





A decorative graphic in the top right corner consisting of a network of interconnected nodes and lines, forming a complex, web-like structure.

CORPORATE INTRODUCTION

# NEW VALUE GROUP

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- NV Group brief Introduction
- NV Group Global Experience
- NV Group Business in APAC



# New Value Group

New Value Group is a Global Partner for Excellence Achievement. NV Group mission is to provide a 360° Turn-Key Solutions for Performances Enhancement

## Lean Strategy & Consulting



The NV Lean Strategy leads our clients to Excellence on a World-Class path of Value Creation and focus on the consistency and sustainability of the final results, is based on:

- Continuous updating
- Research of best practices at international level
- Integration of multidisciplinary teams
- Enhancement of human capital

## Lean & Digital Factory



The NV Lean Academy is a Factory & a Laboratory where you can work on a production process designed to realize the operating experience of Lean Transformation. In the Academy you can:

- Catch the Theoretical Concepts
- Comprehend how to transform a process
- Experience the Lean Transformation
- Research, Simulate and develop innovative solutions

## Smart Solutions



The best Lean Solution driven by the methodological team with:

- Expertise in Lean Methodologies
- Expertise in Design
- Expertise in Material

Concept and design are integrated, utilizing the most suitable material required for the structure.

## NextGen Digitalization



Value-Digit Key Factor is that Digital Solutions fully integrated with the Lean /WCM Strategy. The Value released to the Customer is in his capability of:

- seeing the processes really integrated
- seeing the Lean Concept and Industry 4.0 effectively applied
- changing the workflow easily
- easily measuring the KPI
- not acquiring software capability internally





# NV GROUP GLOBAL PRESENCE

Companies in ITALY



lean academy



Headquarter in SINGAPORE



## NV GROUP WORLDWIDE EXPERIENCE

5

Regions

34

Countries

MORE  
THAN

500

Plants in the  
world

MORE  
THAN

1000

WCM/lean programs

## NV GROUP in APAC

11 Countries

- Australia
- China
- India
- Indonesia
- Japan
- Malaysia
- Philippines
- Singapore
- South Korea
- Thailand
- Vietnam





# SOME OUR CUSTOMERS



GUCCI

LAVAZZA



WSAudiology



sivantos  
the hearing company



FURLA





# NV GROUP BUSINESS IN APAC



**ARISTON**  
THERMO GROUP

Russia

**AL**  
AUTOMOTIVE  
LIGHTING







ready to change



WCI 4.0®

# THE DIGITAL WAY

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- The Key Factors



# THE DIGITAL TRANSFORMATION BENEFITS

COMPETITIVE  
ADVANTAGE

MARKET &  
CUSTOMERS

COST  
REDUCTION

SUPPLY CHAIN  
& PRODUCTION



# COMPETITIVE ADVANTAGE BENEFITS

**TIME TO MARKET REDUCTION (20-50%):** Open innovation, fast prototyping and simulation, concurrent engineering

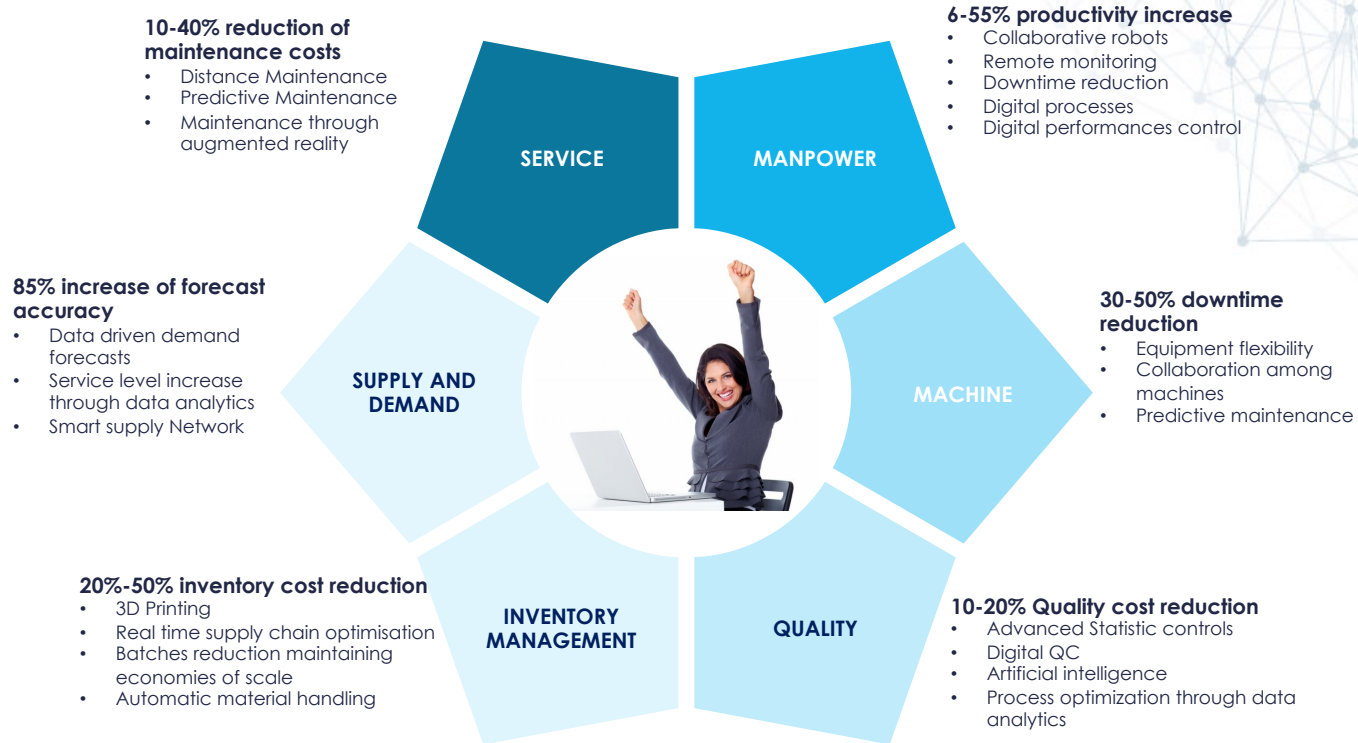
**PRODUCT CUSTOMIZATION:** real time data and advanced manufacturing techniques allow to obtain product tailored on clients need, increasing their satisfaction

**NEW PRODUCTS AND NEW MARKETING FRONTEERS, SERVITIZATION:**  
Integrate new product functionalities (smart products, IoT). Products can help identifying customer needs

**CONNECTION WITH CUSTOMERS:** Companies can integrate customers in their manufacturing decisional process, building a stronger relationship

