



# BIM Alliance

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# Alimak Group at a Glance

- A world-leading provider of vertical access solutions for industrial and construction customers
- With a presence in more than 100 countries, Alimak Group develops, manufactures, sells as well as services vertical access solutions under four brands
- An installed base of ~ 67,000 elevators, hoists, platforms, service lifts and building maintenance units around the world
- Founded in 1948 and headquartered in Sweden

\*excluding a PPA-adjustment in Q3

**Revenues 2017**

**MSEK 4,001**

**EBITA margin 2017\***

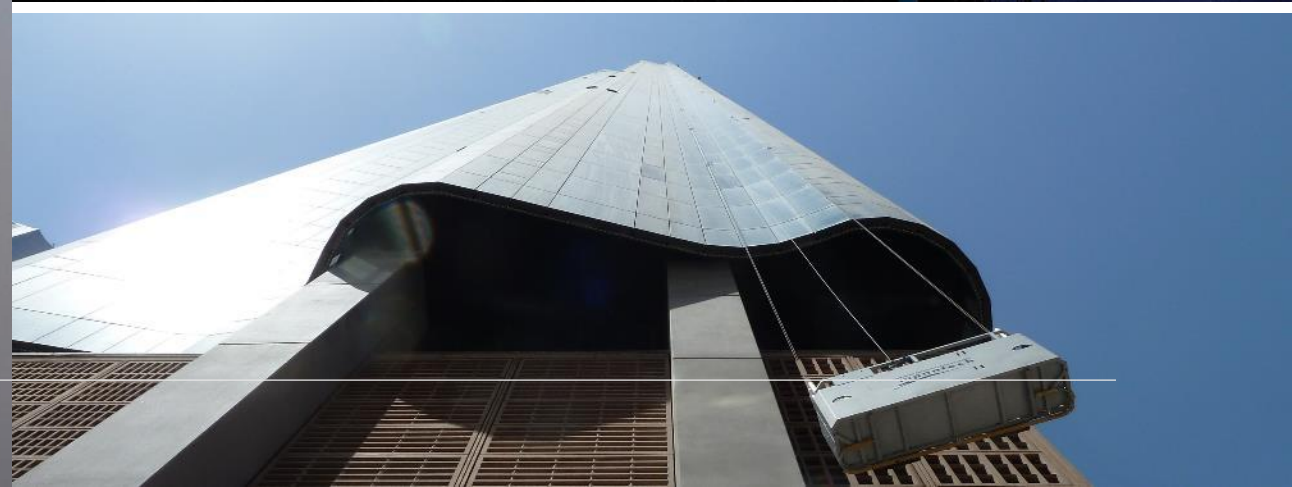
**13.2%**

**FTEs**

**~2400**

**Production facilities**

**12**





# We have been a technology leader for 70 years...

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**..and our ambition is to stay in this position for at least 70 years to come.**

# The Alimak way..

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- We deliver safe vertical access through partnership and innovation..



**Safety**

**Productivity**

**Cost of ownership**

**Sustainability**

**Internet of things**

# Cost of ownership

During its lifetime a construction hoist is:

- **Installed 10 times:** can we prevent damages during installation, dismantling, storing and transportation?
- **Used up to 20 years:** can we make the base components supporting a lifetime of 20 years?
- **Runs up to 10.000 meters a day:** can we reduce the service interval on components?
- **Opens its door 600 times a day:** can we avoid the need to frequently re-adjust the doors and still have them running smoothly?

