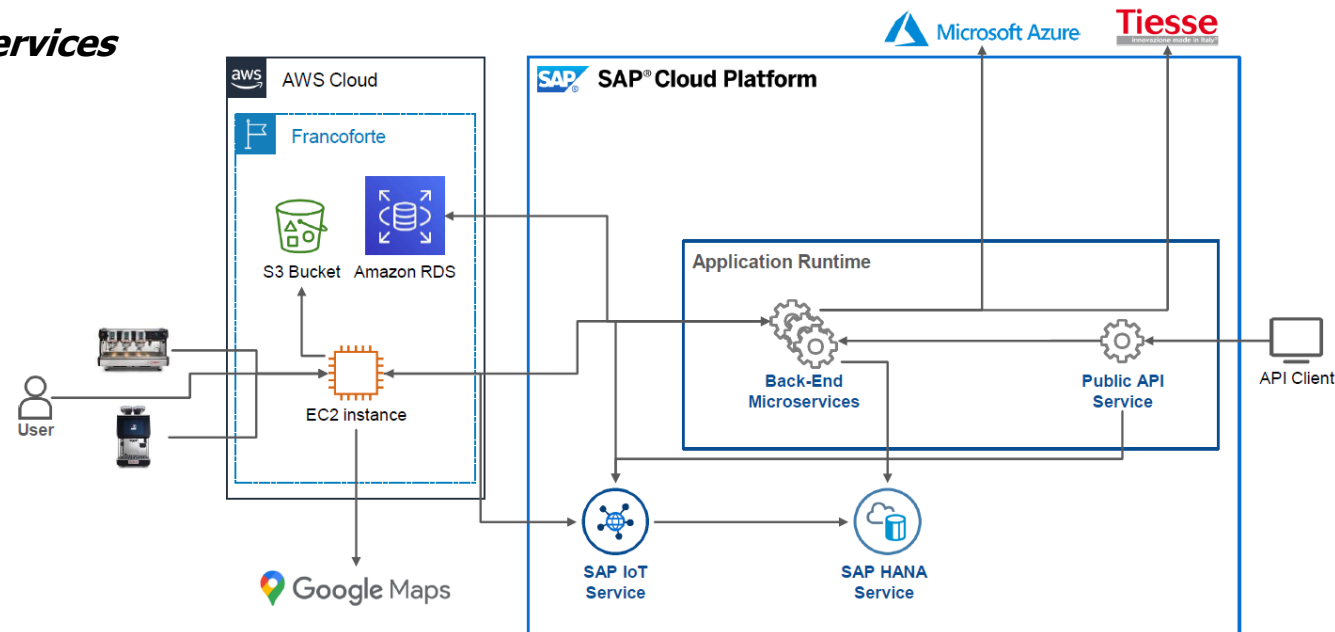
New backend, more robust and more efficient

NEW

New backend structure.

Integration with *different platforms services*

- Switching to SAP HANA
- AWS microservices for data ingestion
- Improved data availability
- Strengthening safety level
- Geolocalization
- Data storage
- LTE Services VAS Provider



Internet of Things & Gruppo Cimbali

Index

THE FUTURE. NEW IoT VISION OF GRUPPO CIMBALI: SERVITIZATION

New Vision: *Servitization*

Products & Services

Cimbali Group moves to an advanced vision of IoT: **Servitization**.

The goal is to provide **Product & Service** Solutions by extracting value from the available data.

The information extracted is in support of:

Business Intelligence

- KPI/Dashboard Build
- Aggregation and data analysis
- Forecasts and trends

Predictive Maintenance

- Technical management optimization of the machines' fleet
- Reduction of repair time and machine downtime

Energy & Sustainability

- Energy saving strategies (EDGE solutions)
- Integration with intelligent solutions (external devices)

