

A composite image featuring a close-up of a train wheel, a smartphone displaying a digital dashboard with data and graphs, and a large, glowing network graph representing connectivity. The overall theme is the integration of traditional rail technology with modern data and connectivity.

# IoT: Internet of Trains

Gerhard Kreß  
Vice President Data Services, Siemens Mobility

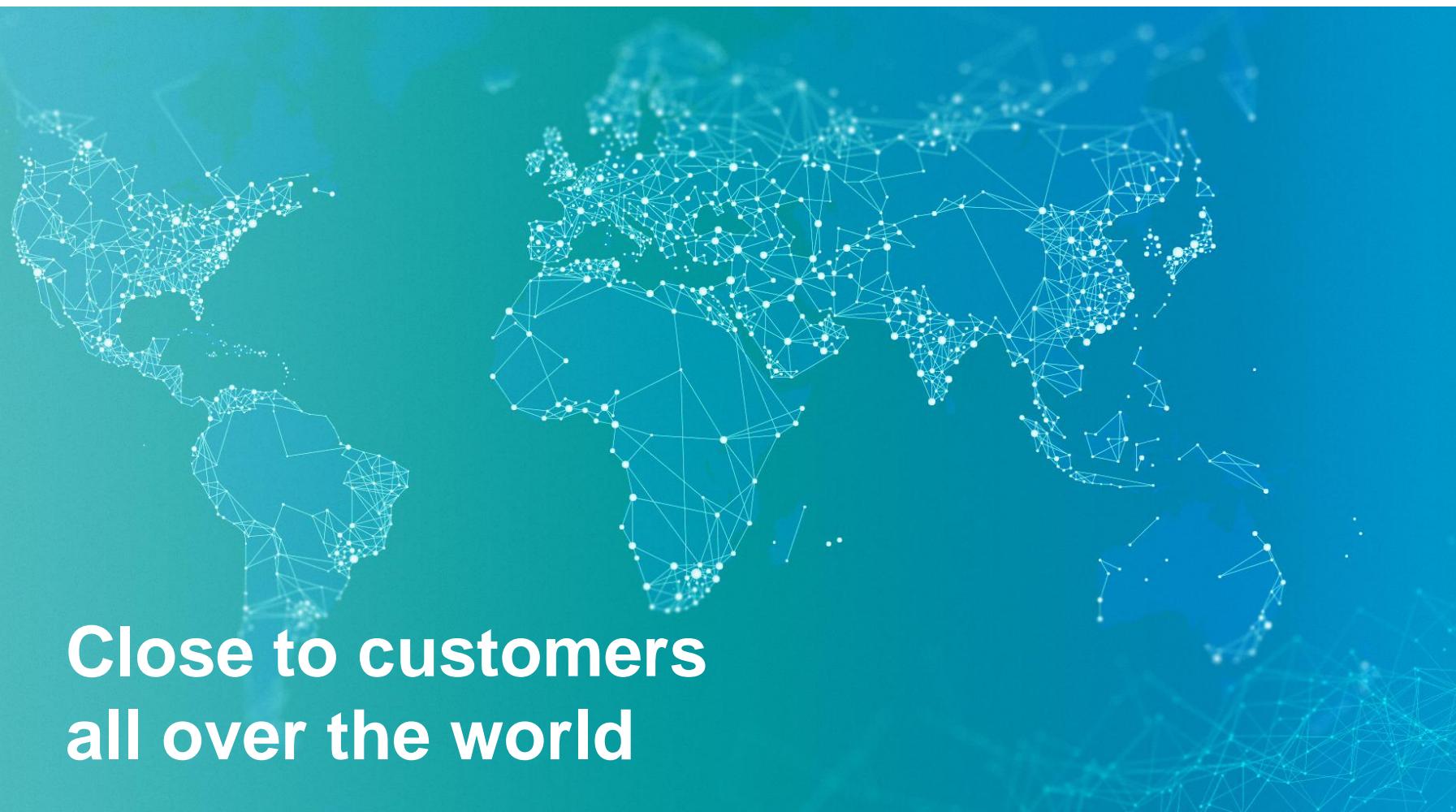
# Topics of the presentation

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- Quick overview on Siemens
- Internet of Trains – What will it bring
- Deep dive: Data Services



# Global presence is key for Siemens to be close to customers all over the world



**Close to customers  
all over the world**

Americas		
Share of total worldwide		
Revenue <sup>1</sup>	<b>€22.7 billion</b>	29%
Employees <sup>2</sup>	<b>72,600</b>	21%
Germany		
Share of total worldwide		
Revenue <sup>1</sup>	<b>€10.7 billion</b>	13%
Employees <sup>2</sup>	<b>113,400</b>	32%
Europe (excluding Germany), CIS <sup>3</sup> , Africa, Middle East		
Share of total worldwide		
Revenue <sup>1</sup>	<b>€31.1 billion</b>	39%
Employees <sup>2</sup>	<b>102,300</b>	29%
Asia, Australia		
Share of total worldwide		
Revenue <sup>1</sup>	<b>€15.1 billion</b>	19%
Employees <sup>2</sup>	<b>62,700</b>	18%

1 by customer location

2 as of September 30, 2016

3 Commonwealth of Independent States

All figures refer to continuing operations.