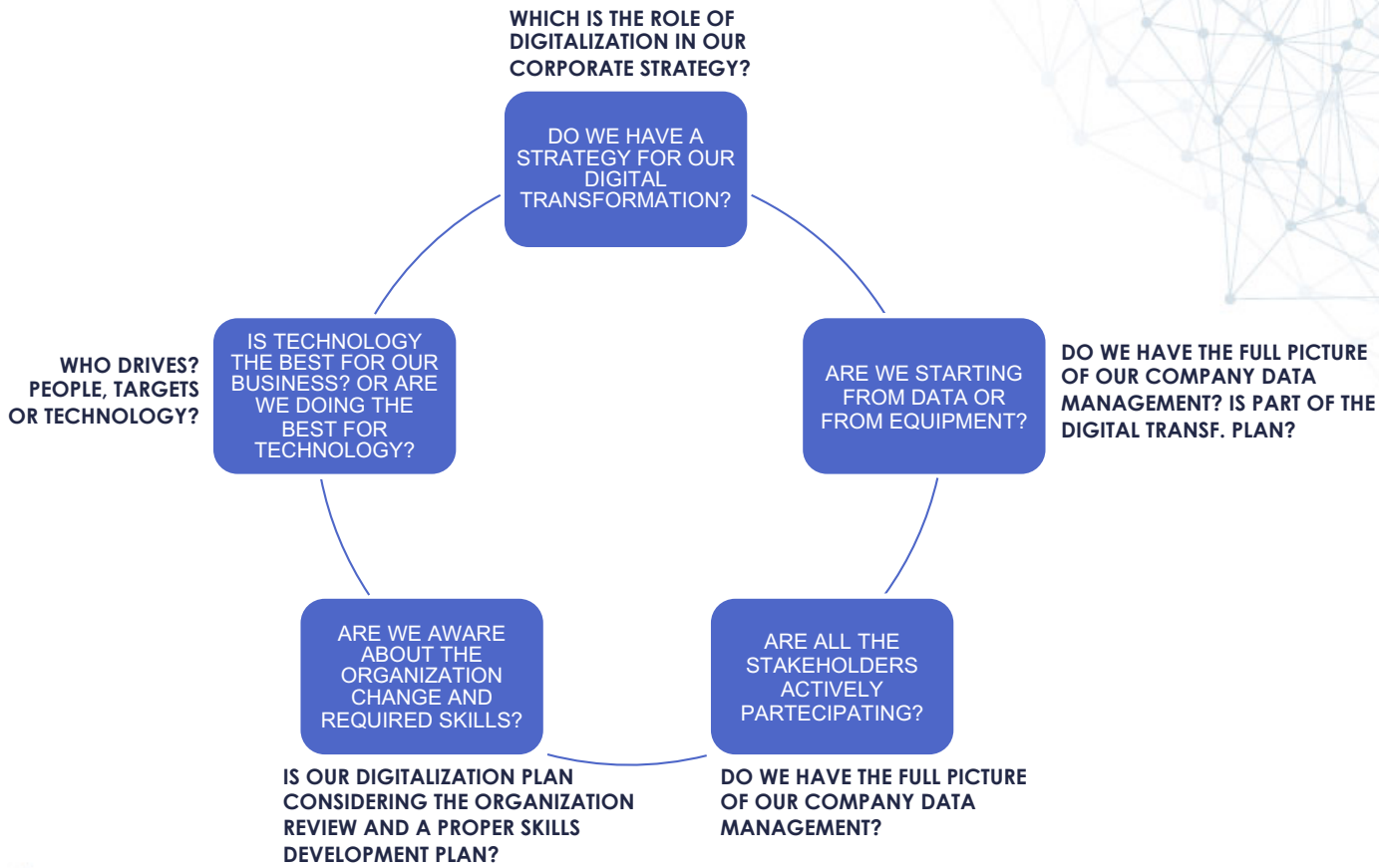


# COST REDUCTION BENEFITS





# WHY 4.0 CHALLENGE CAN FAIL



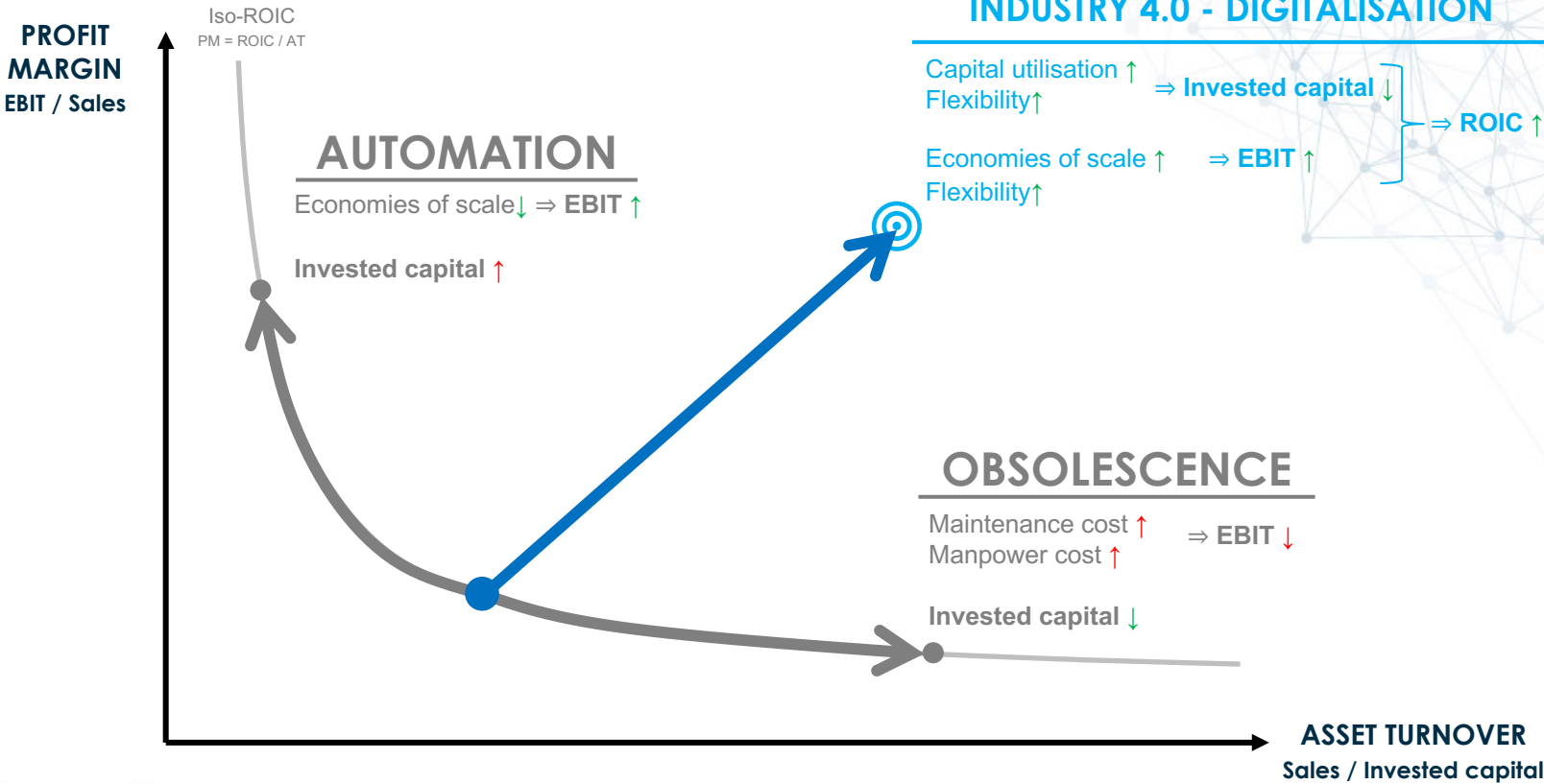




ready to change



# WCI 4.0: THE THIRD WAY





OVERALL INTRODUCTION

# WCI 4.0<sup>®</sup>

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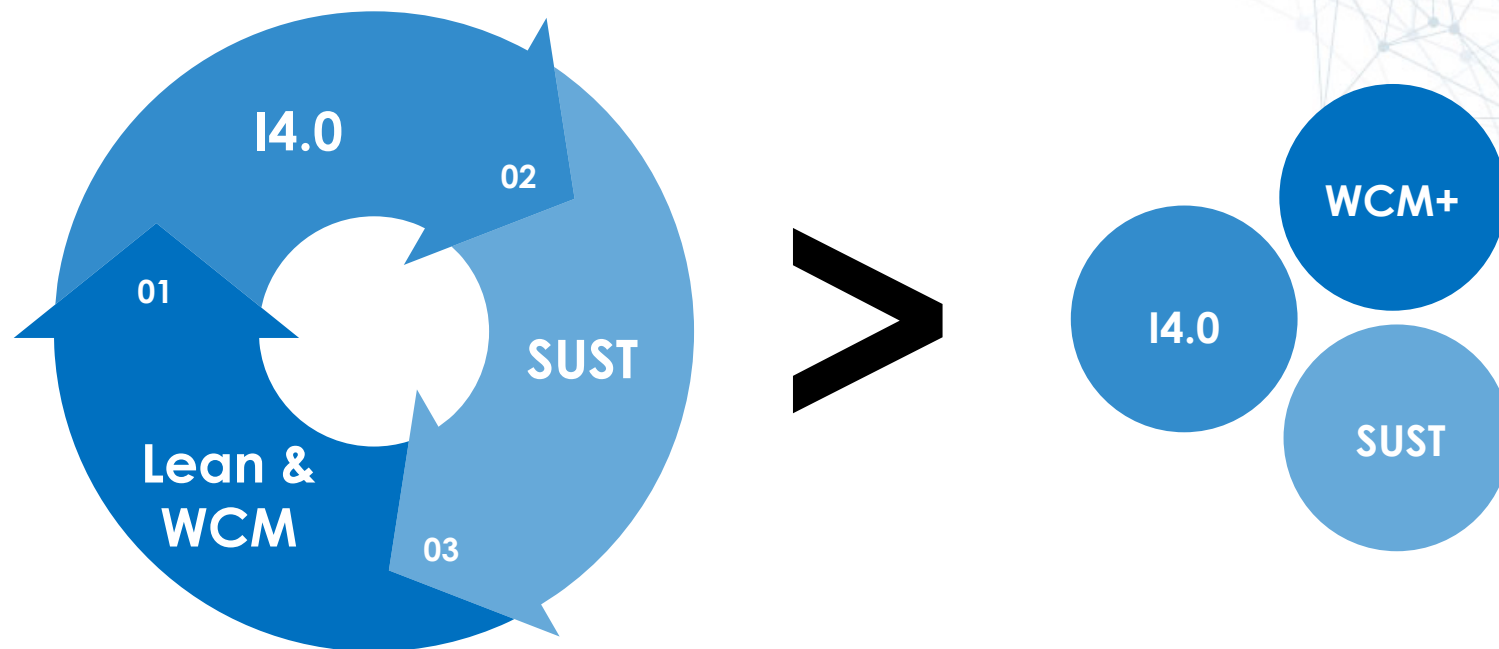
- The importance of integration and synergies



# INTEGRATION OF DIFFERENT APPROACHES

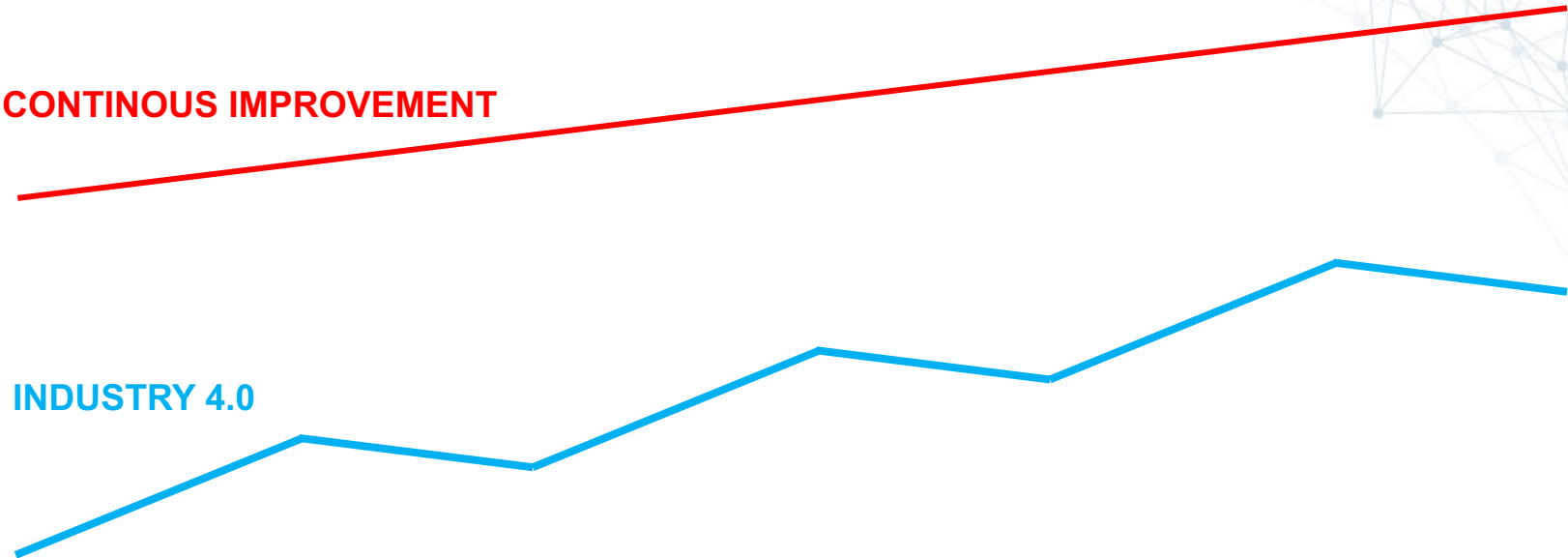
## THE WHOLE IS MORE THAN THE SUM OF ITS PARTS

Synergies amongst the three approaches reduces costs  
Insights from each approach enhances performances and benefits of the other



