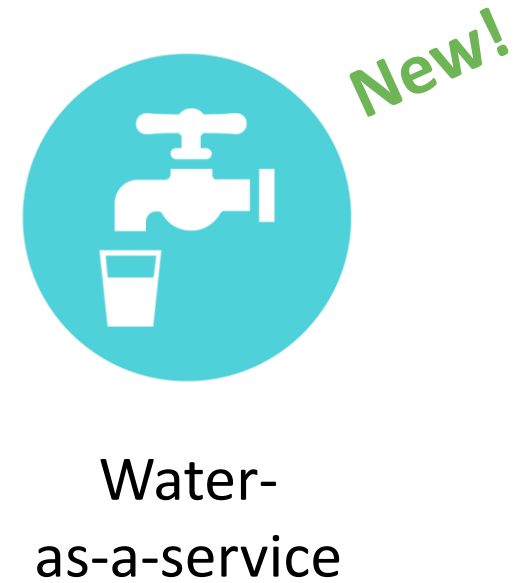
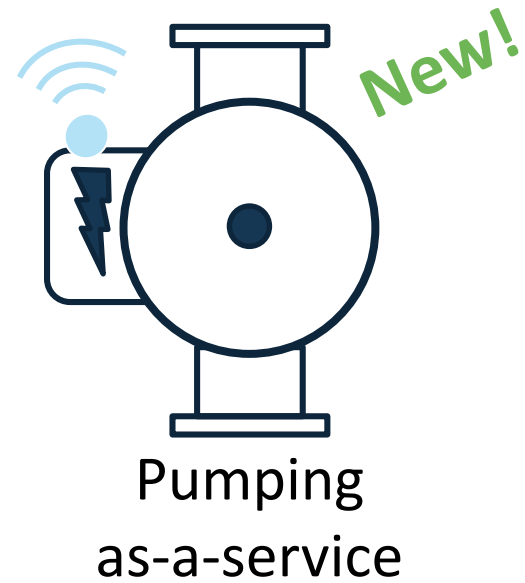
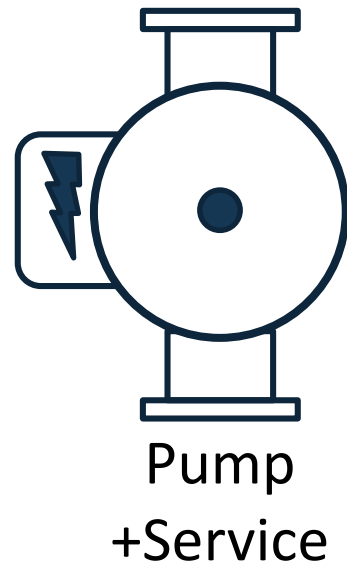
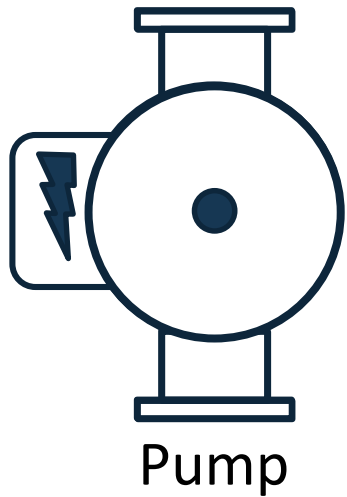


# THE NEW CORE

capable of developing and bringing to market a combination of physical and digital products and services



