



# Impresa Italiana e la Sfida Digitale

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**Enterprise Digitization Leader**





# Impresa 4.0

dallara



Fluid-o-Tech®  
POWER THE FLOW

1177  
ELEVEN SEVENTYSEVEN



la marzocco  
made in Florence

inpeco  
automation in healthcare



SARAS

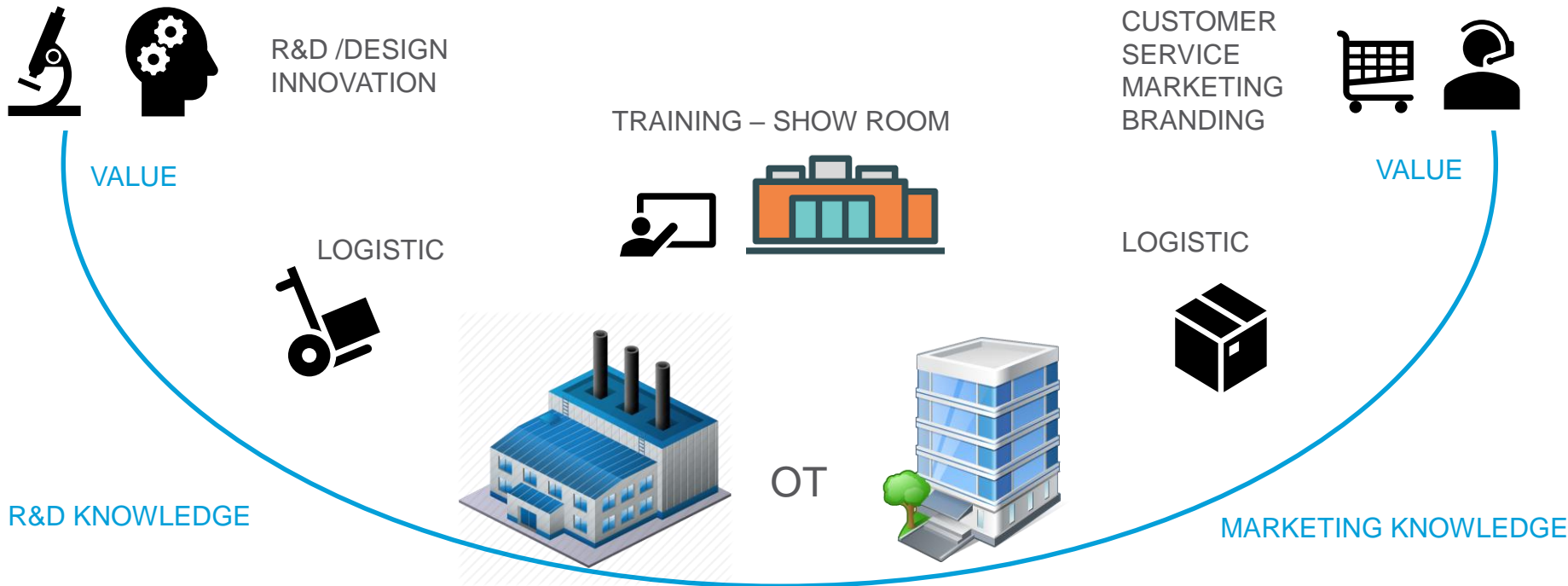
FCA  
FIAT CHRYSLER AUTOMOBILES

MARCEGAGLIA

Pagliari  
ESSENZA AUTENTICA

DEL BRENTA

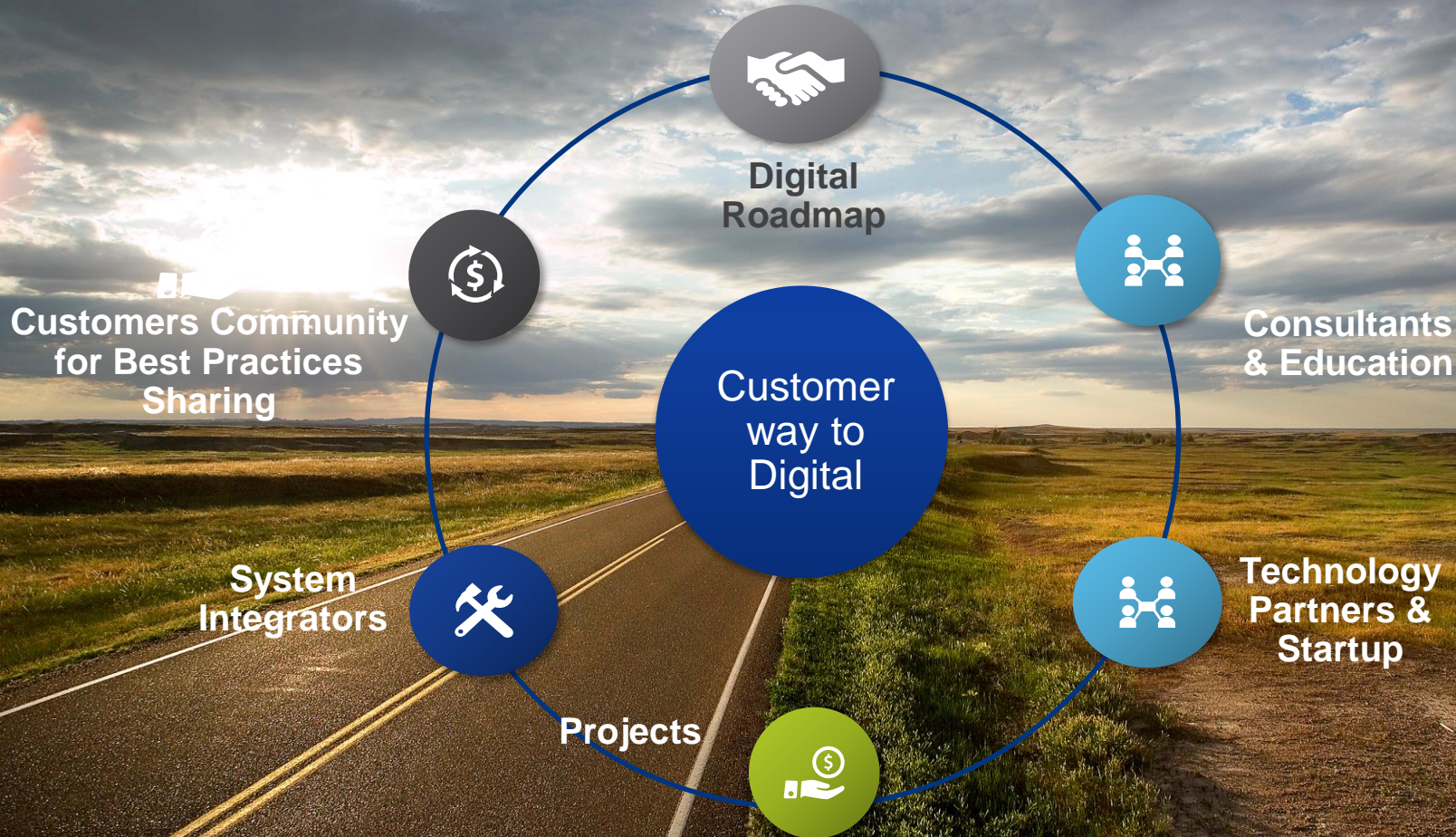








