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HOW TO NAVIGATE THE PRODUCT- SERVICE CONTINUUM

Introduction



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What services
do I offer with
Connected Products?

How to make
products
Smarter?

Where do I
Start?

How do I go from
**Lab Scale to
Production Scale?**

How to design Future-Ready (new) products?

**What technologies
do I need to build
System of Systems?**

How do I ensure
Data Privacy
for customers?

What should be the
**Business Model -
pay per use, outcome-
based, dynamic pricing?**

What does it mean
to build
**Product-Service
catalogue?**

How to demonstrate
Value from data to
the customer? How to
Monetize data?

How do I
**Operationalize
IOT?**

How to Build
and Incentivize
ecosystem?

Product-Service Continuum



Design Thinking

Business	Markets Competition, Technology trend, Industry trend	Initiatives Targets, Result	Purpose Spread, Vision, VOB
Stakeholder	Workforce Spread, Skill, Schedule, Productivity	Partners Strategic Partnership, Quality, SLA	Customers Proximity, Co- innovation, Usage , TCO, Social, VOC
Process	Services Analytics, Aftermarket Support, Maintenance, Remote diagnostics	Manufacturing Quality Assurance, Production, Intelligence, Compliance Alignment, Supply Chain	
Product	Engineering Design Process, NPD Process, Feature Enhancement	Products Intelligence, Updates, Performance, Sensing, Compliance, Safety	Assets Lifecycles, Operations, Maintenance
Technology	Platforms/ Tools Infrastructure, Data, Security, Applications, Global Standards	Third Party Sources Weather, GIS, Other	Collaboration Users, Current Systems, Gaps

Dimension based
Maturity Assessment



Themes +
Benefit Strategies

Transformation
Roadmap



Product-Service Continuum Journey

VISION

To create
a better way for life

MISSION

We Re-imagine™
the industries we
serve to create a
world that feels,
tastes and
works better.

WE VALUE



Uncompromising Ethics

Every day, we lead with a conscious commitment to always do the right thing.



Courageous Determination

We are empowered to do what it takes to deliver what we promised.



Ingenious Collaboration

We nurture a collaborative environment that celebrates insatiable curiosity and diverse ideas.



Purposeful Innovation

We delight our customers with revolutionary solutions that make them win, and share in the value created.

