

The background of the slide is a grayscale photograph of industrial machinery, likely a food or beverage production line. It features complex metal structures, conveyor belts, and various mechanical components. Several vertical red lines are overlaid on the image, creating a grid-like pattern. The text is overlaid on a semi-transparent white rectangular area in the upper left portion of the image.

Industrial Machinery

Food & Beverage Equipment

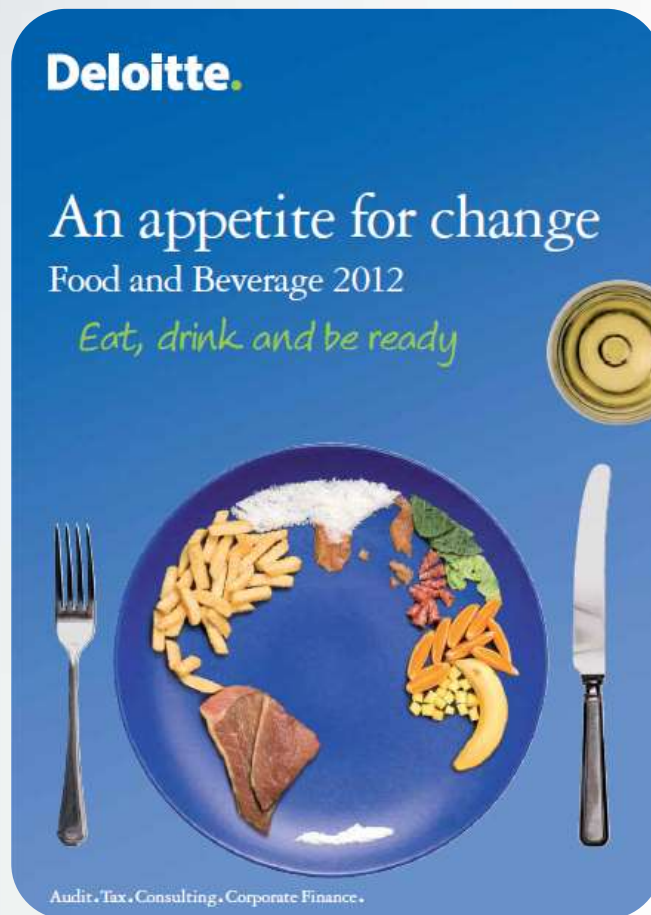
Flavio Di Canzano

Application Engineer MFG, Tech Data Italia

man^xmachine
CAD as CAD can

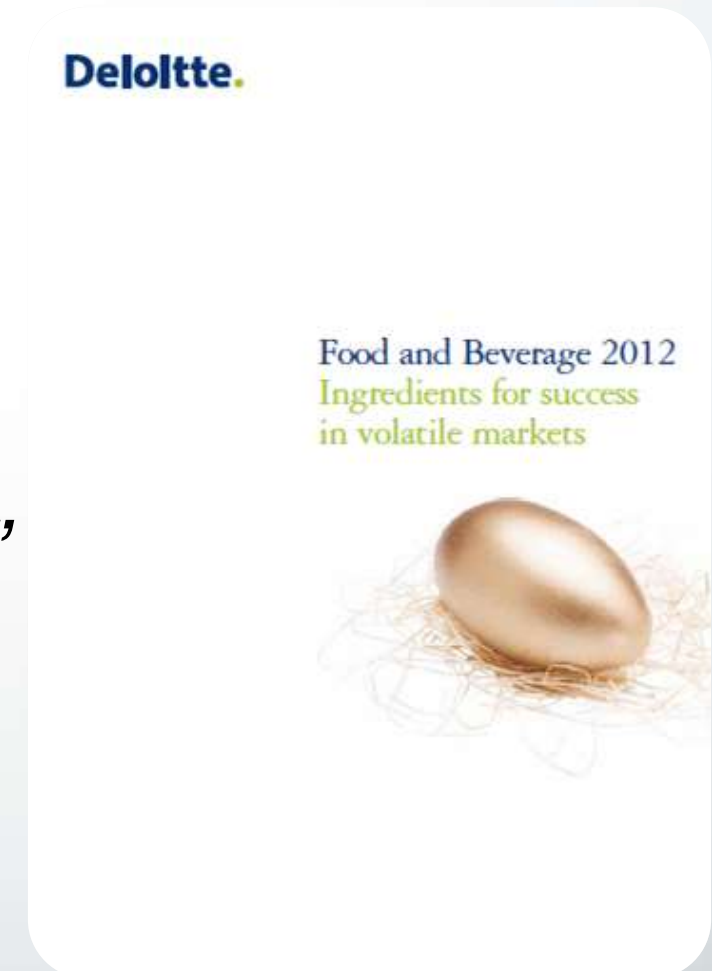
 AUTODESK.
Gold Partner

 AUTODESK.



