
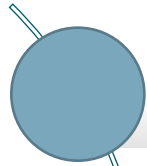


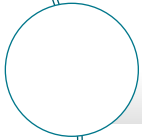
New opportunities by digitalization in the Engineering Life Cycle



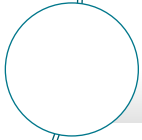
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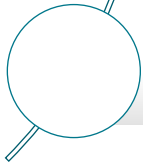
1. XSIGHT - new division of SAIPEM



2. Digitalization

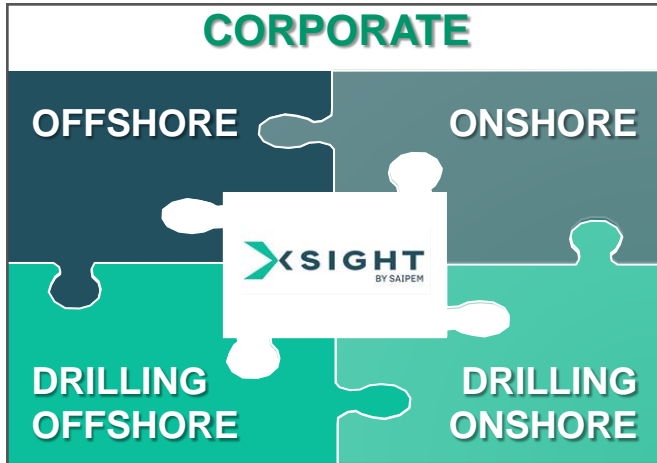


3. Smart Asset life cycle



4. XSIGHT vision

1. XSIGHT - new division of SAIPEM



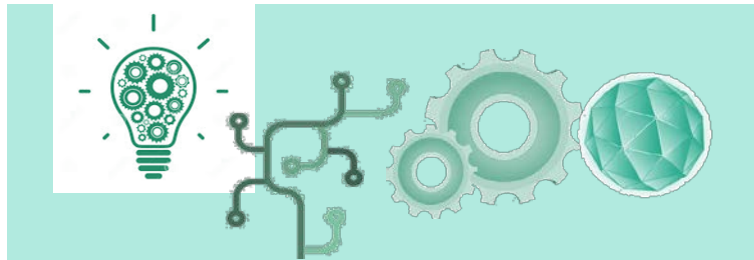
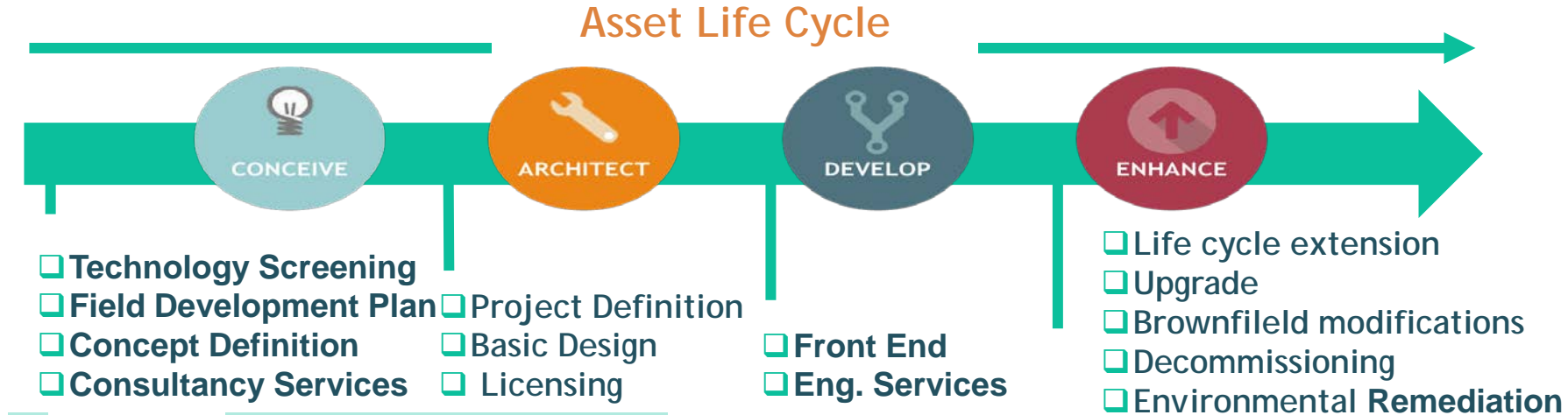
NEW DIVISION MODEL

- **Autonomous Business entities**
- **The “Project” as a cornerstone**
- **Closer to the CUSTOMER’s needs**

X – our ability to have a multi-dimensional and multi-faceted view, which looks at the context and broader confines.