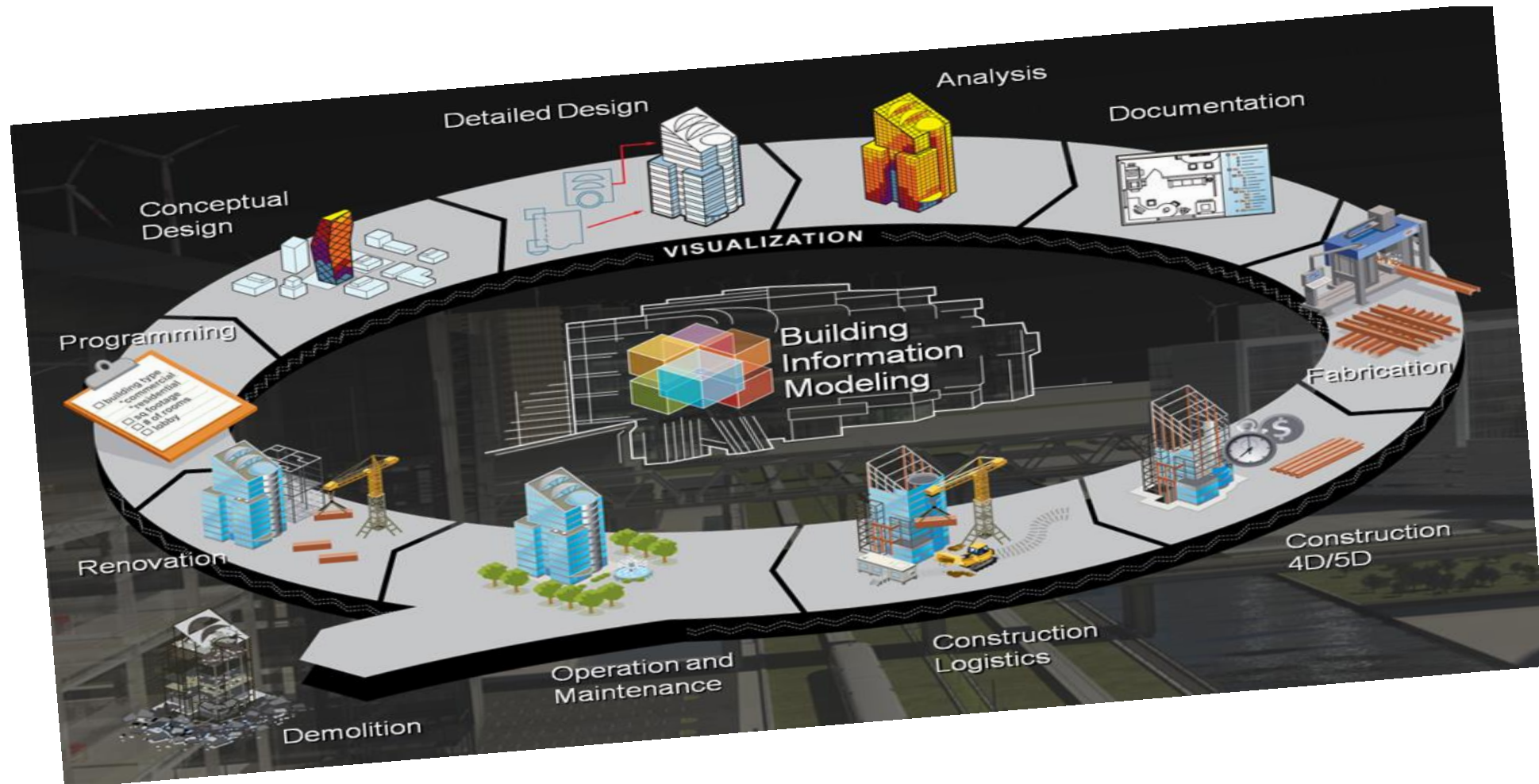


# Internet of things

Smarter products  
will enable better  
solutions

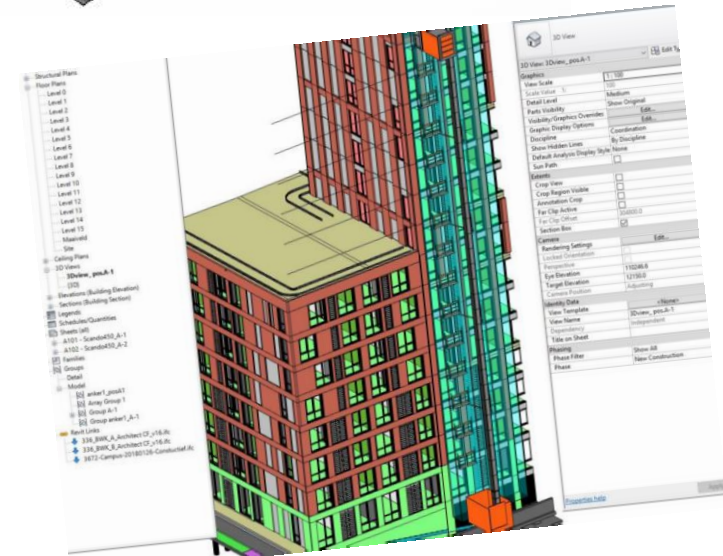
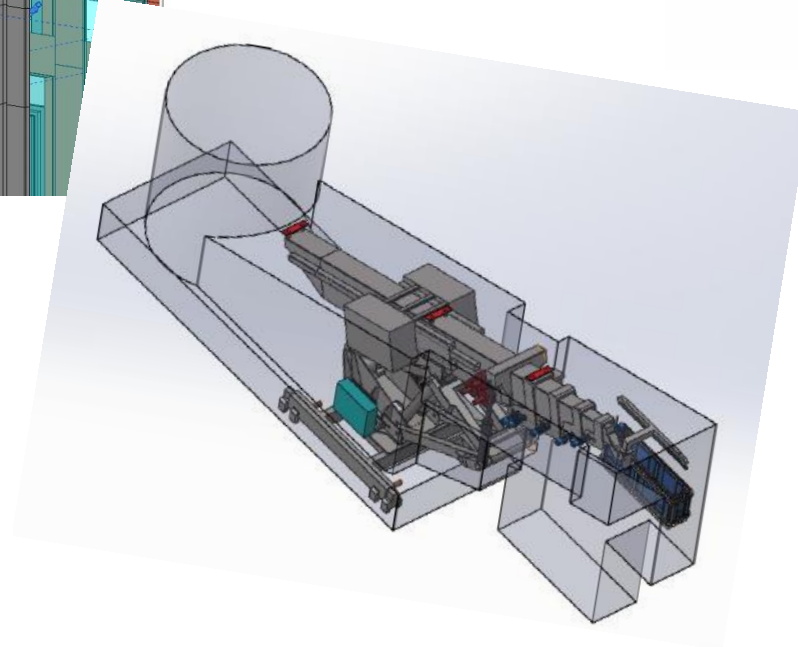