# Cisco as Digitalization Partner





# Operation Technology





# La Fabbrica Ideale

## Cisco Validated Design for Manufacturing

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- Call Manager

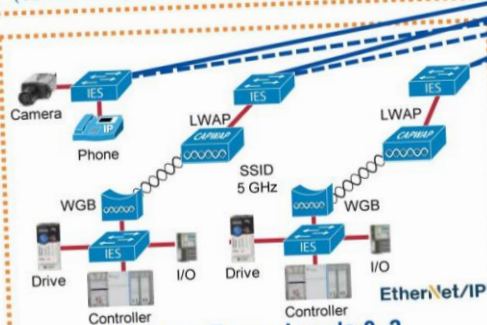
#### Physical or Virtualized Servers

- Patch Management
- AV Server
- Application Mirror
- Remote Desktop Gateway Server

#### Physical or Virtualized Servers

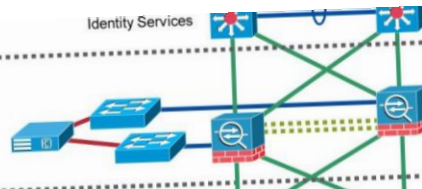
- FactoryTalk® Application Servers and Services Platform
- Network & Security Services – DNS, AD, DHCP, Identity Services (AAA)
- Storage Array