# Digitalization at Siemens: Combining the physical and digital worlds



## | Virtual world



Analytics  
Fleet management  
Embedded software  
Neural networks



Fault recovery  
**Smart grids**  
Network planning  
Meter Data Management  
Efficient buildings



Traffic management  
e-Tolling  
**PLM**  
Digital Factory  
Collaboration  
in the cloud  
MES



Imaging software  
Image guided therapy  
Decision support

**> 280,000**  
connected devices

**> 16 terabytes**  
of operations data every month

## | Physical world – Siemens installed base



# Siemens AG provides technical products and solutions in a broad set of industries



## Managing Board of Siemens AG

<b>Joe Kaeser</b> President and CEO	Lisa Davis	Roland Busch	Cedric Neike	Michael Sen	Klaus Helmrich	Janina Kugel	Ralf P. Thomas
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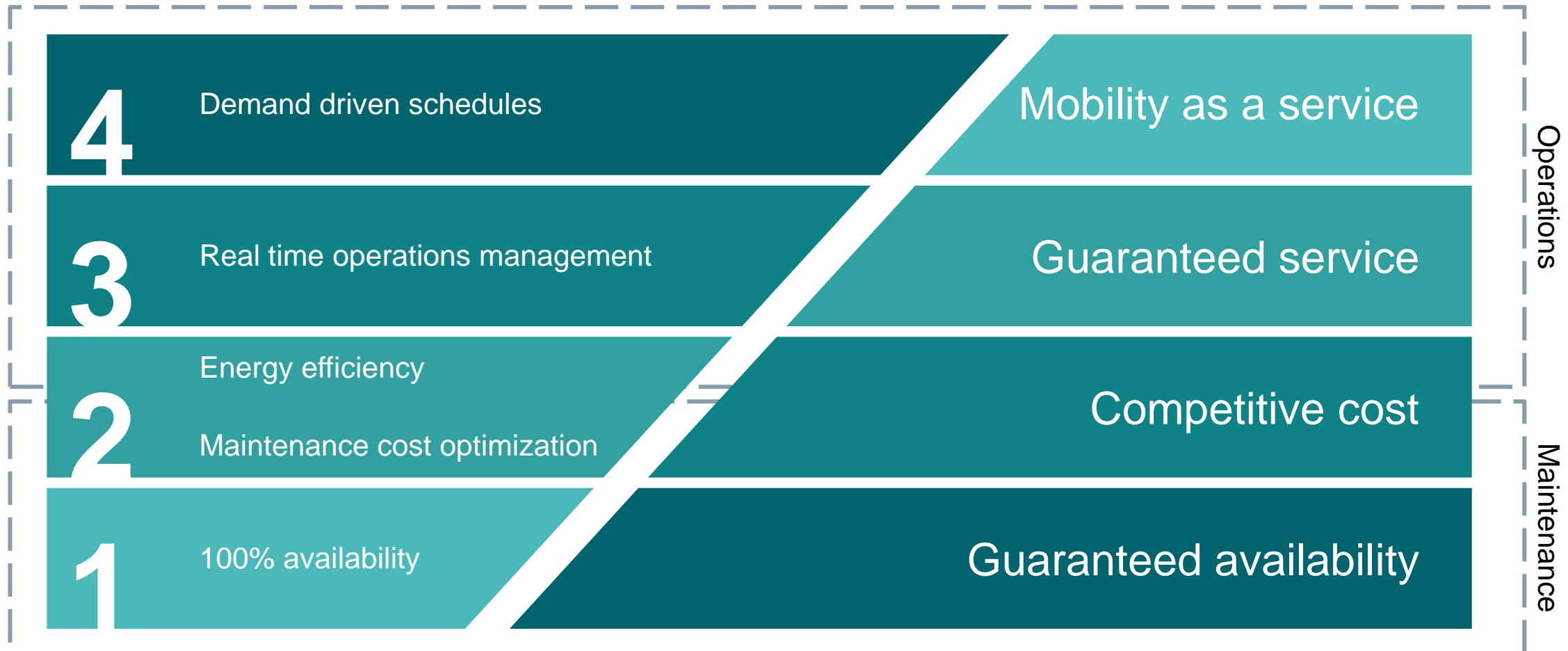
## Divisions

