

The Siemens logo, consisting of the word "SIEMENS" in a bold, teal, sans-serif font, is positioned in the top left corner. It is set against a white rectangular background that is part of a larger blue gradient header. Below the logo, there are several thin, white, wavy lines that span the width of the header, creating a sense of motion and depth.

**SIEMENS**

Federazione Anima

3 maggio 2016

# PM@Siemens

## Integrated Project Management

# Global presence

Close to customers all over the world

## Siemens nel mondo

Con oltre 165 anni di storia è attiva in più di 200 paesi

FY 2015



**75,6**

fatturato in  
miliardi di €



**7,4**

utile netto in  
miliardi di €



**4,5**

investimenti in  
ricerca e sviluppo in  
miliardi di €



**32.100**

collaboratori  
Siemens attivi  
in R&S



**348.000**

collaboratori  
Siemens nel mondo



**3.700**

brevetti  
depositati



**7.650**

invenzioni

## Portfolio ambientale



tra i più significativi al mondo,  
il portfolio ambientale  
di Siemens vale circa  
32,7 miliardi di €



i prodotti e le soluzioni del portfolio  
ambientale Siemens hanno  
permesso ai clienti di abbattere  
nel 2015 oltre 58 milioni di tonnellate di CO<sub>2</sub>

## Global presence

Close to customers all over the world

### Siemens in Italia

Attiva nel Paese dal 1899

FY 2015



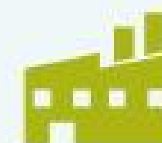
**1.773**

fatturato in  
milioni di €



**6**

centri di  
competenza



**2**

stabilimenti  
produttivi



**>3.100**

collaboratori  
in Italia



**1.700**

Smart Worker



**46**

età media

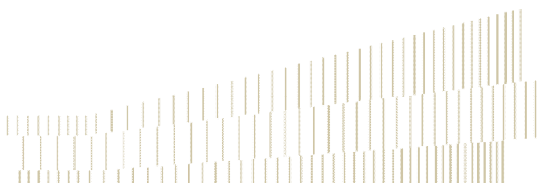


**25%**

donne

# Vision 2020

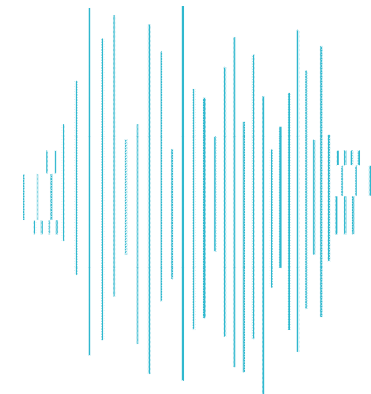
Three cornerstones for a successful future



**A clear mission**



**A lived ownership culture**



**A consistent strategy**

**Responsible**

**Excellent**

**Innovative**

# Vision 2020

## A lived ownership culture

### Equity

We strongly believe that employee shareholders act responsibly and are oriented to the long term when they directly participate in their Company's success. That's why the equity culture is an integral part of our ownership culture.

### Leadership

Our managers should serve as role models for the Company's strategic direction and ensure the sustainable and efficient use of available resources – thus inspiring and empowering their teams to give their best for the Company.

### Behaviors

Entrepreneurial behavior should be the standard and foundation for how we act at Siemens. This applies to each individual in the Company – since only then can behaviors constantly evolve and improve.

### Values

If everyone in the Company acts responsibly, achieves excellent results and is innovative, they will personally contribute to the sustainable success of Siemens. Responsible, excellent, innovative – these values are the foundation of our ownership culture.