### Level 3 - Site Operations (Control Room)

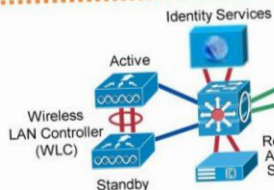


**Cell/Area Zone - Levels 0–2**  
Redundant Star Topology - Flex Links Resiliency

#### Identity Services



#### Identity Services



#### Core Switches

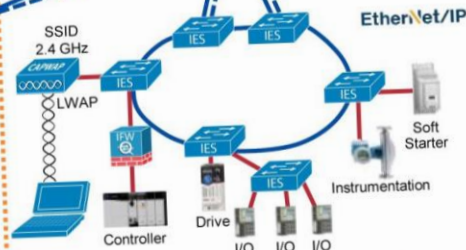
#### Distribution Switch Stack

#### Plant Firewalls

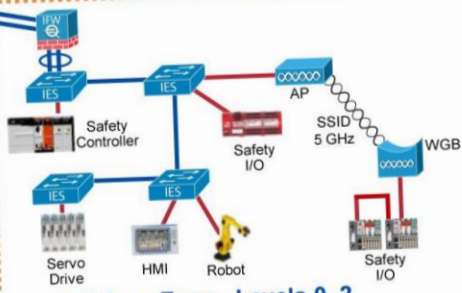
- Active/Standby
- Inter-zone traffic segmentation
- ACLs, IPS and IDS
- VPN Services
- Portal and Remote Desktop Services proxy