SIGHT – insight, our intuition, our ability to see beyond, our vision.

1. XSIGHT - areas of business



Innovative and digitalized technological solutions



Snamprogetti



SOFRESID
ENGINEERING

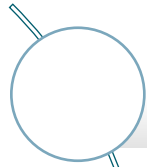


mossmaritime

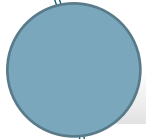


AUTOMATION
INSTRUMENTATION
SUMMIT 2018

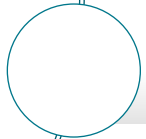
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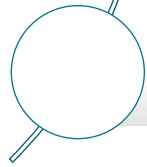
1. XSIGHT - new division of SAIPEM



2. Digitalization

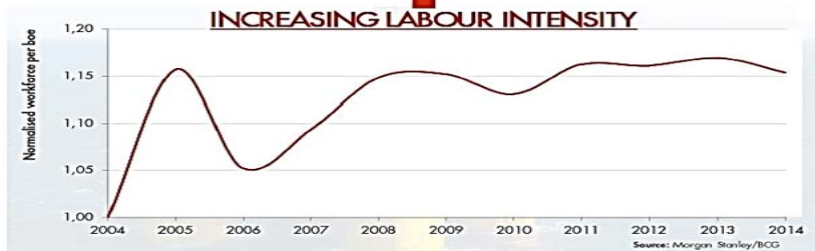
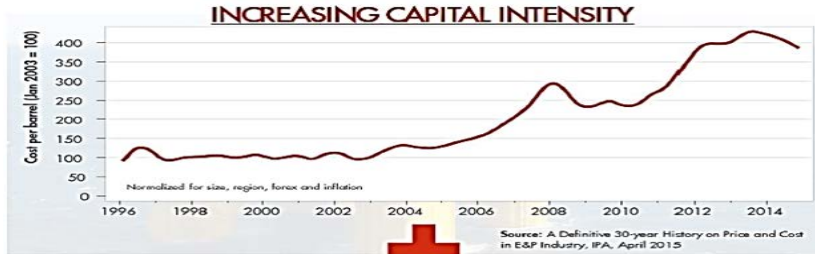


3. Smart Asset life cycle

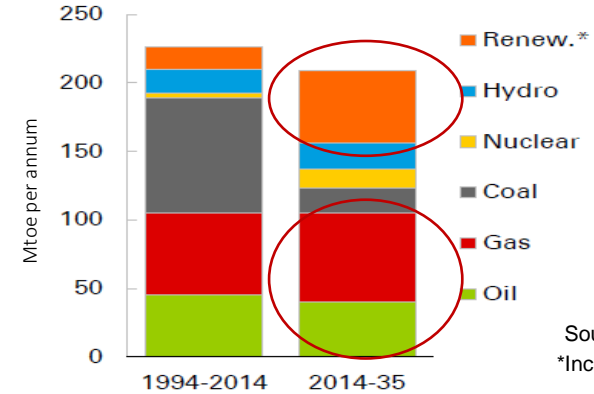


4. XSIGHT vision

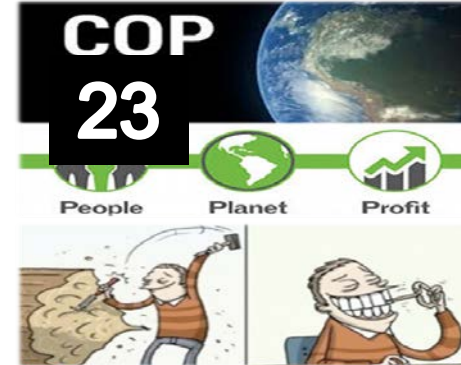
2. Digitalization - Context: crisis since 2014



ANNUAL DEMAND GROWTH BY SOURCE



Source: BP 2017
*Included biofuels



2.- Digitalization - Transformative innovation

Short period

driven by **PROJECTS**

Cost reductions

Med/Long period

driven by **MACRO-SCENARIOS**

Create new business models

WHAT WE DID?