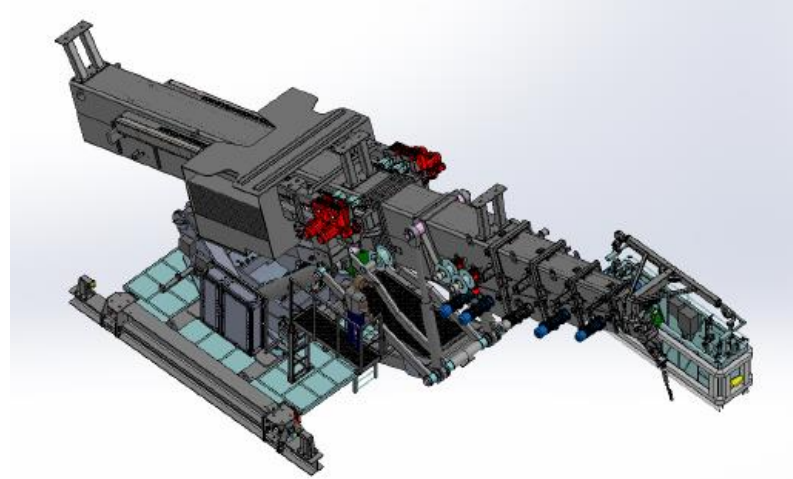
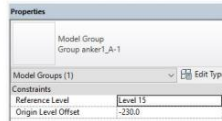
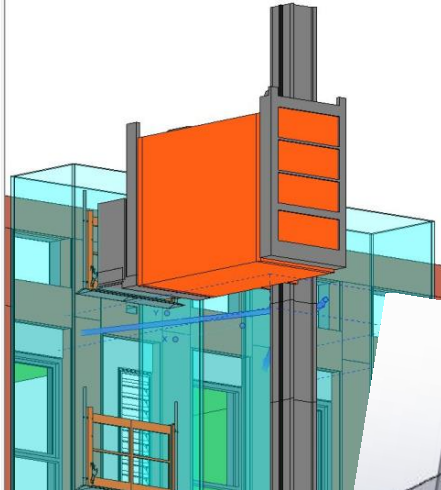
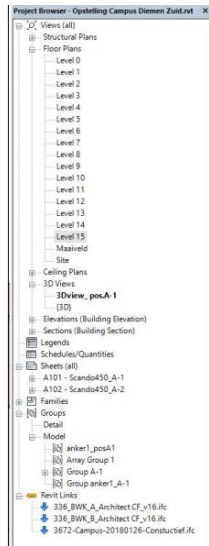