“...Consumers are ever more demanding”
“...Expecting more and more for less and less”
“...Competition is getting tougher”
“...Downward pressure on process and margin”
“...Distribution and other input costs are rising”
“...Growing pre-occupation with climate change”
“...Wider corporate responsibility agenda”

*“To call the past year turbulent
would be an understatement...”*



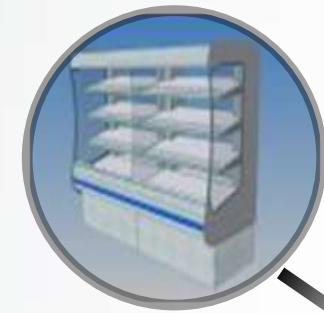
Reference Deloitte.

An appetite for change. Food and Beverage 2012. “Eat, drink and be ready”.

Food and Beverage 2012, “Ingredients for success, in volatile markets”

www.deloitte.com

Food & Beverage Equipment



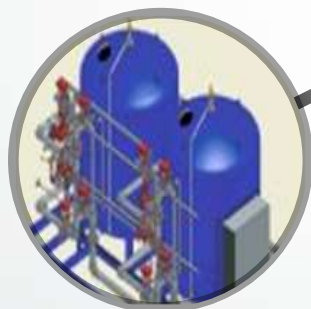
Service Equipment



Processing Equipment



Production Equipment



Storage Equipment



Handling Equipment



Inspection Equipment



Packaging Equipment



Delivering Customer Excellence!

Support customer's business and demonstrate unique ability to deliver superior results and performance.

- Share innovation & know-how to drive processes, design and engineering
- Effective delivery, implementation and commissioning
- Delivering optimal line performance & efficiency to secure profit margins
- Continued success with support and maintenance



Driving Innovation & technology leadership

More effectively develop new technologies and drive innovation to gain a competitive advantage and better satisfy customers

- Productively derive detailed design from engineering function
- New technology validation and qualification
- Integrate mechanical, electrical, pneumatic and hydraulic system designs
- Effectively collaborate to coordinate and manage workgroup processes



Driving performance & quality

Meet demands for shorter lead times, lower costs and increased reliability

- Maximize engineering and design productivity
- Product platform design to support engineer/assemble/configure to order processes
- Pro-actively identify, investigate, and correct design issues with focused performance simulation
- Synchronize mechanical, electrical, plant, facilities and building design



Sustainability & Compliance

Managing complex compliance requirements to fulfill corporate responsibilities.

- Pro-actively drive sustainable designs for regulatory compliance, energy consumption, material usage and costs
- Document and communicate compliance
- Manage process and documents to ensure compliance with specifications, standards and regulatory requirements



Agility & Responsiveness

Manage processes and facilities to implement new products, processes, and equipment with optimal efficiency.

- Utilize modular designs with common options and configurations
- Easily document and share critical product and manufacturing information
- Integrate equipment, line, facilities and building data to create a complete digital factory model
- Simulate and optimize manufacturing processes prior to expensive commitments



