



## **LOGISTICS OF THE ENERGY REVOLUTION**

INNOVATING  
ENERGY SUPPLY  
CHAINS



**POWERING  
OUR WORLD,  
TOGETHER**

DELIVERING EXCELLENCE  
TO THE ENERGY SECTOR

## **DHL ENERGY REGIONAL CONFERENCE 2022**

# **DIGITAL TRANSFORMATION TRENDS & FOCUS AREAS**

**Oliver Braun**

**Global Digital Large Program Sales**

**Honeywell Connected Industrial**

# HONEYWELL CONNECTED ENTERPRISE WAS FOUNDED TO BUILD INDUSTRIAL SOFTWARE SOLUTIONS



**CONNECTED  
ENTERPRISE**

**4,000+**  
GLOBAL EMPLOYEES

**1,300+**  
SOFTWARE  
ENGINEERS

**150+**  
DATA SCIENTISTS  
AND AI EXPERTS



**CONNECTED  
PLANT**

Serving 1 out of 3 plants  
worldwide



**CONNECTED  
BUILDING**

10M global install base;  
4000 patents globally



**CONNECTED  
AERO**

Deployed on 30% of  
commercial aircraft



**CONNECTED  
WORKER**

550M global  
PPE users

# COMPLEX TRENDS WILL TRANSFORM INDUSTRIES AND TRIGGER INVESTMENTS IN **TRANSFORMATIONAL DIGITAL PROGRAMS**

Industries are facing complex Challenges that require disruptive ways companies Operate ...

- **URGENCY TO ACHIEVE NET-ZERO AND DECARBONIZE OPERATIONS**
- **RISING INVESTOR PRESSURE TO DEMONSTRATE SUSTAINABILITY & TRANSFORMATION**
- **DYNAMICALLY CHANGING DEMAND PATTERNS**
- **PRODUCTIVITY & SAFETY DRIVING NEW WAYS OF WORKING ACCELERATED BY THE PANDEMIC**
- **SLOWED ADOPTION RATES OF DIGITAL TECHNOLOGY IMPACT OPERATIONAL EXCELLENCE & SPEED OF TRANSFORMATION**