# BIM relevance for Alimak





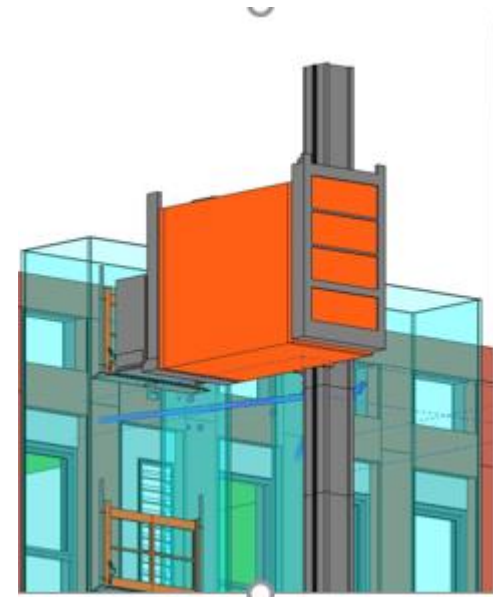
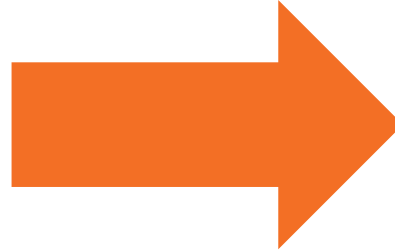
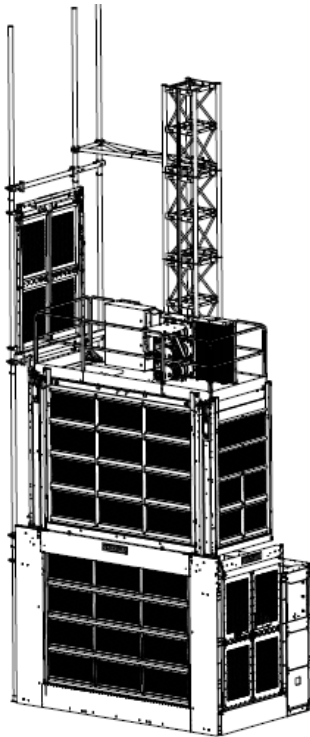
# Some examples..



# Challenges.....

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From mechanical engineering....



..to BIM environment

# Opportunities.....

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Simulation and optimization of better logistic solutions..