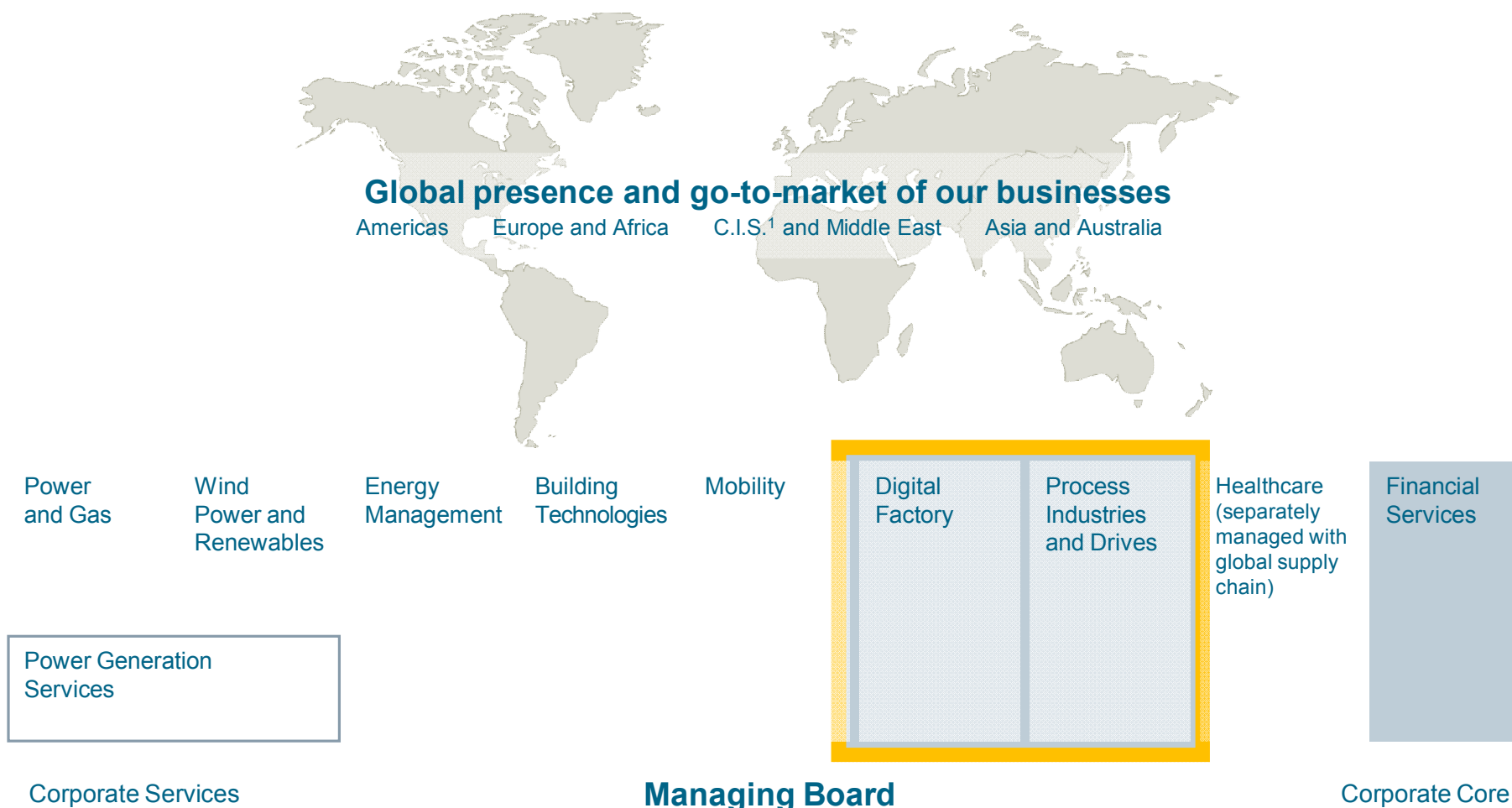


### People orientation

We strive for a people-oriented approach that values and clearly fosters diversity of experience and expertise. If this is reflected in all that we do, we'll improve the performance of our Company.

# Customer-oriented organization

Setup as of October 1, 2014



| 1 Commonwealth of Independent States.



# Digital Factory

Industry 4.0 partner for manufacturers today and tomorrow

The Digital Factory Division offers a comprehensive, seamlessly **integrated portfolio** of leading edge PLM **software solutions** and **automation technologies** covering the complete life cycle from product design and production execution to services.