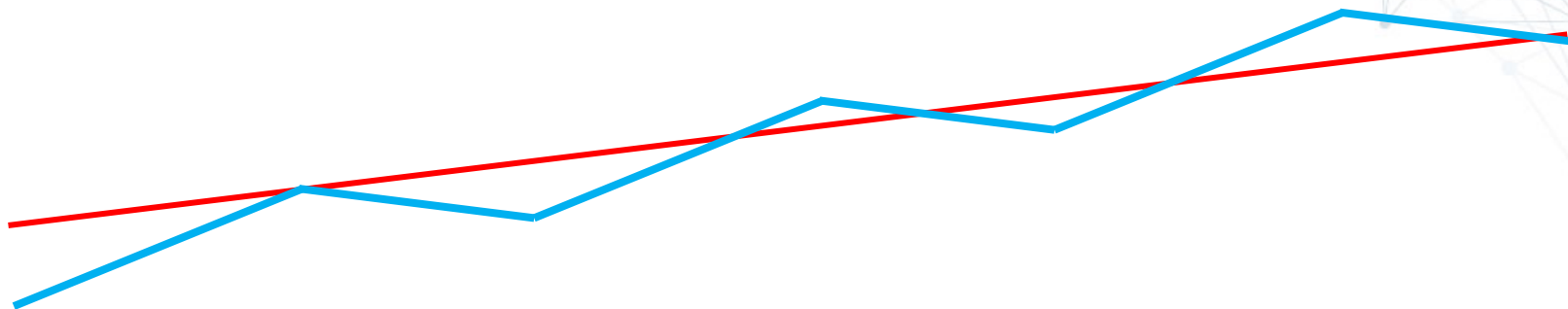


# LEAN AND INDUSTRY 4.0 INTEGRATION





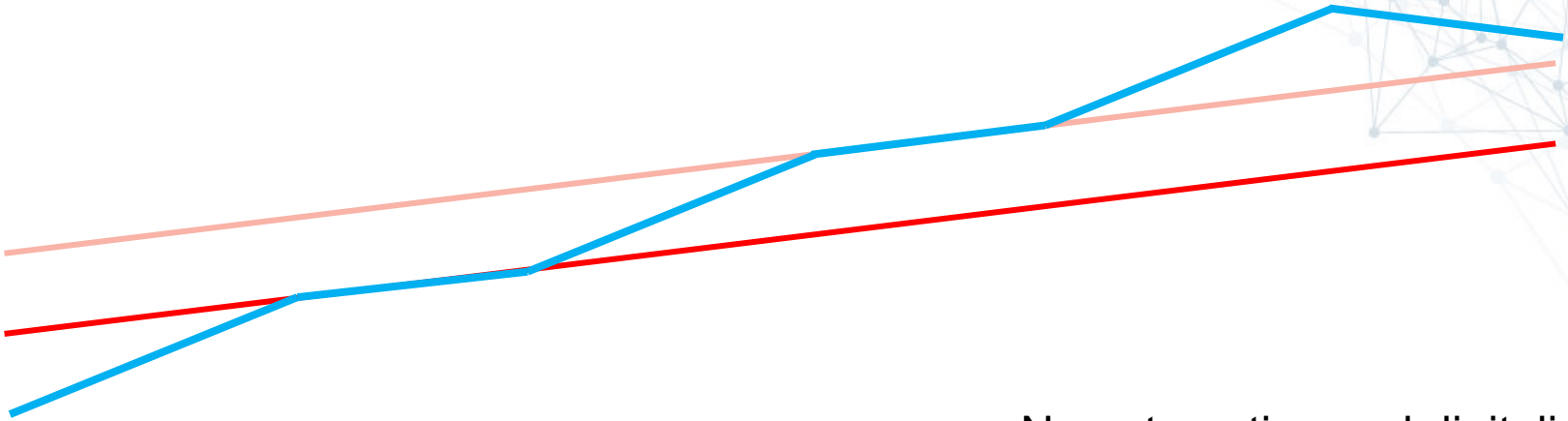
# LEAN AND INDUSTRY 4.0 INTEGRATION





# LEAN AND INDUSTRY 4.0 INTEGRATION

## Benefits of WCM on Industry 4.0

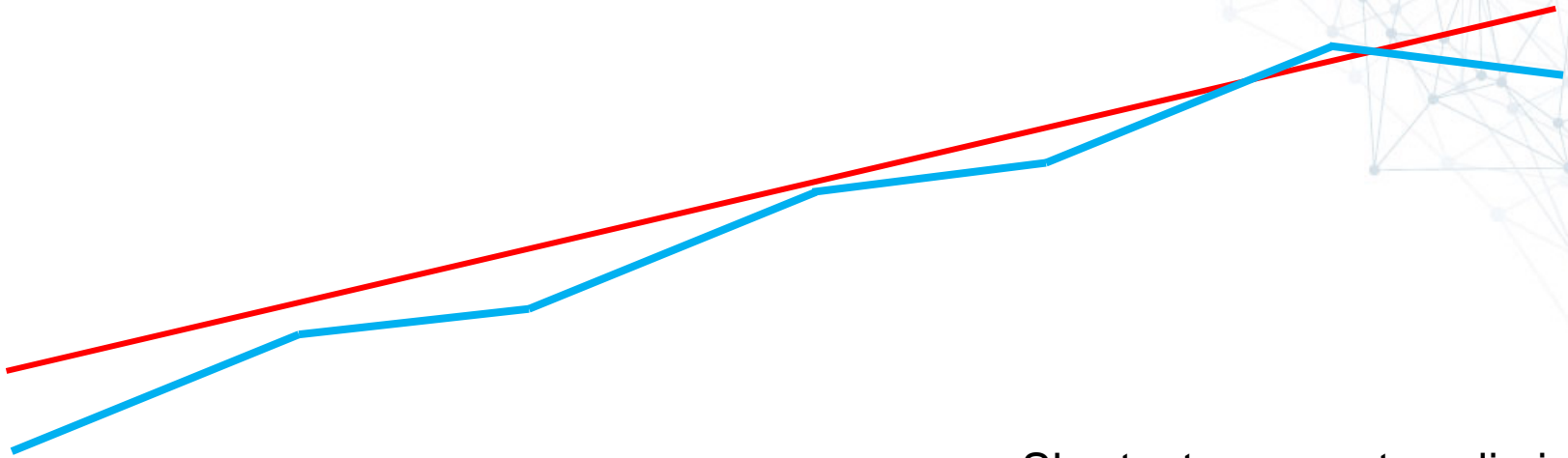


- No automation and digitalisation of wastes
- Knowing what to measure and what to control



# LEAN AND INDUSTRY 4.0 INTEGRATION

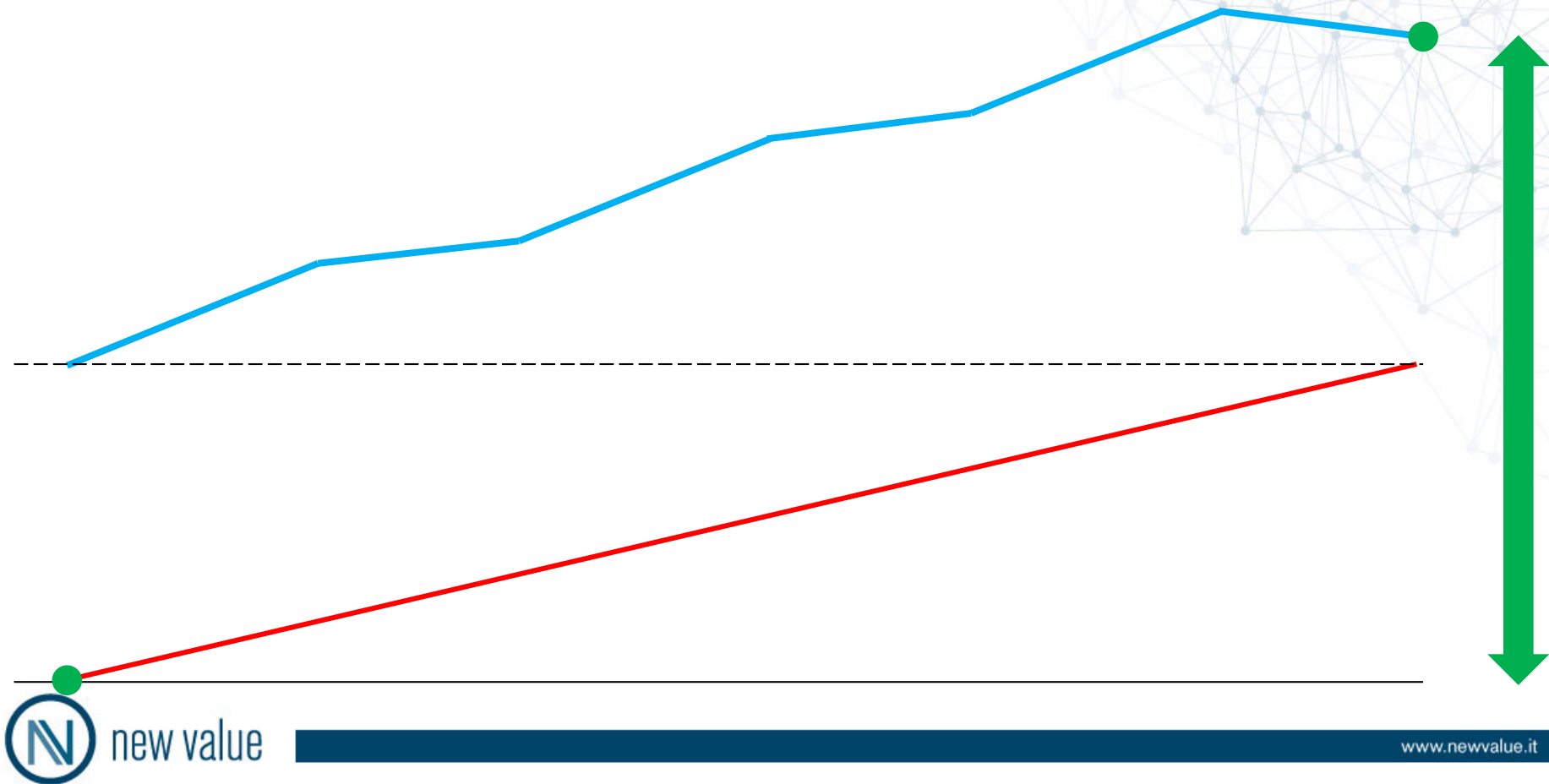
## Benefits of Industry 4.0 on WCM



- Shortcuts on wastes elimination
- Reliable source of data to measure improvements

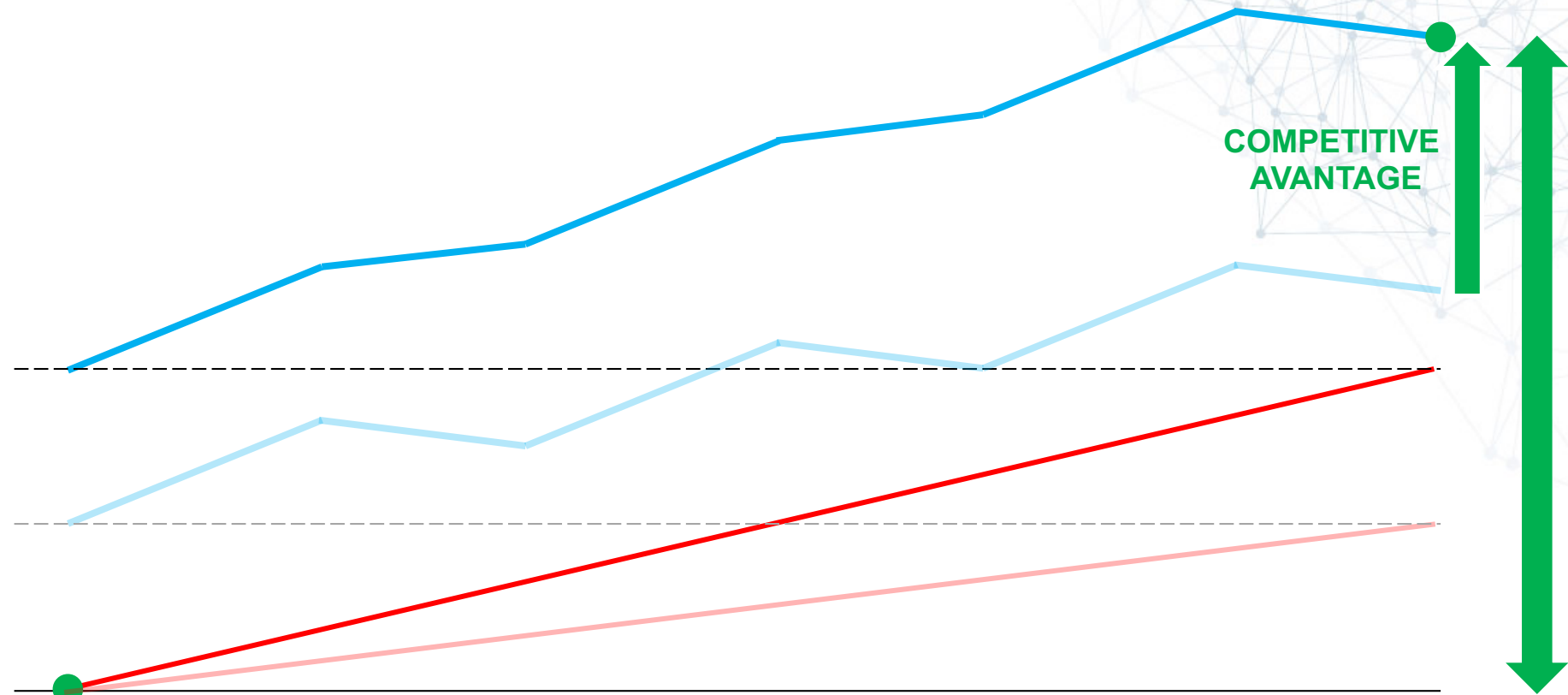


# LEAN AND INDUSTRY 4.0 INTEGRATION





# LEAN AND INDUSTRY 4.0 INTEGRATION

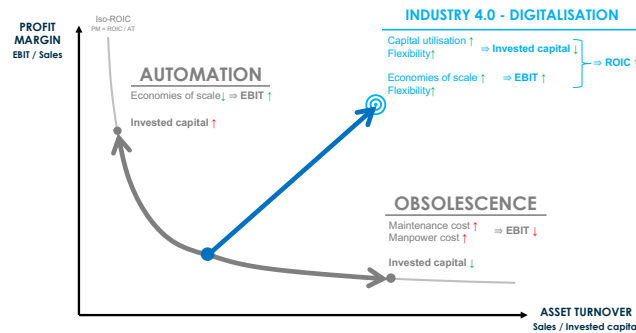




# LEAN AND INDUSTRY 4.0 INTEGRATION

- **WCM/Lean and Industry 4.0 integration: Mizubot**
  - Mizusumashi system: pull material feeding that reduce losses
  - Wastes elimination: we automatised just value added:  
**NO «OVERAUTOMATION»**

