Who is speaking?

Kosti Lepojärvi
• Previously: Aalto-university
• Currently: Oy Delta-Enterprise Ltd

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Company Overview

Business + IT + Industrial environment = Profit

Industrial internet

www.shaunthesheep.com
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

Case Kaptas: towards global business

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
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

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

- Pertti Tykkyläinen, CEO, Kaptas Oy
- Sami Sairanen, CEO, Broadius Partners Oy

HOW: Kaptas’ industrial internet is done?

Oy Delta-Enterprise Ltd for Manufacturing
Delta’s view: Industrial internet for manufacturing SMEs

Value-chain digitalization

Thank you