



INTERVIEW

Let's Get Ready for New **Business** Models

Professor Giambattista Grusso from the Dipartimento di Elettronica, Informazione e Bioingegneria, Politecnico di Milano, boasts a deep knowledge of the Italian manufacturing industry and its transformations. We talked with him about the state of the art and the future of digitalization in Italy, starting from the trends showed by the survey Professor Grusso conducts every year with his team about mechatronic skills in Italian industrial clusters, on the occasion of Forum Meccatronica. The trade event, organized by ANIE Automazione and Messe Frankfurt Italia, has inspired and promoted the Observatory through the two organizations.

Let's start from the survey carried out with your team for the project named "Mappatura delle competenze meccatroniche", promoted by Messe Frankfurt Italia and ANIE Automazione, which will be presented in December. This year the survey focused on the Marche region. Which main aspects have come to light and what has most surprised you? The territories under investigation from the surveys we have conducted in the latest years are quite different each other. However, within every cluster we noticed a sort of best practices contamination, due to the fact that

entrepreneurs talk to each other, and this creates a positive environment.

As a trend, in the Marche region we have noticed that even the tertiary sector, totally foreign to the industry until a few years ago, looks more closely at the issues of automation. This is also due to the fact that some solutions - the cloud, for instance - designed for different targets are increasingly applied to the industrial world.

Which requests do the users of automation solutions - that is to say machine builders or end users - address to suppliers?

A better applicability of artificial intelligence tools, first of all. Whoever works in the industry is aware of the potential of the so-called machine learning and there is a lot of curiosity around this subject.

Then, energy savings and predictive maintenance are surely the two aspects of the industrial process that are easier to understand.

However, it is quite hard to find who really knows how to handle systems based on production data analysis: the architectures are well equipped to collect data, but often there is no data scientist, a figure able to study and analyze such information. In fact, technology providers tend to reduce the IT skills required to their customers through the use of Apps with simple and intuitive interfaces.

Another request concerns the interoperability of architectural components, in order to prevent that any technological solution might affect