**WE OBTAINED AN EFFECTIVE AND INEXPENSIVE AUTOMATION  
THAT KEEPS ALL THE VALUE OF PULL SCHEDULING**



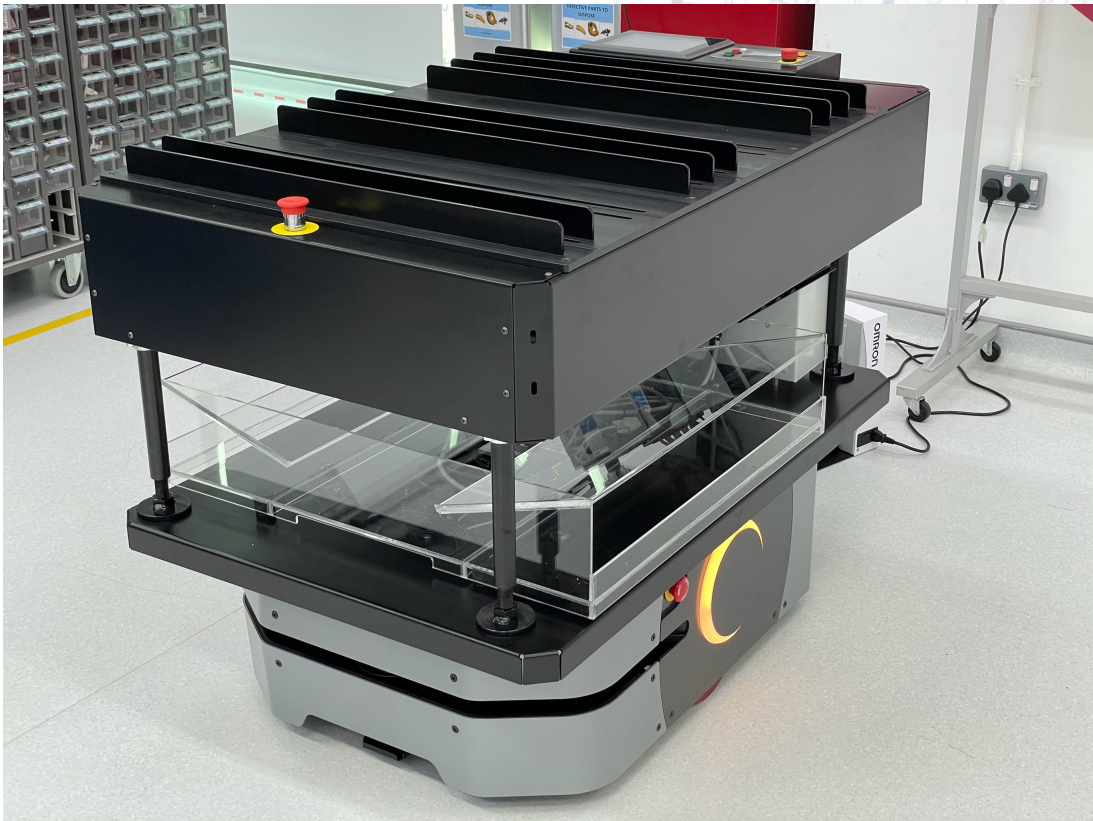
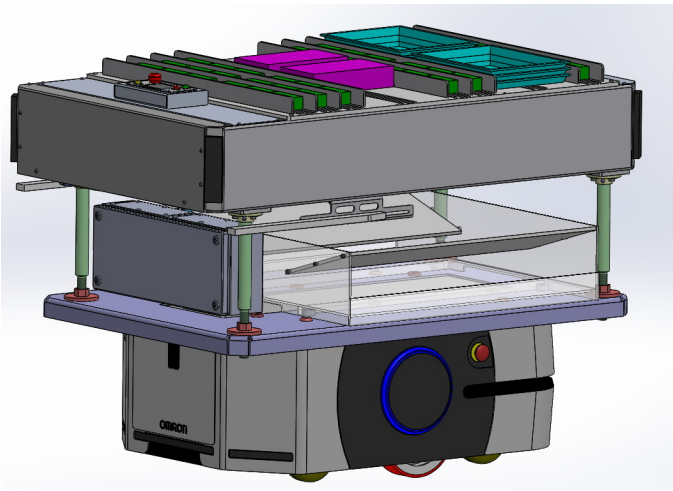


# MIZUBOT





# MIZUBOT V2





WCI 4.0

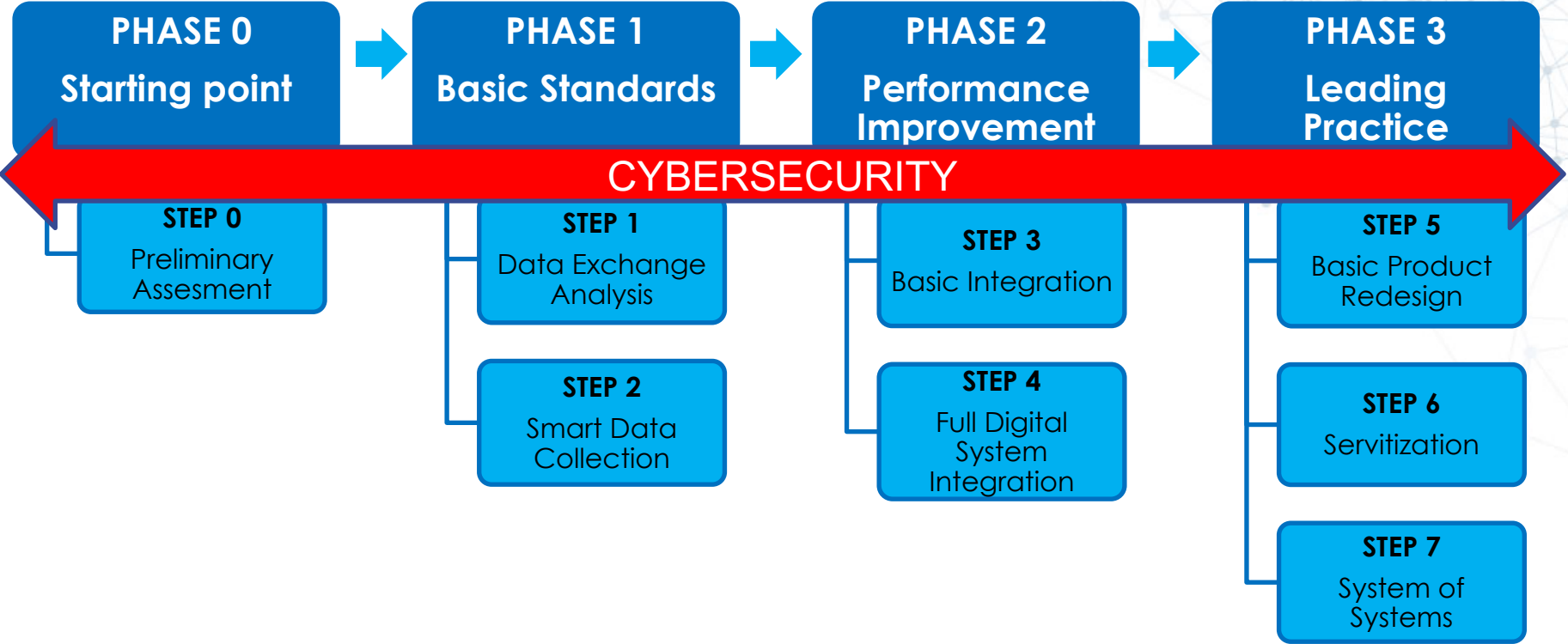
# DIGITAL TRANSFORMATION

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- 8 STEPS OF DIGITAL TRANSFORMATION



# SYSTEMATIC APPROACH TO DIGITALISATION





# CYBERSECURITY: THE MOST IMPORTANT KEY

**“There are only two types of companies: those that have been hacked, and those that will be.”**

**Robert Mueller, FBI Director, 2012**

**“There are only two types of companies: those that have been hacked, and those that don’t know it yet.”**

**John Chambers, CEO of CISCO**

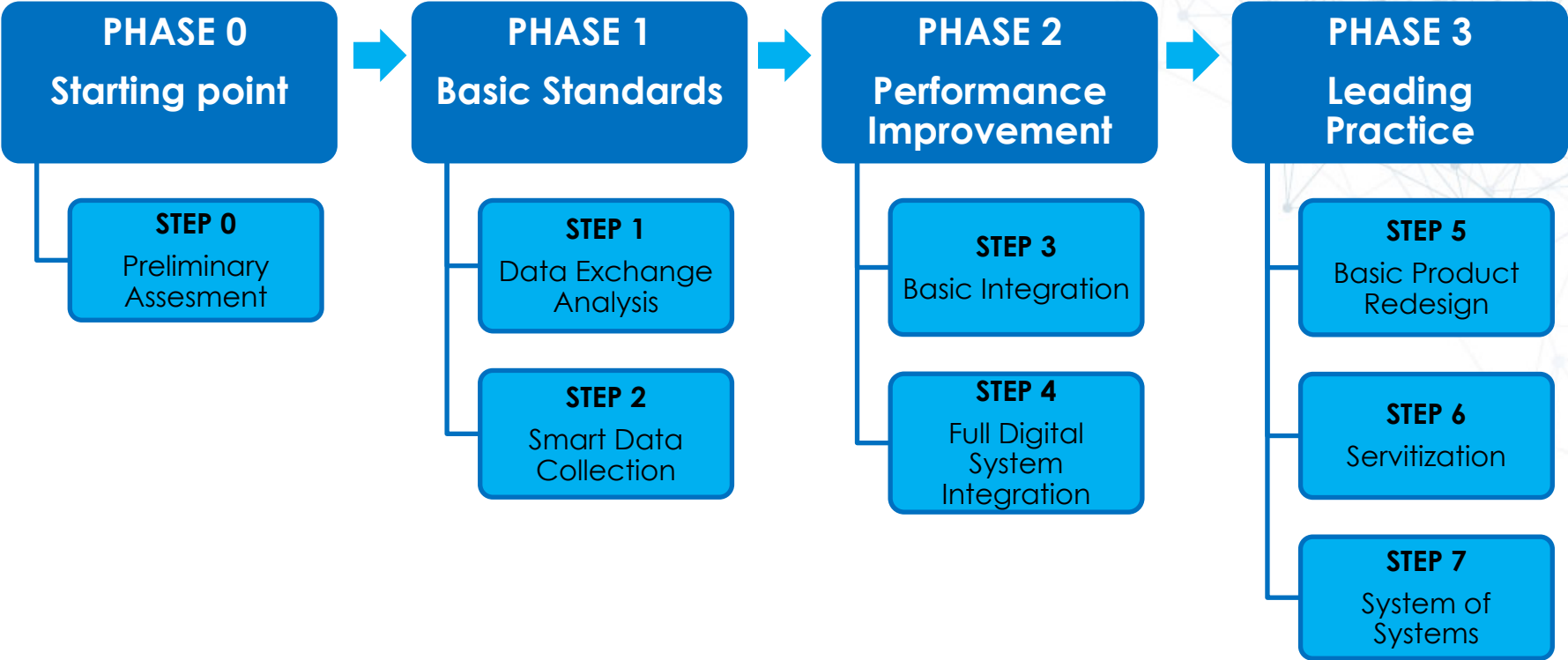




ready to change



# DIGITAL TRANSFORMATION: PILLAR AND STEPS





WCI 4.0

# DIGITAL TRANSFORMATION

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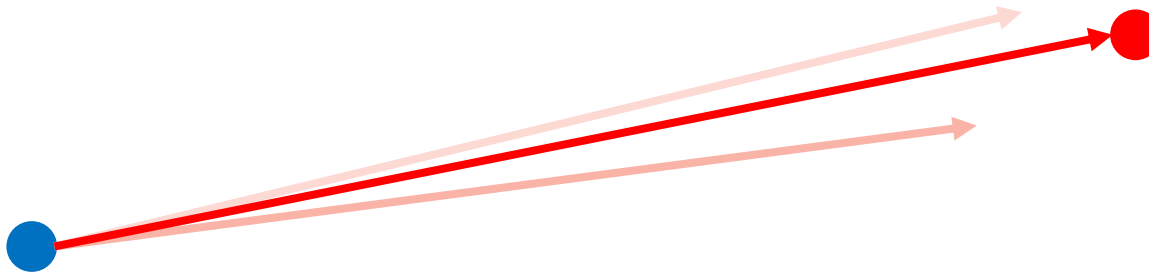
- Step 0