<b>Power and Gas</b>	<b>Wind Power and Renewables</b>	<b>Power Generation Services</b>	<b>Energy Management</b>	<b>Building Technologies</b>
<b>Mobility</b>  Sabrina Soussan / Michael Peter Business Units: • Mobility Management • Turnkey Projects and Electrification • Mainline Transport • Urban Transport • Customer Services	<b>Digital Factory</b>	<b>Process Industries and Drives</b>	<b>Healthcare*</b>	<b>Financial Services</b>

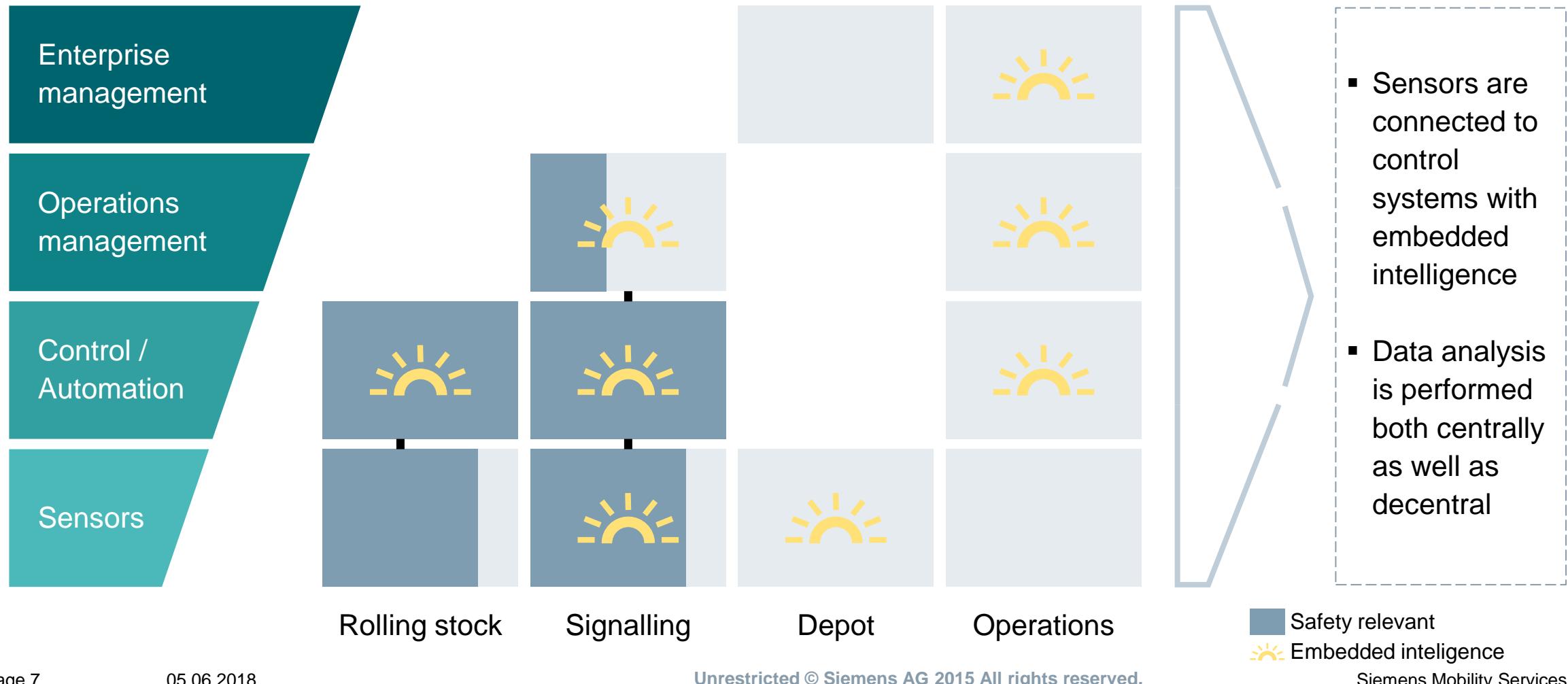
\*Healthcare Division as a separate unit

# Target of the Internet of Trains is to provide flexible transport driven **SIEMENS** by customer needs – it requires 4 major levers to be implemented

