ASSOLOMBARDA

Industria 4.0 per la ripartenza

Focus Big Data e Analytics

L'esperienza di **Alfonso Fuggetta, Prof. Ordinario di Informatica Politecnico di Milano e CEO Cefriel**

Introduzione

❑ *Assolombarda*

❑ *Industria Energia e Innovazione*

- *Awareness 4.0 – videopillole*

- *Industria 4.0: elemento necessario per la ripartenza – ciclo di webinar*

  ❑ Nuovi modelli di Business
  ❑ Additive Manufacturing
  ❑ Industrial IOT
  ❑ Cybersecurity
  ❑ Integrazione dei Processi

❑ *Focus Big Data e Analytics. L'esperienza di Alfonso Fuggetta, Prof. Ordinario di informatica Politecnico di Milano e CEO Cefriel*

PERCHE UN'IMPRESA DOVREBBE ESSERE INTERESSATA AL TEMA DEI BIG DATA ANALYTICS?

30 YEARS
OF EXPERTISE
IN ACTION

DELCON

THE NEW ERA OF DONATIONS

DELCON
Our technology Your health

CASE HISTORY

DELCON, an Italian company specialized in the design and production of **medical devices** and software for the blood supply chain, has the need to open up to new markets and **diversify the product portfolio.**
The company has therefore opened the doors to innovation to face global competition, starting from the redesign of a product to create a new competitive advantage.
The Design Thinking approach, from which the collaboration with Cefriel was born, led to a solution studied on the basis of **customer feedback,** which were decisive in every phase of the project.
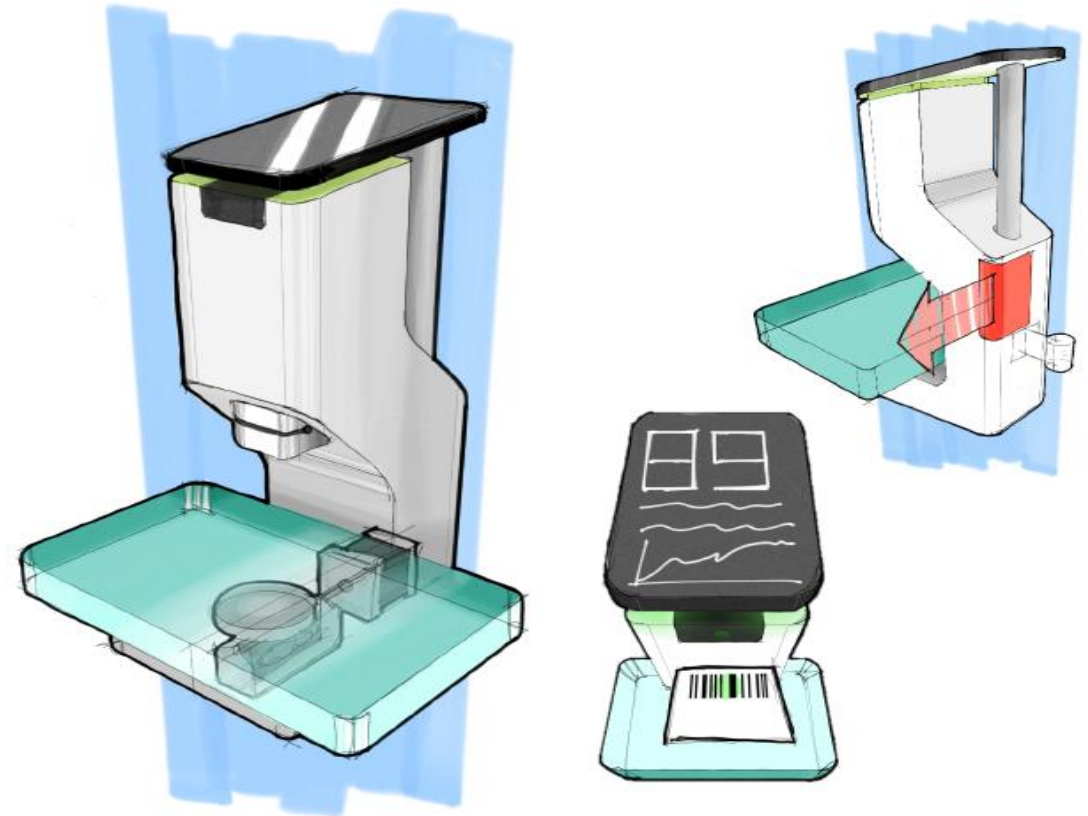
Challenge

Bring **innovation** in blood centers, **designing** and **producing a device** for the collection of blood in mobility that greatly improves the aspects of portability and ergonomics.

Bring the **design approach within the development process**, involving a blood center in the USA, a training ground for innovation for Delcon through its American subsidiary.

Reduce the business risk of innovation, **maximizing the product** fit on the market.

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Solution

«Milano» is the latest generation innovative scale conceived and realized with the involvement of the New York Blood Center (NYBC). The scale optimizes the collection of blood by improving the experience of use and portability for operators in the sector.

The blood is given by fall: the collection devices are usually placed on the ground, forcing the operator to bend several times.

Thanks to the elongated design and the attachment to the donation chair, the new scale brings down the tray that houses the bag and the display at the top, allowing the operator to carry out the collection of blood while remaining standing. The single and sturdy body, the case and the interchangeable battery facilitate donation on the move.

Results

1
FIRST PROTOTYPE
IN JUST OVER 12 MONTHS

The project was carried out in an ecosystem of skills based on co-design activities together with the blood center with extraordinary development times: after a little more than a year, a first prototype was made for the US market. In the course of 2020 will be put into operation the devices for a first pilot near the NYBC and successive production.

Results

2 STRONGER RELATIONSHIP WITH CUSTOMERS

The Design approach has allowed Delcon to strengthen the relationship with end customers and acquire new tools to interpret their needs, identifying and fully responding to the needs of the market.

Results

3 4 PLUS FOR EFFECTIVE OPERATIONS

The device guarantees the success of operations thanks to an efficient donation flow management system, the display of data on a touch display, an LED that reports any alerts or errors, and a sound feedback.

4 4 TIMES THE SOCIAL IMPACT

The social impact is positive from multiple points of view: the portability, the best experience of use and high performance for greater attractiveness to operators, the mix of technology and design for a more inviting donation experience even towards a younger user.

" Bringing design within our products, we have strengthened the relationship with final customers and acquired new tools to interpret their needs.
In this sense the relationship with Cefriel was enriching. "

Barbara Sala, CEO Delcon

QUALI DIVENTANO LE COMPETENZE NECESSARIE PER SVILUPPARE I BIG DATA & ANALYTICS IN IMPRESA?

☐ *Q&A*

Calendario prossimi webinar

5 ottobre, ore 15.00 - **Focus Cloud Computing** - L'esperienza di **Carlo Mauceli**, Chief Technology Officer di Microsoft

Ottobre (TBD) – Focus Strumenti a sostegno dei progetti Industria 4.0

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