Autodesk Digital Prototyping Workflow

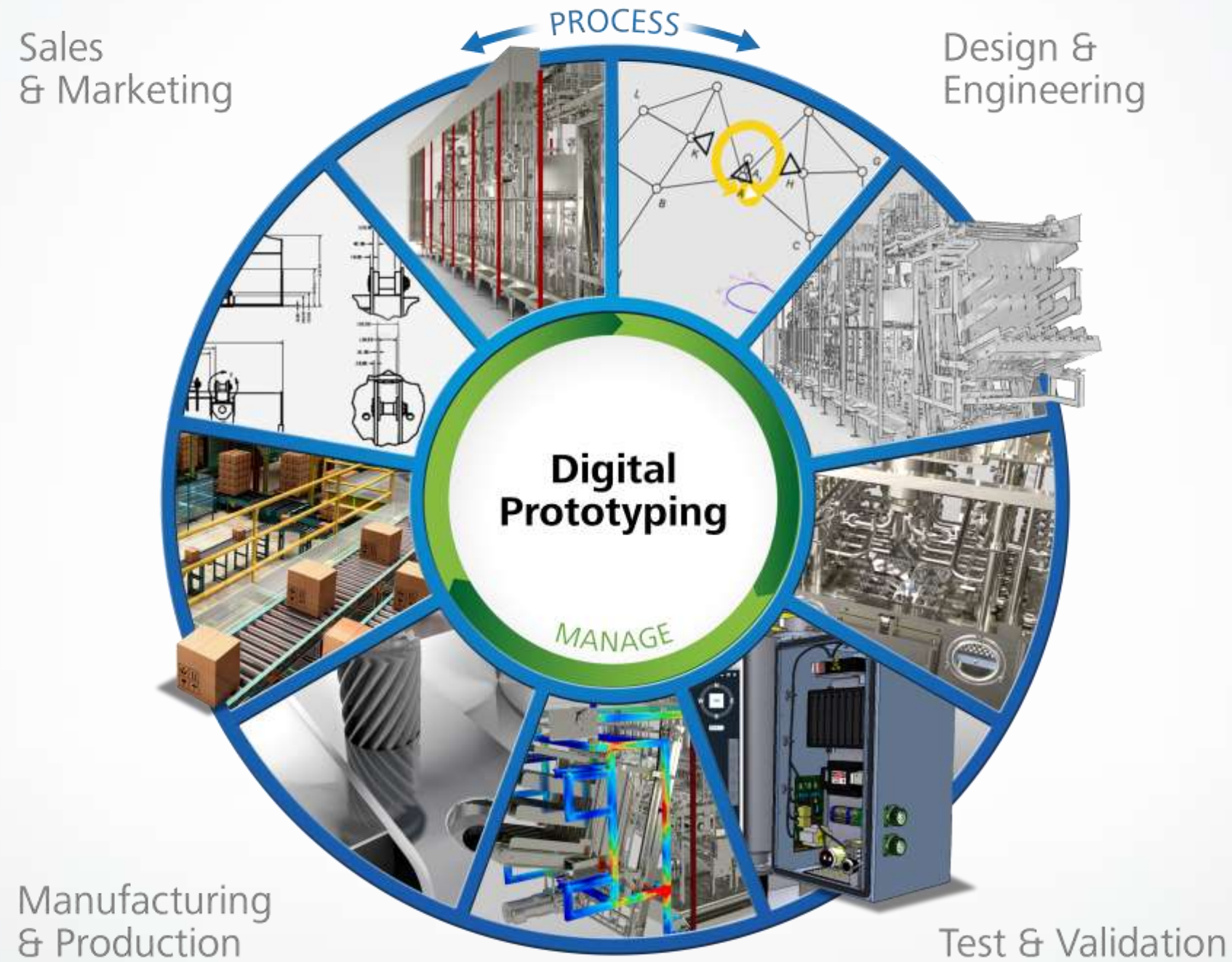




Image courtesy of AECOM

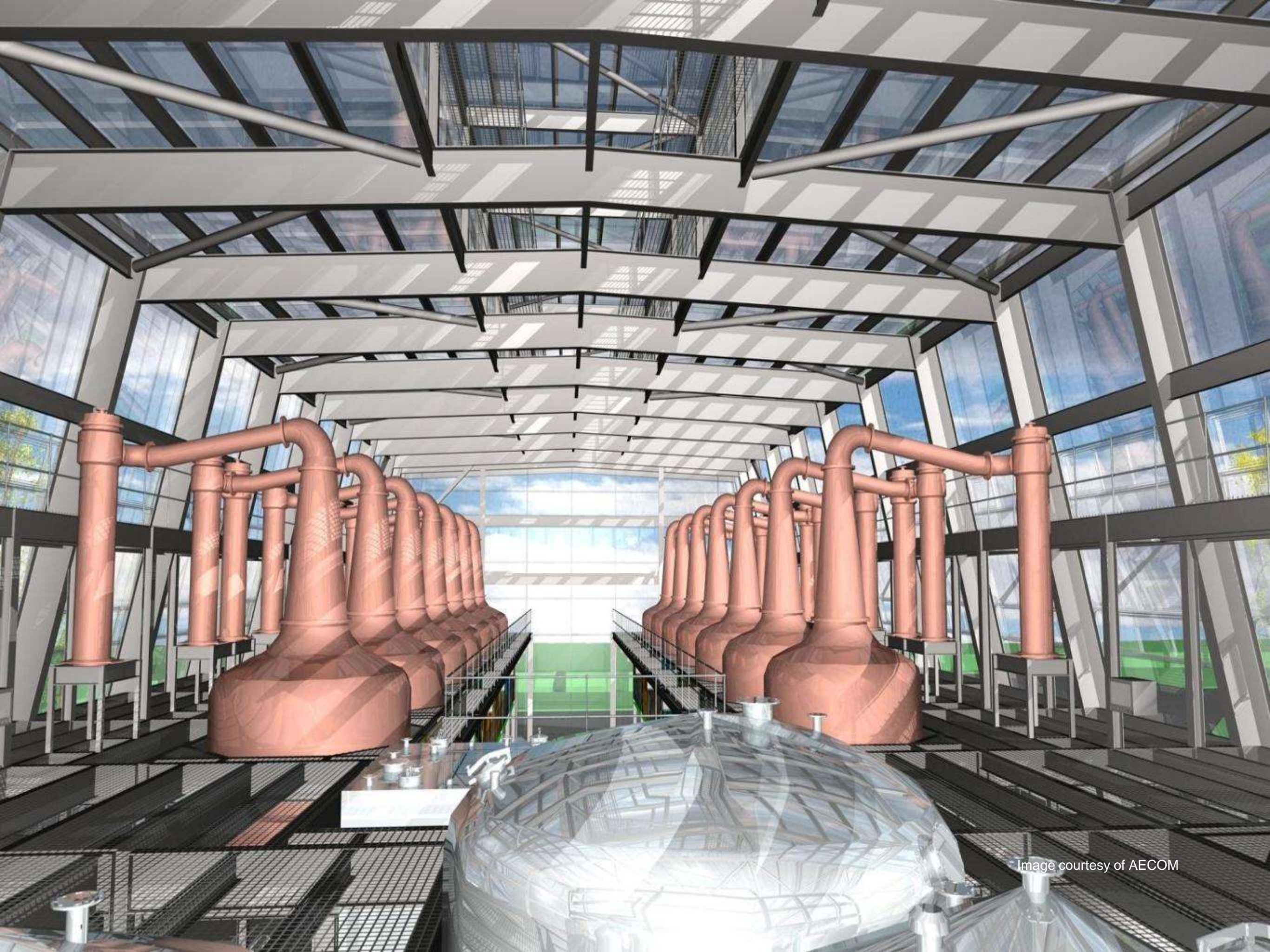


Image courtesy of AECOM



Image courtesy of AECOM

Key Processes

Sales Engineering

- Support customers and demonstrate unique ability to deliver superior results and performance.

Conceptual Design

