

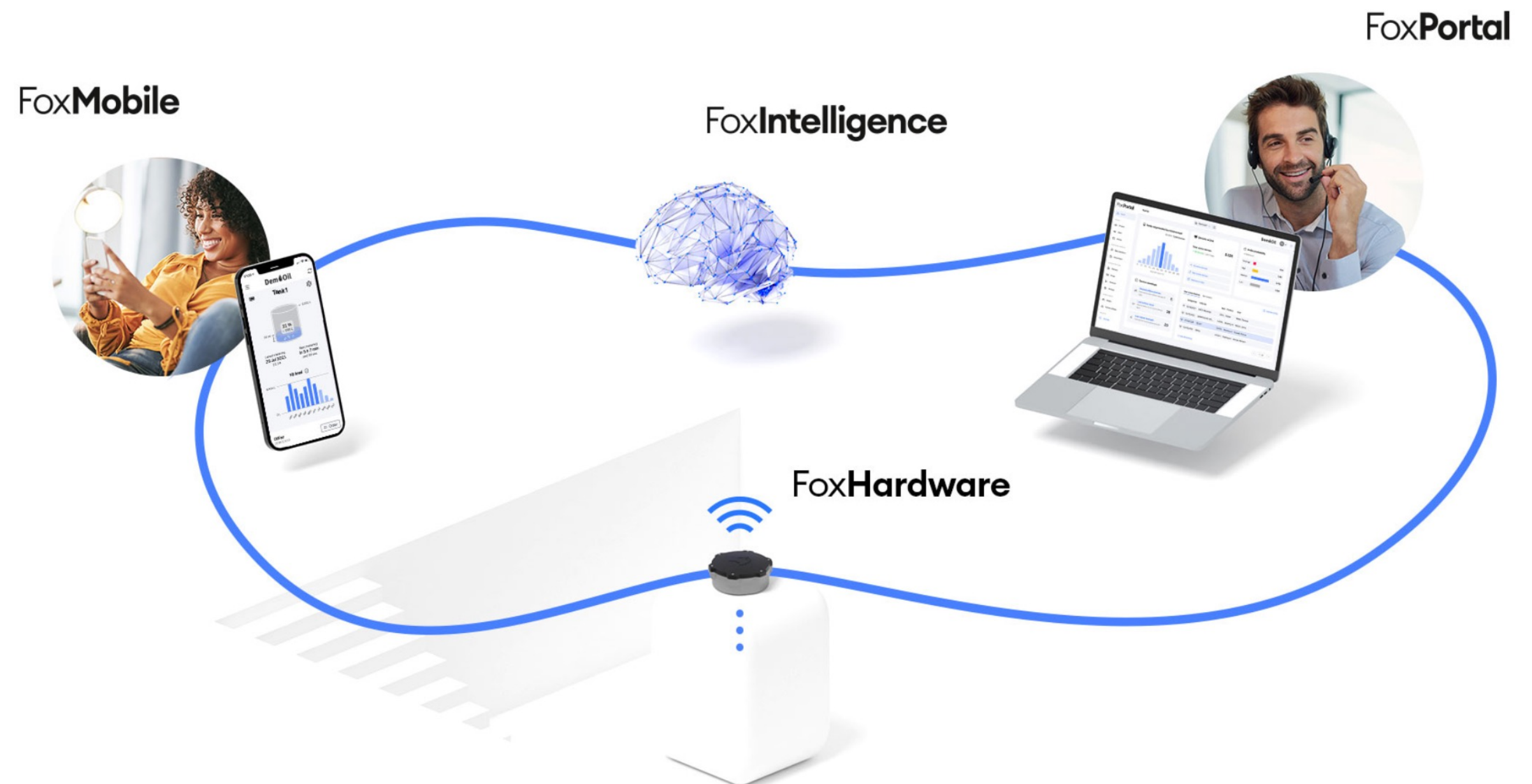
Successful integration of digitalisation project

Rahul Maheshka
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We enable companies to optimise their business processes using intelligent tank data analysis.

Our IoT-based solutions and products ...

- ✓ provide insights into customer needs
- ✓ help sales and logistics staff with their strategic and operational business tasks
- ✓ ultimately save time, budget and natural resources



Digitalisation

Making the same thing but digitally is **not digitalisation**.