Ingenuity for life

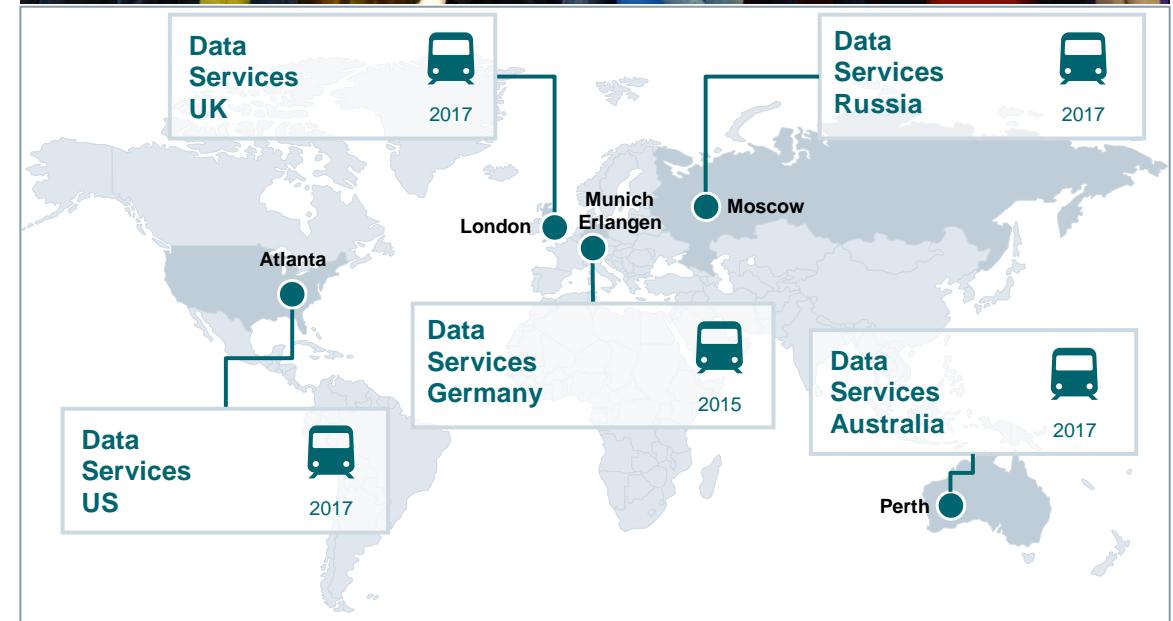


# The „Internet of Trains“ is more then simple IoT – it is a web of systems – with decentralized intelligence

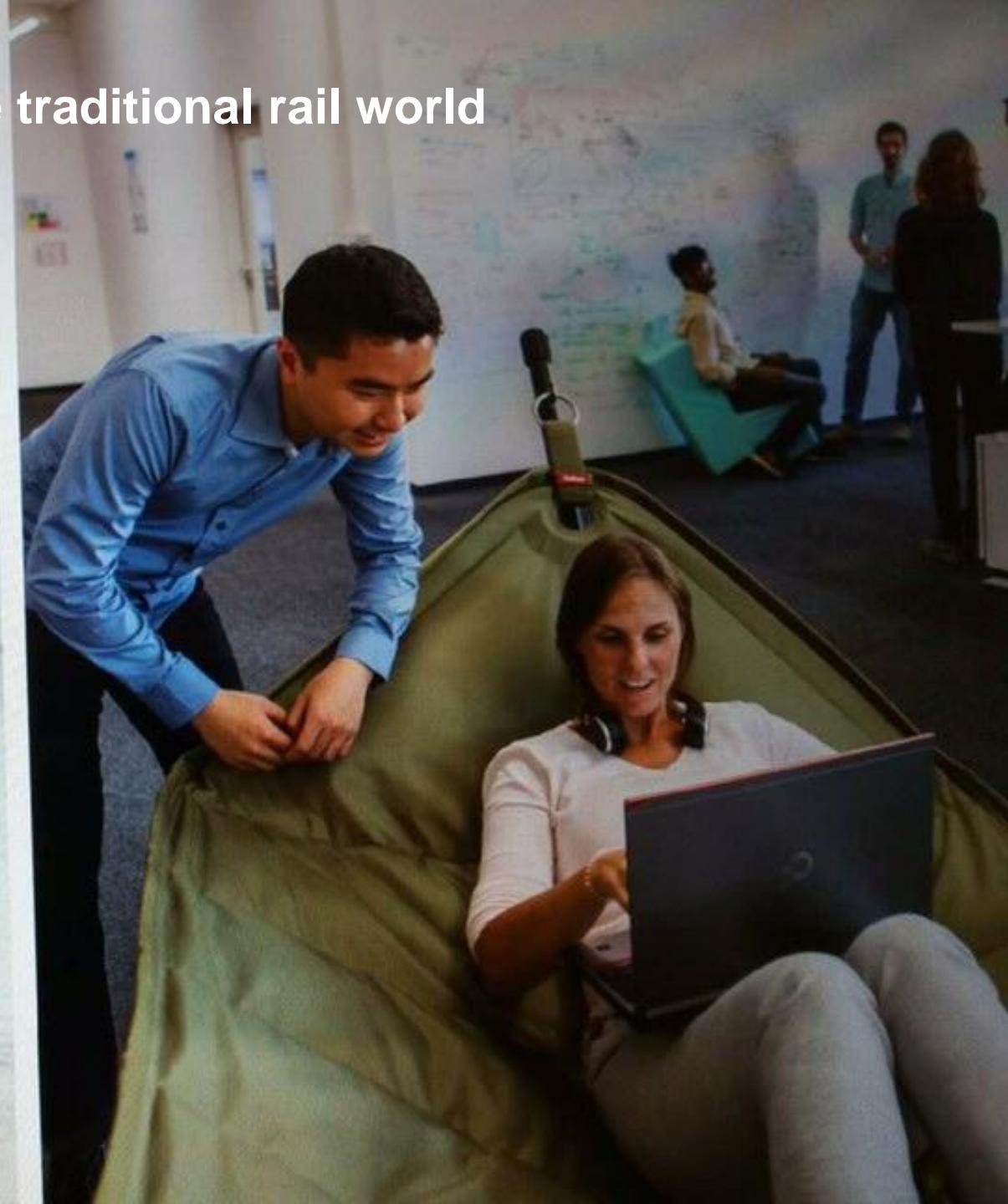


The Siemens Mobility Analytics Center started in 2014 in Munich and has since grown into a global, integrated network

**SIEMENS**  
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It combines the digital environment with the traditional rail world



## Rail asset data

### Rolling stock

- Rail vehicles today send between 1 and 4 billion data points per year

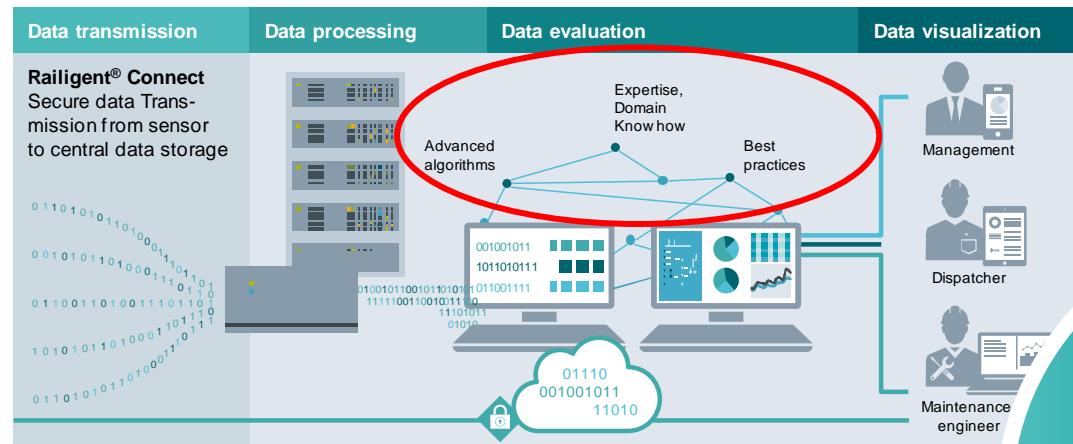
### Signaling

- Rail infrastructure/signaling can send up to billions of messages per year inside the system

### Infrastructure

- Measurement results from infrastructure provide up to 1 TB per run / measurement round