- Effectively harness new technologies and drive innovation to better satisfy customers

Detailed Engineering

- Meet demands for shorter lead times, lower costs and increased reliability.

Simulation & Analysis

- Validate performance and compliance and drive higher quality

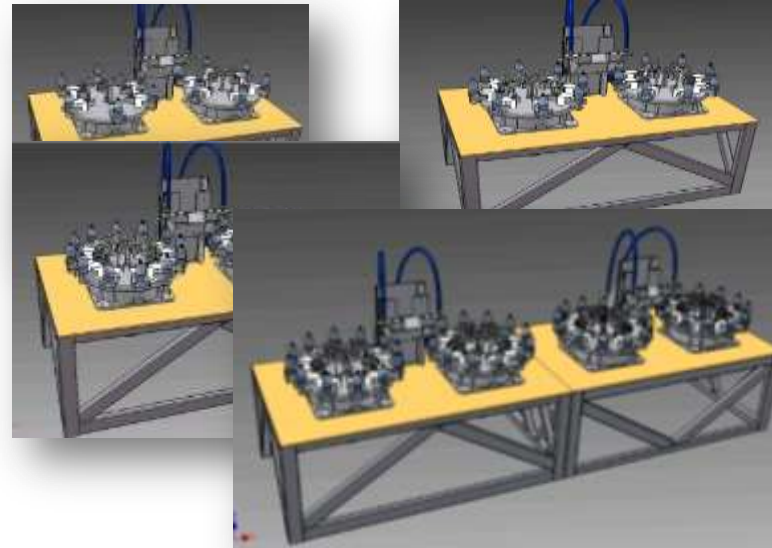
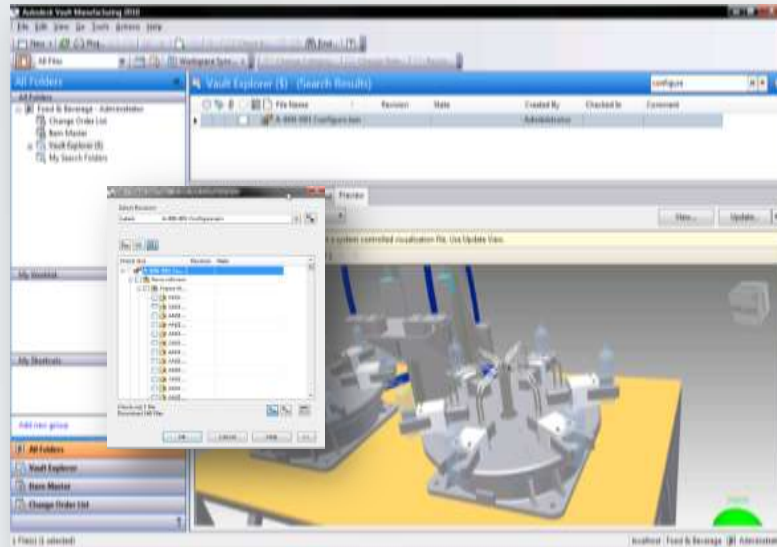
Installation & Commission