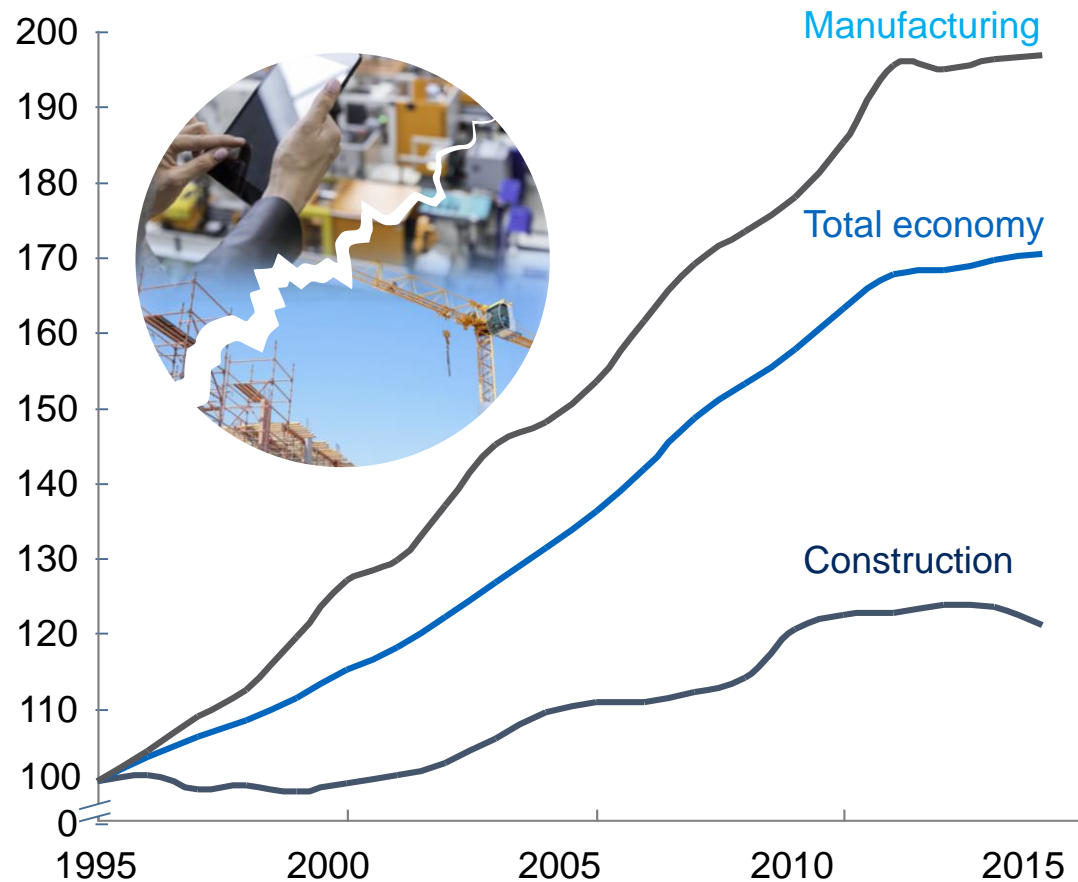


...through new object features like speed, environmental performance, etc.



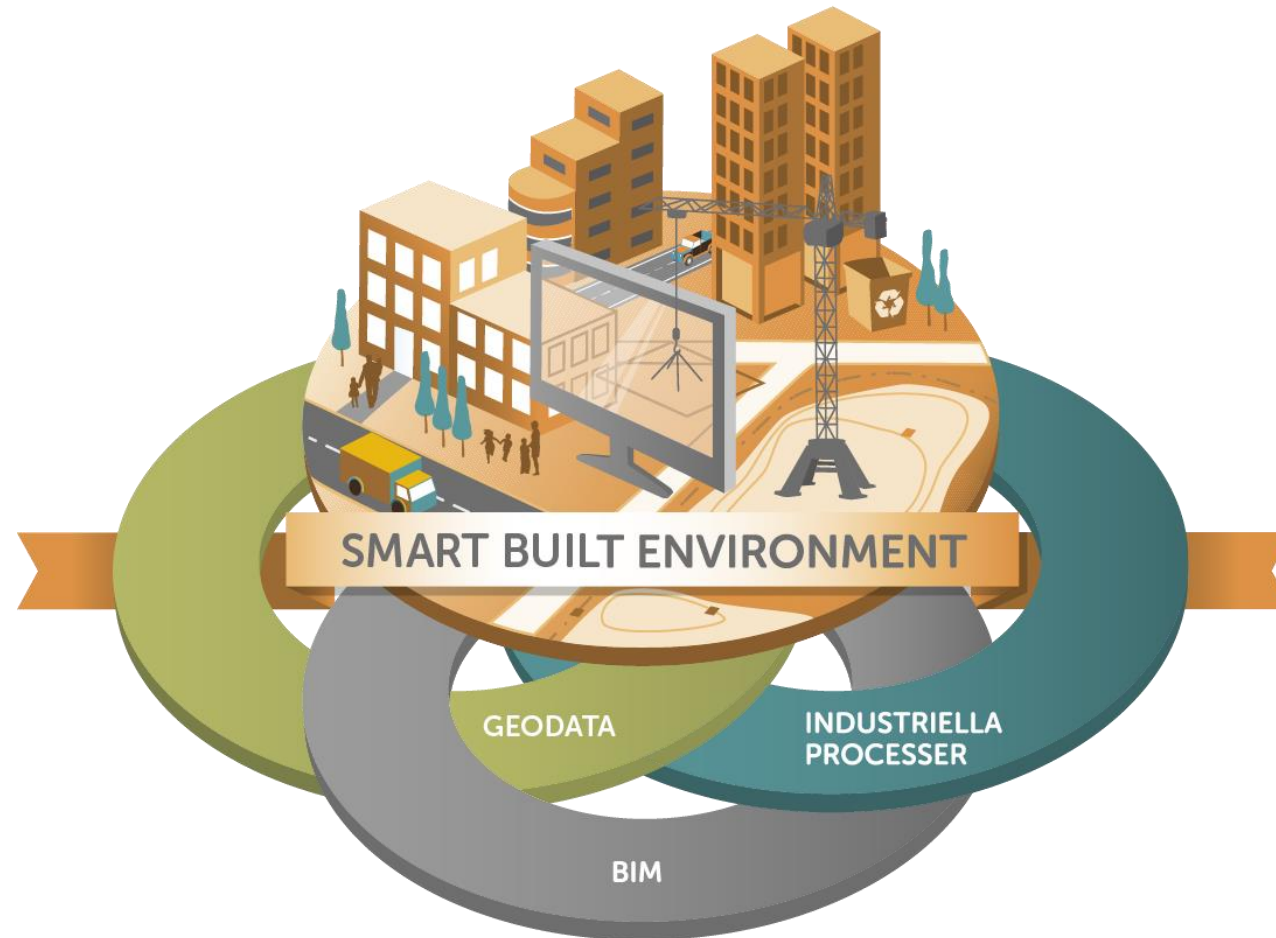
# Collaboration cross the value chain is needed to address the productivity challenge in construction...

