

### DID YOU KNOW?

Every third car in the world is assembled with products and solutions from Atlas Copco.



#### **DID YOU KNOW?**

Oil-free compressors
from Atlas Copco
are used to process coffee\*
with the highest demands
on purity and energy efficiency.

(\*We helped making the mug too)



### **DID YOU KNOW?**

Compressors from Atlas Copco are used to brew 50% of all industrially produced beer in the world.

# Atlas Copco in figures





### Organization

#### **BOARD OF DIRECTORS**

**PRESIDENT AND CEO** 

### **GROUP MANAGEMENT**BUSINESS AREAS AND CORPORATE FUNCTIONS



#### COMPRESSOR TECHNIQUE

- Compressor Technique Service
- Industrial Air
- Oil-free Air
- Professional Air
- Gas and Process
- Medical Gas Solutions
- Airtec



#### VACUUM TECHNIQUE

- Vacuum Technique Service
- Semiconductor Service
- Semiconductor
- High Vacuum
- Industrial Vacuum



### INDUSTRIAL TECHNIQUE

- Industrial Technique Service
- MVI Tools and Assembly Systems
- General Industry Tools and Assembly Systems
- Chicago Pneumatic Tools
- Industrial Assembly Solutions



#### POWER TECHNIQUE

- Power Technique Service
- Specialty Rental
- Portable Air
- Power and Flow



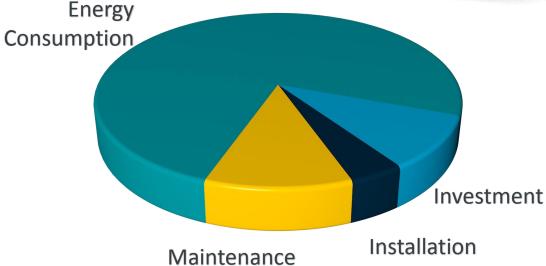


#### The ZR 160 VSD+

- One of the most efficient Oil-free screw compressor in the world in its power range
- Hundreds of Atlas Copco employees are involved in development, production, service and marketing
- All key components are completely engineered by Atlas Copco (i.e. Compressor Elements, Coolers, PM motors, Converters...)
- > 50 sensors for control, reliability, safety, predictive maintenance
- Able to operate 24/7









### Challenges



1956



1966



1980's



2004



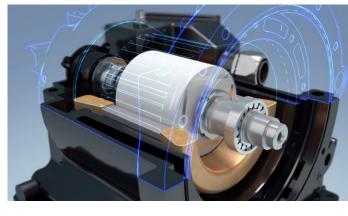
2014

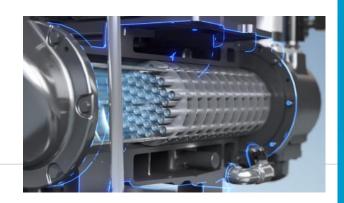


2018

- Mature market
- Shorter Time to Market
- Cross divisional development
- Almost all components are redesigned to improve reliability and efficiency while keeping total development, production and service costs in account
- Self adaptive controller algorithm to optimize efficiency in full working range
- High product variability, tens of thousands possible configuration options in Oil-free screw compressor portfolio
- High product reliability, > 60.000 running hours