## Railigent



Ensure  
100%  
operational  
availability

# A large set of use cases for rolling stock, signaling and infrastructure has already been implemented for customers

## Rolling Stock



## Signalling



## Infrastructure



### Availability improvement

- Evaluation of **component condition** for right timed maintenance activity
- Prediction of **component failures**

- Prediction of **field element failures**

- Analysis and prediction of **infrastructure wear**

### Maintenance improvement

- Automation of manual tasks
- Increase of “**1<sup>st</sup> fix rate**” by identification of best fitting action

- Analysis of **complex problem situations**

- Reduction of **infrastructure downtime**

### Operations improvement

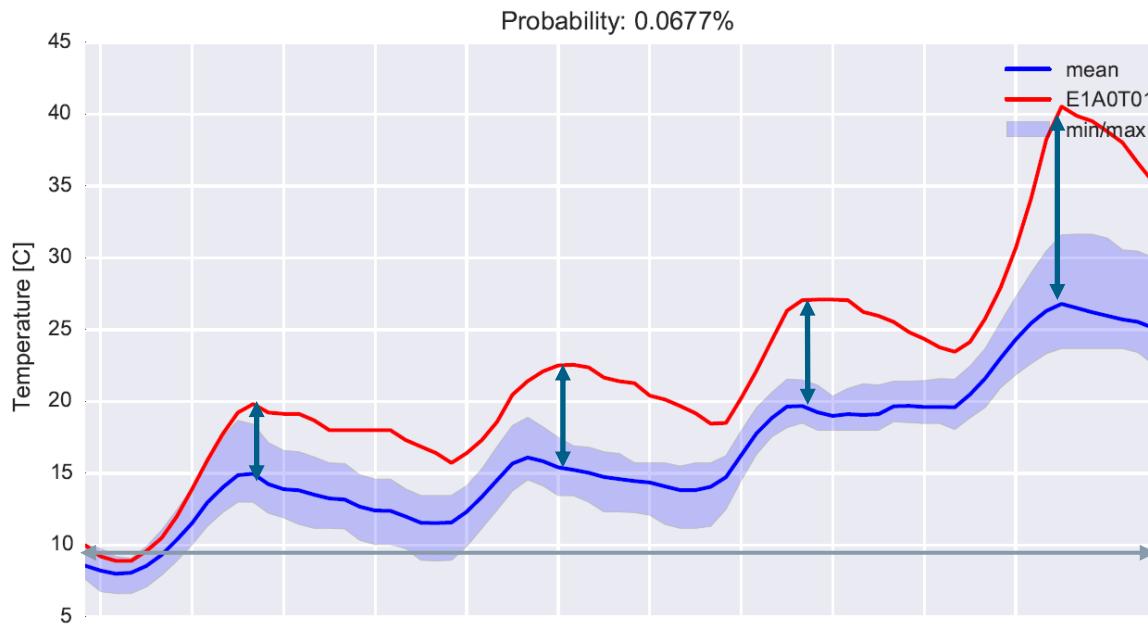
- Optimizing **operations planning**
- Improving **freight wagon utilization**

