

«Manufacturers have realized they must increase their flexibility and resiliency»

Plataine announced it has signed on Original Equipment Manufacturer (OEM) agreement with SAP. Through this agreement, Plataine's software along with SAP manufacturing solutions, will allow customers to benefit from a holistic smart factory solution that extends across production operations.

with

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JEC Composites Magazine: Could you briefly remind our readers what SAP manufacturing solutions are and what opportunities they offer?

MICHAEL EDELEN: SAP provides a comprehensive manufacturing portfolio spanning fully automated lights out processing to engineering centric labor-intensive operations.

The benefit is that these solutions are incorporated into an intelligent enterprise approach inclusive of design collaboration, manufacturing, quality assurance, logistics, supply chain, and financial considerations.

Plataine and SAP recently signed an OEM agreement. Could you describe the terms of this partnership?

AMIR BEN ASSA: The partnership will enable manufacturers to benefit from a holistic, smart factory solution. Plataine with SAP MES offers AI-driven, cloud-based factory floor Digital Assistants.

They leverage data from sensors and systems to improve productivity and increase production throughput, and digitize processes to eliminate paper-work, Excel and manual reporting, thereby improving quality & traceability.

AI-based digital assistants provide smart alerts and recommendations to increase efficiency and on-time delivery.

How can Plataine's expertise leverage and complete the existing SAP Manufacturing solutions?

M.E.: Plataine's technology complements the SAP offering by addressing manufacturer needs to meet the highest levels of composite manufacturing productivity and efficiency. Plataine's applications offer managers and users AI-based predictive alerts and recommendations on a variety of subjects such as nesting, cutting, and kitting while optimizing available production resources.

The software ensures TSM freezer management and provides clear direction on what material to consume on which machine, and when to cut it.

During the COVID crisis, what issues have industry players encountered? How have your clients been affected and especially those involved in composite materials production?

A.B.A.: The COVID crisis has created or amplified a range of challenges for manufacturers:

- Reduction or otherwise sharp fluctuations in demand in some industries, like aerospace
- Supply chain disruptions, such as shortages in raw materials and



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- supply of parts/components
- Social distancing on the shop floor
- Employee shortages due to lockdowns and quarantines
- Increase in costs related to raw material and logistics

All in all, manufacturers have realized they must increase their flexibility and resiliency in the face of such challenges, occurring now or potentially again in the future. This has led to an acceleration of digital transformation and the adoption of digitization on the production floor and in supply chains. In fact, in many ways this is very similar to what we experienced in corporate offices or our personal lives.

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What key benefits will this global solution offer to composite materials professionals?

M.E.: Increased production flexibility, especially given the new challenges presented by COVID:

- Material/cost savings
- Reduced rework and scrap
- Increased production automation and visibility
- Equipment optimization and improved OEE
- Defect correlation analysis that

- improves quality
- Data-driven decisions

The composite materials industry is very heterogenous, as it brings together workshops, start-ups, SME and major industrial players. What main targets are you aiming for with your solution? Are some application sectors more promising than others?

A.B.A.: Plataine, through the partnership with SAP, targets large manufacturers as well as mid-size and smaller suppliers. Our cloud solution allows complete scalability and serves manufacturing organizations of various sizes with one or multiple production sites.

Plataine provides a solution for time-sensitive equipment and tool management by automatically monitoring material exposure times for quality control purposes, to prevent waste and rework.

The focus is on composites manufacturing industries, for example:

- Aerospace and defence
- Automotive and transportation
- Wind blades
- Industrial manufacturing

Do you consider that the extended SAP Manufacturing could accelerate democratization of Industry 4.0 factory organization?

M.E.: Yes, definitely. When it comes

to manufacturing, it is clear that digital, cloud-based solutions are the future. Plataine's unique AI capabilities, combined with core solutions from SAP, can help deliver significant efficiency and productivity benefits to our customers.

SAP MES helps digitize manufacturing processes and together with Plataine provides a great partnership based on cost-effective, high-quality Industry 4.0 technologies, making them accessible and enabling quick deployment.

Plataine's cloud solutions bring advanced, AI-based solutions to more manufacturers and make AI and I4.0 accessible to the mass market.

As a field of research in constant evolution, what developments on AI as applied to materials are you following? What opportunities have you identified in the short/medium term?

A.B.A.: The focus is on decision workflows which replace data workflows.

In addition, the Plataine solution suite is based on proactive intelligence, proactively detecting issues (such as ETL, delays, defects, etc.), predicting the outcome and suggesting recommended actions to prevent the problem before it occurs. Last, but not least, analytics run on big data detecting correlations and assisting managers to determine root cause analyses.

What are the next steps in the collaboration between SAP and Plataine?

M.E.: Applying the solution within different industries; improving and optimizing integration between the platforms and the value we bring to our customers, based on the feedback received from our markets. □

More information:
www.sap.com/products/execution-mes.html
www.plataine.com