

Key topics:

This event will deal with the following aspects, among others:

- Minds vs. machines, products vs. platforms, the core of enterprises vs. the crowd – major paradigms shaping the future of our economy
- Which digital business models exist for industrial enterprises? What has already been implemented in China and with what success?
- What value does digitisation bring under China's 'Great Firewall' and the new cyber security laws?

会议目的

本次会议将围绕以下方面:

- 思维与机器、产品与平台、企业自主研发与联合研发 - 塑造我们未来经济的主要范例
- 有哪些适合工业企业的数字化商业模式? 哪些已经在中国实行? 成果如何?
- 中国互联网生态系统的特殊性 - 如何在中国防火墙和新的网络安全法的背景下从数字化中获取价值?

Delegate profile

- Industrial Internet solution providers
- AI
- IoT platforms
- Automation
- Semiconductor
- IoT or automation software firms
- Robotics
- Telecommunication
- Hardware
- Consulting firms
- Data or privacy security firms
- Law firms
- End users (manufacturing, healthcare, logistics & transport, oil & gas, mining)

目标群体

- 工业互联网解决方案提供商
- 人工智能
- 物联网平台
- 自动化
- 半导体
- 物联网或自动化软件公司
- 机器人技术
- 远程通信
- 硬件
- 咨询公司
- 数据安全公司
- 法律公司
- 终端用户 (制造业、医疗行业、物流运输、油气、矿业)

About the organiser

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*Preliminary figures for 2017

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*初步数字 (2017)

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Knowledge partner 学术支持



Alliance partner 联盟支持



Venue 会议地点

**Langham Place,
Guangzhou**
638, East Xingang
Road, Haizhu District,
Guangzhou, China

广州南丰朗豪酒店
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automation development summit

GUANGZHOU

powered by SPS – Industrial Automation Fair Guangzhou

Beyond hardware: Digital business models for the industrial IoT in China

5 March 2018

Langham Place, Guangzhou, China
www.ads-gz.com



messe frankfurt

Prestigious speakers at the summit 来自行业领导品牌的多位专家 组成强大演讲嘉宾阵容



STM China
施帝莱企业管理咨询
(上海)有限公司
Managing Director Asia
亚洲区执行董事
Georg Stieler



IBM GBC
Chief Technology Officer
首席技术官
Mohamed El-Refai



Microsoft
Principal Technical Evangelist
首席技术顾问
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Rainer Burkardt



**China Wanxiang
Holdings Co Ltd**
中国万向控股有限公司
Chief Innovation Officer
首席创新官
Vincent Y. Wang
王允臻



**Internet of Things
Association of
Guangdong Province**
广东省物联网协会
Secretary General
创会秘书长
Ming Zeng
曾明

Conference background

Minds vs. machines, products vs. platforms, the core of enterprises vs. the crowd – digitisation and rapidly increasing capabilities of artificial intelligence will shake up all industries within the next few years. Companies who want to stay on top will have to find answers on the new opportunities for tasks and occupations, business processes and business models.

China is the world’s manufacturing powerhouse and is responsible for over 25 percent of global industrial output. Also, Made in China 2025 call for more sophisticated, intelligent and interconnected manufacturing systems.

Based on interviews with multiple leaders in the automation industry, the second edition of **Automation Development Summit Guangzhou** will be held with the theme of **“Beyond hardware: Digital business models for the industrial IoT in China”**.

会议背景

思维与机器、产品与平台、企业自主研发与企业联合研发 – 数字化与快速发展的人工智能将在未来几年内席卷所有行业。想要保持行业领先，就必须找到工作与业务、商业流程与经营模式的新突破点。