- Increase of **real network throughput**

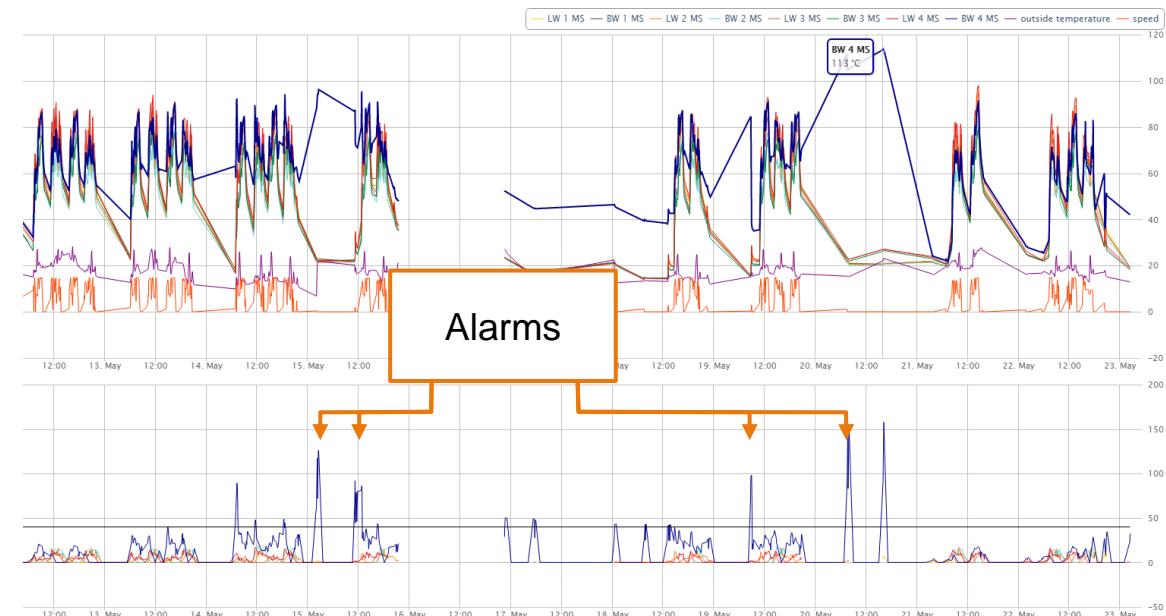
*Selected examples*

# Machine learning example: Automated failure prediction – Bearing monitoring on a high speed train

## Machine learning

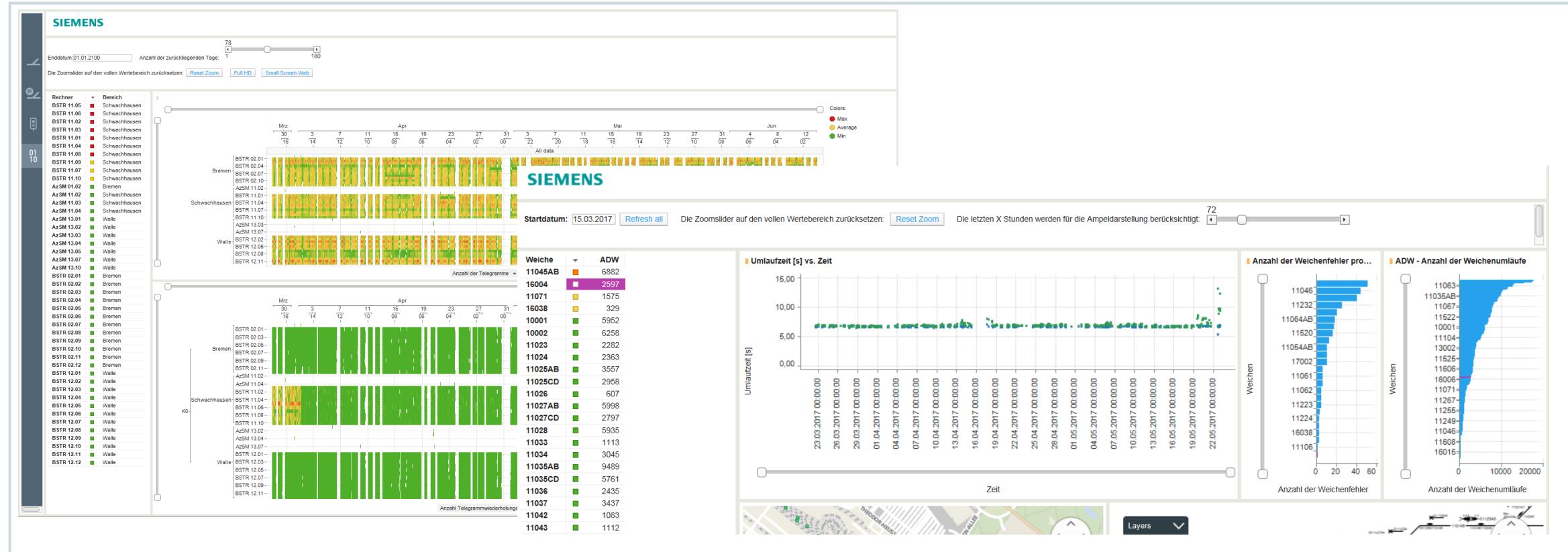


