

# Connected Drums

Bringing Value to  
Our Customers  
with IoT Solutions

**Webinar**

September 22, 2020  
2:00 PM EST

 **Nexans**

# Bringing Value To Your Business With IoT

## Our Speaker



**Nada Filipovic**

Regional Services & Solutions Manager

Charleston, South Carolina

# AUDIENCE PARTICIPATION

- Questions can be asked at any time using the chat function on the webinar screen by 'send to staff'
- Any unanswered questions will be followed up through email
- This presentation, a recording of the webinar and a short survey will be emailed to all registrants

BUILDING & TERRITORIES



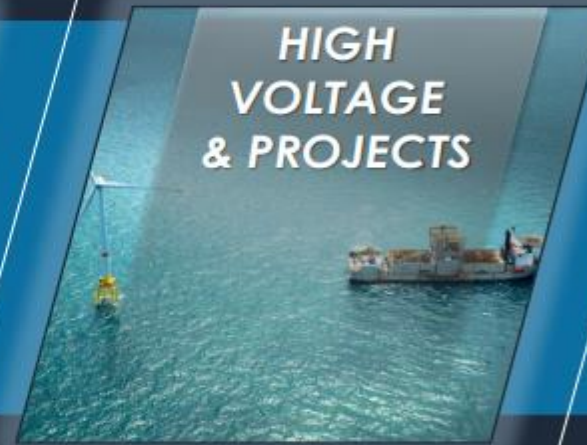
INDUSTRY & SOLUTIONS



TELECOM & DATA



HIGH VOLTAGE & PROJECTS



# NEXANS - A Global Cable Solution Provider

**\$10.4<sup>Bn</sup>**

SALES IN 2019