- Implement new products, processes, and equipment with optimal efficiency

Sales Engineering



Supplier

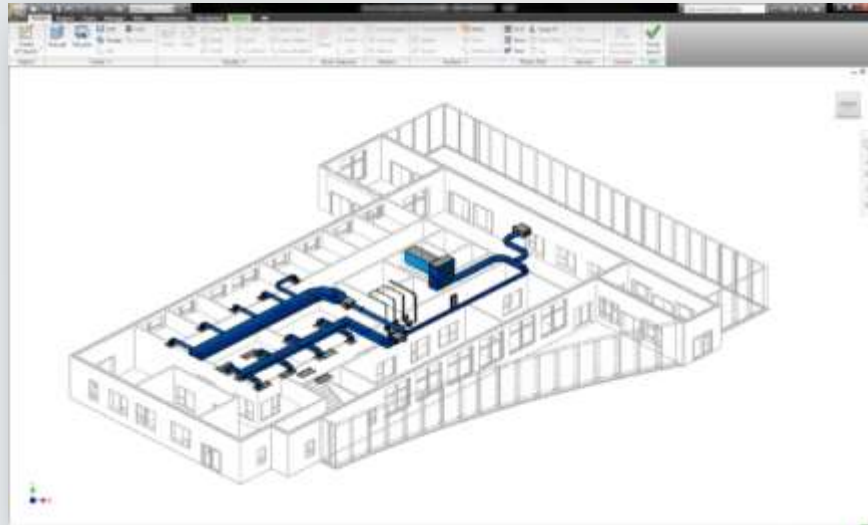


**Quick & easy
access to existing
designs for bid
preparation**

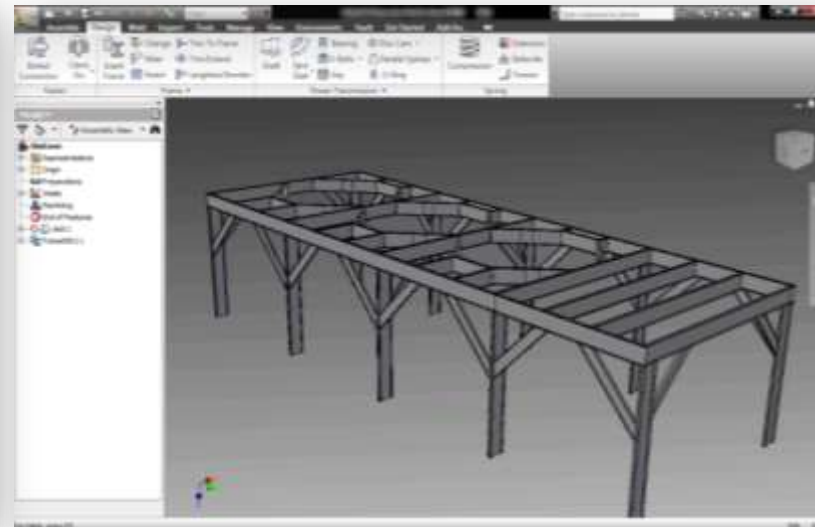
**Utilize modular
and configurable
design options**