This helps manufacturing companies all over the world to enhance the **flexibility and efficiency of their processes and reduce time to market.**

 [WWW.SIEMENS.COM/AR/DIGITAL-FACTORY](http://WWW.SIEMENS.COM/AR/DIGITAL-FACTORY)



# Process Industries and Drives

Increased productivity, shorter time to market



We're building on our leading market position in the growth field of ***process industries and drives***. With a clear focus on customer requirements now and in the future, we offer ***products, systems, solutions and services*** across entire life cycles for all industry sectors. As a trusted partner, we deliver the ***innovative and integrated technologies*** and the related industry expertise that ensure our customers' competitiveness and sustainable growth.

 [WWW.SIEMENS.COM/AR/PROCESS-INDUSTRIES](http://WWW.SIEMENS.COM/AR/PROCESS-INDUSTRIES)



# Digital Factory / Process Industries and Drives

## Integrated Project Management



## PMO Mission

- to foster project management Knowledge
- to generate competent added value
- to achieve projects performances and portfolio profitability

# Digital Factory / Process Industries and Drives

## Integrated Project Management



## PMO Task

### GOVERNANCE

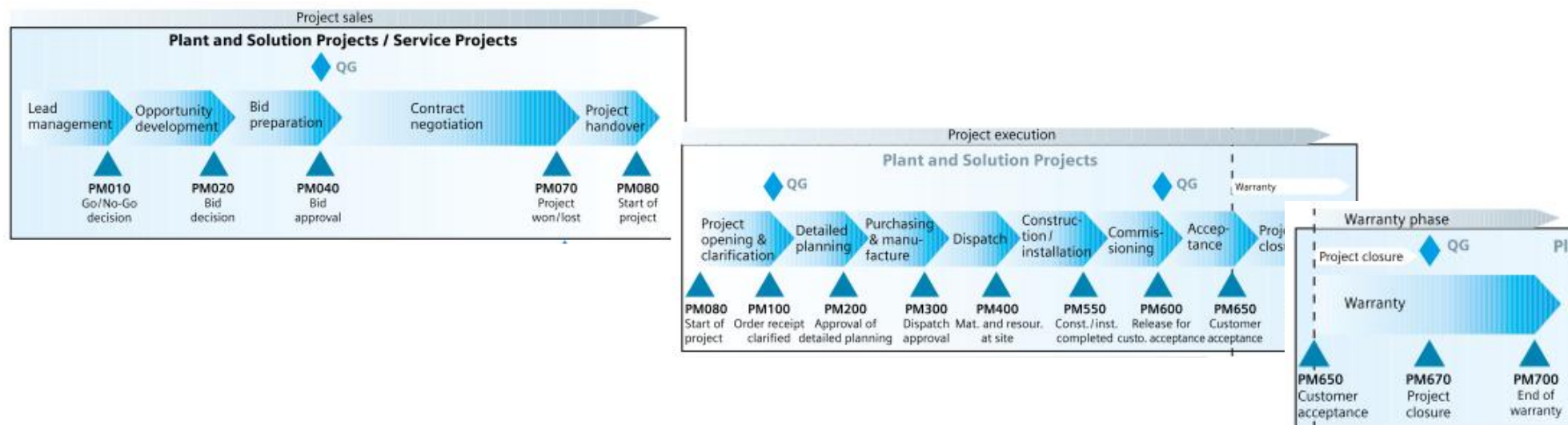
- PM@Siemens implementation
- Project Management Guidance
- PM certification program
- Coaching

### OPERATION

- Project Portfolio Management
- Proposal, Engineering, Execution
- Project Reporting
- Project Review Meeting

# Digital Factory / Process Industries and Drives

## Integrated Project Management



PROPOSAL / SALES

PROPOSAL /  
SALES

ENGINEERING

PROJ.EXECUTION

SERVICE

## Statement of Joe Kaeser CEO Siemens AG



*"In our company there is so much knowledge and experience gained from things that went very well, and from things that went poorly. What counts is to put this wealth of experience to good use."*