**\$639<sup>M</sup>**

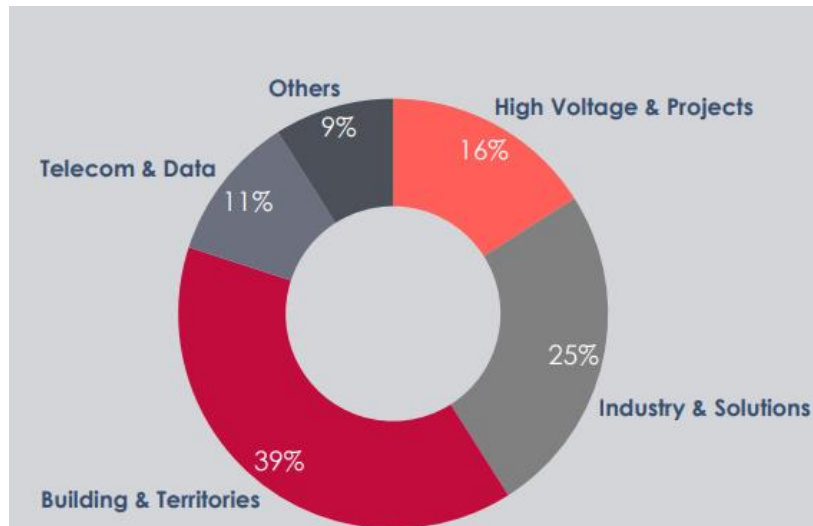
EBITDA, INCLUDING IFRS 16 IMPACT

**34**

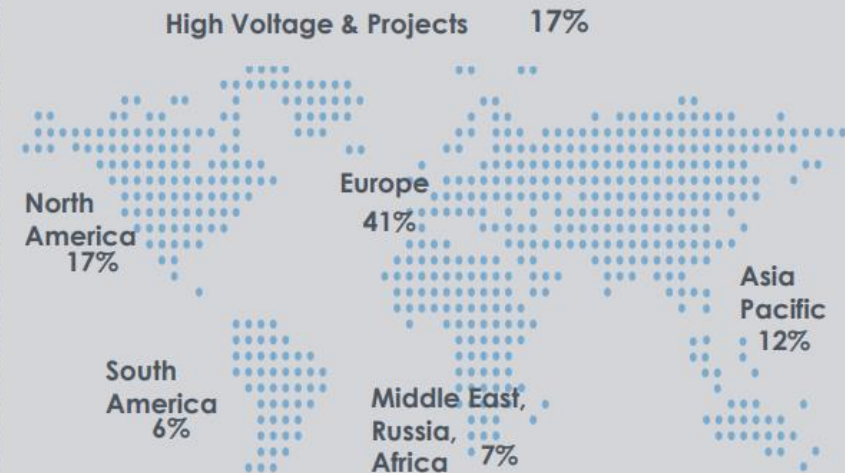
COUNTRIES WITH INDUSTRIAL FOOTPRINT

**26,000**

EMPLOYEES



Group's revenue was 4,6 billions Euros at constant metal in 2019



% based on Sales at constant metal prices, excluding Harness

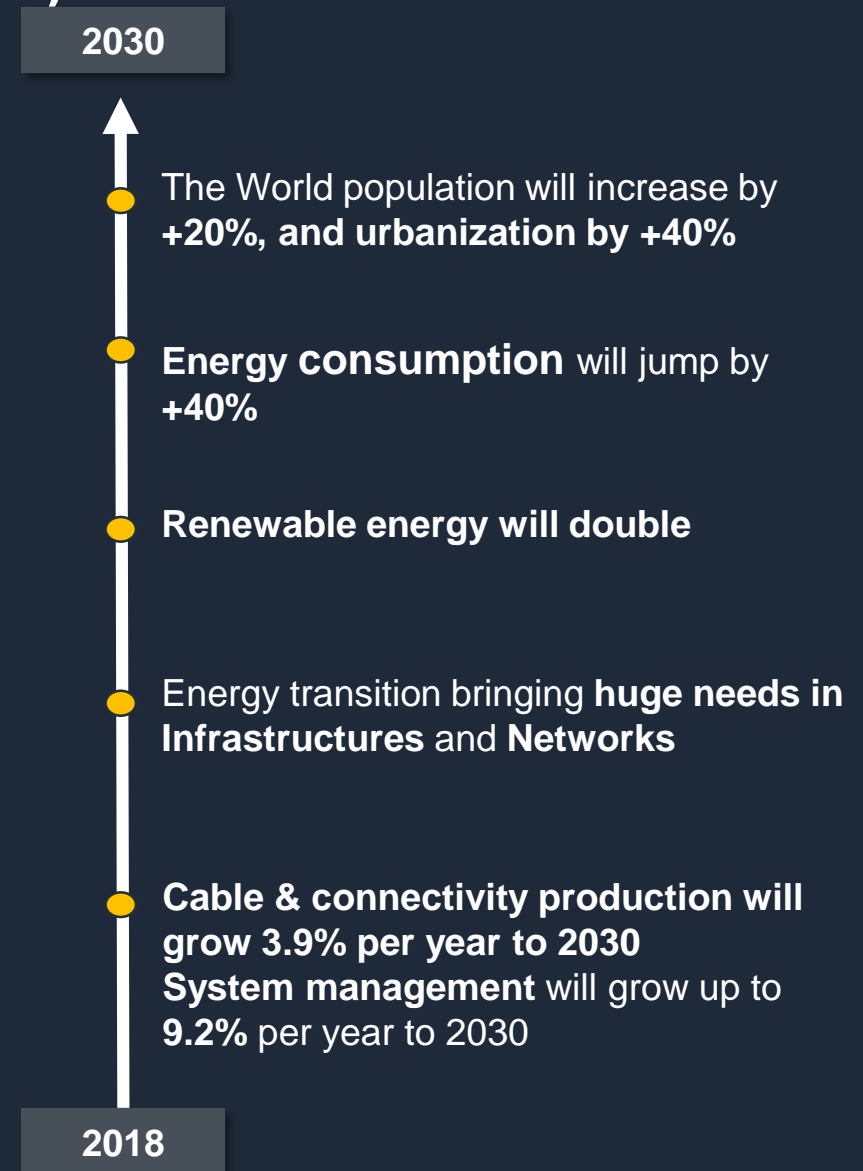


# Lead The Value Growth (Innovation & Services)

Long term perspectives are excellent and require a move alongside the value chain leading to **value growth** more than **volume growth**

By capturing new services, building modules and systems Nexans will:

1. Deliver the **best value for money for its clients**
2. **Escape the commodity traps** and future intermediation risks.
3. Address the **\$185B market services** with new offerings and strategic partnerships