**High quality
visualization to
demonstrate
proposals**

Conceptual Design



**Easily utilize
building data**

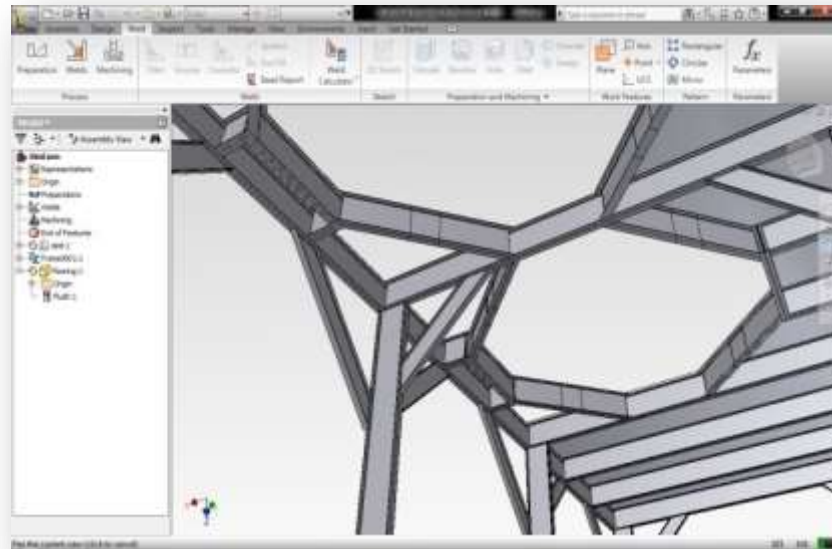


**Configure
modular system
design elements**

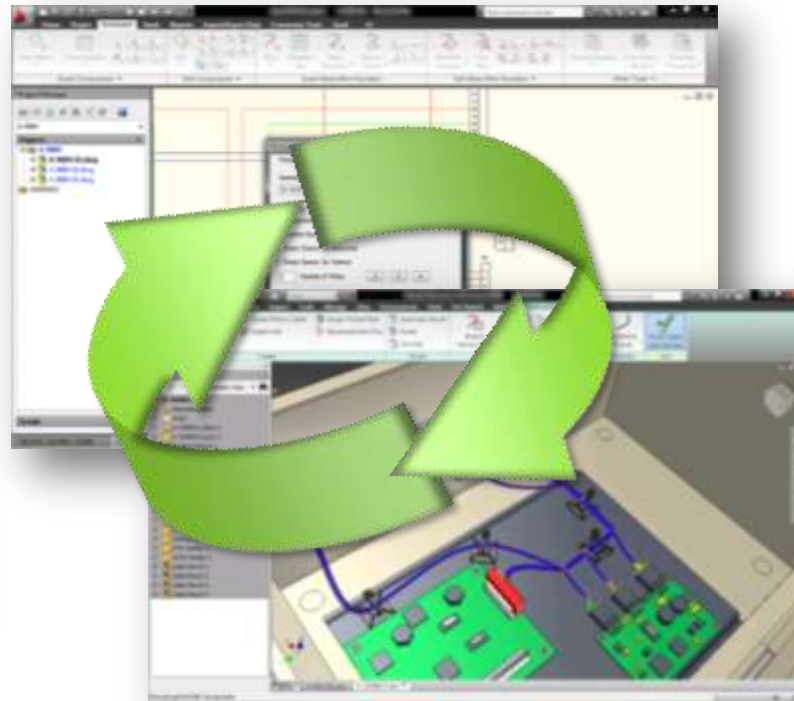


**Layout new
variant option**

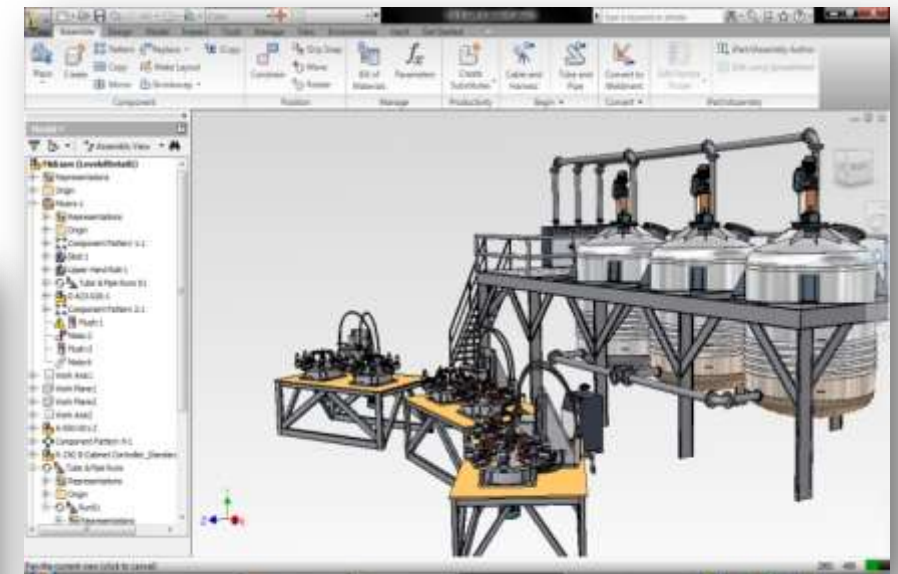
Detailed Engineering



**Detailed
component
design**

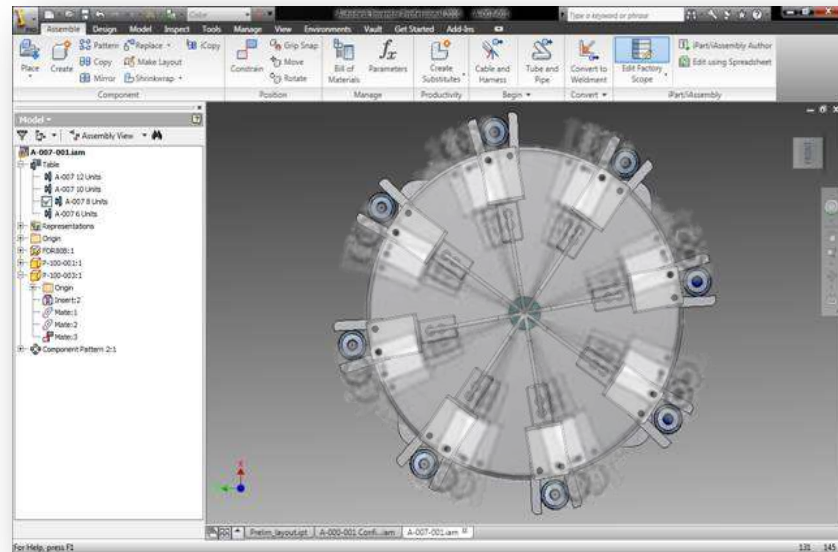


**Mechatronic
control system
design**

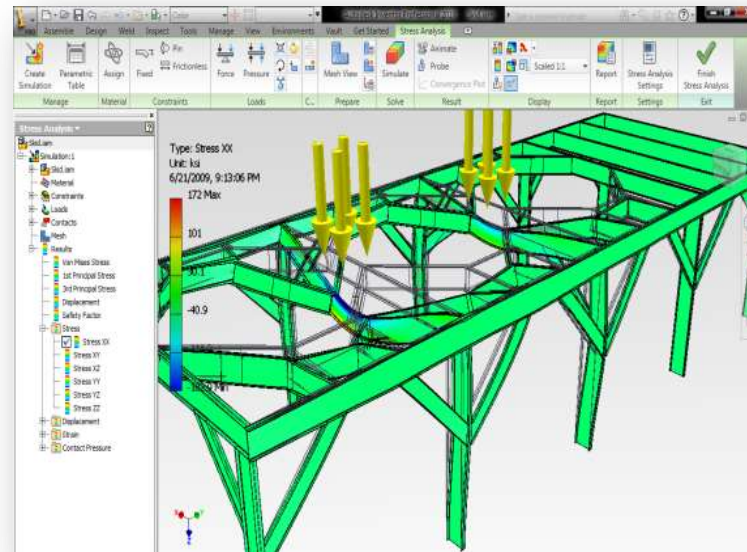