# STEP 0: STRATEGY AND DIGITAL STRATEGY

## WHAT IS DIGITAL STRATEGY?

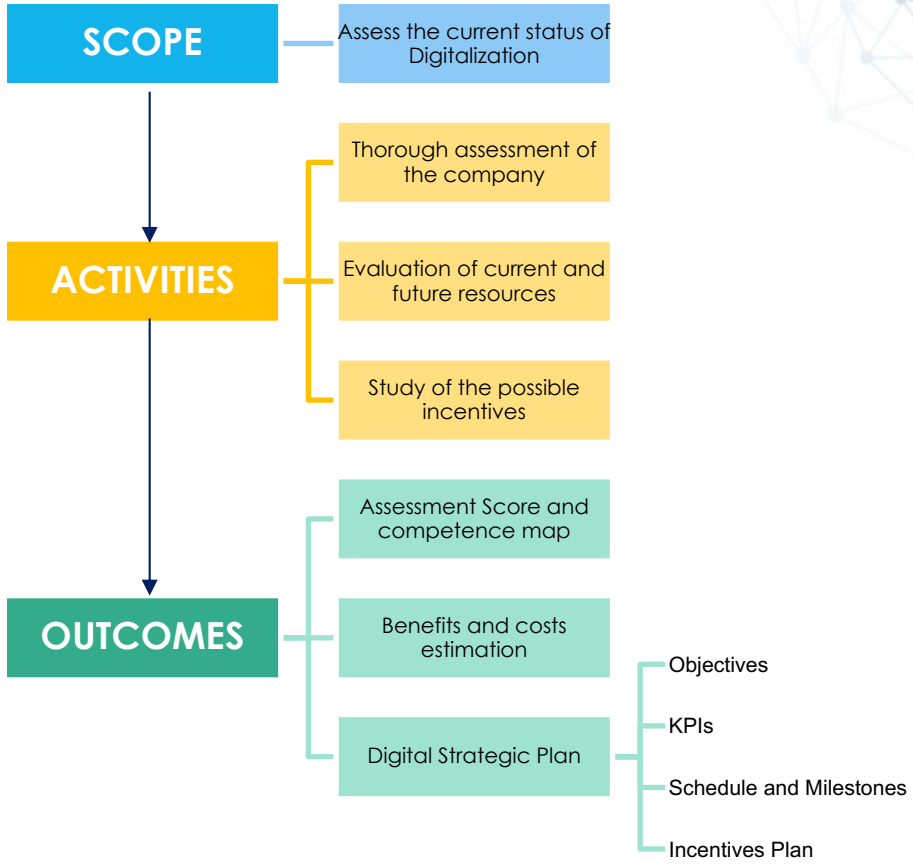
- Where are we now?
- Where do we want to be?
- How to get there and what capabilities must be in place?
- How will we know that we are on track?





# DIGITAL TRANSFORMATION – STEP 0

## PRELIMINARY ASSESSMENT





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# DIGITAL TRANSFORMATION

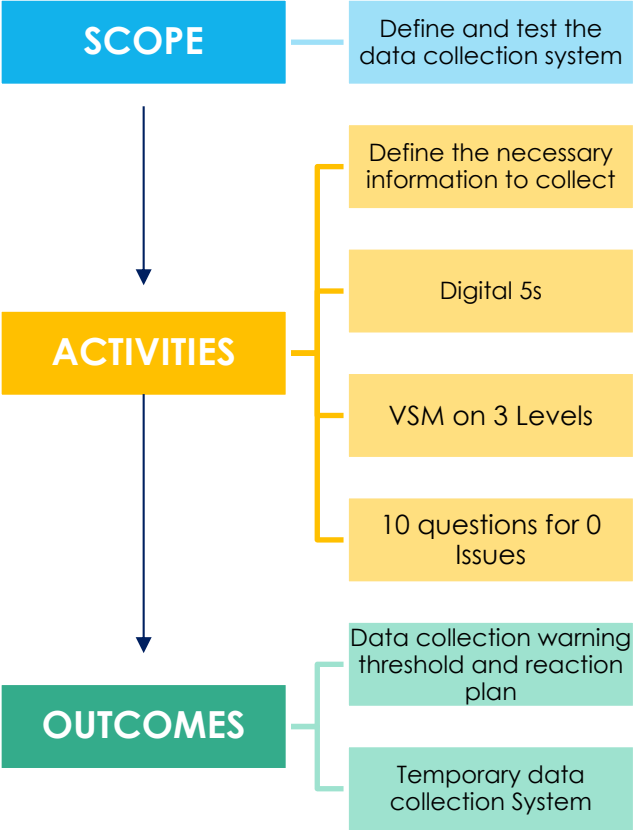
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- Step 1



# DIGITAL TRANSFORMATION– STEP 1

## DATA EXCHANGE ANALYSIS





# DIGITAL TRANSFORMATION – STEP 1

## DIGITAL 5S FOR EXISTING DATA

- What data do we measure?
- What data do we need?
- What data we don't need?



**DIGITAL  
STRATEGY**





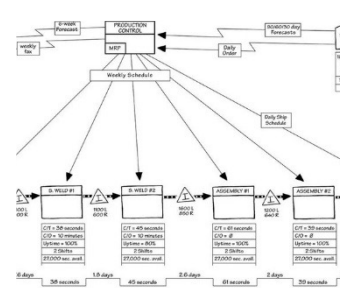
# DIGITAL TRANSFORMATION – STEP 1

## VSM ON 3 LEVELS

### FIND AND ELIMINATE DIGITAL MUDAS:

- Current state
- Future State

#### VSM for physical process



Find the not value added activities that can be eliminated / digitalized

#### VSM for Data Collection



Find and eliminate / digitalize mudas in the data collection flow

#### VSM for documentation Flow



Find and eliminate / digitalize mudas in the documentation flow/flows



WCI 4.0

# DIGITAL TRANSFORMATION

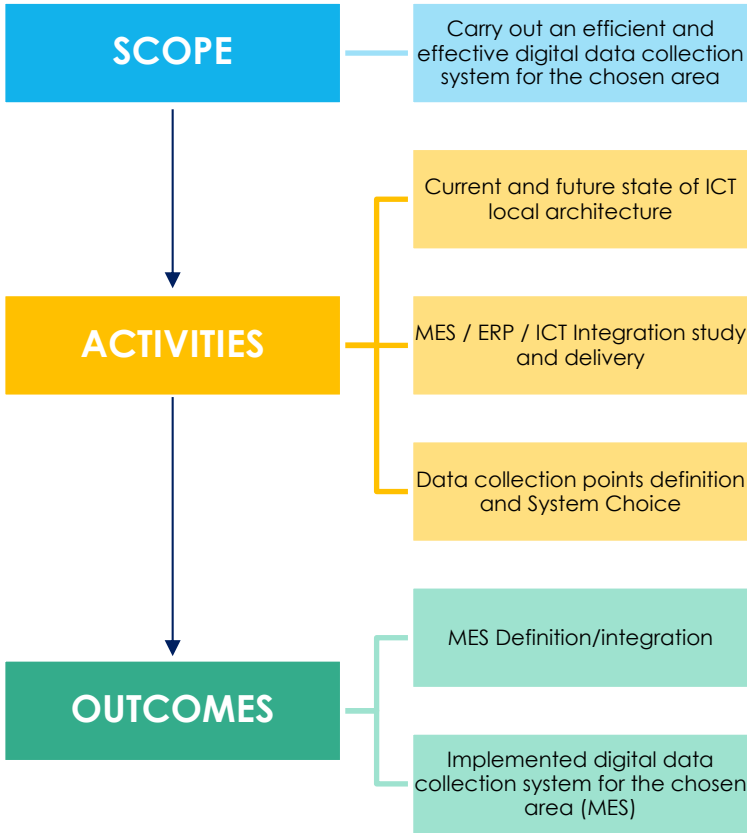
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- Step 2



# DIGITAL TRANSFORMATION – STEP 2

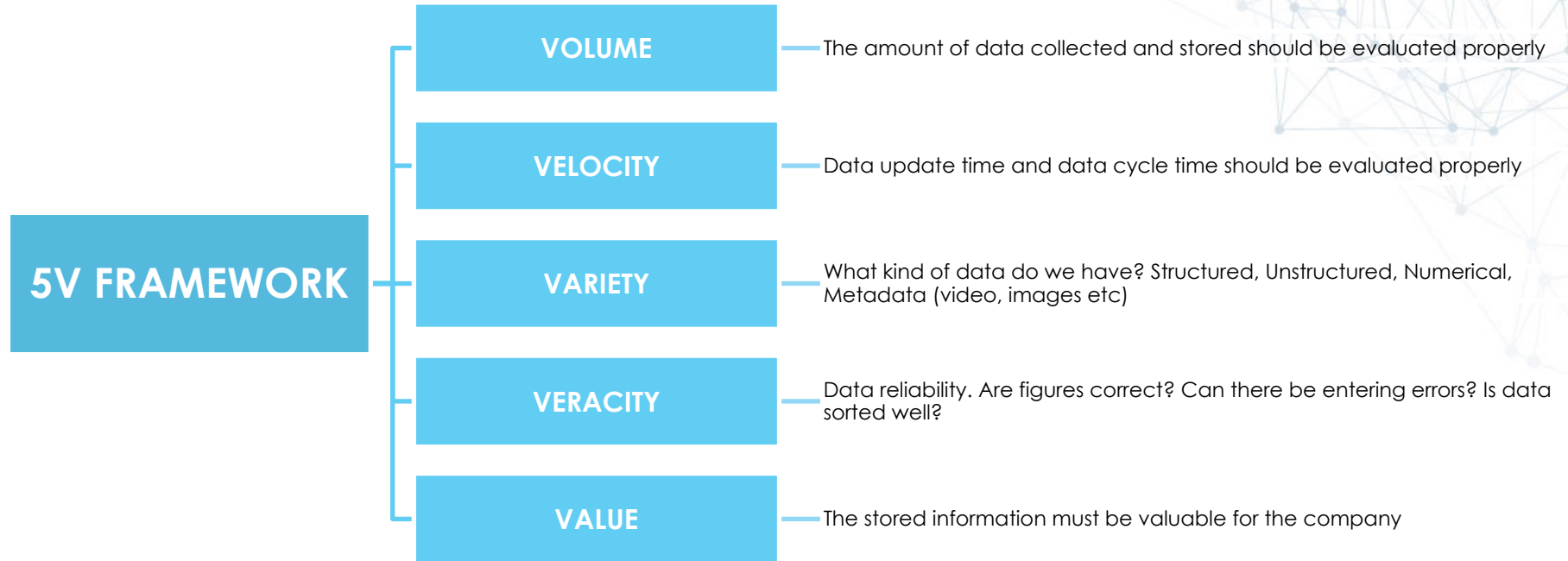
## SMART DATA COLLECTION





# DIGITAL TRANSFORMATION – STEP 2

- This framework helps structuring the data collection properly



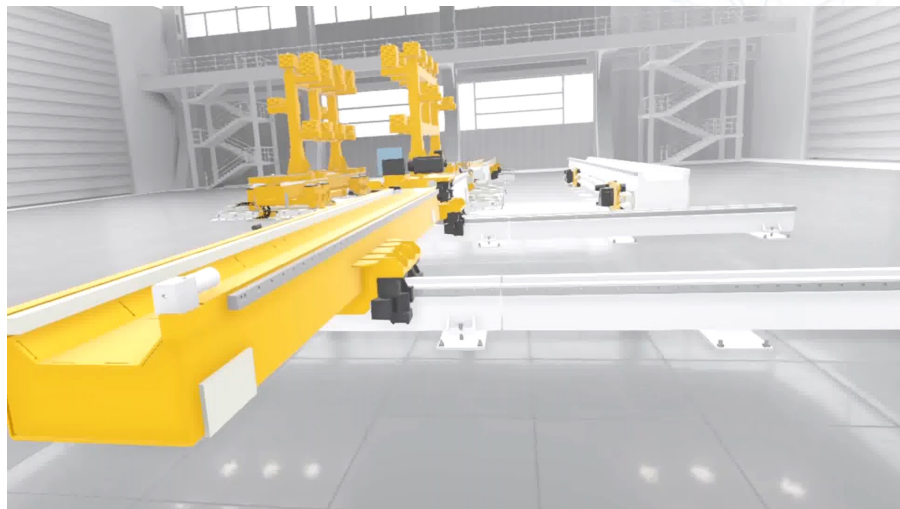


# DIGITALIZATION: DIGITAL TWIN

- Data exchange is the base, than we can expand...