Real gross value added per hour worked by persons engaged, indexed 1995 = 100



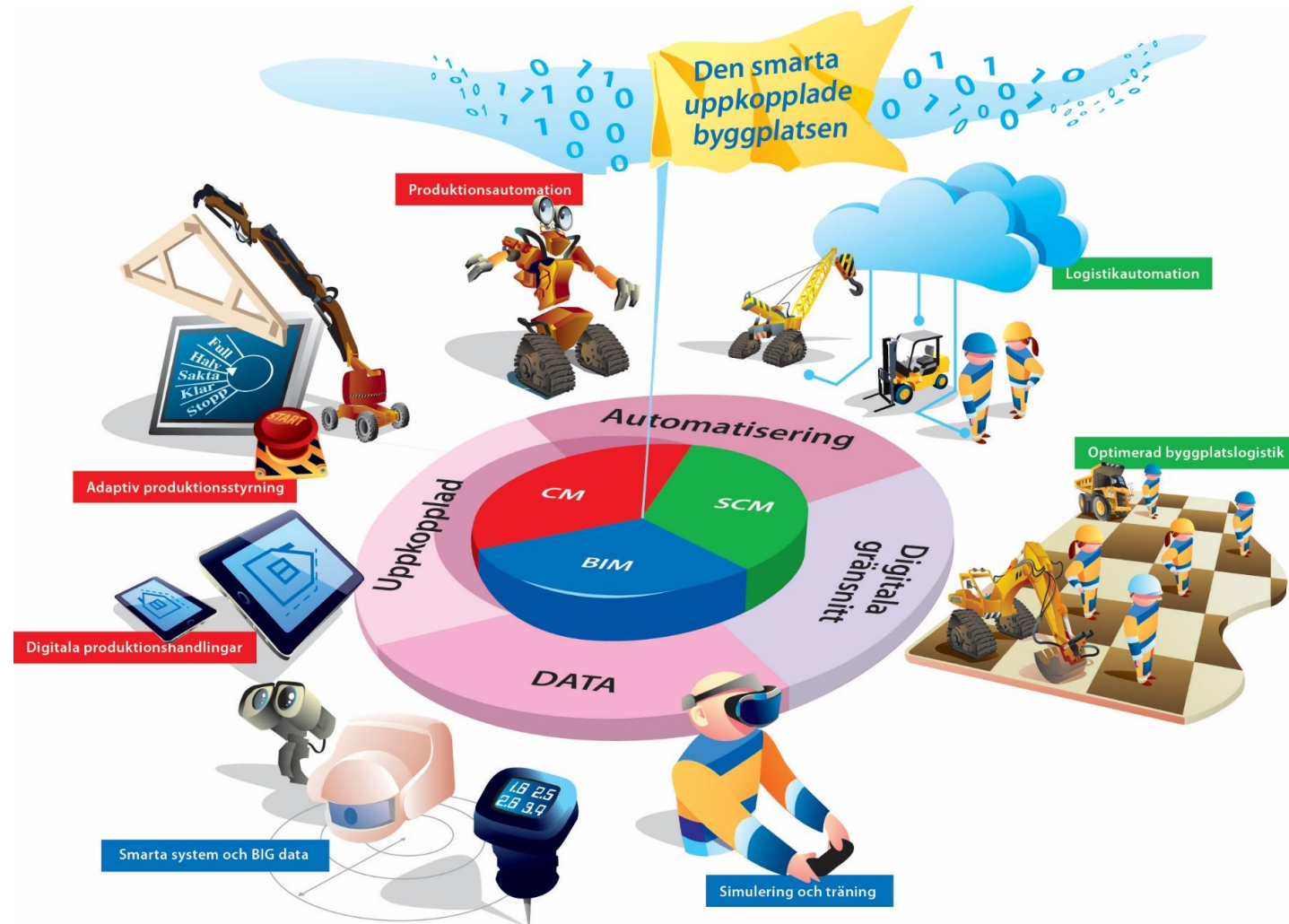
# Strategiska Innovationsprogrammen

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# Den uppkopplade byggplatsen

## Digitalisering genom integration av BIM-CM-SCM





## Collaboration key to success...

