



Industrial Internet
as an enabler for global business



Oy Delta-Enterprise Ltd for Manufacturing 1

Who is speaking?

Kosti Lepojärvi

- Previously: Aalto-university
- Currently: Oy Delta-Enterprise Ltd

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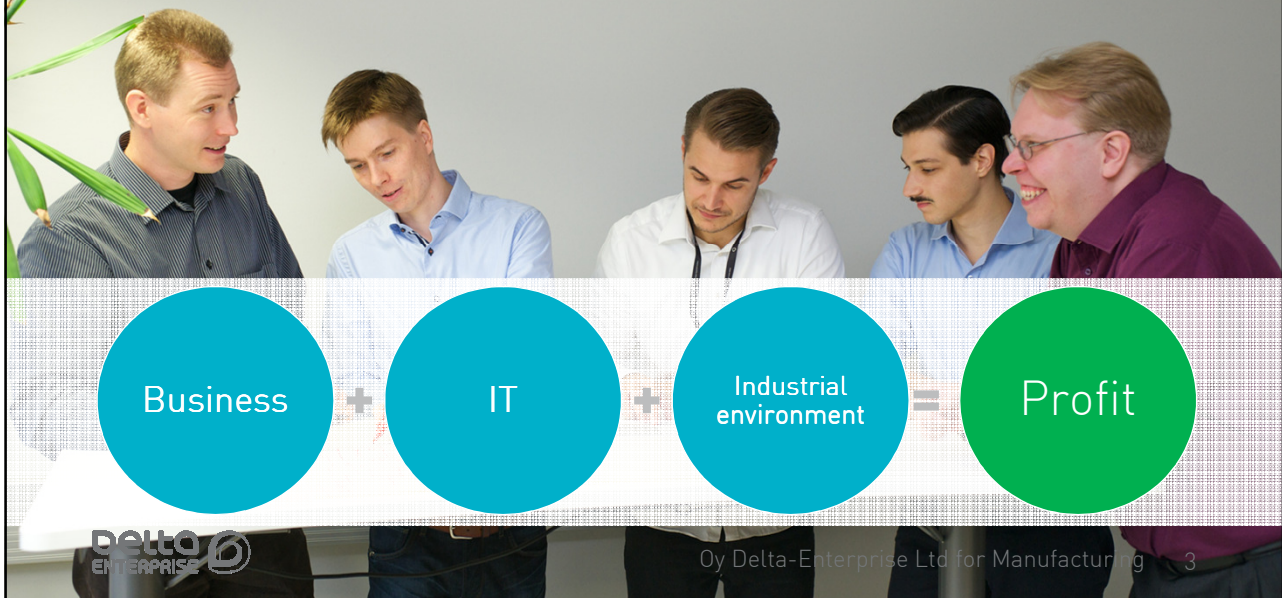
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fi.linkedin.com/pub/kosti-lepojarvi/40/ba0/781



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Company Overview



Industrial internet



~~HOW?~~

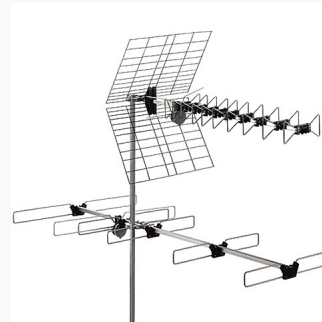
FOR WHAT'S SAKE?

Konecranes

"It's not enough to spread sensors. The sensordata should be connected with service concept.

- One who can accomplish this will make money the most"

-Pekka Lundmark, Tekniikka&talous, august 2014



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Case Kaptas: towards global business

Kaptas Oy
Adaptable Associate

Turvaamme yrityksesi kilpailukyyn
Löydä [Kaptas ratkaisu](#)! Juuri Sinulle >

Teollistaminen

Prototyyppit

Konevalmistus,
projektointi

After Sales -palvelut

Valmistuspalvelut

Kaptas Oy – production efficiency

Kaptas Oy is a company specialized in increased production efficiency via the development of novel methods, technology and processes.

