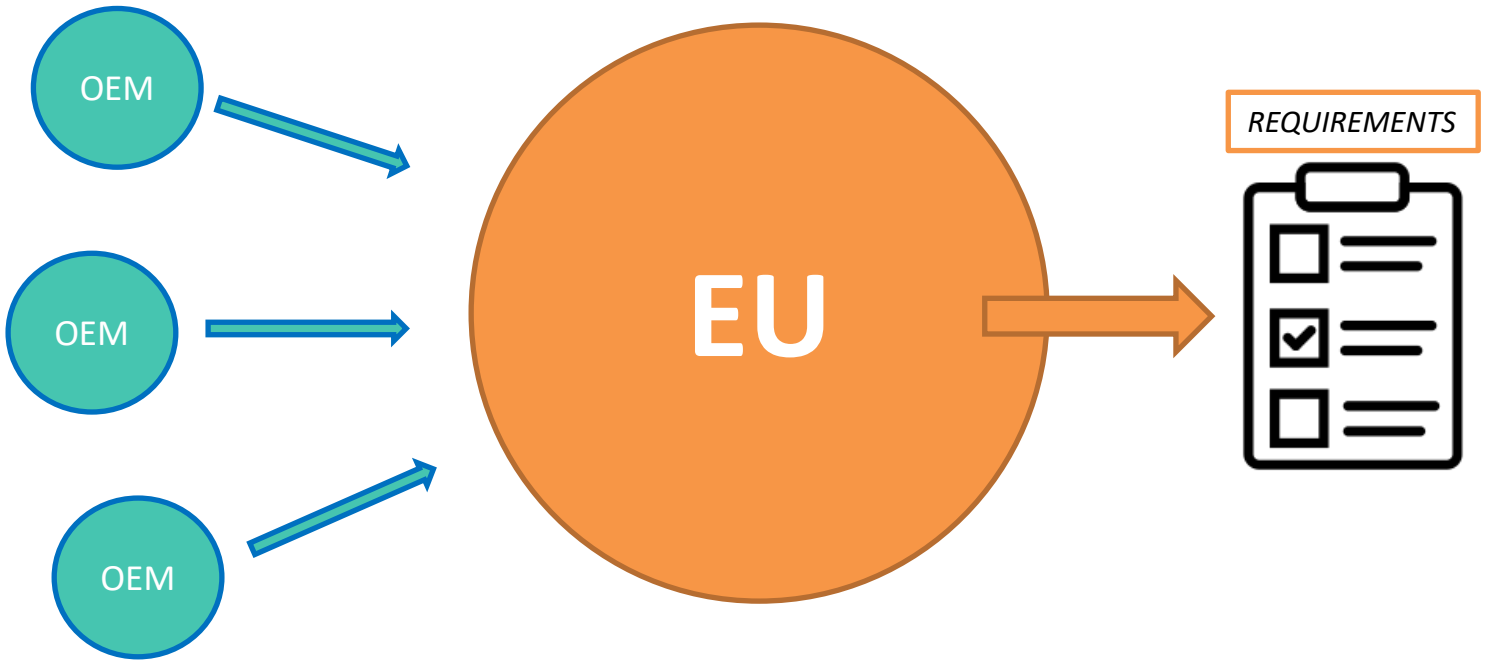
BRIDGING DIGITALISATION AND AUTOMATION

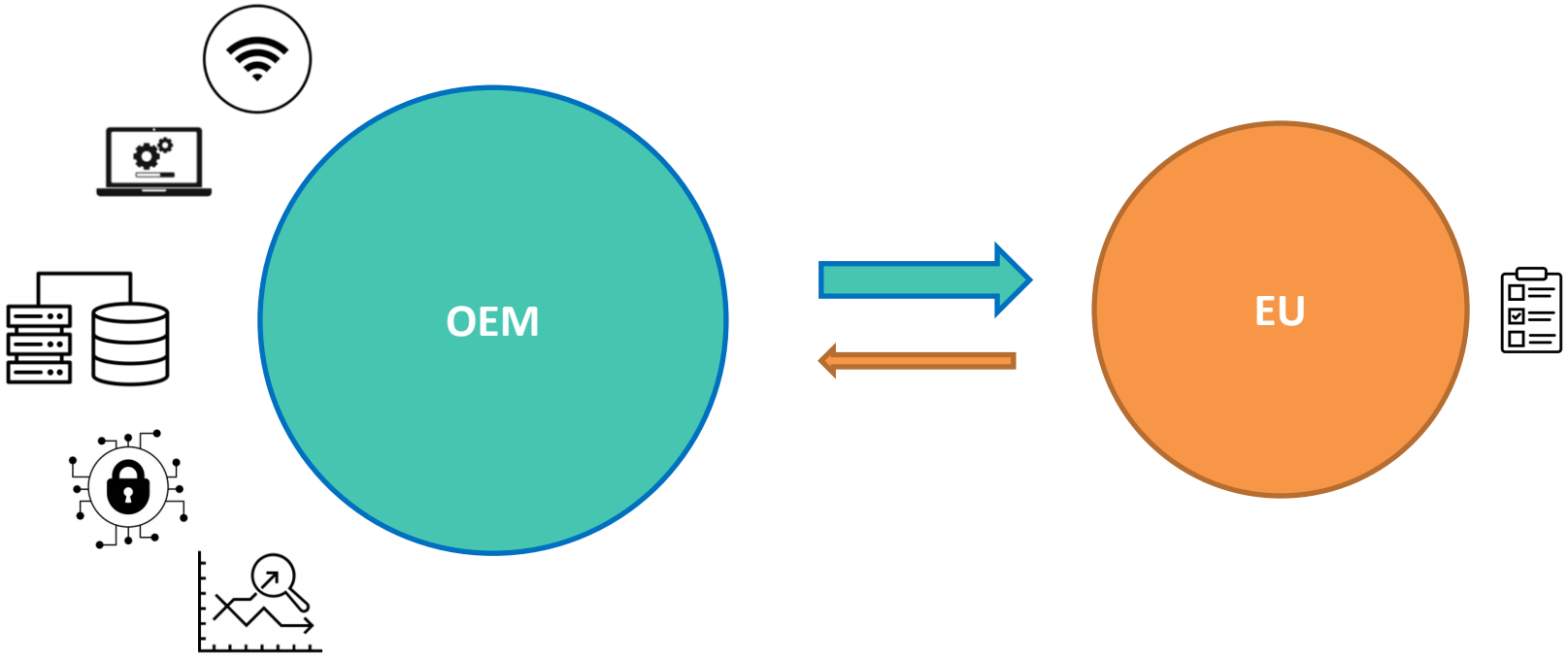
Guglielmoni Simone

" DIGITALISATION IS THE USE OF TECHNOLOGY AND DIGITAL DATA TO ACHIEVE A NEW BUSINESS MODEL “

"HARDWARE-CENTRIC MODEL"



"OUTCOME-BASED MODEL"



Business Outcome
Inputs & Processes
Collaboration
Push-Pull (Negotiations)
Win-Win (Negotiations)