# The Evolution of Connected Solutions

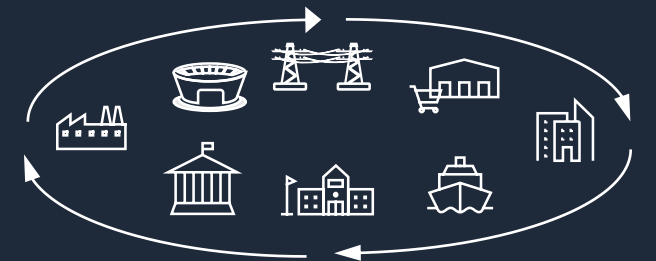
*Today*  
**Connected Assets**



*Emerging*  
**Connected Environments**



*Future*  
**Connected Ecosystems**



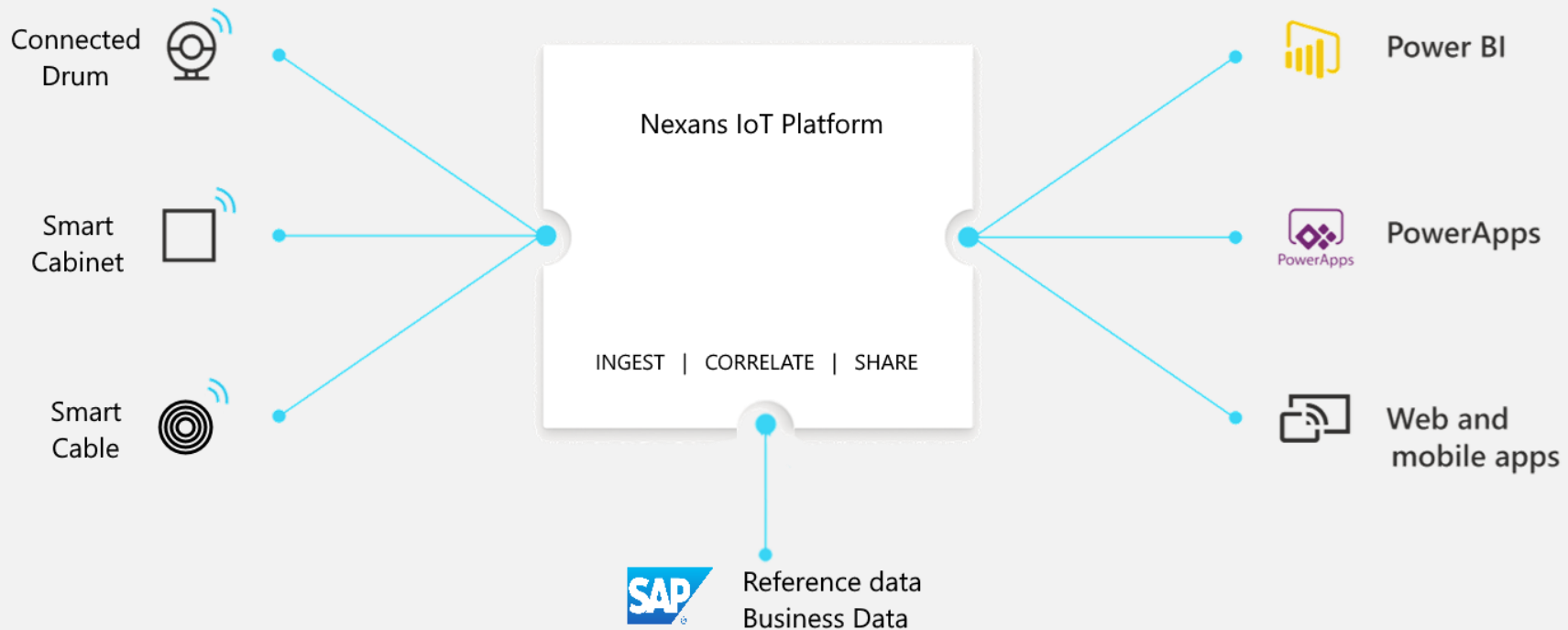
# Nexans IoT Platform on Azure

## An Open Platform

Connect your different assets to the same platform

Correlate real time data from IoT with your business data from SAP

Use APIs to consume the data where you want



# The Connected Drums Solution

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## The Augmented Reel

*Get more from your cable reel data*

### Real-Time Location

Monitor  
your reel fleet

### Cable Theft & Loss

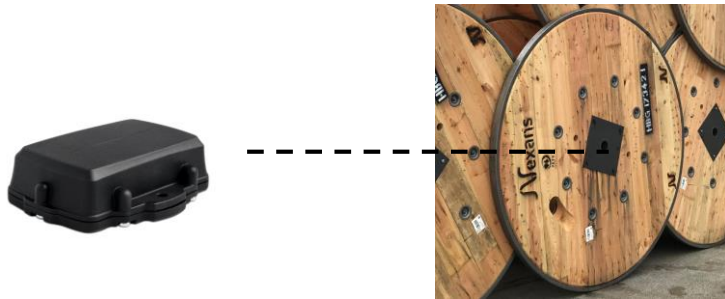
Save  
Money

### Inventory Management

Follow your residual  
length  
in real-time and optimize  
your inventory

# How It Works

## Hardware



Devices embedded  
in our reels



Geolocation  
Movement  
Sensors

Edge  
Computing

3-4  
years  
battery  
life

Real-Time

## Infrastructure



CLOUD NATIVE

SIGFOX  
LORA  
2G/3G/4G/LTE-M



Real-Time  
Alerts

## Software



SAAS platform  
connected with your  
ERP



# EUROPEAN UTILITY BUSINESS CASE

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Reel Fleet

**26 000**

Returnable Reels

Annual Costs

**8M€**

Costs related to reels