### Industrial Demilitarized Zone (IDMZ)

### Industrial Zone Levels 0–3 (Plant-wide Network)



**Cell/Area Zone - Levels 0–2**  
Ring Topology



**Cell/Area Zone - Levels 0–2**  
Linear/Bus/Star Topology



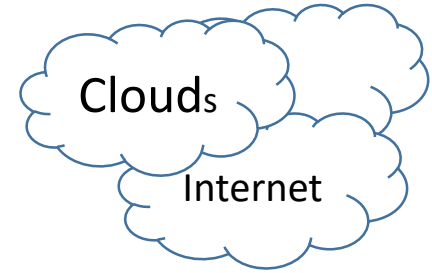
## Enterprise Zone Level 4-5

Wide Area Network (WAN)  
Data Center – Virtualized Servers



Enterprise  
LAN

DMZ



## Industrial Demilitarized Zone (IDMZ)

Plant  
Firewalls

## Industrial Zone – Plant Wide Network Levels 0-3



Level 3 – Site Operations  
Control Room

Cell/Area Zone Level 0-2

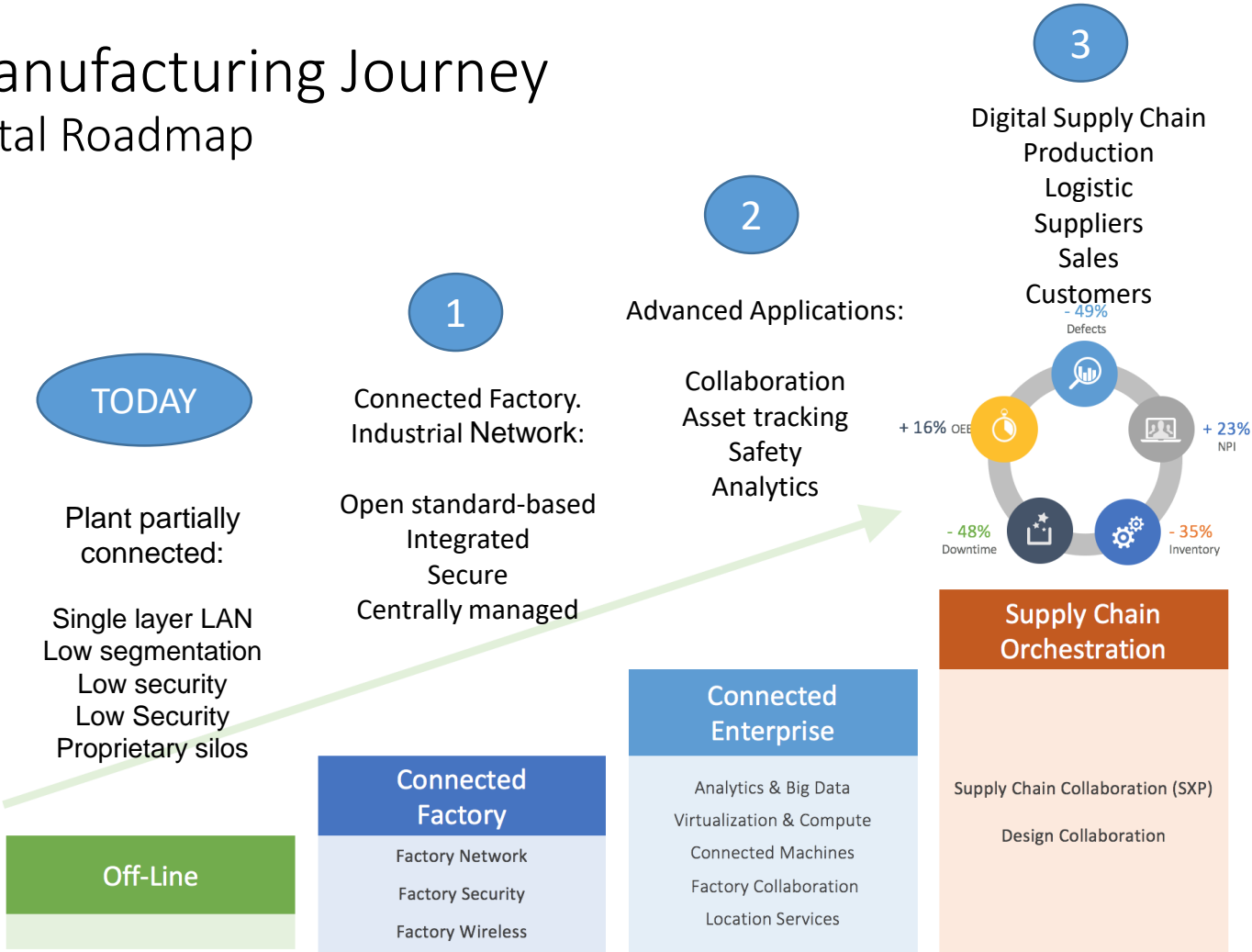
Cell/Area Zone Level 0-2

Cell/Area Zone Level 0-2



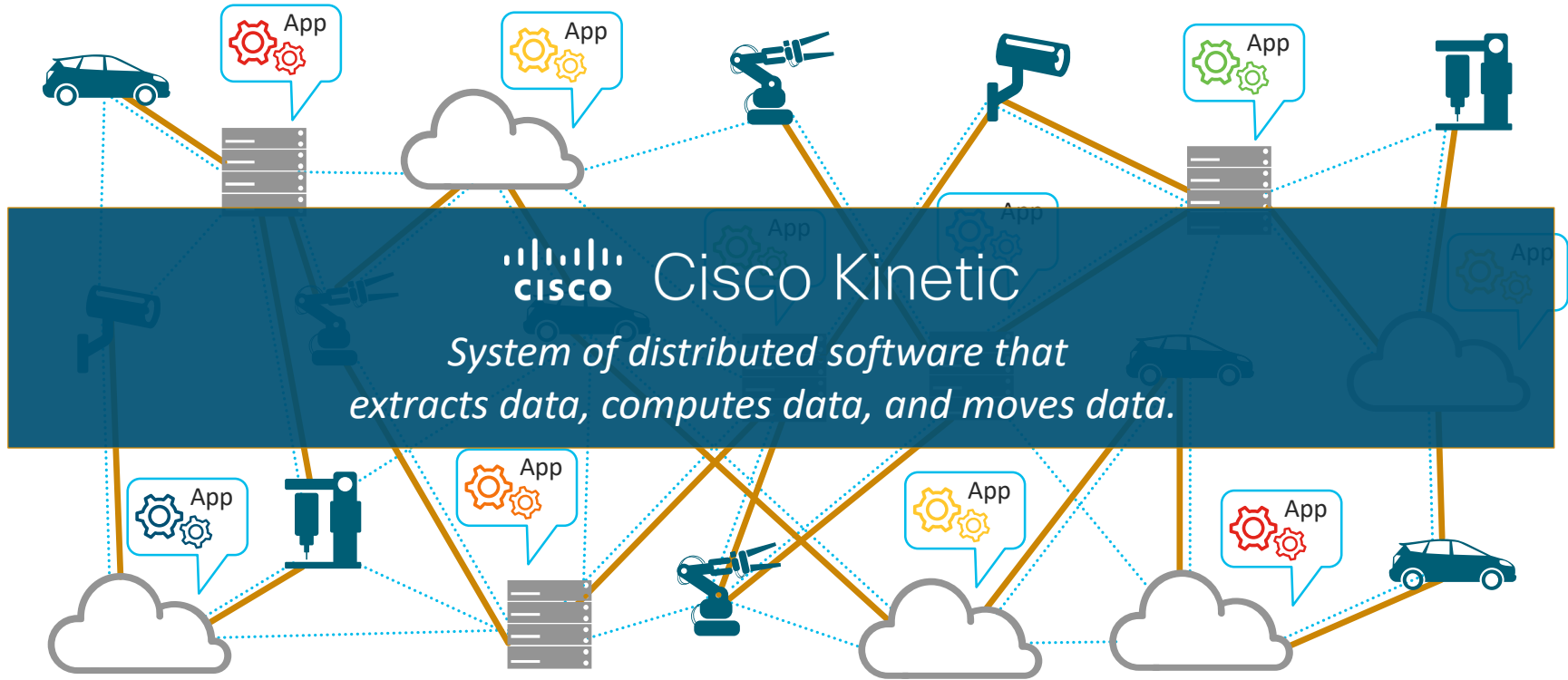
# Digital Manufacturing Journey

## Along a Digital Roadmap





# An IoT data fabric is needed



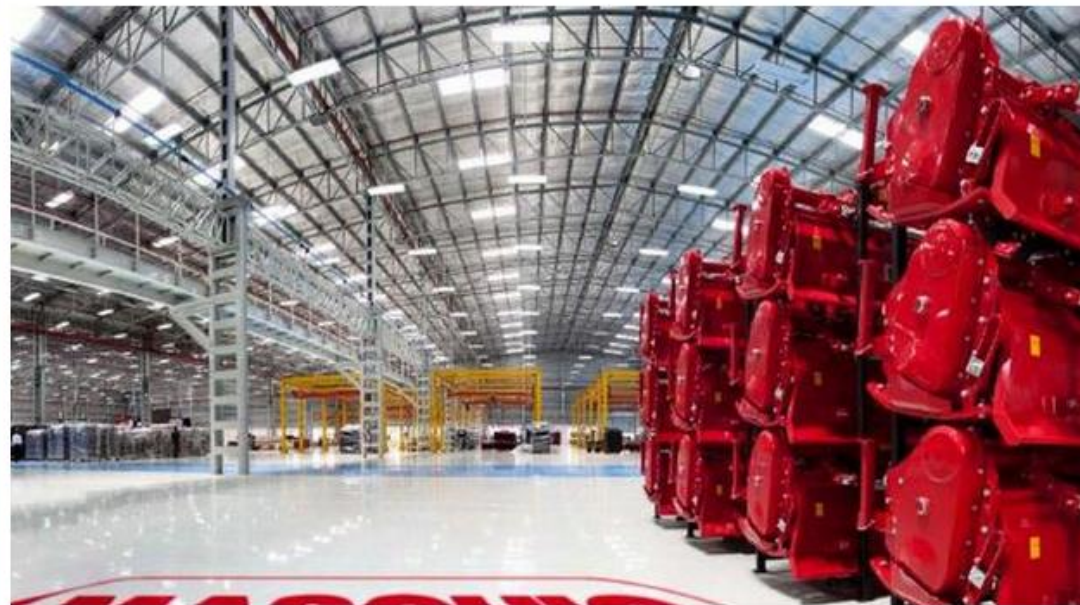
# Industrial Security







# L'attacco hacker colpisce anche la Maschio Gaspardo



## COME PUÒ RISPONDE UN'ASSICURAZIONE IN CASO DI FERMO DA PRODUZIONE PER CYBER ATTACK?

Il danno indiretto, business interruption, è in generale un rischio stranamente poco coperto dalle aziende Italiane. La polizza rimborsa la perdita economica dovuta all'azienda dall'interruzione delle attività dovuta da eventi imprevedibili. Il cyber è diventato rapidamente uno dei fattori di maggior rischio che possono comportare un fermo produttivo o distributivo.

Non si pensi solo alle grandi catene di montaggio. Il software che gestisce il magazzino impazzisce, i PC dell'amministrazione hanno preso un virus e non si possono fare le bolle di consegna, il macchinario o il robot in produzione sono stati infettati e vanno ricalibrati, sono diverse le conseguenze pratiche derivanti da un problema IT che possono ripercuotersi nell'impossibilità per l'azienda di produrre in tutto o in parte o anche solo di evadere gli ordini e le spedizioni.

La [polizza cyber risk](#) ha la possibilità di coprire oltre al rimborso dei costi di ripristino anche l'eventuale mancato guadagno derivante dall'impossibilità di gestire la produzione secondo gli standard.