Revenue: 2 MEUR
Employees: Around 20



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FOR WHAT'S SAKE? Kaptas & Industrial Internet

Kaptas Oy goes global

- *Schedule maintenance activities*
- *Continuous operation of the machine → customer satisfaction*
- *No need to send experts abroad*

- Pertti Tykkyläinen, CEO, Kaptas Oy



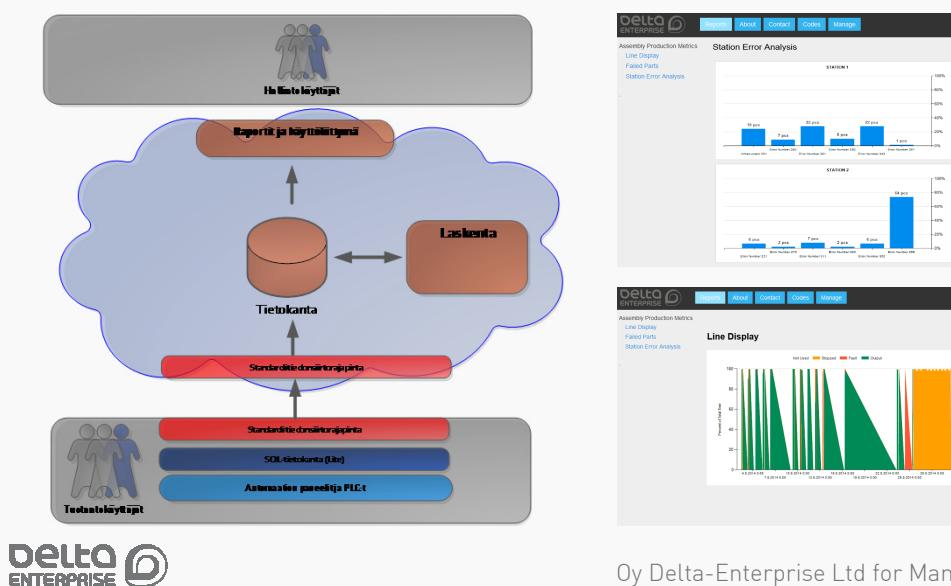
Benefits for owners

- "Already 20% service-business portion of revenue makes company interesting target"
- "Capital structure can be structured more efficiently"
 - Forecasting
 - Balanced cash-flow

- Sami Sairanen, CEO, Broadius Partners Oy

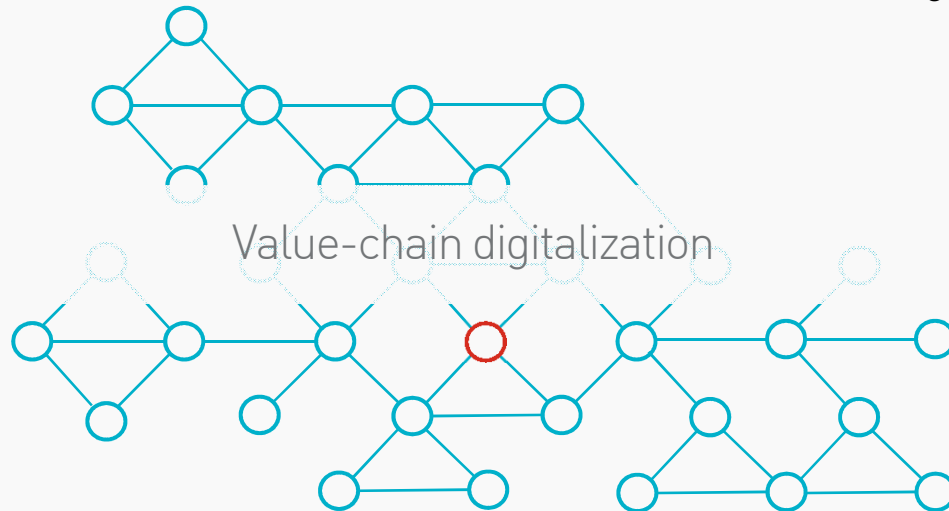
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HOW: Kaptas' industrial internet is done?



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Delta's view: Industrial internet for manufacturing SMEs



Tie papereista paikallisiin järjestelmiin ja digitaalisiin arvoverkostoihin 11

Thank you



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