**Large assembly
design and
management**

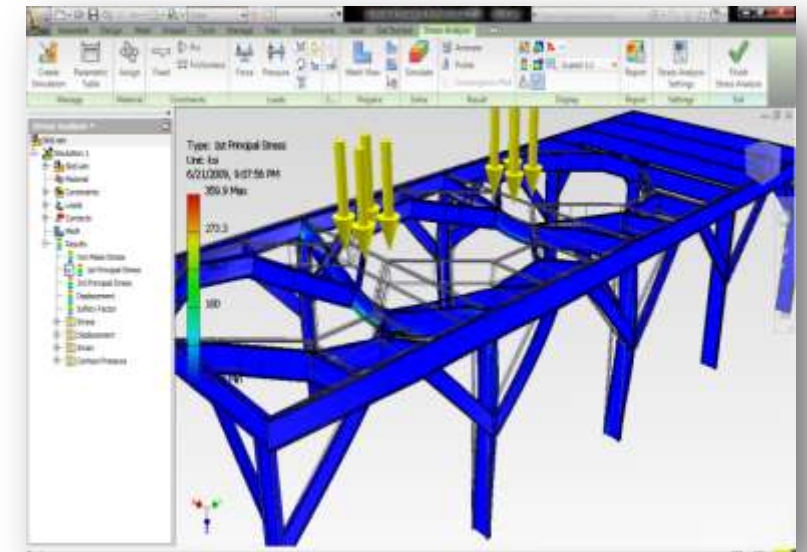
Simulation and Validation



**Equipment
performance
simulation**

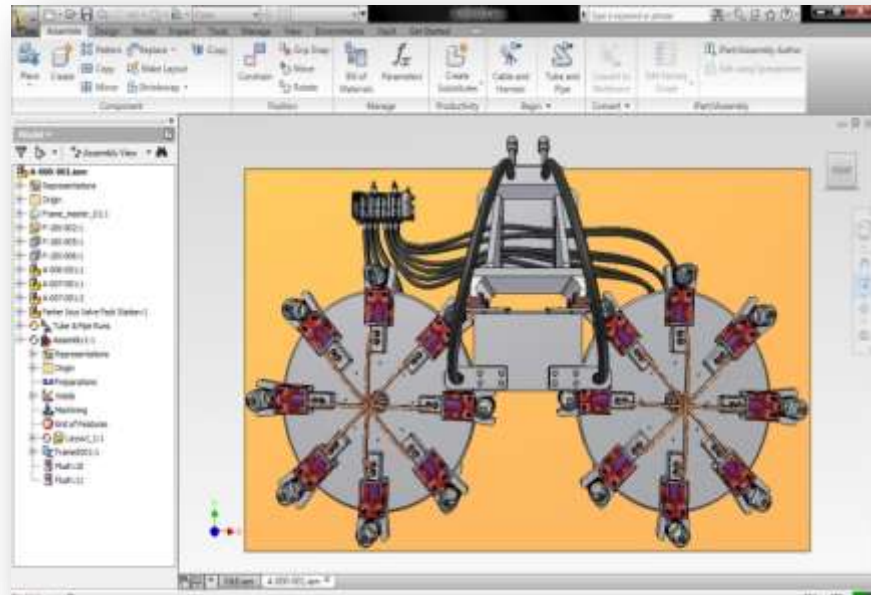


**Detailed
design
optimization**

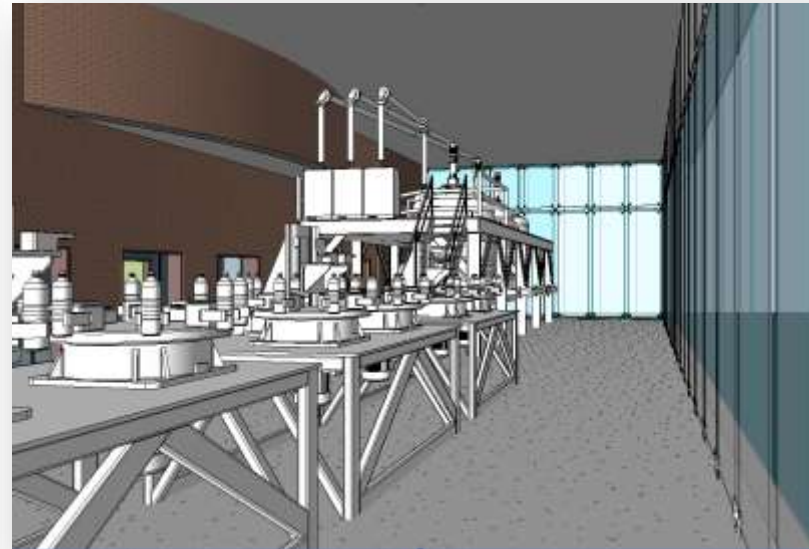


**Detailed
equipment
validation**

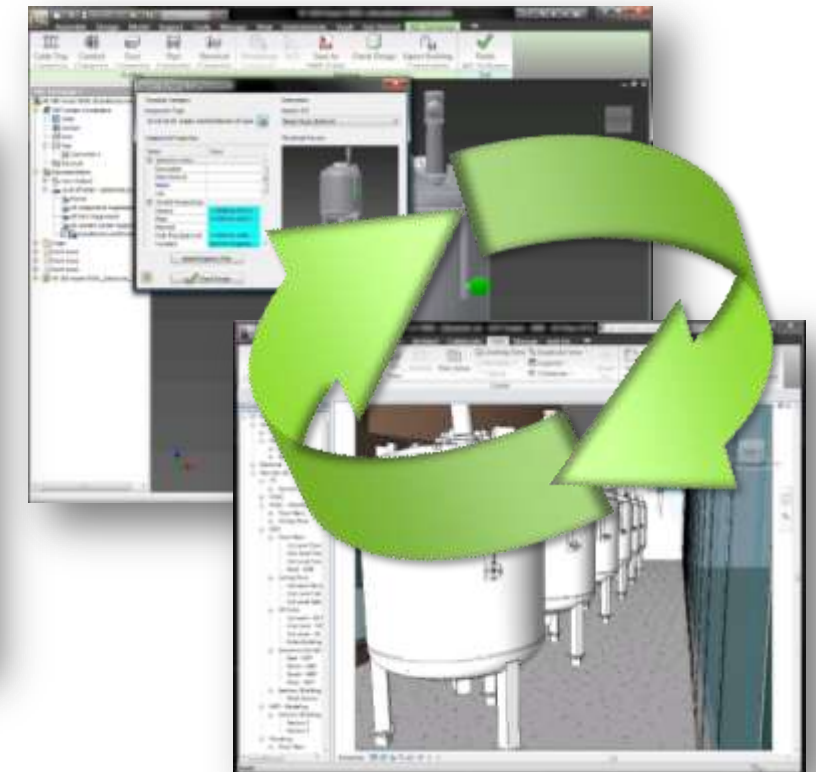
Installation & Support



**Equipment,
line and facility
validation**



**Commissioning &
support
documentation**



**Installation &
operational
qualification**

Autodesk Leadership

INDUSTRY LEADING
conceptual design tools

Stunning
Visualization tools
for **EVERY**
engineer

UNBEATABLE tools for
Digital Prototyping &
BIM

ESTABLISHED
presence in
manufacturing

**WORLD
LEADING 2D, 3D**
design tools

Industry's **MOST
ATTAINABLE** data
management

FOCUSED mechanical,
electrical , plant, facility &
building design tools





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