Food Care

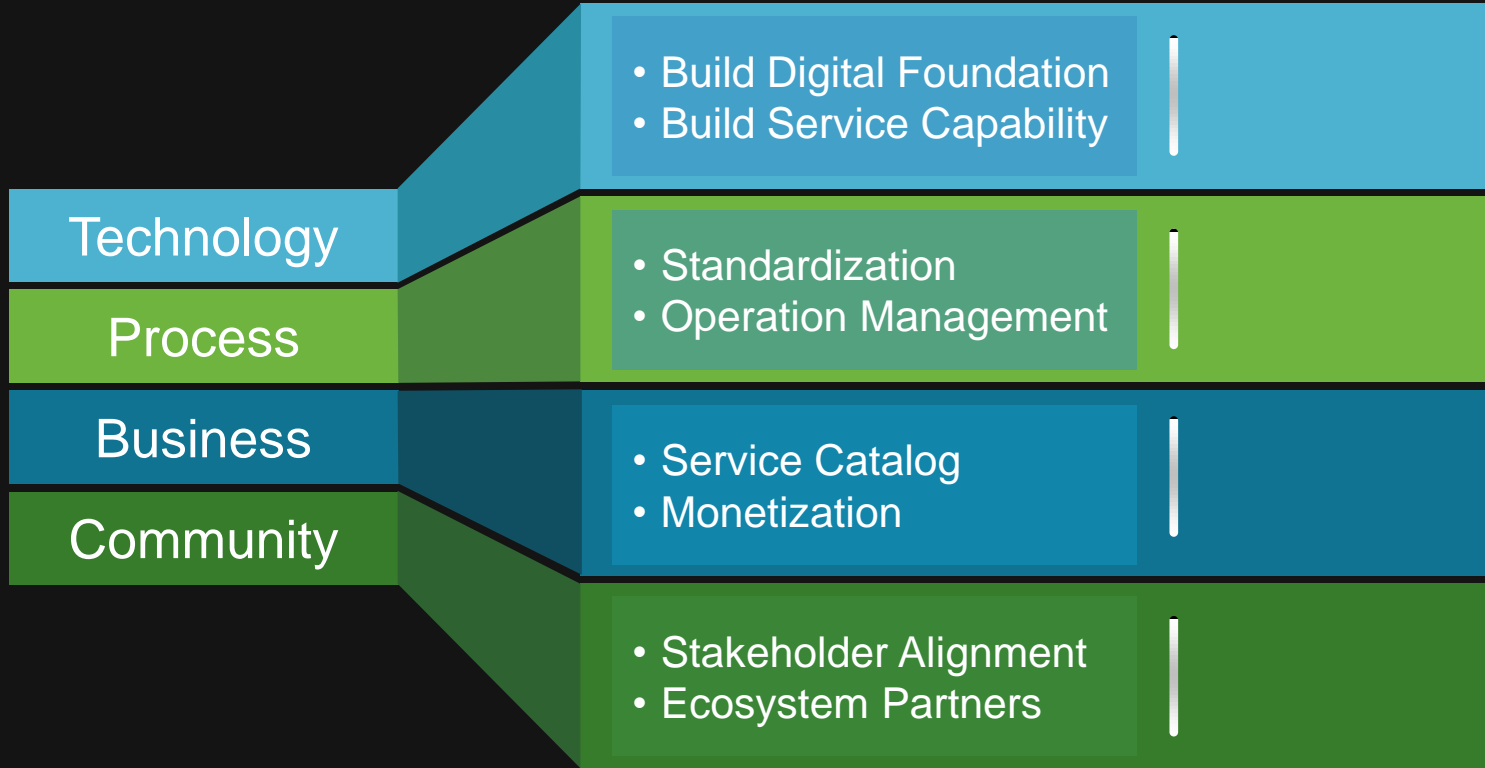
Diversey Care

Product Care

Smart, Connected, Data-Driven Strategies

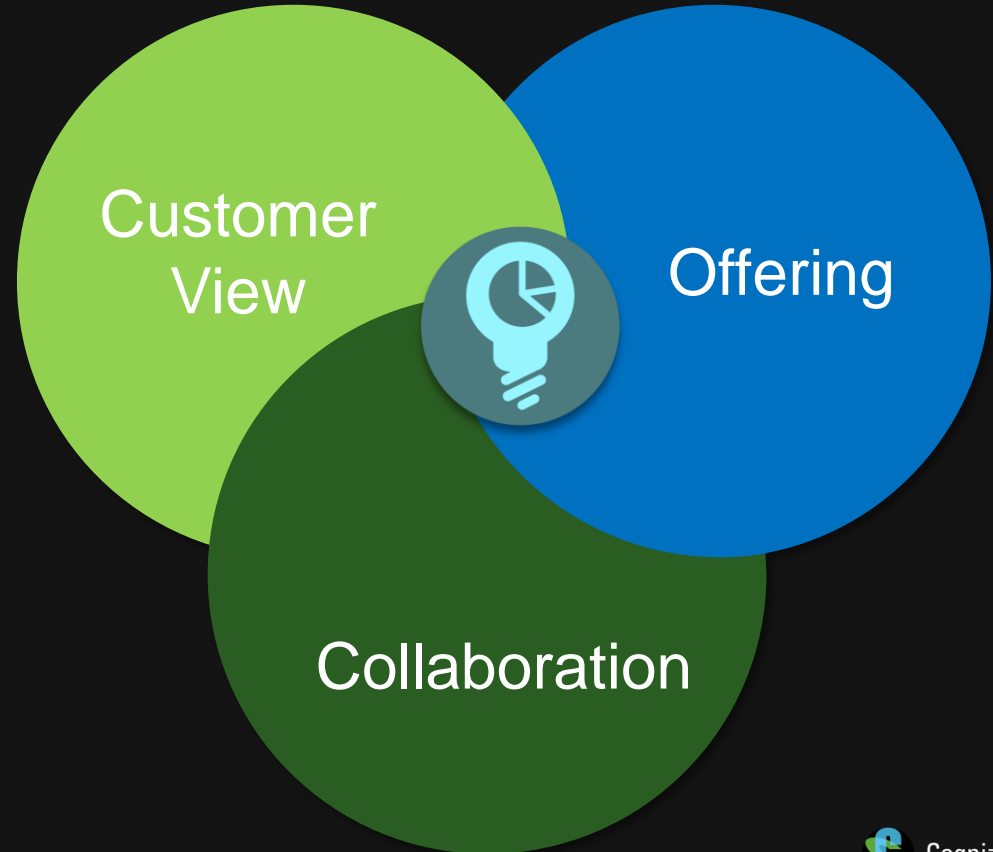


Sealed Air's
IOT and
Analytics
Division



Sealed Air Delivering Product-Service Continuum

Transform Business
Model



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