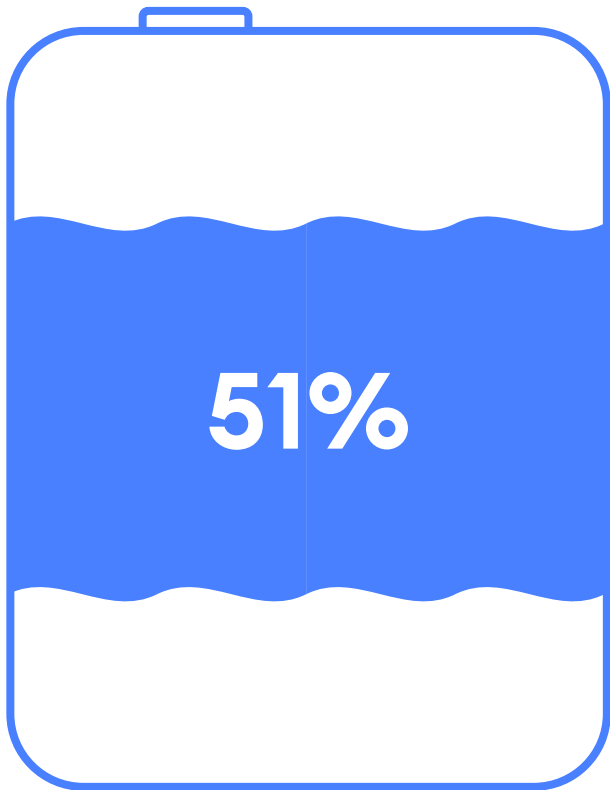
Data integration and usage must be thought and lived **more radically**.

Data-based decision making will be the **differencing factor** of a company success.

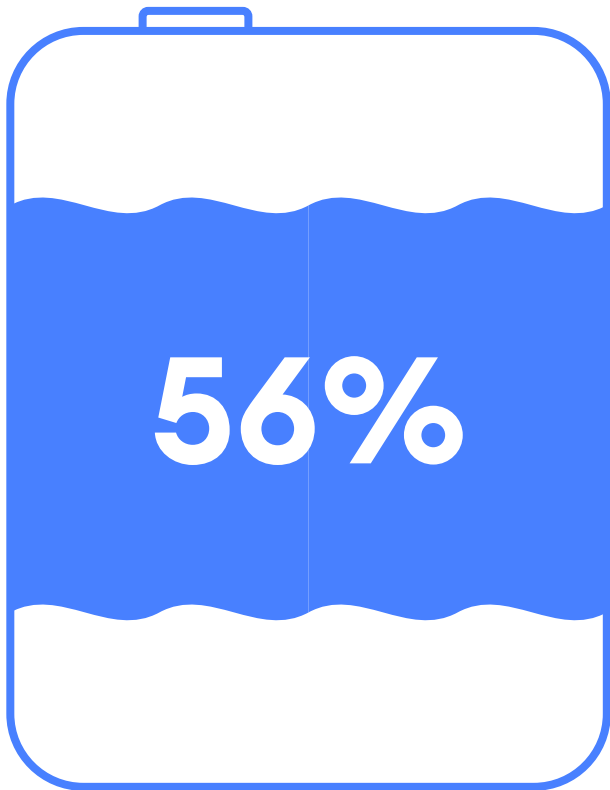


Digitalisation and Data Analysis are positively impacting tank utilisation

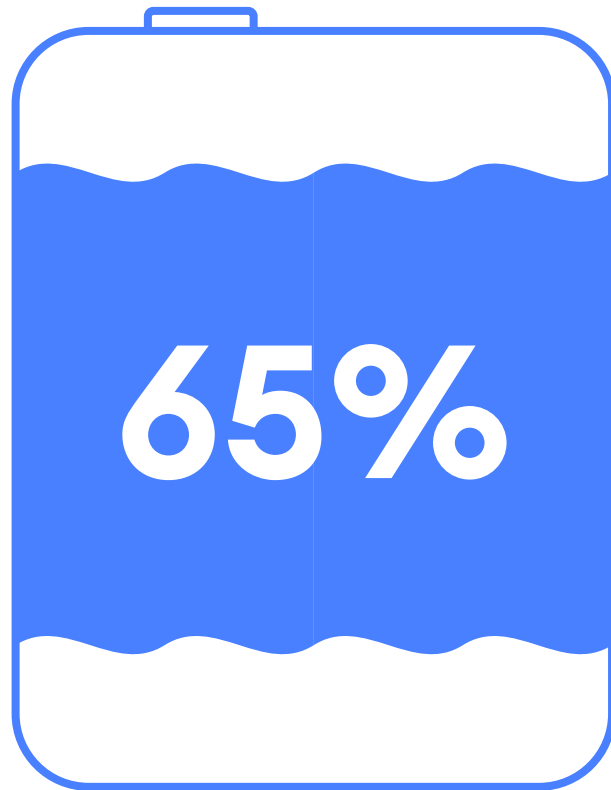
At Beginning
of using Analysis



Change
after 1 year



Potential
with Data Analysis



It's easy. But is it?