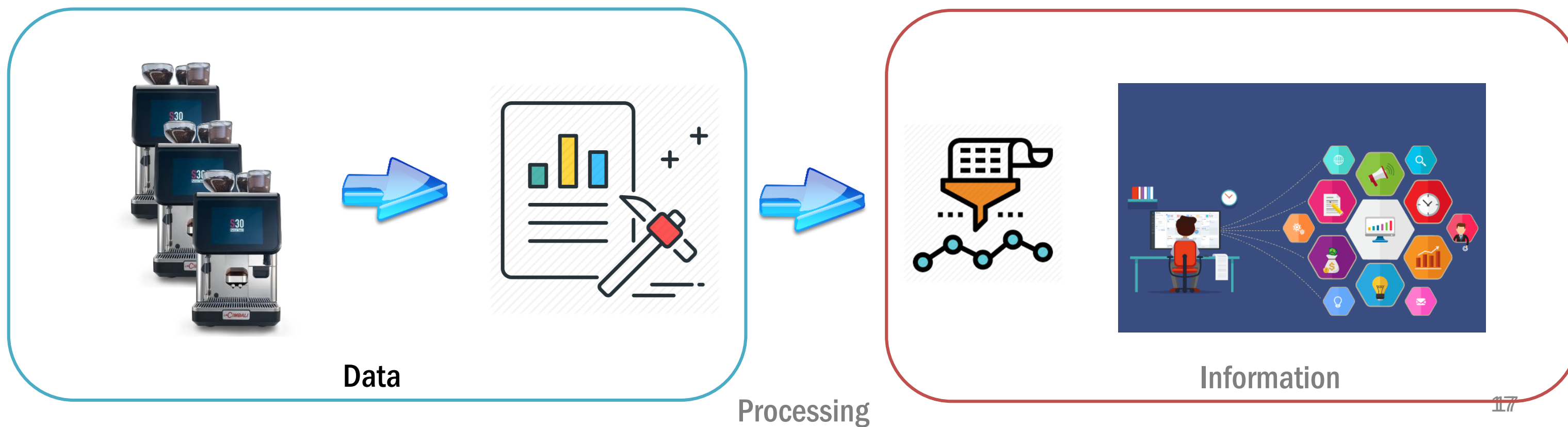


Servitization

From Data to Information

Next generation data-driven dashboards are used to **present** the information and generate **Information**.

We are involving technological partners for data enhancement, through **advanced algorithms** and **artificial intelligence**.



Internet of Things & Gruppo Cimbali

Index

IoT SERVICES FOR **USERS/OWNERS**. NEW **APP**

Users / Owners - UI and UX new touch points

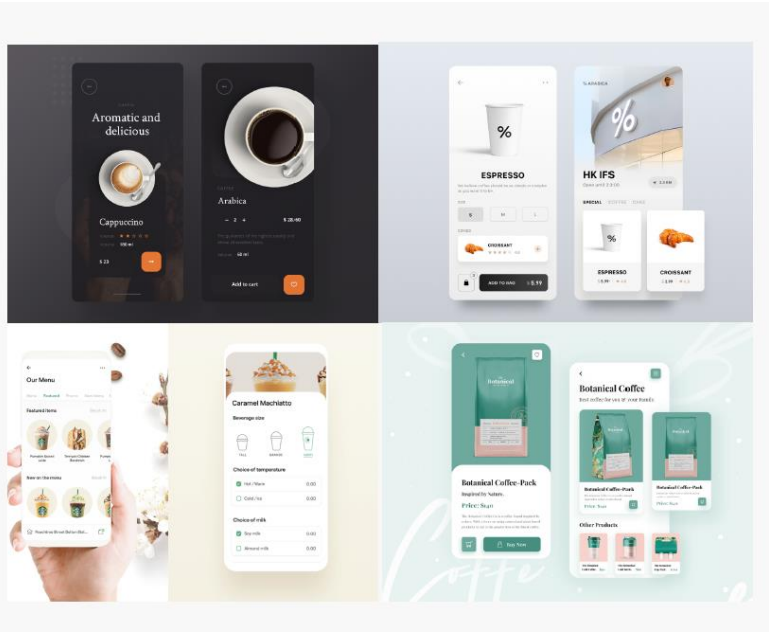
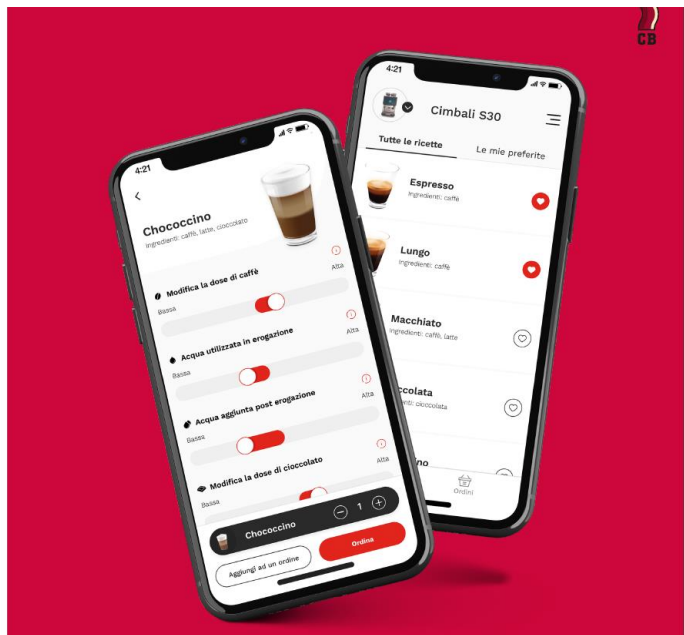
Focus on User Experience