中国是一个有吸引力的市场，作为世界的制造工厂，负责全球超过25%的工业产出。此外，“中国制造2025”也要求更成熟化、智能化、互联化的制造体系。

经过与诸多行业领导者们的沟通与交流，我们诚意开启以“**工业新时代，物联新思维，数字新模式**”为主题的**第二届自动化发展广州峰会**。

Conference agenda 5 March 2018

9:00 – 9:30	Registration and morning coffee
9:30 – 9:35	Conference opening
9:35 – 10:05	Beyond hardware: Digital business models for the Industrial IoT in China <ul style="list-style-type: none">Minds vs. machines, products vs. platforms, the core of enterprises vs. the crowd – major paradigms shaping the future of our economyChina’s role in this context – findings of our brand – new study on AI in ChinaWhat does this mean for industrial companies? An outlook on the challenges and opportunities these developments bring for them Georg Stieler: Managing Director Asia at STM China
10:05 – 10:35	The current state of deep learning (TBD) <ul style="list-style-type: none">Computer vision, what can be done?Where are the current obstacles?Where is the potential with a particular focus on China – which particular advantages to exist there for its business? E.g. access to more data? Special guest
10:35 – 10:55	Coffee break and networking
10:55 – 11:30	Monetising Industrial IoT and predictive maintenance for the automotive industry (TBD) Esteban Remecz: CIO Asia at ZF (TBD)
11:30 – 12:00	Developing a cost-efficient and reliable platform with a smooth transformation process and rapid system upgrade (TBD) Binxing Liu: General Manager at Alibaba Cloud HK (TBD)
12:00 – 13:00	Lunch break
13:00 – 13:40	Capturing value from digitisation in China’s closed Internet ecosystem – legal aspects of providing Industry 4.0 services in China Rainer Burkardt: Head of Practice/Executive Counsel at Burkardt Legal
13:40 – 14:15	Sponsor Slot
14:15 – 14:35	Coffee break and networking
14:35 – 15:10	A social network of machines: trust, execution and value exchange <ul style="list-style-type: none">How technologies like block chain are enabling interconnected yet autonomous machinesHow they address the industrial Internet’s business model problemSub-topics: a complete pedigree of products: mind and machine; long tail; trust fabric Vincent Y. Wang: Chief Innovation Officer at China Wanxiang Holdings Co Ltd
15:10 – 15:45	IoT is hot, AI is hot but AI+IoT is hotter <ul style="list-style-type: none">When traditional device/IoT companies step into IoT+AI territory, they will encounter too many blocks, and vice versa. This situation is preventing new scenarios from true business valueThe new technical model IMA (IoT-Middleware-AI) not only solves partial problems mentioned, but also creates a blue ocean for vertical solution companies, and helps these companies to build barrier against monopolyWe will talk about the real cases and practices that we have explored with Microsoft Zhen Guan: Principal Technical Evangelist at Microsoft
15:45 – 16:20	The Power of IBM Watson <ul style="list-style-type: none">Watson in automotive, aviation, healthcare, engineering, manufacturing Mohamed El-Refai: Chief Technology Officer at IBM GBC
16:20 – 16:50	Panel discussion (TBD)
16:50	End of the event

会议日程 2018年3月5日

9:00 – 9:30	签到、早茶
9:30 – 9:35	开幕式
9:35 – 10:05	超越硬件：中国工业物联网的数字化商业模式 <ul style="list-style-type: none">思维与机器、产品与平台、企业自主研发与联合研发 – 塑造我们未来经济的主要范例。中国在此环境下自有品牌的发展 – 在人工智能领域的新研究这对工业企业意味着什么？展望这些变革带来的挑战和机遇。 Georg Stieler: 施帝莱企业管理咨询有限公司亚洲区执行董事
10:05 – 10:35	深度学习的现状（待定） <ul style="list-style-type: none">计算机视觉发展程度目前存在的障碍中国的潜力与业务优势，如：拥有更多的数据资源？
10:35 – 10:55	茶歇及交流环节
10:55 – 11:30	汽车行业的工业物联网盈利化以及预测性维护（待定） Esteban Remecz: 采埃孚集团亚洲区首席信息官（待定）
11:30 – 12:00	利用一个平滑的转换程序和快速的系统升级来开发一个高效、可靠的平台（待定） Binxing Liu: 阿里云香港地区总经理（待定）
12:00 – 13:00	午餐
13:00 – 13:40	从中国封闭的互联网生态环境下获取数字化价值 – 为中国提供合法的工业4.0服务（待定） Rainer Burkardt: 上海申欧律师事务所首席律师/行政主管
13:40 – 14:15	赞助商
14:15 – 14:35	茶歇及交流环节
14:35 – 15:10	机器们的社交网络：信任，执行和价值交换 <ul style="list-style-type: none">如何使尚未互联的自主机器们通过类似区块链技术互相链接如何解决工业互联网的商业模式问题副标题：产品的完整谱系；思维和机器；长尾效应；信任结构 王允臻：中国万向控股有限公司首席创新官
15:10 – 15:45	人工智能+物联网，才是时下更热门话题 <ul style="list-style-type: none">当传统的机床设备、物联网公司进入物联网+人工智能领域时会遇到很多阻碍，反之亦然。这种情况正在阻碍新的运用场景产生真正的商业价值。新的技术模式IMA（物联网-中间件-人工智能）不仅解决了部分问题，而且为垂直行业解决方案公司创造了一个蓝海，并帮助这些公司建立了反垄断的壁垒。我们将讨论微软探索的实际案例及实践。 管震：微软首席技术顾问
15:45 – 16:20	IBM Watson的力量 <ul style="list-style-type: none">Watson在汽车领域Watson在航空领域Watson在医疗保健领域Watson在机械工程领域Watson在制造领域 Mohamed El-Refai: IBM GBC首席技术官
16:20 – 16:50	小组讨论（待定）
16:50	会议结束

About the summit

Massive structural change in the automation industry is underway and the top companies, particularly those in China, are embracing this trend.

Based on interviews with multiple leaders in the automation industry, we sincerely present the second edition of **Automation Development Summit Guangzhou** with the theme of **“Beyond hardware: Digital business models for the industrial IoT in China”**.

A number of unique experiences and scenarios, best practices, case studies and inspirations will be shared by top managers and representatives from leading companies, including Burkardt Legal, China Wanxiang Holdings Co Ltd, Guangdong Association of IoT, IBM, Microsoft, STM China and more.

关于峰会

工业企业的结构化转型已成全球趋势，一流企业正在积极正在积极谋求转型升级，这一现象在中国尤为明显。

经过与诸多行业领导者们的沟通与交流，我们诚意开启以“**工业新时代，物联新思维，数字新模式**”为主题的**第二届自动化发展广州峰会**。

来自上海申欧律师事务所、中国万向控股有限公司、广东省物联网协会、IBM、微软、施帝莱企业管理咨询（上海）有限公司等行业先导企业的高管及专家们将与大家分享他们的最佳实践及精彩灵感。