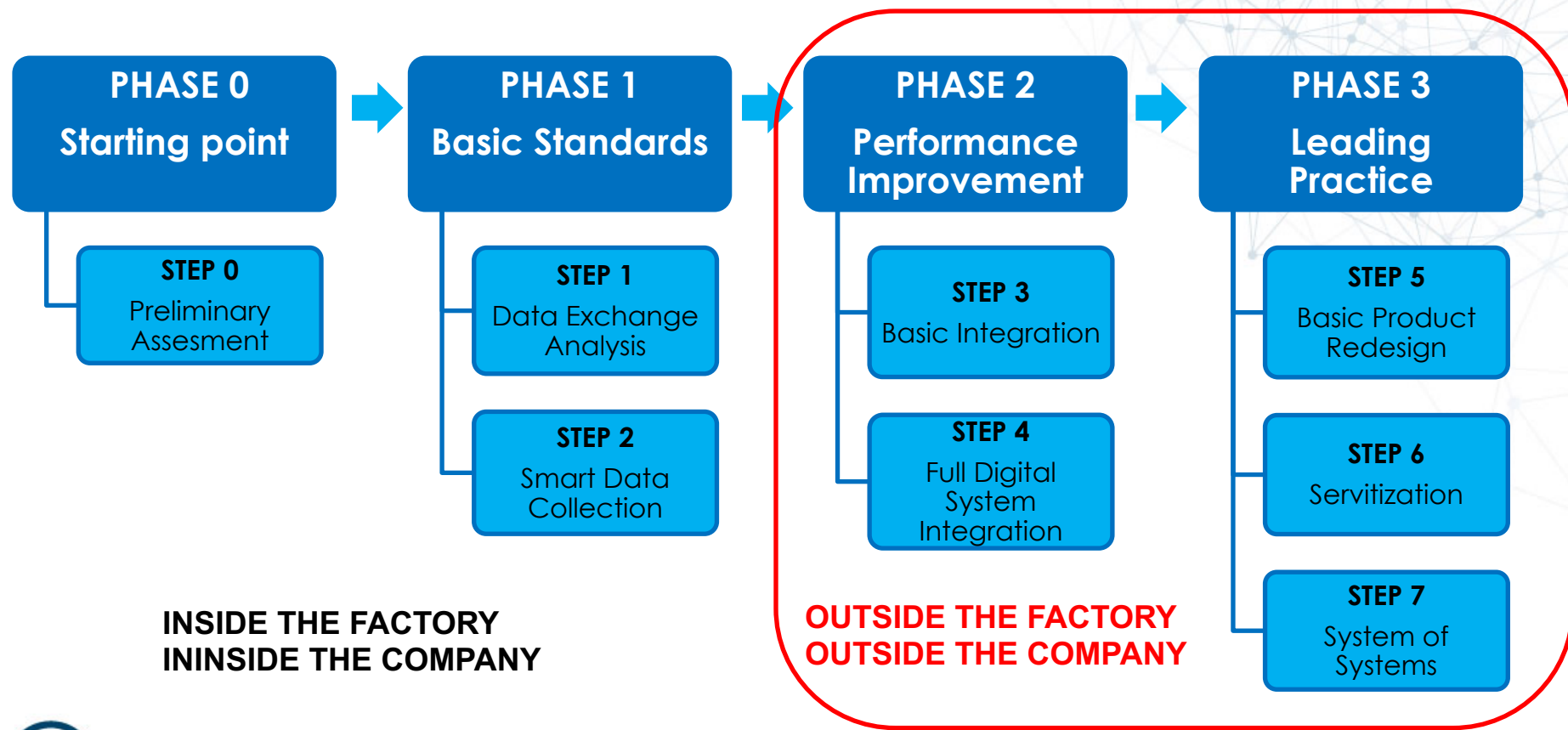
- Complete control of the core parameters
- Accurate investigation of faults
- Risk free experiments on new projects



linup



# DIGITAL TRANSFORMATION: PILLAR AND STEPS

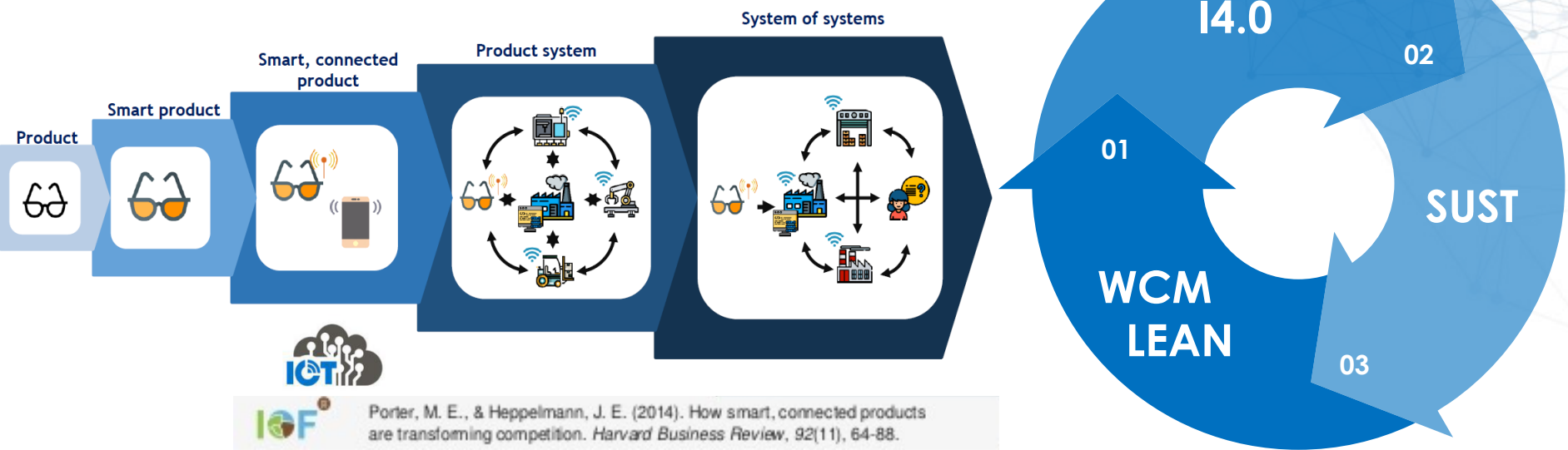




# ADVANCED TOOLS THAT GIVE A COMPETITIVE ADVANTAGE

## TO GET TO SYSTEM OF SYSTEMS

### DECISION INTELLIGENCE



Porter, M. E., & Heppelmann, J. E. (2014). How smart, connected products are transforming competition. *Harvard Business Review*, 92(11), 64-88.




# Cyber arsenals: catastrophic impacts on enterprises and insurance

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**Who pays the reimbursement for  
damages caused by a government virus  
out of control**



# CYBER ARSENAL «Vulnerability»

LILY HAY NEWMAN

SECURITY 03.07.2018 08:08 AM

## The Leaked NSA Spy Tool That Hacked the World

EternalBlue leaked to the public nearly a year ago. It's wreaked havoc ever since.



OTHER THREATS

## What Is EternalBlue and Why Is the MS17-010 Exploit Still Relevant?

Known as the most enduring and damaging exploit of all time, EternalBlue is the cyberattack nightmare that won't go away. Learn what EternalBlue is, how the hacking tool got leaked, and why the US National Security Agency developed it in the first place. Plus, understand how to protect yourself against worm-like malware attacks related to the EternalBlue exploit.

TUTORIAL

## EternalBlue Exploit Trafugato alla NSA – Come Usarlo!

di HWS | Pubblicato 25 Gennaio, 2018 - Aggiornato 27 Febbraio, 2019

Come già detto nell'articolo dei nostri amici di [Tech-Hardware](#) circa :

"WannaCry tutto quello da sapere: come proteggersi e come (non) risolvere"

Cito:



# Adm. ROGERS justification

*«if Toyota makes pickup and someone takes a pickup truck, welds an explosive device onto the front, crashes it through a perimeter and into a crowd of people, is that Toyota's responsibility?»*

*“... NSA wrote an exploit that was never designed to do what was done»*

Referring to the attack of hackers of The Shadow Brokers Group to the National Security Agency (april 2017)





ETERNALBLUE

# WannaCry

## What Has Happened So Far

Global Cyber Attacks





# SUMMARIZING

- 1) Hackers are not the only ones working to find vulnerabilities, also government agencies do
- 2) A zero day exploit is an high value strategic weapon
- 3) Steal a virus revealed to be much easier than capturing an atomic war head
- 4) And when the virus becomes public, spreads out with catastrophic effects



**But now... cyber insurance are available**



# NOTPETYA & MERCK

cyberscoop

SPORTATION

HEALTHCARE

TECHNOLOGY

FINANCIAL

WATCH

LISTEN

TECHNOLOGY

## NotPetya ransomware cost Merck more than \$310 million

May 2017

Pharmaceutical giant Merck confirmed NotPetya attack disrupted operations worldwide

August 1, 2017 By Pierluigi Paganini

LATEST BLOG: When Old News is More Dangerous than Fake News: Vulnerability Scan Blind Spots



Products | Solutions | Services | Resources | Blog | Company

NNT > Products > Change Tracker™ Gen7 R2 > Blog > NotPetya Attack Disrupts Merck's Q2 Global Operations

### NOTPETYA ATTACK DISRUPTS MERCK'S Q2 GLOBAL OPERATIONS

Category: Change Tracker Enterprise



Pharmaceutical manufacturer, Merck, has revealed in its financial summary for the second quarter of 2017 that a devastating cyber-attack has disturbed its global operations, including manufacturing, research, and sales.

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**Better being provident...**





# THE UNESCSPECTED: insurance is not willing to pay







# Petya Ransomware



# CONCLUSIONS

## For enterprises:

- ✓ Cyber insurance is necessary but could be not sufficient. Being in control of own net is mandatory to eventually circumscribe the attacked area

## For insurance companies:

- ✓ Estimating the «technical» cyber risk is becoming more and more complex without the support of a Subject Matter Expert
- ✓ The risk evaluation must account for «non technical» vulnerabilities of the subject → Cyber Threat Intelligence
- ✓ Same applies for the correct estimation of reimbursement and the prevention for possible frauds (forensic analysis)



## THE DIGITAL WAY

How to succeed in the digital transformation and properly approach the impact on Data Security and Continuous Intelligence

### WEBINAR

APRIL 15th 2021 - 5.00pm SG Time/11.00am IT Time

ICCS, in partnership with New Value and CY4GATE, is organizing a webinar session on the corporate Digitalisation strategy.

### SPEAKERS PANEL

Gianluca Anguzza - Chief Executive Officer at New Value

Marco Brozzetti - Global Innovation Manager & APAC Operations Manager at New Value

Enrico Fazio - Executive Director Sales Marketing at CY4GATE

Andrea Melegari - CEO Advisor at CY4GATE

For more info: [marketing@italchamber.org.sg](mailto:marketing@italchamber.org.sg)



IN PARTNERSHIP WITH



# CONTINUOUS INTELLIGENCE

## *Should we let AI decide?*

**Andrea MELEGARI**  
Senior Advisor to CY4Gate CEO  
[andrea.melegari@cy4gate.com](mailto:andrea.melegari@cy4gate.com)

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# Reengineering the Decision making process

- > Among next-generation technologies, AI offers many opportunities to change the way people and businesses make decisions.
- > AI applies advanced analysis and logic-based techniques, including machine learning, to interpret events and support decisions (**Decision Augmentation**)
- > Rethinking of business decisions grants achieving dramatic improvements in critical, contemporary measures of performance, such as business value, cost, quality, service and speed.



