

Media Release

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Generating added value from big data: Voith presents digital solutions for industrial companies at the Hannover Messe for the first time

Page 1 of 3

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- **Trade fair motto: "Value-driven Intelligence"**
- **Solutions for the process, energy, transport and automotive industries**
- **Also focusing on cyber security, service and e-business**

Heidenheim/Hanover. Under the motto of "Value-driven Intelligence" Voith will be introducing its new Group Division Voith Digital Solutions, which was founded in 2016, at the Hannover Messe 2018. This Group Division specializes in the development of digital solutions for industrial companies. This extensive spectrum covers traditional automation solutions and cloud-based IoT applications up to the development of new business models. In Hanover the company will be demonstrating how Voith's data specialists are using 150 years of industrial experience to support customers with the digital transformation. Voith's digital solutions always focus on creating added value for customers. Voith Digital Solutions will be at stand F16 in the Digital Factory section of Hall 7 from April 23 to April 27.

Visitors to the stand will discover solutions and examples of applications from the process, energy, transport and automotive industries, and will be able to use a tablet-based interactive map to navigate through various scenarios. One of these scenarios is the way in which companies employ Voith's digital solutions to optimize their use of raw materials and to avoid downtimes by taking proactive preventive measures against defects. Customers will also have the opportunity to find out about Voith's expertise as a full-line supplier for hydropower plants and how this know-how can be used in the digital lifecycle management of their plants. Voith is positioning itself as a partner which can not only provide orientation with regard to big data for machines and plants, but which can also offer its customers digital solutions to help them better analyze data and make intelligent decisions.

From cyber security via smart service to e-business

Service in particular benefits from Voith's digital expertise and industry experience: industrial companies using Voith's remote, mixed reality and multi-channel solutions are faster, more flexible and cost effective. Technologies also offer new opportunities for trainings. Visitors are able to experience modern 3D/virtual reality technology live at the exhibition stand.

Page 2 of 3

Cyber-attacks like Wannacry have shown that industrial companies are increasingly focusing on cyber criminals. Voith also has answers to offer in this field. Not only is the Voith infrastructure ISO/IEC 27001:2005 certified, Voith experts also have more experience and knowledge of digital weak spots and challenges in plants and machines than operators which only provide IT services. Industrial companies can benefit from this head start, for example, through special penetration tests for the industrial Internet of Things (IIoT).

Voith also offers custom-tailored solutions for sales and procurement requirements in the digital age. Voith's digital experts understand how to make unstructured industrial data useful in B2B processes, for example. Voith can use this knowledge to develop webshop solutions which are tailored to individual customers and which deliver state-of-the-art user experience.

"Cost pressure is growing with progressive digitalization. And competitors from the digital world are also moving into the industry. At times such as this, decision-makers need solutions which help them to find their way around the data jungle to make intelligent, data-based decisions," says Dr. Roland Münch, CEO Voith Digital Solutions. "Voith is the ideal partner for the digital transformation in the industrial environment. As a technology leader in the markets we have know-how and capacities which are needed to provide customers with intelligent, value-adding solutions."

About the company

Voith Digital Solutions bundles Voith's long standing automation and IT expertise with the know-how in the fields of water power, paper machines and drive engineering. This new Group Division works with new and existing customers to develop innovative products and services by driving

IoT innovations and decisively shaping the digitalization process in the field of machine and plant engineering.

Voith is a global technology group. With its wide range of systems, products, services and digital applications, Voith sets standards in the markets for energy, oil & gas, paper, raw materials and transport & automotive. Founded in 1867, Voith today has more than 19,000 employees and earns 4.2 billion euros in sales. It has locations in over 60 countries and is one of the largest family-owned companies in Europe.

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Page 3 of 3

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