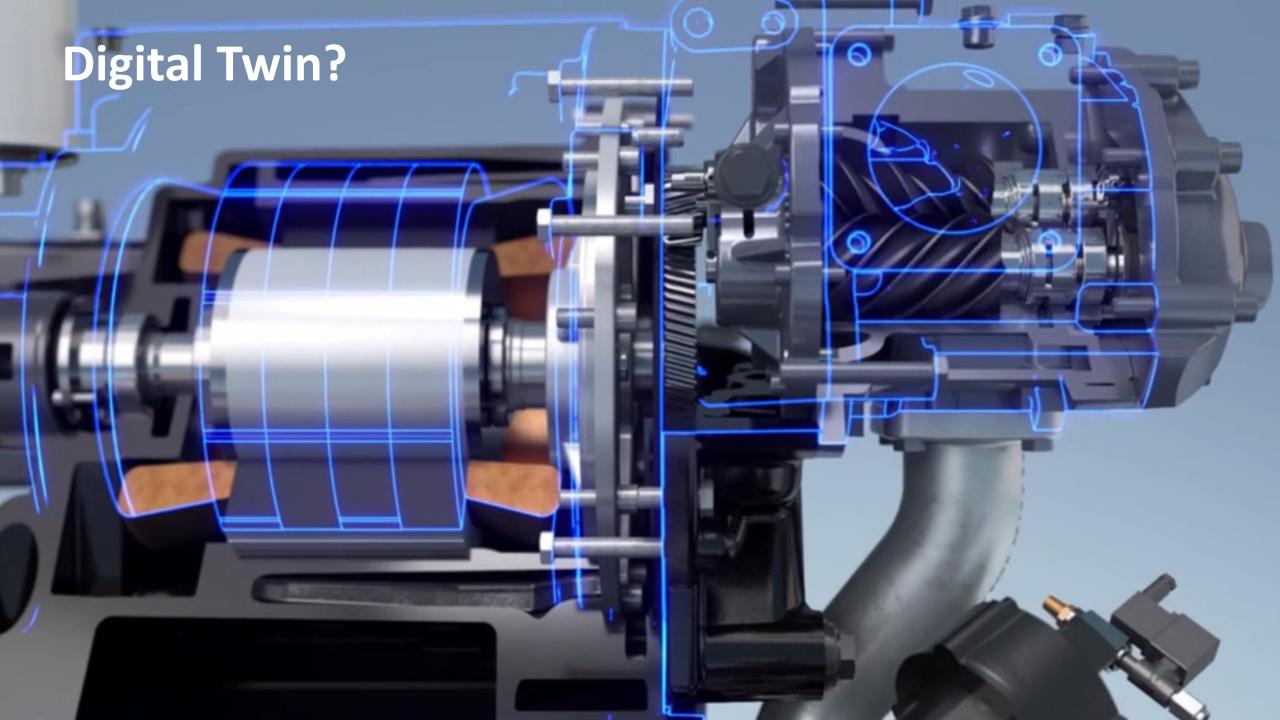




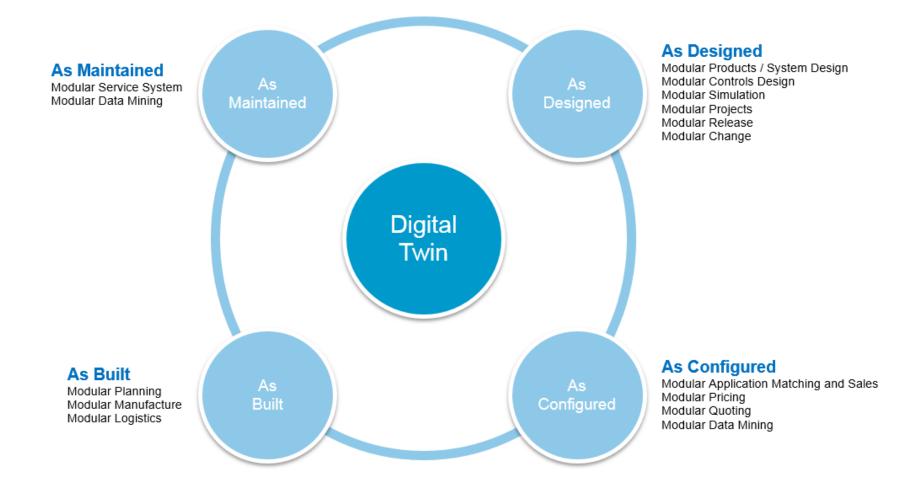
#### Innovation



Increase customer energy efficiency by 20% by 2020

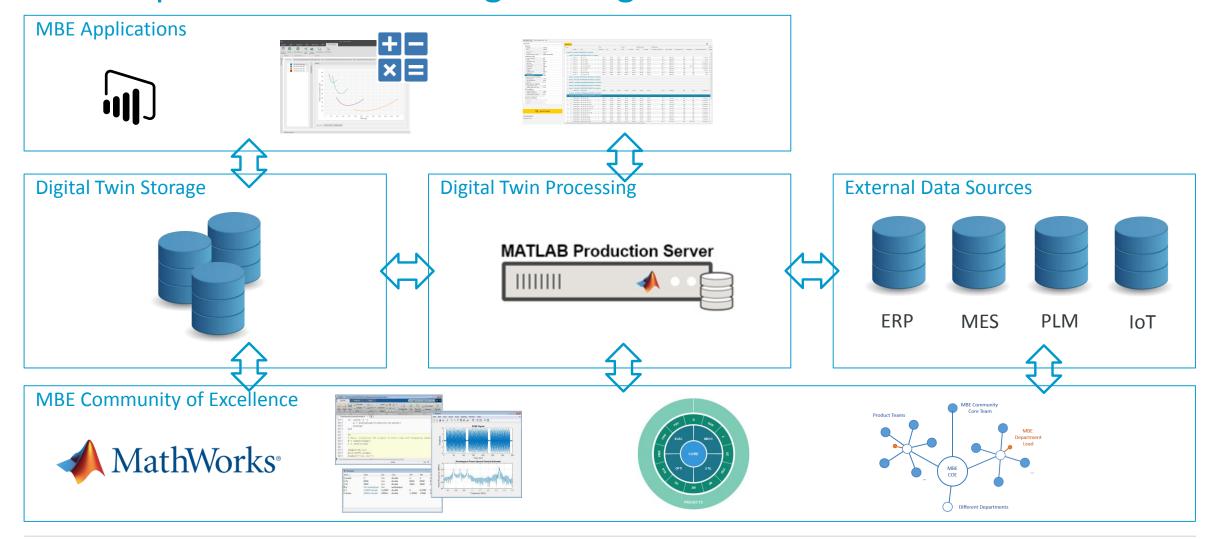


### Digital Twin in Atlas Copco and Single source of truth



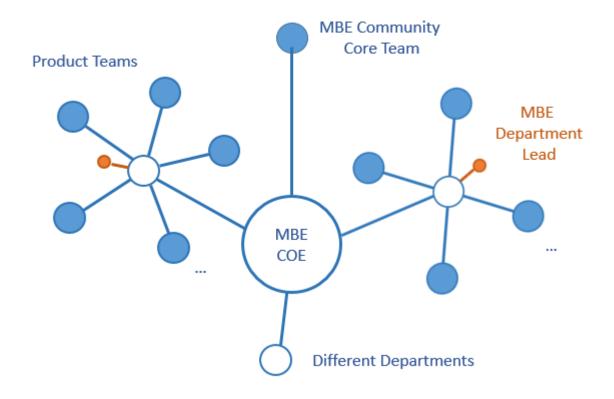


### Atlas Copco Model Based Engineering Platform





### As Designed: MBE Community of Excellence

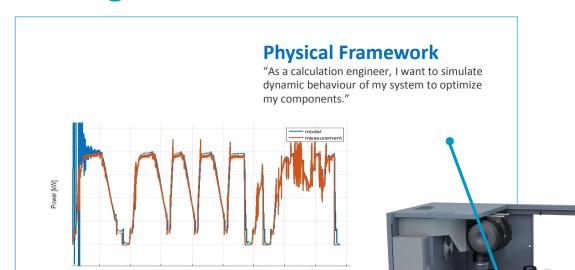


- Open information sharing mentality within Compressor Technique, using MATLAB as a platform
- Community wants to be integrated in all product teams worldwide
- Knowledge sharing platform for Calculations,
   Simulations, Data Analytics, Controller Algorithms
  - Object oriented MATLAB libraries
  - Integration of non-MATLAB code
  - GIT repositories, Source Control
  - Trainings
- Each product team is responsible and takes ownership for their implementations
- Standardization on tools



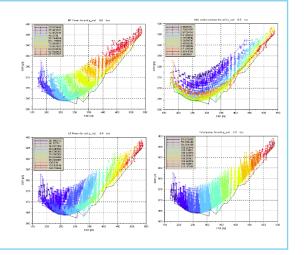


### As Designed: MBE Framework



#### **Core Framework**

"As a calculation engineer, I want to find optimal gear ratio's and element sizings."



#### **Interface Framework**

"As a marketeer, I want to have easy access to the validated engineering data to create my technical data sheets."