# Enterprise NERVOUS SYSTEM

With growing maturity and wider functional scope, **continuous intelligence** itself is expected to be used increasingly for cross-domain orchestration. When progressed, it will in effect become an **"enterprise nervous system"** in which myriad sensory and event data come together, and in which myriad possible responses are orchestrated

AI is in the middle as a coordinating "brain."



# Decision augmentation comes in 2 key forms

**PREDICTIVE analytics** — Machine learning take large inputs of data and **predict potential future outcomes**. These results can help scope and provide detailed probabilities for human-driven decision making at all levels of the enterprise.

**PRESCRIPTIVE analytics** — In addition to predicting future outcomes, this solution evaluates outcomes based on impact and **recommends courses of action**. These results can inform complex decisions and (sometimes) automate routine decisions.





# AI Use Case Prism for Digital Commerce Gartner®



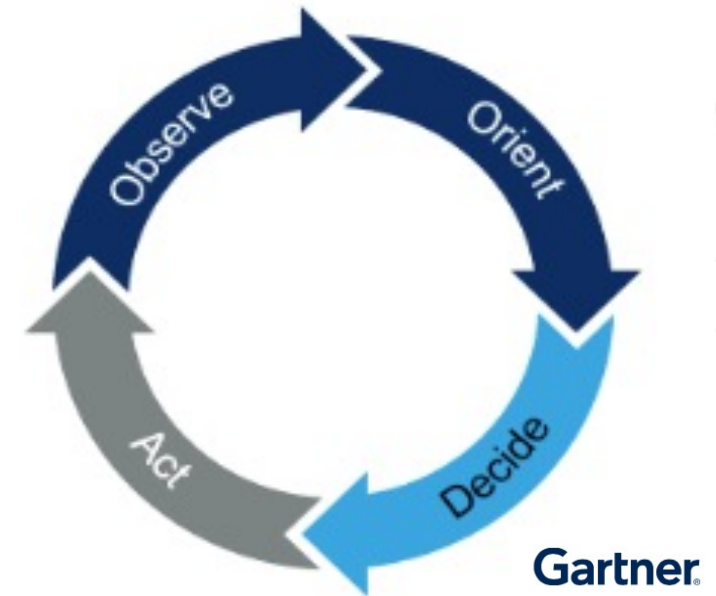


# QUIPO Decision Intelligence sw platform



DECISION INTELLIGENCE SOFTWARE PLATFORM

Decision Augmentation



Level of Automation





# Group of Decisions Global Dashboard

## Step 6. Engineer The three design engineering approaches

	1 Individual Decision	2 Group of Decisions	3 Networks of Decisions
Focus	Individual Decision and singular outcome.	Sequences of inter-related decisions and outcome.	Aggregate behaviour of decision systems in a marketplace.
Direction	Single Direction	Some directions	Multi-directional
Example	Decide if windscreen needs fixed or not	Home Loan Business Process	Simulation of ecosystem
Human in the Loop	Human only, machine only, mix	Business Unit Teams and Automations working to KPIs	Complex socio-technical system
Engineering Method	Compose and Train	Organise and Orchestrate	Observe, Simulate, Cymulate
Typical Decision Engineering Software Tools	AI APIs, LowCode/NoCode modules, Crowd Sourcing Applications, Github, DS platforms, Analytics Marketplaces	AI Middleware, RPA tools, KPI Dashboards, Augmented Analytics, Enterprise Solutions per Business Unit, IoT Vendors	Simulation, Multi-Agent Systems, Visualisation Tools, Data Fabrics, Graph Tools
Scrutability	High	Medium	Low
Explanation of Decisions	Human Testimony, Procedural code or XAI	Statistical Methods – e.g. Contribution Analysis, Human Reporting	Economic, Behavioural and Cultural narratives, Macro level analysis
Feedback Loop	- HTL / Human Quality Check - External Expert	System tests, BU KPIs, HTL, Org structure analysis	Simulations, Enterprise Wide KPIs, Data Fabric Analytics
Typical KPI focus	Task based KPIs	End to End Use Cases, Business Unit P&L	Strategic/Corporate Goals

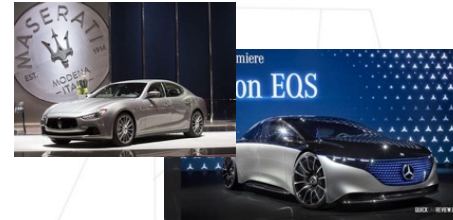
**QUIPO aims to support Group of Decisions.**

We have been working for an important customer that requires a Global Dashboard covering KPIs of its many departments





# DIGITAL COMMERCE- USE CASE



## LEADING/QUALITATIVE KPI



EMOTIONS +



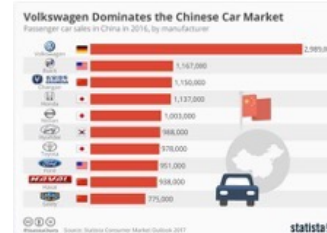
BRAND POPULARITY



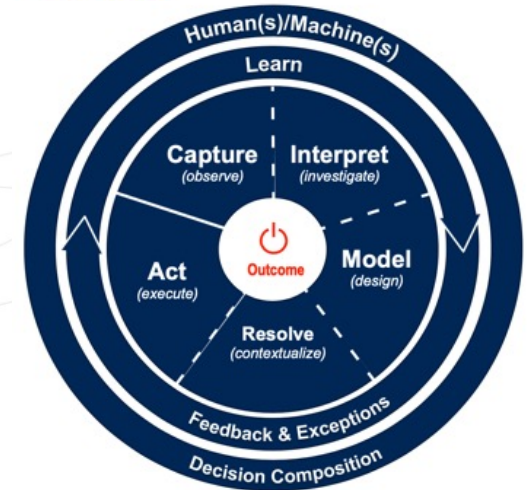
RANKING

## QUANTITATIVE KPI

AUTOMOTIVE BRAND  
SALES BY MONTH



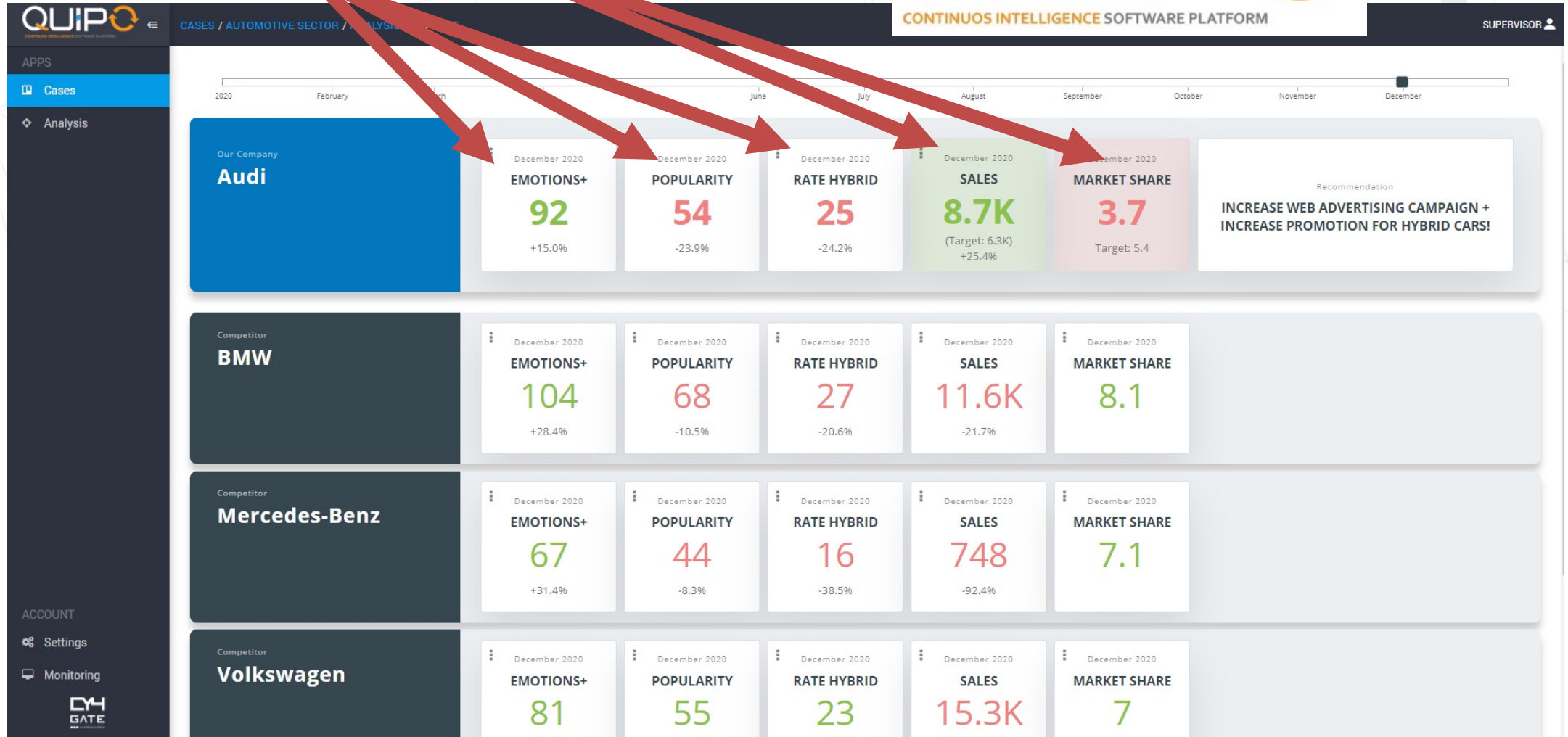
Gartner



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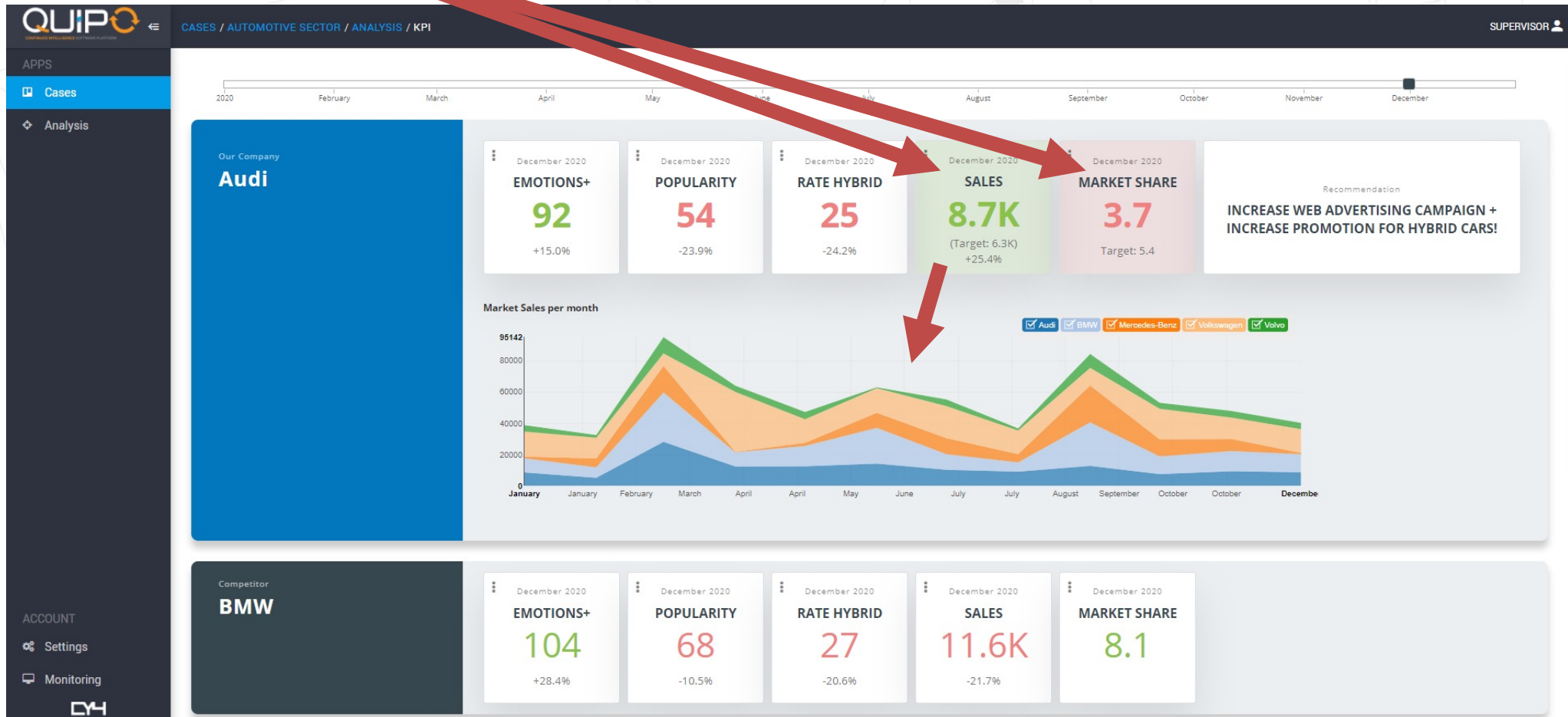
# Dashboard+Scorecard



