



# SIEMENS

**Siemens Advanta**

## CONNECTING **AND** MANAGING ASSETS

Data integration into holistic  
post-leasing platform

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**“THE STATE-OF-THE-ART PLATFORM, WHICH HAS BEEN SUCCESSFULLY IMPLEMENTED BY SIEMENS, USES AN ADVANCED DATA LAYER AND IOT TECHNOLOGY AND HAS BEEN INSTRUMENTAL TO UNLOCK THE POTENTIAL OF THE DIGITAL AGE FOR SUZHOU FINANCIAL LEASING.”**

*Chen Qi - President, Suzhou Financial Leasing*



#### A CUSTOMER STORY

# CONNECTING **AND** MANAGING ASSETS

## Data integration into holistic post-leasing platform

### The story:

Have you ever lent something - and never gotten it back? Normally these are only small things, and the loss is not too painful.

It's different at Suzhou Financial Leasing, a Chinese customer of Siemens in the non-banking sector since 2015. The company leases various vehicles (mainly focusing on new energy vehicles), solar power stations, CT scanners, manufacturing plants and much more, all involving highly expensive machines and assets.

It is part of Suzhou Financial Leasing's business to constantly send people to the loaned machines to check whether the systems are still in good condition and - yes - whether they are still there in various industries around China. This costs a lot of time, money and effort. The company often only knows weeks or months later, when the tours have been completed and the data processed, how well the systems are running. But that is changing. Siemens networked over 1500 of these systems in a Siemens data layer over the course of last year.

### Use case 1:

This proved to be useful during the ongoing Corona pandemic. Some Suzhou Financial Leasing customers, such as a bus company, were behind on their installments. Corona damage? Something can be done there; the customer is ultimately in need without fault. Was it really the corona crisis? Or was the business model already damaged? In this case, the customer should not get financial support.

With the help of Siemens, this can be clarified more easily and quickly. For months, since November 2019, the location of the buses has been determined and recorded in real time with the help of GPS and LTE sensors that connect to cell-phone masts in close proximity. This helps the customer and protects against bus theft. The live location also helps to determine the extent to which the fleet was in use, before and after the pandemic. This led to the conclusion that the business model was solid, thus proving that the Corona virus was indeed responsible for the break-in.

### Use case 2:

Another Suzhou Financial Leasing customer operates 29 mini solar power plants on the roofs of factories, office buildings and train stations, for example in Changchun and Hangzhou. Financial supervision obliges leasing companies to fulfill on-the-spot inspections regularly, such as every three months, to determine whether the panels continue to run properly and are in good use. For instance, two asset specialists were busy for six days on each run in one city. They climbed on roofs and inspected all of the panels, requiring not only time and money but also immense safety precautions.

Siemens has been analyzing the weather data for the relevant locations for a few months now and comparing this information with the electricity production of the systems. For example, if a system produces less electricity despite blazing sunshine, something could be off. Instead of frequently, a technician only moves out when the system gives an alert. The system automatically detects even the smallest, suspicious deviations that are hardly noticeable to humans. This is a big advantage during these unusual circumstances, as asset specialists should move out as rarely as possible during the pandemic, after all.

As of now, the platform has connected over 1500 leased objects like solar power stations, machinery etc. With its small Internet of Things base, Suzhou Financial Leasing has already saved around 10% in man-days for monitoring these "things". The Chinese company wants to work with Siemens to connect even more plants in the future.



## ABOUT SIEMENS ADVANTA

Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 170 years. Active around the world, the company focuses on intelligent infrastructure for buildings and distributed energy systems and on automation and digitalization in the process and manufacturing industries.

Siemens founded the new business unit Siemens Advanta on April 1, 2019 with its headquarters in Munich, Germany. It has been designed to unlock the digital future of its clients by offering end-to-end support on their unique digitalization journey. Siemens Advanta is a strategic advisor and a trusted implementation partner in digital transformation and industrial IoT with a global network of more than 8,000 employees in 19 countries and 89 offices. Highly skilled and experienced experts offer services which range from consulting to design & prototyping to solution & implementation and operation – everything out of one hand.

Further information is available on  
[www.siemens-advanta.com](https://www.siemens-advanta.com)