#### Technical data: ZR 160 VSD+-10.4

Product definition	
Model	ZR 160 VSD
Pressure variant	10.4 ba
Integrated dryer	Pad
Frequency	50 H
Reference conditions	
Absolute inlet pressure	1 bar(a)
Relative humidity	0 %
Air inlet temperature	20 °C
Cooling water inlet temperature	20 °C
Cooling water temperature rise	15 °C
Effective working pressure	7 bar(q)
Motor shaft speed(rpm)	6316 rpm
moor state speco(ipin)	00101011
Performance data*1	
Maximum working pressure	10.4 bar(g)
Free air delivery (at maximum volume flow rate )	367.5 %
Total electrical power input	175.5 400
<ul> <li>Total specific energy requirements (SER)</li> </ul>	441.5.3
Free air delivery (at 75% of volume flow range)	320.5 to
<ul> <li>Total electrical power input</li> </ul>	136.3 48
<ul> <li>Total specific energy requirements (SER)</li> </ul>	404.6.7
Free air delivery (at 50% of volume flow range)	240.5 to
Total electrical power input	107 44
<ul> <li>Total specific energy requirements (SER)</li> </ul>	436.4.0
Free air delivery (at 25% of volume flow range)	100.4 to
<ul> <li>Total electrical power input</li> </ul>	77 3 400
<ul> <li>Total specific energy requirements (SER)</li> </ul>	464.4.7
Free air delivery (at minimum volume flow rate )	80.4 to
<ul> <li>Total electrical power input</li> </ul>	40.7 40
<ul> <li>Total specific energy requirements (SER)</li> </ul>	550.1,4
Effective working pressure (1)	B. S. Santini

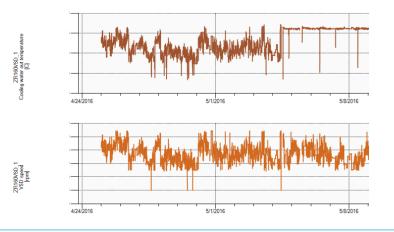
#### Community Tools

Software platform enabling community development

Wiki, bug trackers, source control,...

#### **Controller Framework**

"As a control engineer, I want to simulate the effect of my control strategy on the system."