# New Core – New Business Models



# CORPORATE DIGITAL CAPABILITIES

Ambition



**LIGHTHOUSE 1**  
Direct, real-time, and relevant relations



**LIGHTHOUSE 2**  
Connectivity and optimization



**LIGHTHOUSE 3**  
New business models



**LIGHTHOUSE 4**  
Digital value chain

Activities



Robotics pilots in Finance



Customer pilots in DCO



Pilots in Factory of the Future



Gaps

**DIGITAL ENGINEERING**

**DATA ANALYTICS**

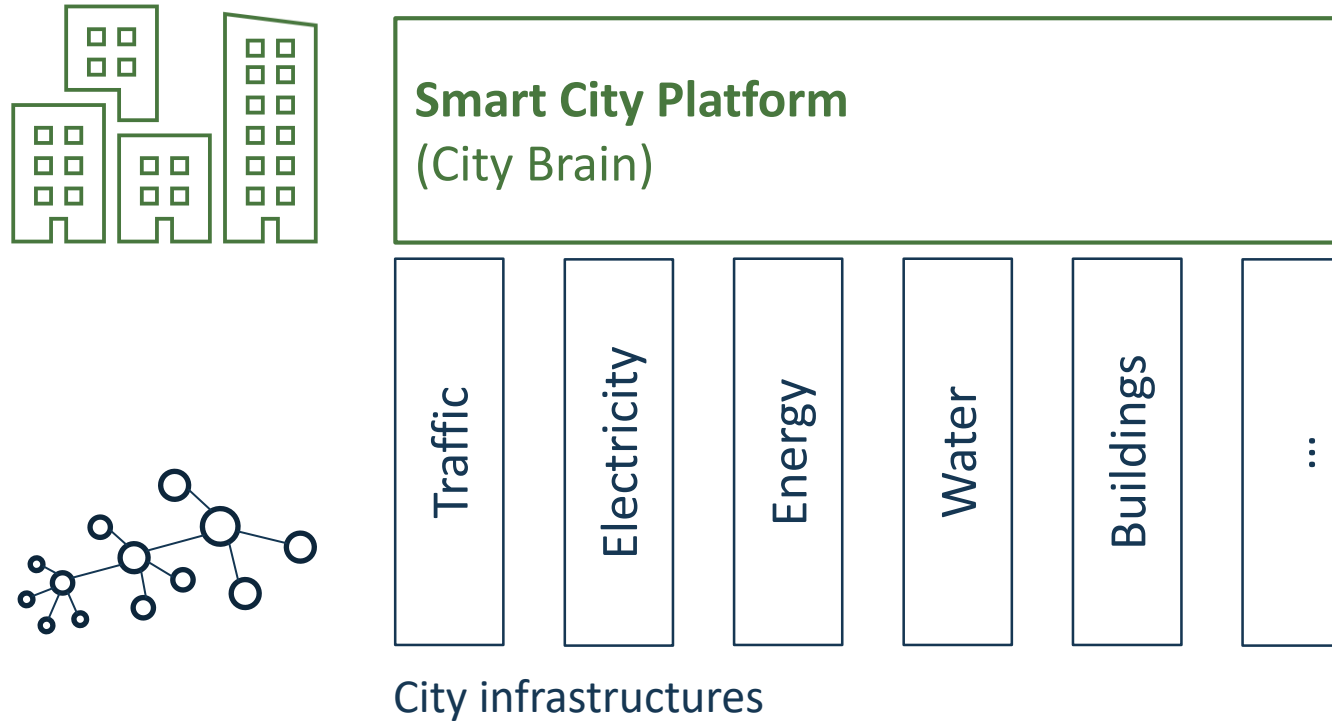
**DIGITAL ECOSYSTEMS & PARTNERSHIPS**

**GO-TO-MARKET**

**AS-A-SERVICE DELIVERY**

**CUSTOMER CENTRICITY**

# Digital “Disruption” in Smart Cities





# 阿里智慧园区数据大屏

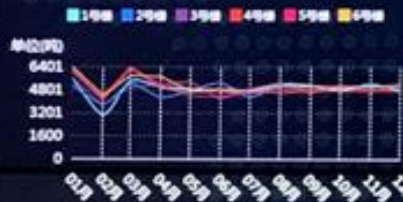
## 实时车流量



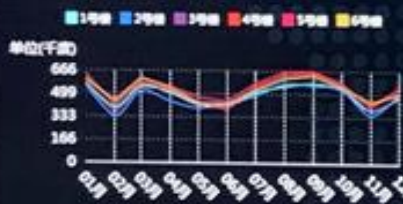