... with Digital Transformation Programs supporting this Transition



OIL&GAS



CHEMICALS



MMM

**\$275B**

digital opportunity for Downstream industry<sup>[2]</sup>

**+6%**

shareholder return gains from high digital maturity <sup>[1]</sup>

**1300 Mt**

CO2e reduced from efficiency gains <sup>[2]</sup>

**\$235B**

digital opportunity for Chemical industry<sup>[2]</sup>

**45 yrs.**

Median Age of Chemicals Manufacturing employees

**100 Mt**

CO2e reduced from efficiency gains <sup>[2]</sup>

**\$320M**

potential increase of MMM industry revenue<sup>[2]</sup>

**+9%**

expected uplift in MMM industry margins <sup>[2]</sup>

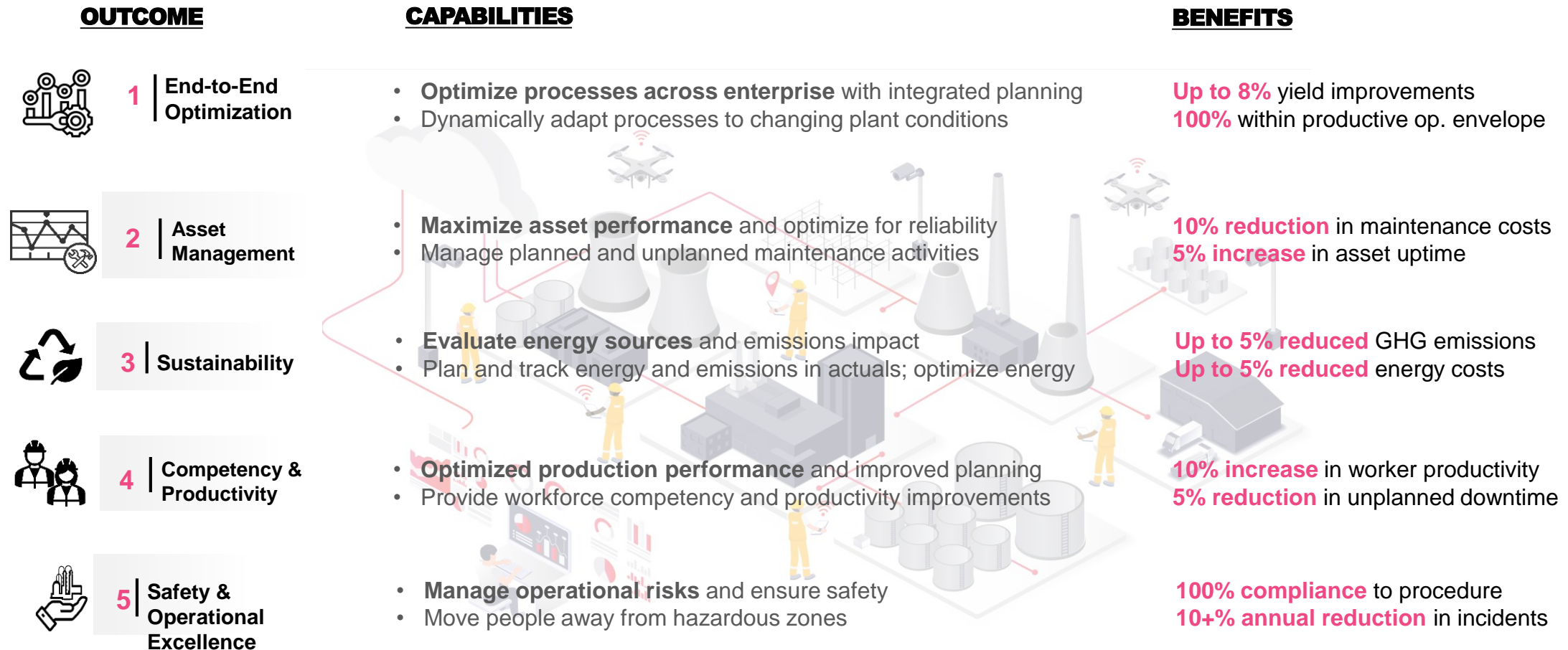
**610M**

tons of CO2e emissions avoided <sup>[2]</sup>

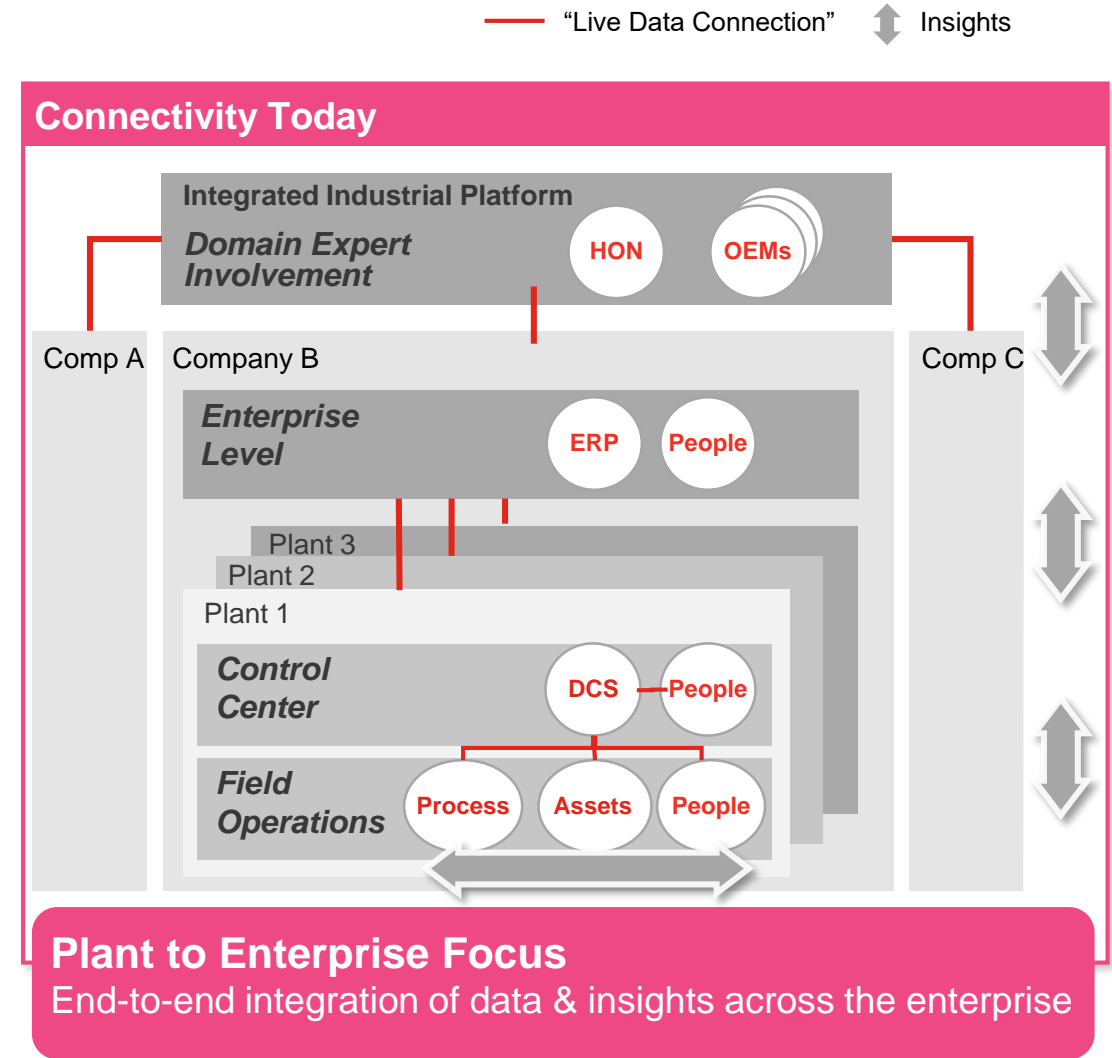
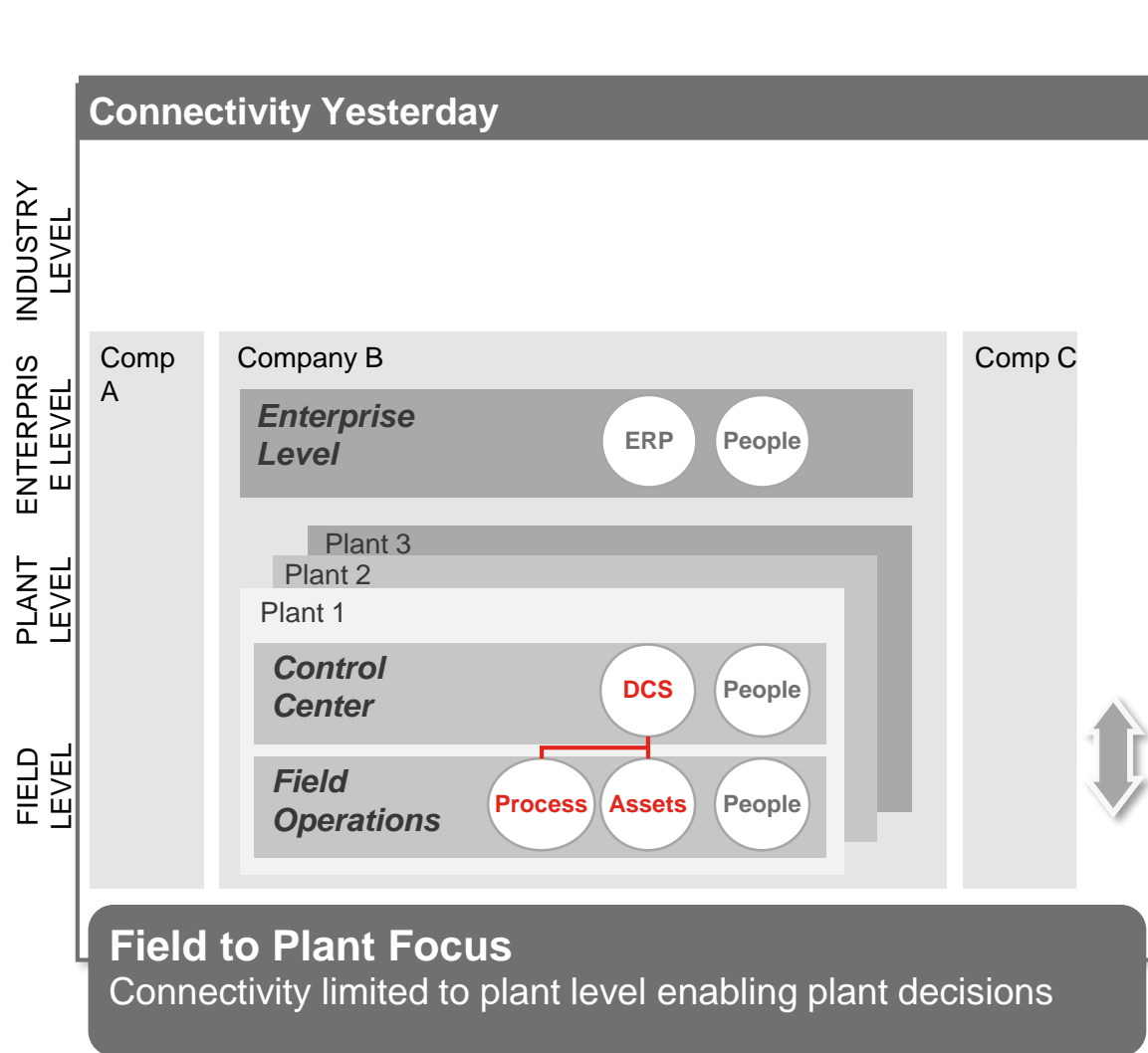
Source: <sup>[1]</sup> BCG Analysis; <sup>[2]</sup> World Economic Forum