## Operational application



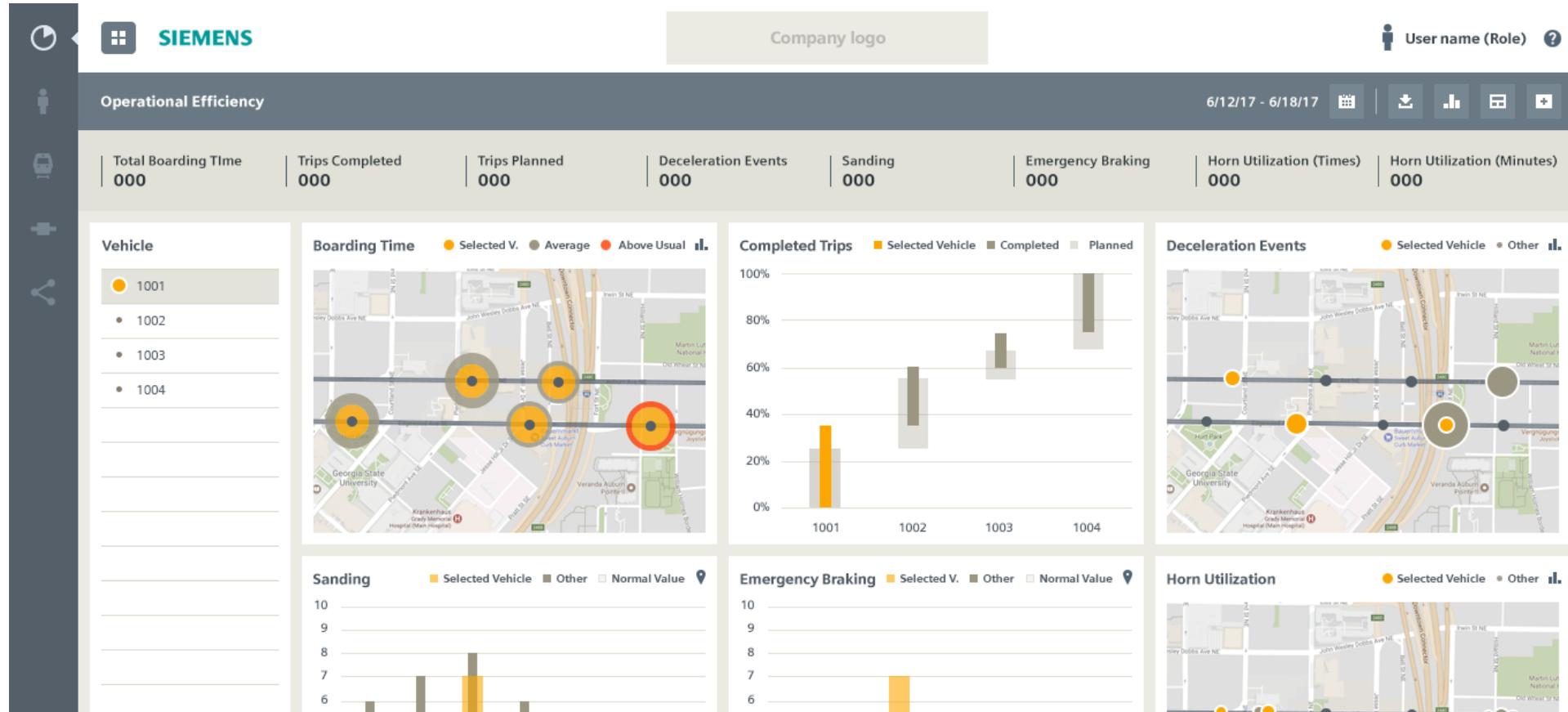
Simplified picture – In reality 8 machine learning models analyze the complete drive train and help identify the exact component and the failure type