Organization

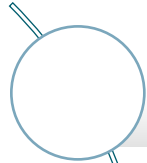
Processes

People

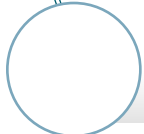
DIGITAL TRANSFORMATION

- increase **productivity**
- offer new **value** propositions

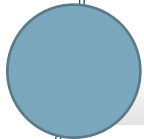
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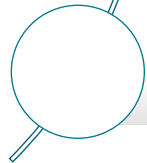
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2. Digitalization

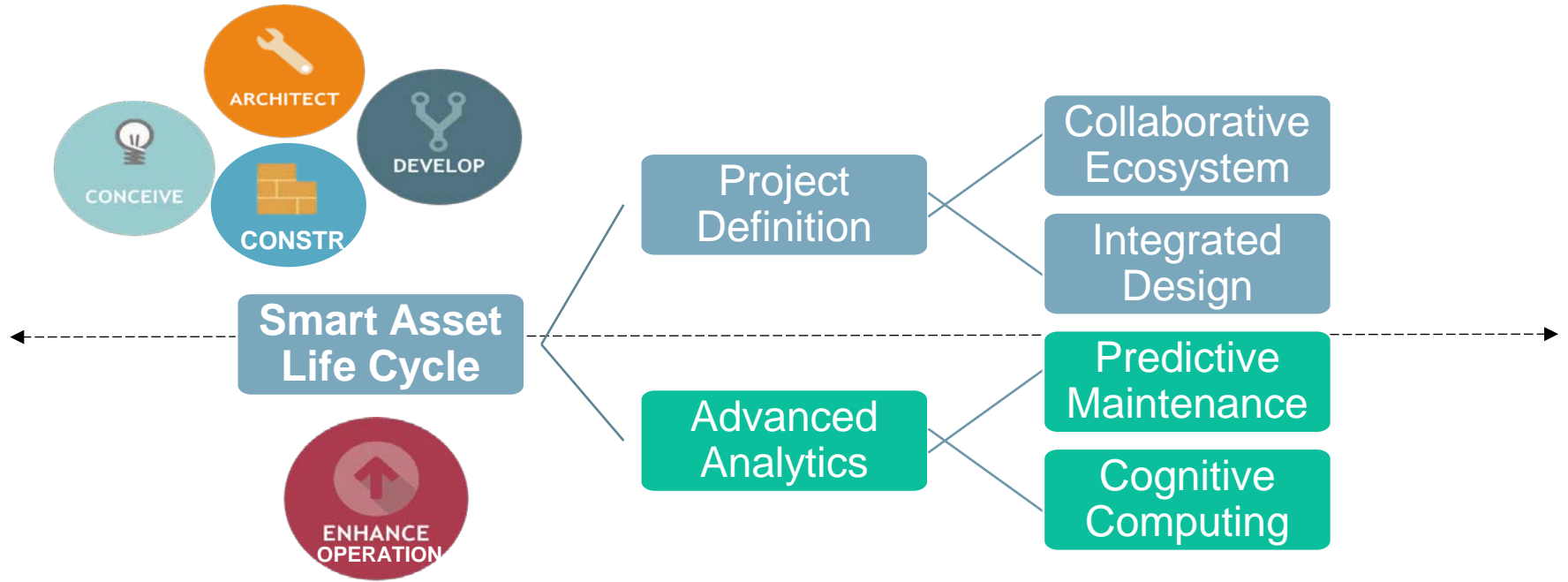


3. Smart Asset life cycle

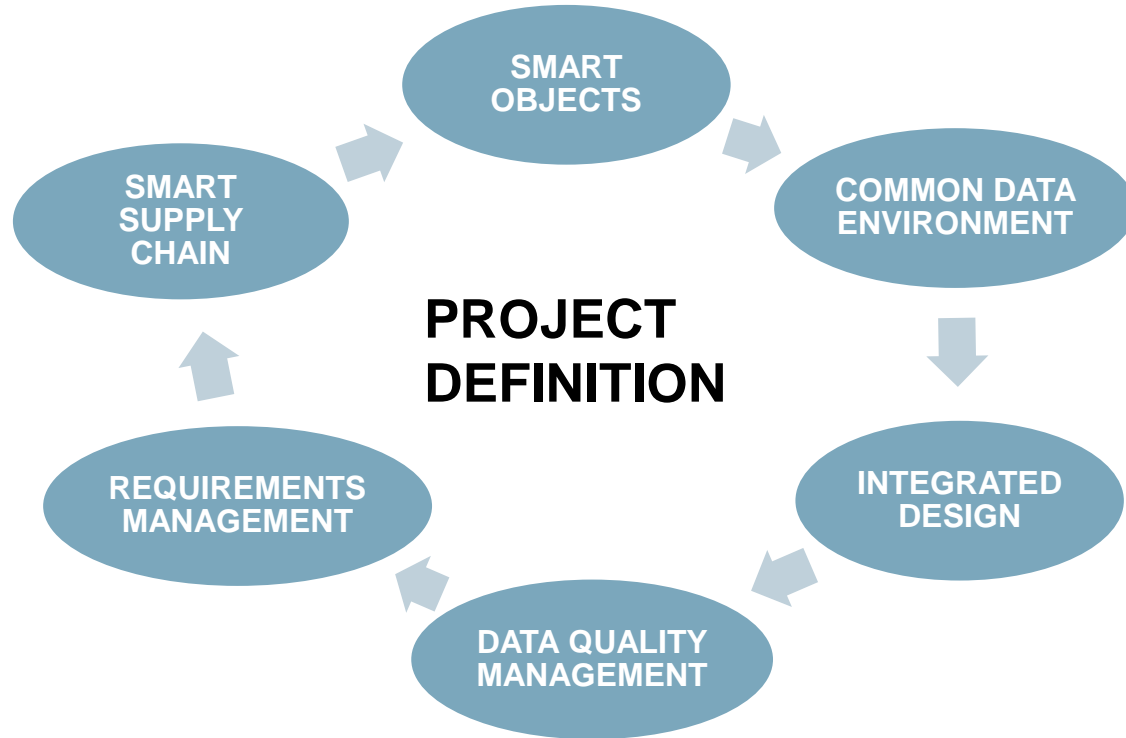


4. XSIGHT vision

3. Digital asset life cycle



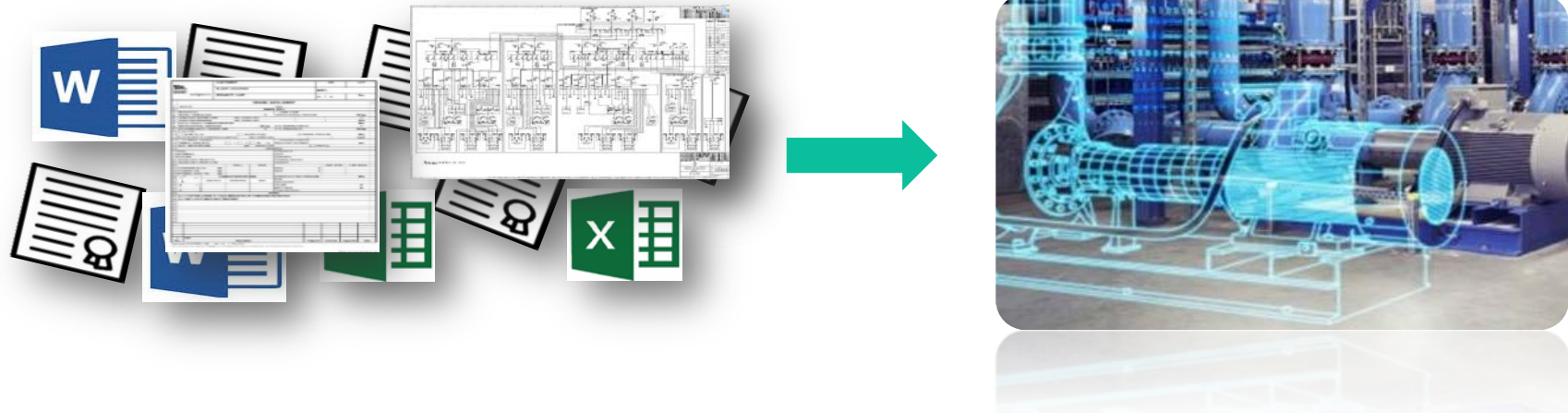
3. Smart Asset life cycle – Project Definition



3. Digital asset life cycle - Smart Object

Then, let's change the angle of perspective.