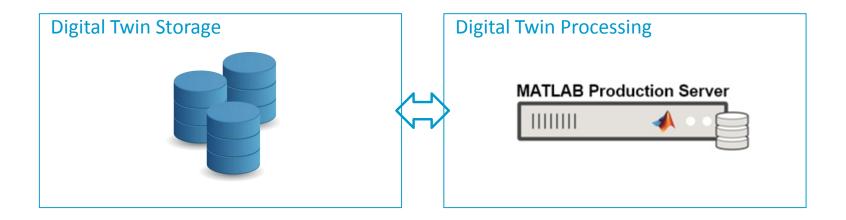




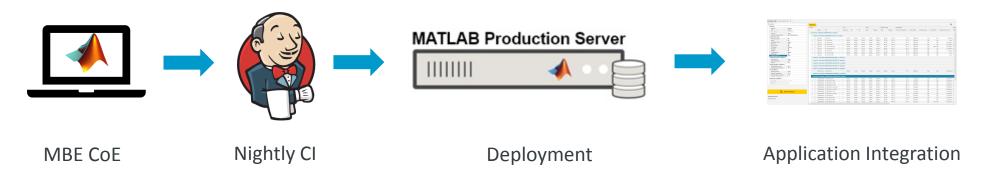


### As Designed: Digital Twin

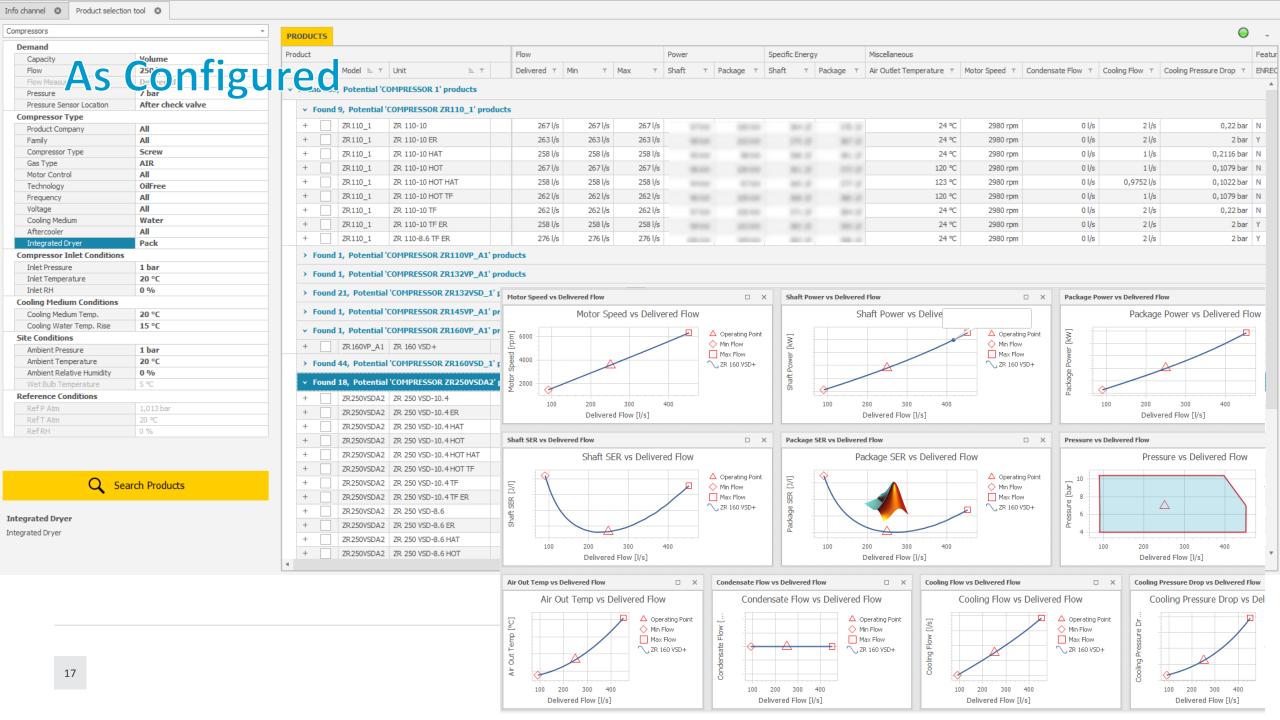
Thomas Kaiser, SAP Senior Vice President of IoT: "Digital twins are becoming a business imperative, covering the entire lifecycle of an asset or process and forming the foundation for connected products and services."

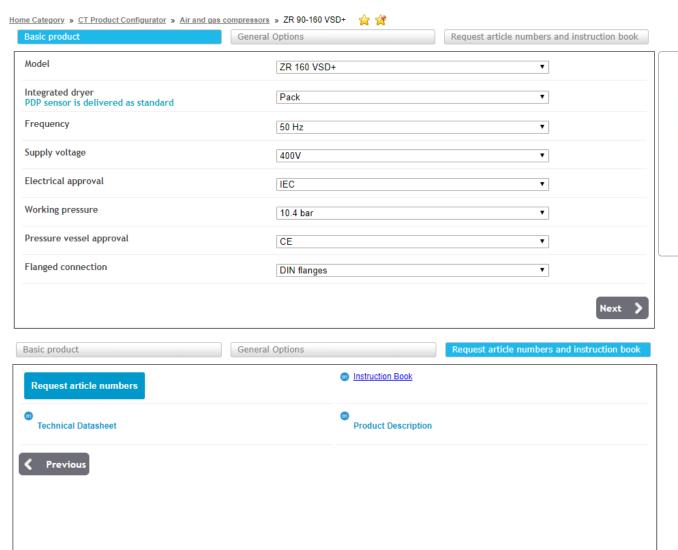


#### **Model Integration**









ZR 90-160 VSD+



Country of destination Belgium

Model ZR 160 VSD+

Integrated dryer Pack

Frequency 50 Hz

Supply voltage 400V

Electrical approval IEC

Working pressure 10.4 bar

Droseuro vossol approval OF

#### Technical data: ZR 160 VSD+-10.4

Product definition	
Model	ZR 160 VSD+
Pressure variant	10.4 bar
Integrated dryer	Pack
Frequency	50 Hz