SLAYER

FAEMA

LA Cimbali



Internet of Things & Gruppo Cimbali

Index

NEW APPROACH . NEW TEAM

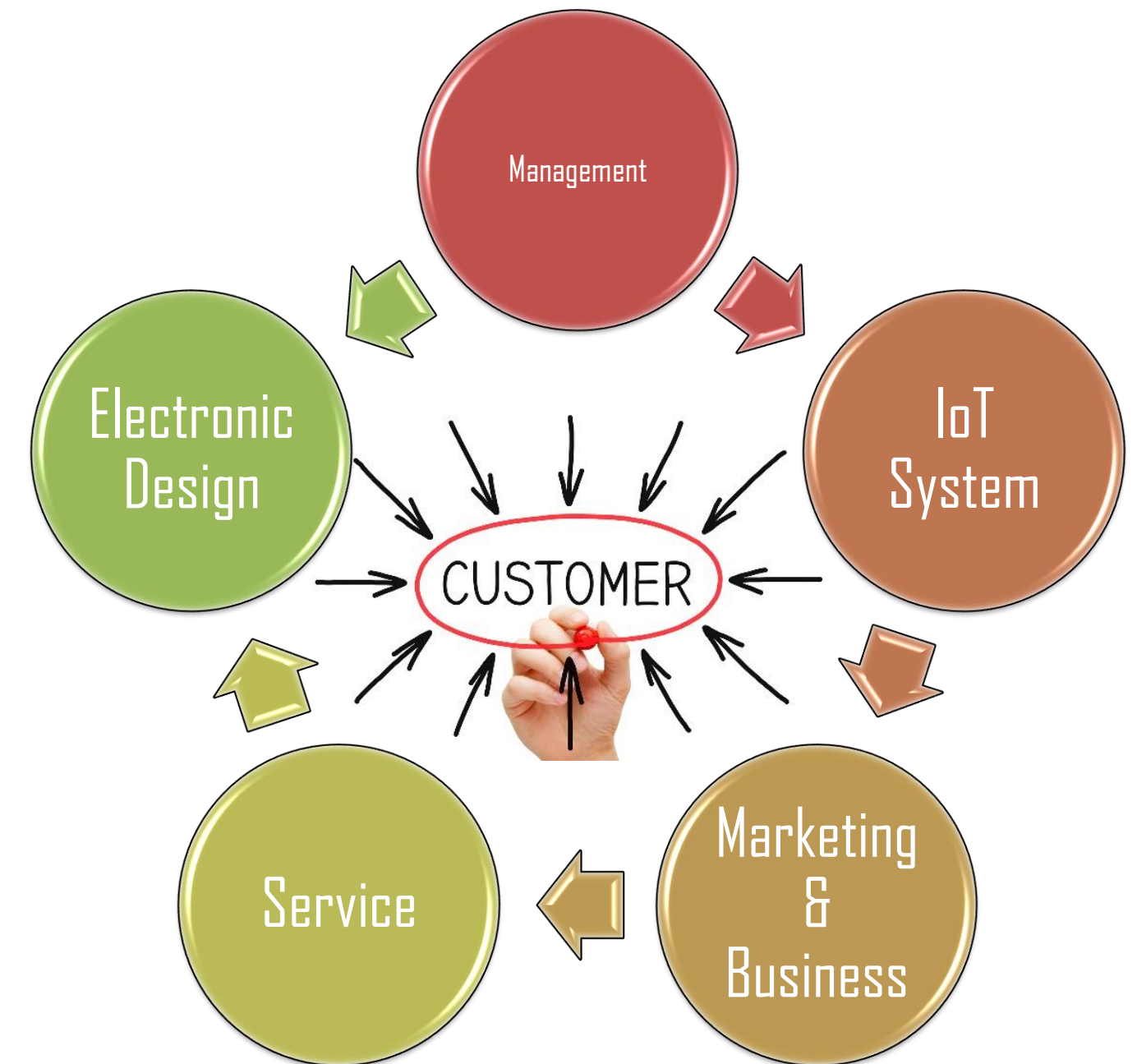
NEW VISION – NEW TEAM

Cross Functional Team

Cimbali Group introduces **a new way of thinking** about IoT services and a new way of designing and developing these services.

A working team is born that is cross functional, in order to enhance requirements and needs that are precisely addressed.

This to reinforce the mission to be a **Customer Centric Company**.





Follow our stories

 gruppocimballi.com

 cimballi.com

 [Cimbaliofficial](#)

 [cimballi_official](#)

 faema.com

 [FaemaOfficial](#)

 [faema_official](#)



GRUPPO CIMBALI