This will drive **TRANSFORMATION** of how industries **OPERATE** through well-focused **VALUE CASE OUTCOMES**









# OUR CORE BELIEFS FOR THE FUTURE AND BENEFITS DELIVERED



# CONNECTIVITY IS PUSHING THE BOUNDARIES OF VALUE CREATION



# DIGITAL TRANSFORMATION JOURNEY – LESSONS LEARNED AND BEST PRACTICES

Best practices	Description	Objective
 <b>VALUE FOCUSED</b>	<ul style="list-style-type: none"> <li>Driving value from operation should ultimately drive the prioritization of initiatives</li> </ul>	 <ul style="list-style-type: none"> <li>Ensure high ROI from transformation and auto financing</li> </ul>
 <b>CHANGE MANAGEMENT CONSIDERATION</b>	<ul style="list-style-type: none"> <li>The DT program can only be successful and sustainable if it is embraced by all impacted stakeholders (e.g., field, planning &amp; scheduling, IT, etc.)</li> </ul>	 <ul style="list-style-type: none"> <li>Fast ramp-up &amp; scaling of the program</li> </ul>
 <b>IT / OT INTEGRATION &amp; CLOUD</b>	<ul style="list-style-type: none"> <li>Move from siloed systems to holistic operating model integration (e.g., IT, OT, finance, Sales &amp; Marketing)</li> <li>Cloud infra to reduce cost at scale</li> </ul>	 <ul style="list-style-type: none"> <li>Comprehensive business/ operation approach at scale</li> </ul>
 <b>BALANCED DOMAIN &amp; DATA ANALYTICS</b>	<ul style="list-style-type: none"> <li>Domain knowledge should complement data analytics (i.e. machine learning) to drive relevant insights</li> </ul>	 <ul style="list-style-type: none"> <li>Relevant insights to operators</li> </ul>



# Thank you



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