Cooling water inlet temperature 20 °C Cooling water temperature rise 15 °C Effective working pressure 7 bar(g)		
Relative humidity  Air inlet temperature  Cooling water inlet temperature  Cooling water temperature rise  Effective working pressure  Tobar(g)  Motor shaft speed(rpm)  Performance data*1  Maximum working pressure  Free air delivery (at maximum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 75% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free werking pressure (1)	Reference conditions	
Air inlet temperature  Cooling water inlet temperature  20 °C  Cooling water temperature rise  Effective working pressure  7 bar(g)  Motor shaft speed(rpm)  6316 rpm  Performance data*1  Maximum working pressure  10.4 bar(g)  Free air delivery (at maximum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total specific energy requirements (SER)  Free working pressure (1)	Absolute inlet pressure	1 bar(a)
Cooling water inlet temperature  Cooling water temperature rise  Effective working pressure  Tobar(g)  Motor shaft speed(rpm)  Performance data*1  Maximum working pressure  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 55% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total specific energy requirements (SER)  Effective working pressure (1)	Relative humidity	
Cooling water temperature rise  Effective working pressure  To bar(g)  Motor shaft speed(rpm)  6316 rpm  Performance data*1  Maximum working pressure  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 75% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total specific energy requirements (SER)  Effective working pressure (1)	Air inlet temperature	20 °C
Effective working pressure 7 bar(g)  Motor shaft speed(rpm) 6316 rpm  Performance data*1  Maximum working pressure 10.4 bar(g)  Free air delivery (at maximum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 75% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Cooling water inlet temperature	
Motor shaft speed(rpm)  Performance data*1  Maximum working pressure  Free air delivery (at maximum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 75% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Cooling water temperature rise	15 °C
Performance data*1  Maximum working pressure  Free air delivery (at maximum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 75% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Effective working pressure	7 bar(g)
Maximum working pressure  Free air delivery (at maximum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 75% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Motor shaft speed(rpm)	6316 rpm
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Free air delivery (at maximum volume flow rate )  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 75% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 50% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate )  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Performance data*1	
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- Total specific energy requirements (SER) Free air delivery (at 50% of volume flow range) - Total electrical power input - Total specific energy requirements (SER) Free air delivery (at 25% of volume flow range) - Total electrical power input - Total specific energy requirements (SER) Free air delivery (at minimum volume flow rate ) - Total electrical power input - Total specific energy requirements (SER)  Effective working pressure (1)	Free air delivery (at 75% of volume flow range)	325 5 Pa
Free air delivery (at 50% of volume flow range)  - Total electrical power input  - Total specific energy requirements (SER)  Free air delivery (at 25% of volume flow range)  - Total electrical power input  - Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  - Total electrical power input  - Total specific energy requirements (SER)  Effective working pressure (1)	Total electrical power input	136.3 409
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Free air delivery (at 25% of volume flow range)  Total electrical power input  Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate)  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Total electrical power input	
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Total specific energy requirements (SER)  Free air delivery (at minimum volume flow rate )  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Free air delivery (at 25% of volume flow range)	1986.41 (6)
Free air delivery (at minimum volume flow rate )  Total electrical power input  Total specific energy requirements (SER)  Effective working pressure (1)	Total electrical power input	77 3 400
- Total electrical power input - Total specific energy requirements (SER)  Effective working pressure (1)	Total specific energy requirements (SER)	404.4.01
- Total specific energy requirements (SER)  Effective working pressure (1)	Free air delivery (at minimum volume flow rate)	80 4 th
Effective working pressure (1)	Total electrical power input	45.7 607
	Total specific energy requirements (SER)	1960 1 (4)
Free air delivery (at maximum volume flow rate )	Effective working pressure (1)	8.6 terigi
	Free air delivery (at maximum volume flow rate)	406.7 %