From documental centric to data centric design approach



Deliverables are obtained as print-outs of engineered smart objects, data models.

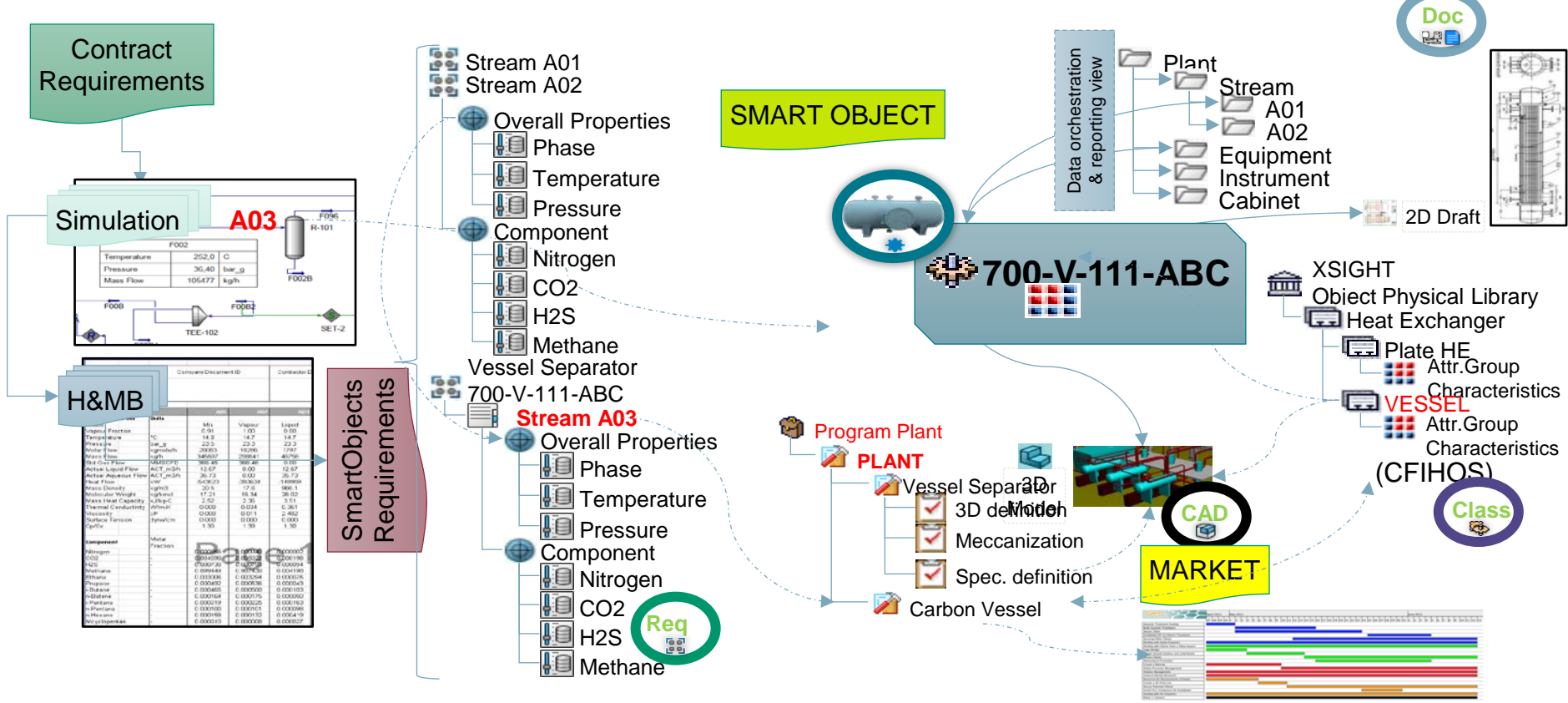
3. Digital asset life cycle - Smart Object

SMART OBJECT

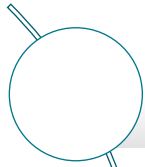


Engineers move the right book (**attributes**) in the right shelf (**data model**) for each smart object to cover each individual step of the **project lifecycle**.