November 7, 2013



# PM@Siemens is based on our long-lasting experience in project management worldwide

Due to our long-term project experience in the fields of

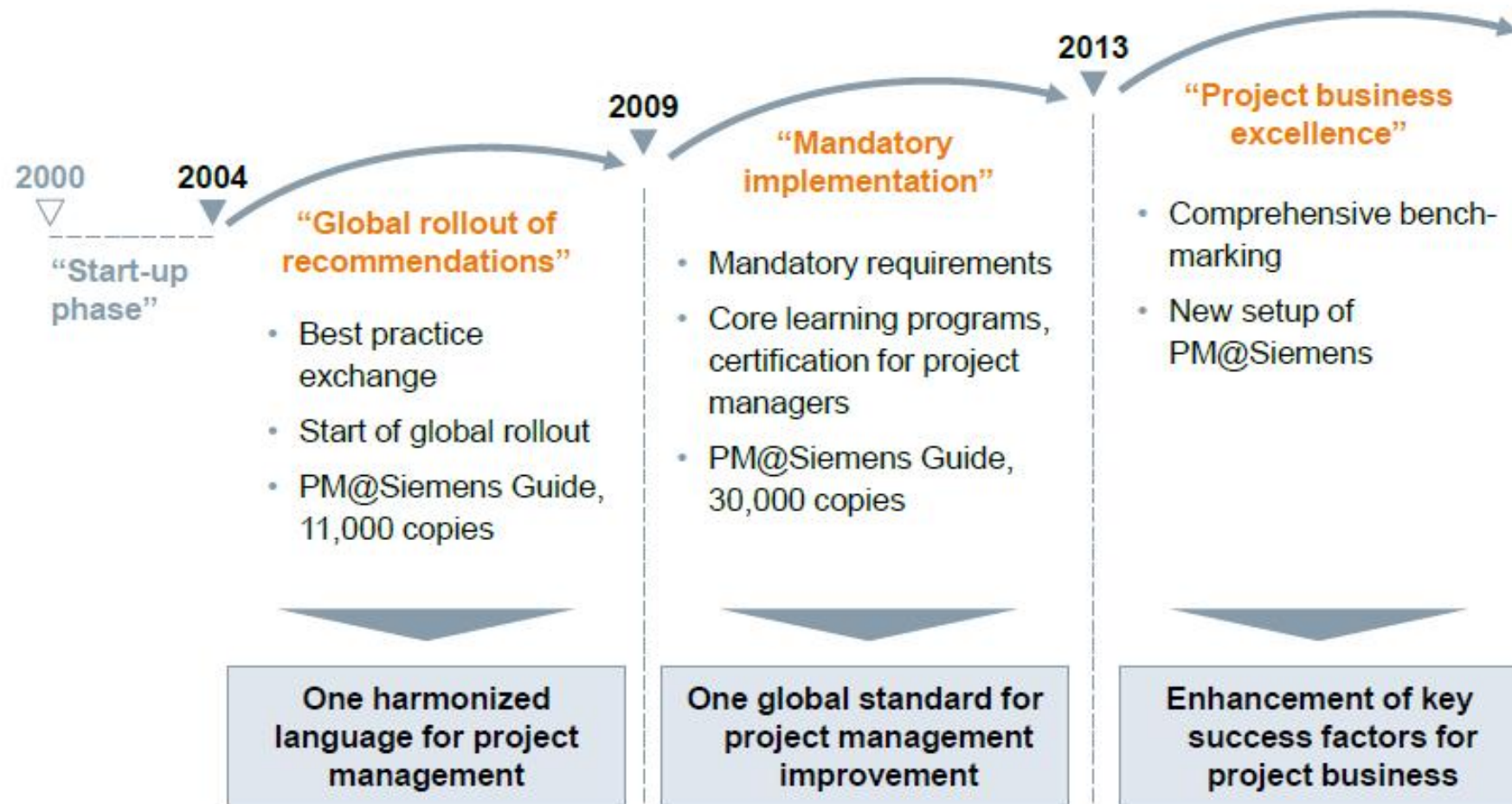
- **Industry**
- **Energy**
- **Infrastructure solutions**
- **Healthcare**

we have at our disposal excellent and diversified expertise and know-how in project management.





# PM@Siemens demonstrates sustainable development towards project business excellence



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## Integrated Project Management