#### As Produced

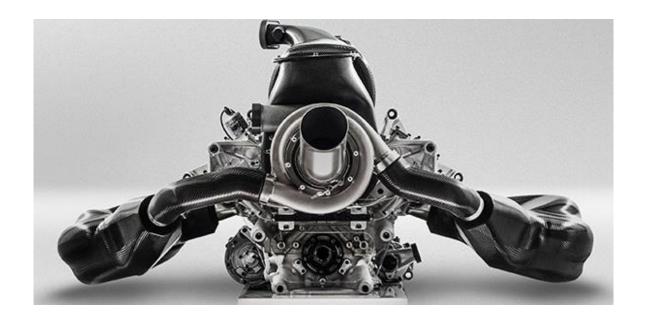


• **Revolutions:** 3.000 – 35.000 rpm

• **Tolerances:** 10 – 20 micrometer

• **Power Density:** 0.62 kilogram / kilowatt

• **Lifetime:** > 60.000 running hours



• Revolutions: < 18.000 rpm

Tolerances: micrometers

• **Power Density:** 0.18 kilogram / kilowatt

• Lifetime: +/- 20 running hours

\*Racecar Engineering



### As Produced: Connectivity

World

Smart

Smart

**Products** 

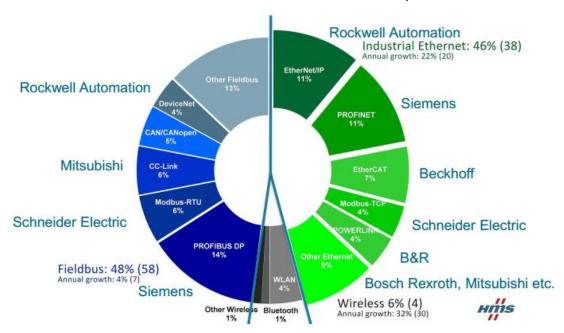
Factory

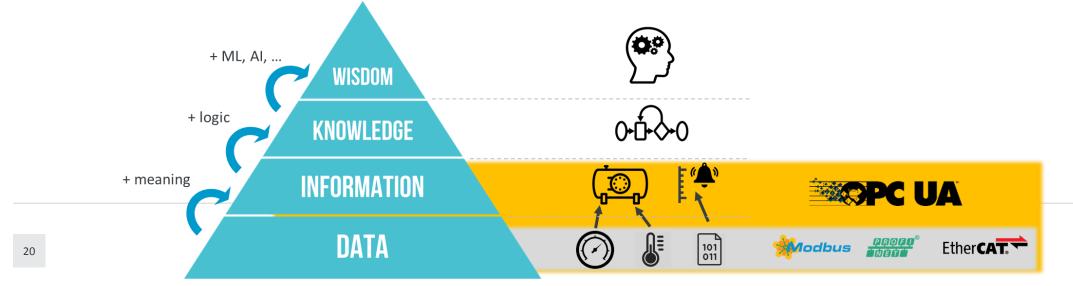
#### The New World: Industrie 4.0

- Flexible systems and machines
- · Functions are distributed throughout the network
- Participants interact across hierarchy levels
- · Communication among all participants
- Product is part of the network