SCOPRI DI PIÙ SULLA POLIZZA CYBER RISK

Colpiti i due stabilimenti di Cadoneghe e Campodarsego: fermi 600 lavoratori. Idem al magazzino Tnt in zona industriale

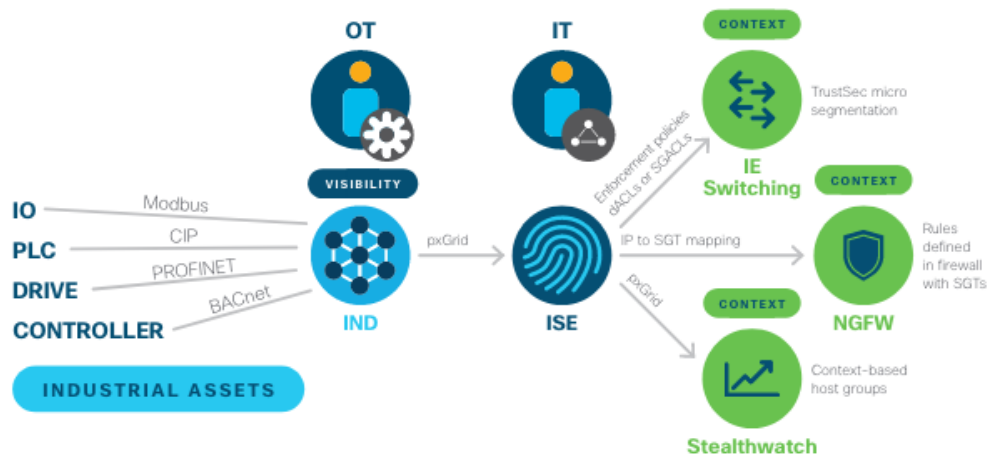
With Cisco manufacturing security solutions, IT stays in control.

*But OT teams get what they need, too.*

By combining Cisco Industrial Network Director (IND), Cisco Identity Services Engine (ISE), and Cisco Stealthwatch, Cisco delivers comprehensive security solutions that are built for the needs of both IT and OT teams.

These solutions do two critical things that help bridge the gap between IT and OT:

1. Deliver visibility into assets on the network and give the OT team a centralized view of network activity, so they have a better idea of both normal and abnormal activity.
2. Enable IT to pre-define security policies and dynamically assign them based on input and intent from the OT team.



#### Cisco Industrial Network Director (IND)

- Provides OT with a user-friendly network monitoring solution
- Allows OT staff to call down security policies by signaling the intent of what they're trying to do

#### Cisco Identity Services Engine (ISE)

- Enables full IT control of access to critical assets
- Empowers IT to create security policies that are dynamically applied to plant floor assets based on signaled OT needs

#### Cisco Stealthwatch

- Monitors and analyzes network traffic to assist in policy creation
- Helps speed threat detection and remediation



# Industrial Collaboration



# Research & Development

## New Products Introduction







# New Collaboration Services



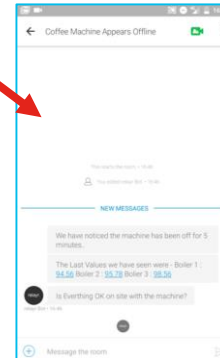
Smart Glasses and  
Helmets



Telepresence:  
Remote Support



Webex Board: Connected R&D



Webex  
Human-Machine  
Interaction with bots

## Factory Security



## Connected Factory



## People Collaboration



## IoT Data Platform & Edge Computing

## Smart Logistic & Physical Security

## Connected Machines & Servitization



“Cisco coniuga l’Industria 4.0 al nostro modo di essere artigiani”

Roberto Bianchi, COO, La Marzocco

**“Cisco combines 4.0 industry with the way we are artisan”**



[www.impresa40.com](http://www.impresa40.com)

# IMPRESA4.0



In collaborazione con



Industrial Collaboration

Connected Factory & Machine

Connected Products & Servitization

Smart Logistic & Physical Security

Fac



## CASE HISTORY

### IMPRESA 4.0, CISCO-LA MARZOCCO: COSÌ L'ARTIGIANATO MADE IN ITALY DIVENTA...

La digital transformation può rivoluzionare  
l'attività delle piccole e medie imprese. Ilaria  
Sanvito, country digitization acceleration &...

20 GIUGNO 2018

## IMPRESA4.0

COME SI FA  
IMPRESA 4.0?  
LE CASE HISTORY CISCO

Scopri



@midalm