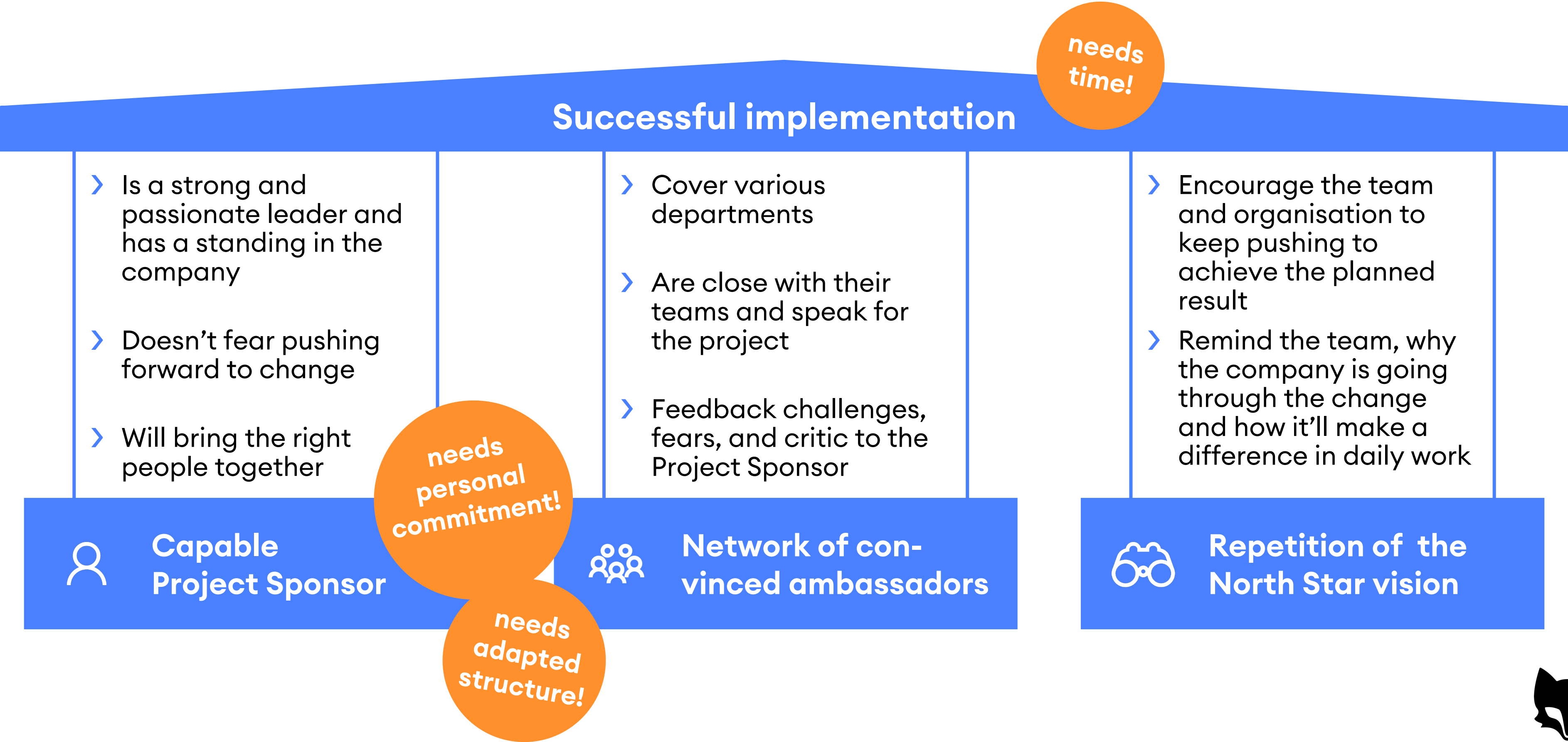
It will not fail because of the **technology**.

Implementing Remote Tank Monitoring and Data Analysis is a **change project**.

Missing leadership is the largest threat for the success of digitalisation.



Three essential pillars for the success of digitalisation projects



Everything will stay different!

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