#### Connected **Θ<sup>≠®</sup>τ** Δ••• O<sub>O</sub> **X** ~ **6**

#### M2M Communication Landscape

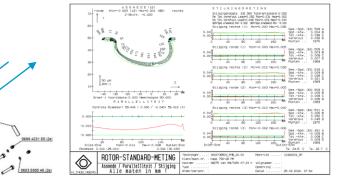






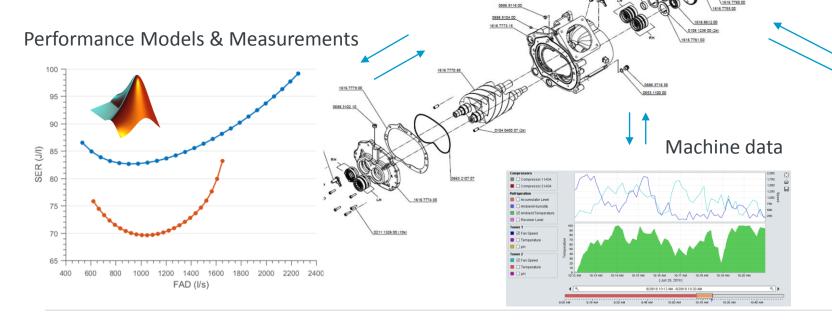
### As Produced: Industry 4.0

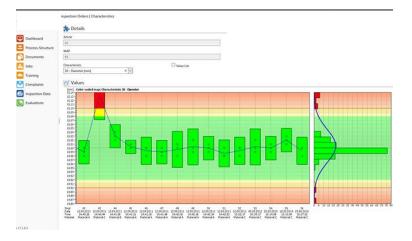
Bill of Material



Tactile measurement

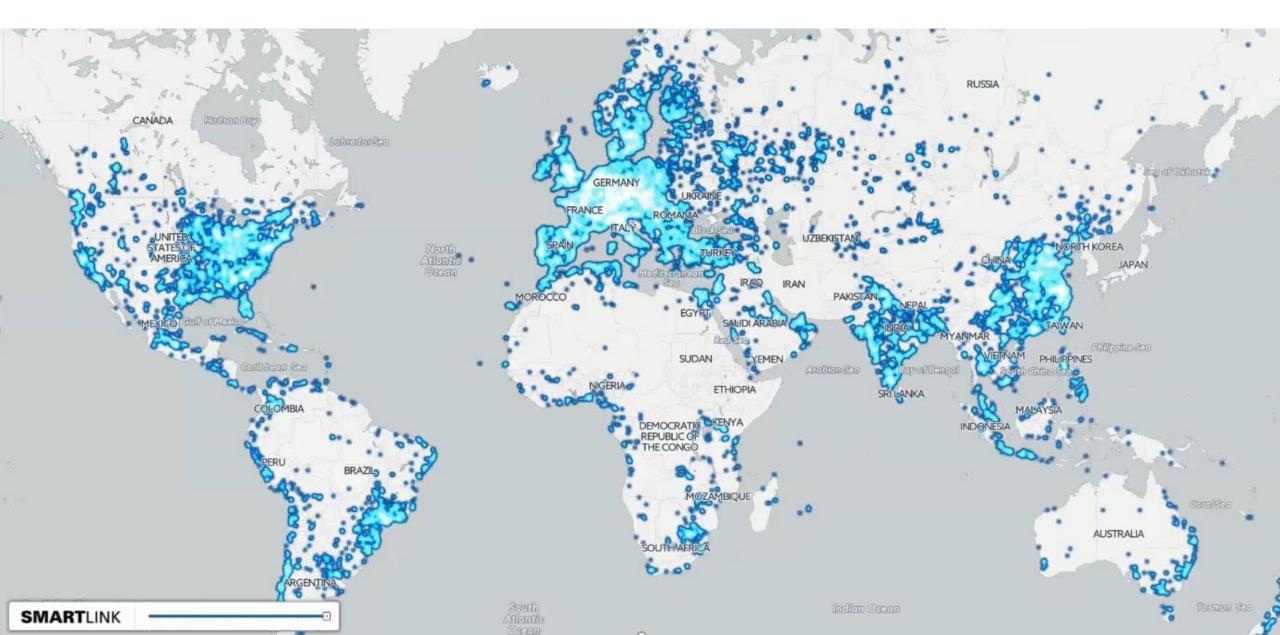
#### Quality







### As Maintained: > 120.000 Machines Connected



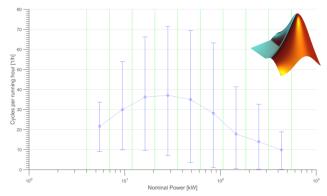
### As Maintained: > 120.000 Machines Connected

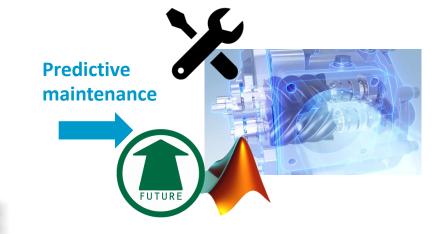
#### **Condition Monitoring**

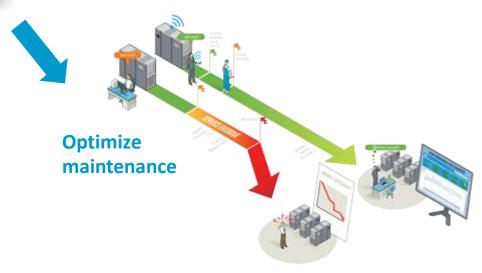








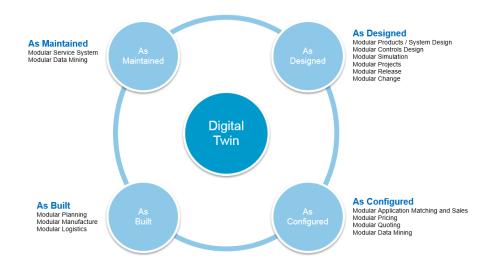






# As Achieved: Standardized Atlas Copco Model Based Engineering Platform

- Company-wide workflow preventing design errors and mistakes
- Collaboration platform for efficient communication and quick implementation of upgrades
- High quality continuously updated digital twins used throughout product lifecycle
- Standardized accurate configuration tool used by global sales
- Optimized maintenance and Data Analytics platform for 120k+ connected machines
- Re-establishing Atlas Copco as undisputed global market leader in high quality compressor technology



The new ZR160VSD+ shows how value can be created on the path towards the digital twin.



### Challenges & Outlook



- Still a long road to take to connect all valuable data
- Labor intensive to clean and structure data
- Databases and Processing engines need to be easily scalable, strong requirement to move to cloud and make software products scalable
- Strong competition in cloud processing and data analytics, fast pace market, MathWorks needs to strengthen their presence
- Integration of Engineering models are key in a successfull Digital Twin. It can deliver deep insights for product enhancements and new business models



### **Questions & Answers**







# Atlas Copco

