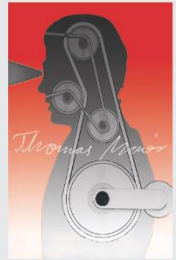


Excellence  
in developing complex  
systems through data  
completeness and  
co-operation



## Integrative Overall systems



Digital twin in the cloud



## Invisible human resistance



Causes expensive  
Digitalisation-  
Programmes to fail

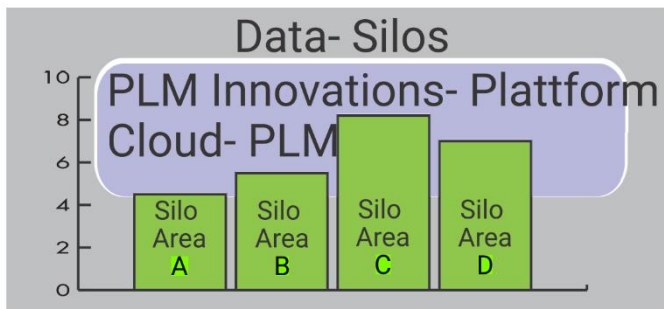
„These resistors are detectable and resolvable“

## Data silos show human resistance

Product Lifecycle Management (PLM) is a system for the integration of all the information accrued in the lifecycle of a product. This feature is your future.

The set-up of PLM is often hindered by the fact that data is stored in various silos and therefore cannot be utilised across the business.

These data silos were usually created with the best intentions, and mostly when and where no other solution was available. Once created, those silo solutions remain in use although new and more integrative solutions exist.



Usually, there are plausible human reasons for this. Oftentimes, the architects of the silo systems had tinkered meticulously and extensively with their solution.

Whenever a new system is "prescribed", key persons will vehemently defend their existing system.

To develop an excellent integrative overall PLM system, you need the co-operation of those key persons and knowledge holders.

In order to resolve existing resistances, all relevant key persons need to be involved and appreciated in the development of the integrative system.

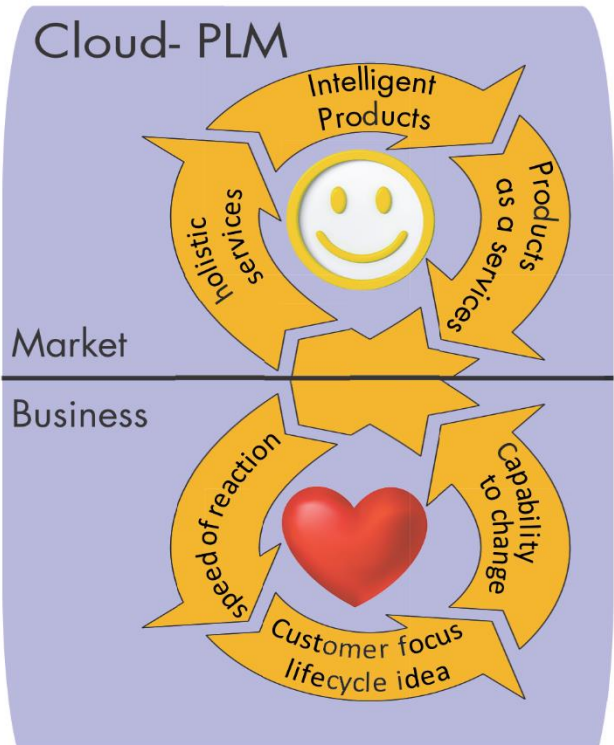
I will provide you with intuition and know-how in exactly this co-engineering process.

# Strategic industry goals

- use your data potentials to develop new business models, in order to be able to offer new services.
- Acceleration of product development to remain competitive.

## How to achieve those goals?

- By dissolving the human resistances in your organisation in favour of more openness and flexibility...
- in order to be able to build a professional overall PLM system with fully useable data.



# My offer for dissolving resistances: —

Offer:

Your self-analysis  
“Digital Maturity”

Exploration of your  
potentials

“Organisational analysis”  
with strategy

Dissolution of resistances

Concept of sustainability

“MIND OPENER” training

Support for follow-up  
modernisations

Duration:

Fill in the  
questionnaire  
Download from  
[www.fokus-mensch-digital.de/Wie](http://www.fokus-mensch-digital.de/Wie)

Telephone conversation  
with you

1-2 days

3-6 months

1 week

2 x 2 days

Depending on  
expenditure

I look forward to  
meeting you.

Cordially,  
Thomas Maier

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