# Example – Point machine failure prediction without additional sensors



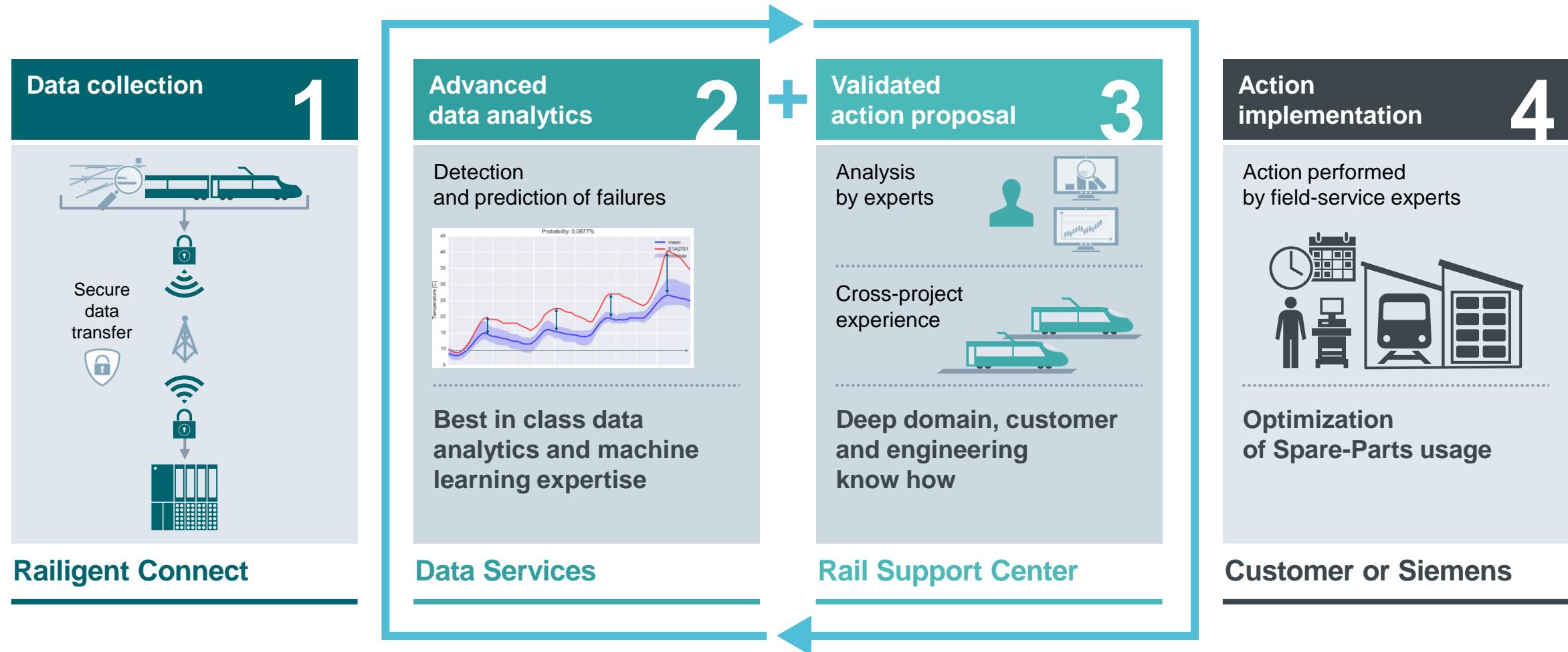
High end data analytics uses the available data to predict point machine failures without needing any additional sensors

# Example – Monitoring of light rail operations for passenger comfort and safety



Monitoring of operations relevant parameters, e.g. boarding time, driving behaviour, braking events, sanding, etc.

# Key success factor is the combination of data analytics and deep domain know how



# Data services change the business models in the industry – from transactional into outcome focused partnerships

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Customer value add

Performance/Asset management  
**“Outcome as a service”**

Data analytics/Insights  
**“Insights as a service”**

Data visualization  
**“Software as a service”**

Data transmission/Connectivity  
**“Managed service”**

3

2

1

0

Customers

Outcome based partnerships

Technical support agreements

Siemens owned maintenance projects

# Real examples show: 100% availability is almost there!

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## Examples

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**Velaro**  
**Spain**



**Availability: 99.98%**

**Metro**  
**Bangkok**



**Availability: 99.96%**

**Velaro**  
**Russia**



**Availability: 99.99%**

Thank you for listening –  
Questions?

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