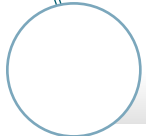
3. Digital asset life cycle - Smart Object in Integrated design



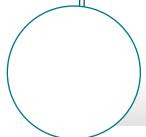
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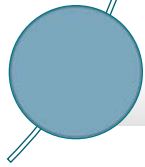
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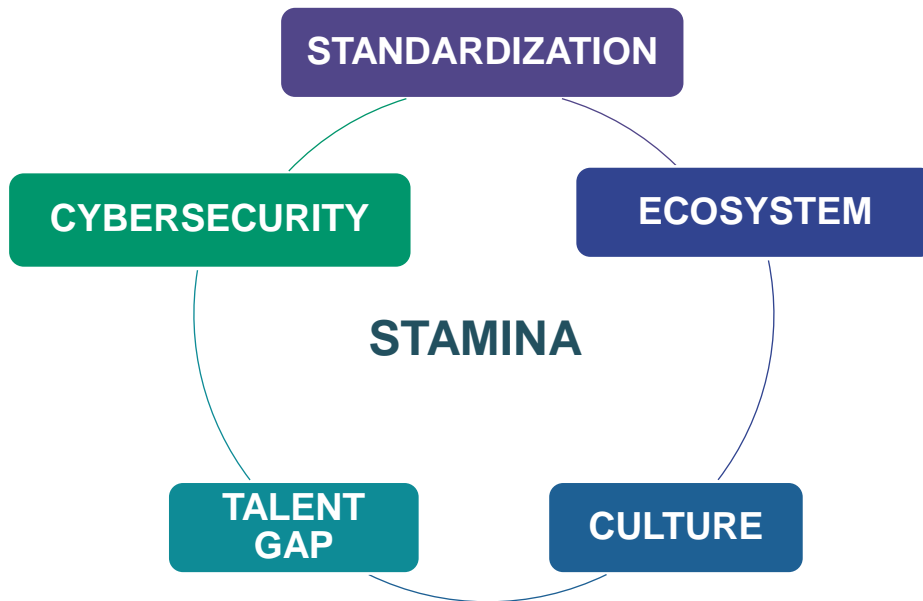
3. Digital asset life cycle



4. XSIGHT vision

4. XSIGHT vision – Why many failed?

Only less 10% of the Companies which have undertaken a digital transformation report to have eventually obtained the expected results. (source: McKinsey's Digital Global Survey, December 2016).



4. XSIGHT vision – How to make it ?

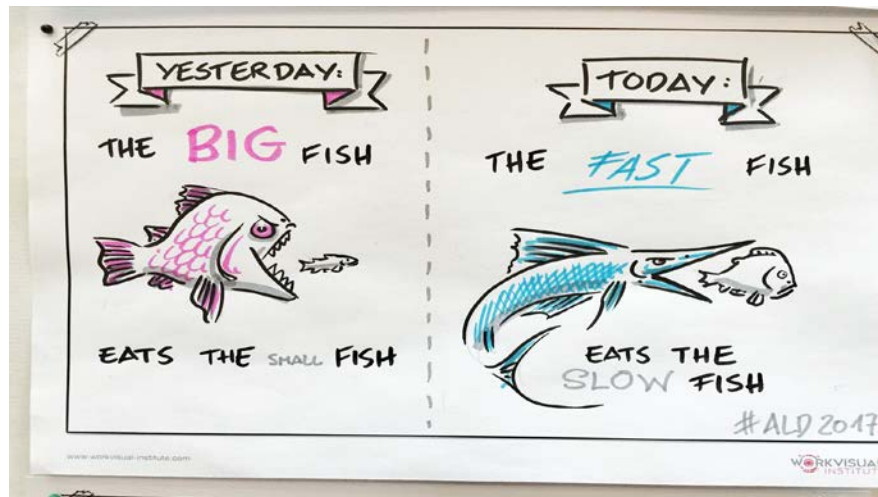
For good ideas and **true innovation**, you need human, interaction, conflict, argument, debate and...



4. XSIGHT vision - Conclusions

**“In the new world, it is not the big fish which eats the small fish,
it’s the fast fish which eats the slow fish.”**

Klaus Schwab, Founder and Executive Chairman of the World Economic Forum





Thank you



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Simplicity is complexity resolved

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