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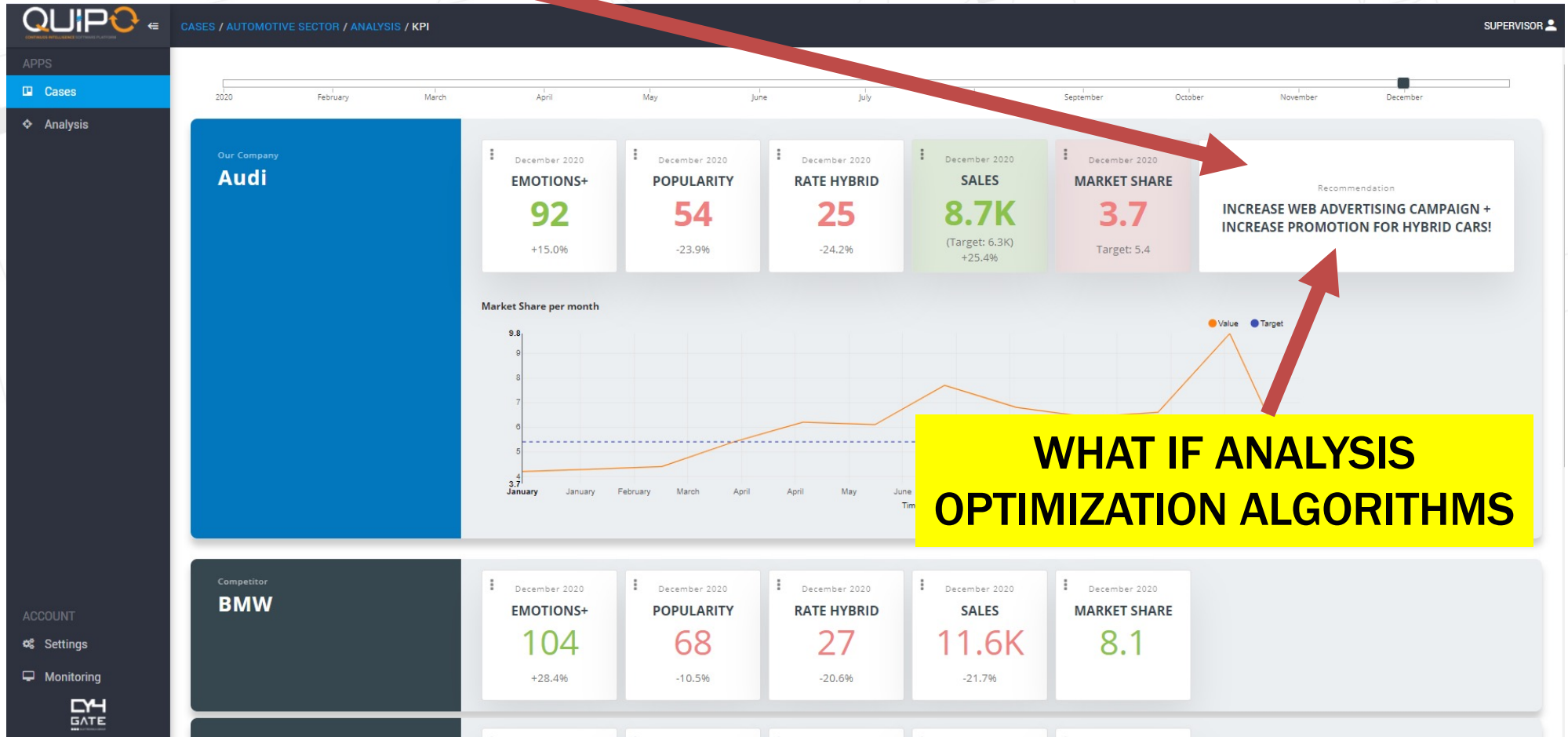
# Scorecard Focus



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# Recommendation

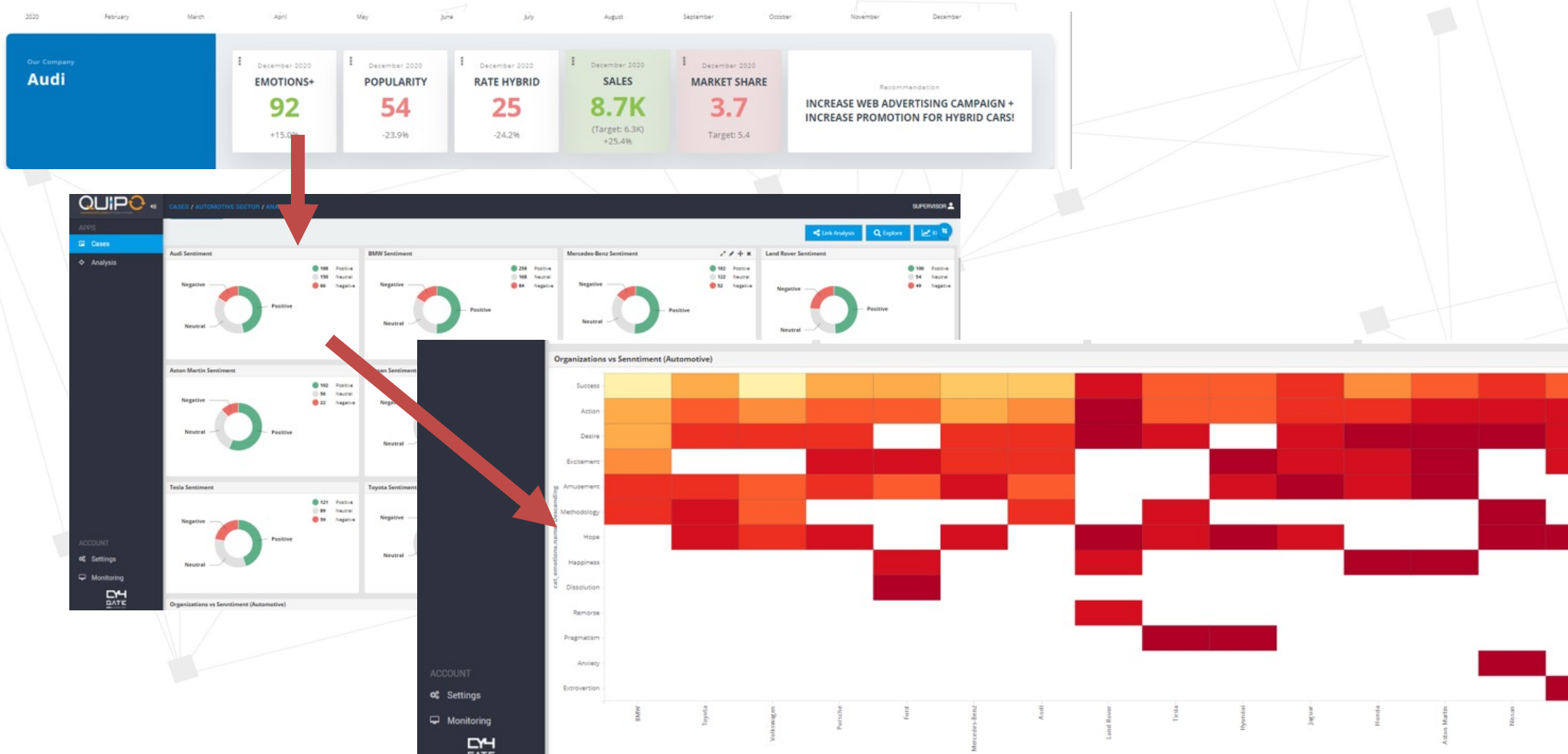


WHAT IF ANALYSIS  
OPTIMIZATION ALGORITHMS

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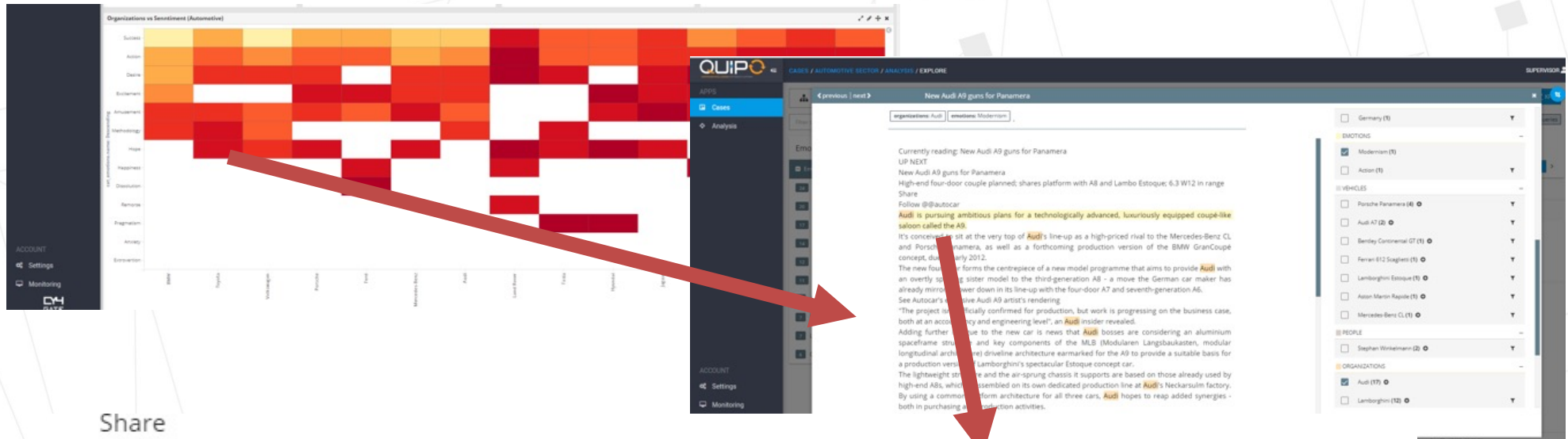
# Explainable AI – Deep dive into the data 1



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# Explainable AI – Deep dive into the data 2



Share

Follow @@autocar

Audi is pursuing ambitious plans for a technologically advanced, luxuriously equipped coupé-like saloon called the A9.

CY4Gate customizes Expert System (one of the founder of CY4Gate) NLP technology, with new domain ontologies creating categorizations and ETL engines

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## Conclusion

- The role of **technology** in this context is to increase **human capability**.
- The role of **data reduces uncertainty** about the environment in which we do business.
- **Human decision makers should not be replaced, but rather complemented**, by the power of data, analytics and AI
- **DECISION AUGMENTATION** means turning decision making into a **competitive differentiator** for your organization.