**800 K€**

1,300 reels  
lost per year

**500K€**

Cost directly linked to lost reels

**300K€**

Working Capital Costs

**2.5M€**

Savings provided by  
Connected Drums

# +10

## active customers

Installers, Distributors,  
Utilities/Energy, Telecom



## Connected Drums



Nexans

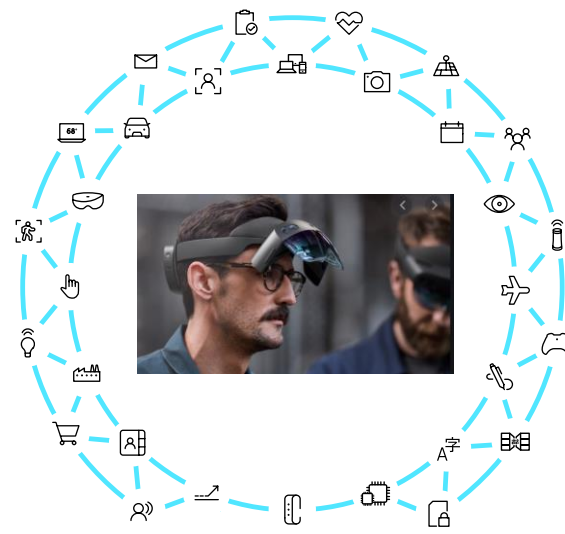
# A Full IoT Ecosystem to Augment Our Customer's Journey



Connected Drums



Smart Cables



Smart Inventory

Smart Cabinets  
INFRABIRD™

## Smart Inventory Management

**YOUR BENEFITS:**

- Real time Stock visibility
- Stock consumption follow up in real time
- Quick reception process
- Fast and easy physical stock counting

**Solution based on RFID technology and demand driven supply models to easily monitor your stocks and manage your inventories in real-time.**

**Real-time Web platform**

\*RFID = Radio Frequency Identification

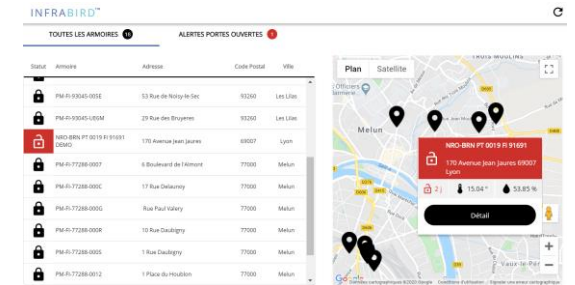
**EXPERIENCE FROM THE FIELD**

"We are benefiting from inventory reduction, securing material availability, reduction of administrative costs in the entire supply chain as in operations (...) and high transparency"

**BOMBARDIER**

Inventory	-38%
Customer lead time	-54%
Storage space	-51%

Source: Bombardier Kasel, 2018





# Thank You !

Contact

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