已用车位 2,498个 剩余车位 237个

## 能耗管理

### 水



### 电



## 设备监控数据

设备名称	总数	使用数量	故障数量
智慧路灯	58	56	2
视频监控	287	283	4
门禁系统	1257	1235	22
消防系统	581	581	0

## 园区环境

室外 室内



## 园区运营管理数据

空闲场地数量 1.42万方

园区入住率 93.0%

设备名称 总数 使用 剩余 故障

共享充电桩	36	36	0	0
共享停车位	200	179	21	0
共享单车	100	36	56	8
共享雨伞	50	50	0	0

## 无人零售柜

总数	30	当日零售次数	1538次
正常	29	当月零售次数	3.2万次
异常	1	当日零售金额	24361元
		当月零售金额	54384元

## 共享打印机

总数	200	当日打印量	5714次
正常	194	当月打印量	16万次
异常	6		

## 企业数据可视化



## 小邮局



## 企业数据可视化

当日访客量 879人 累计访客 579,032人



## 员工入园比例

员工总数 16,932人



## 阿里园区总面积26万平方米

## 共享会议室(剩余)

平均使用率 87.0% 平均使用时长 54分钟

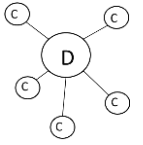


## 共享工位(剩余)

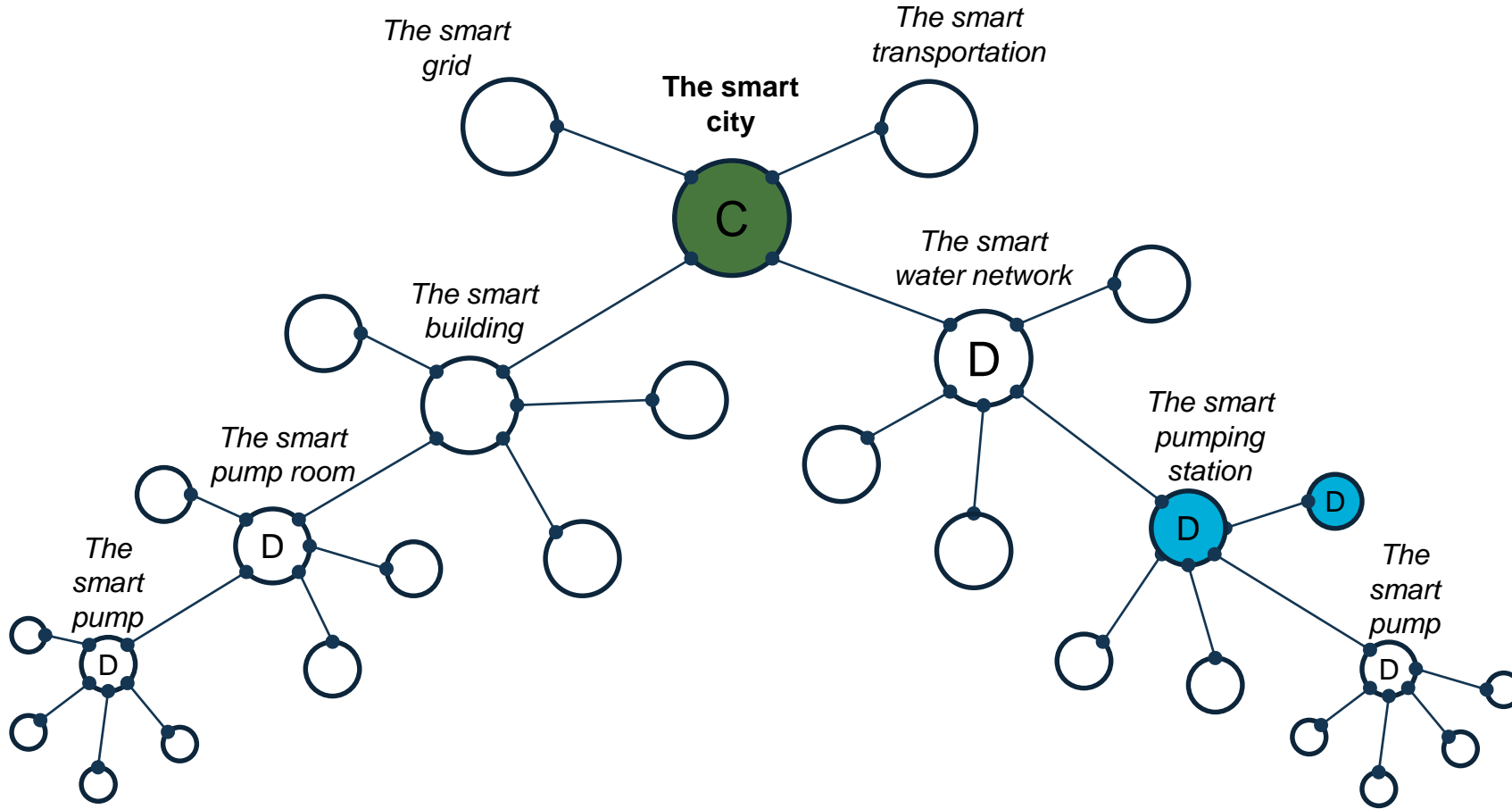




# The future digital ecosystem

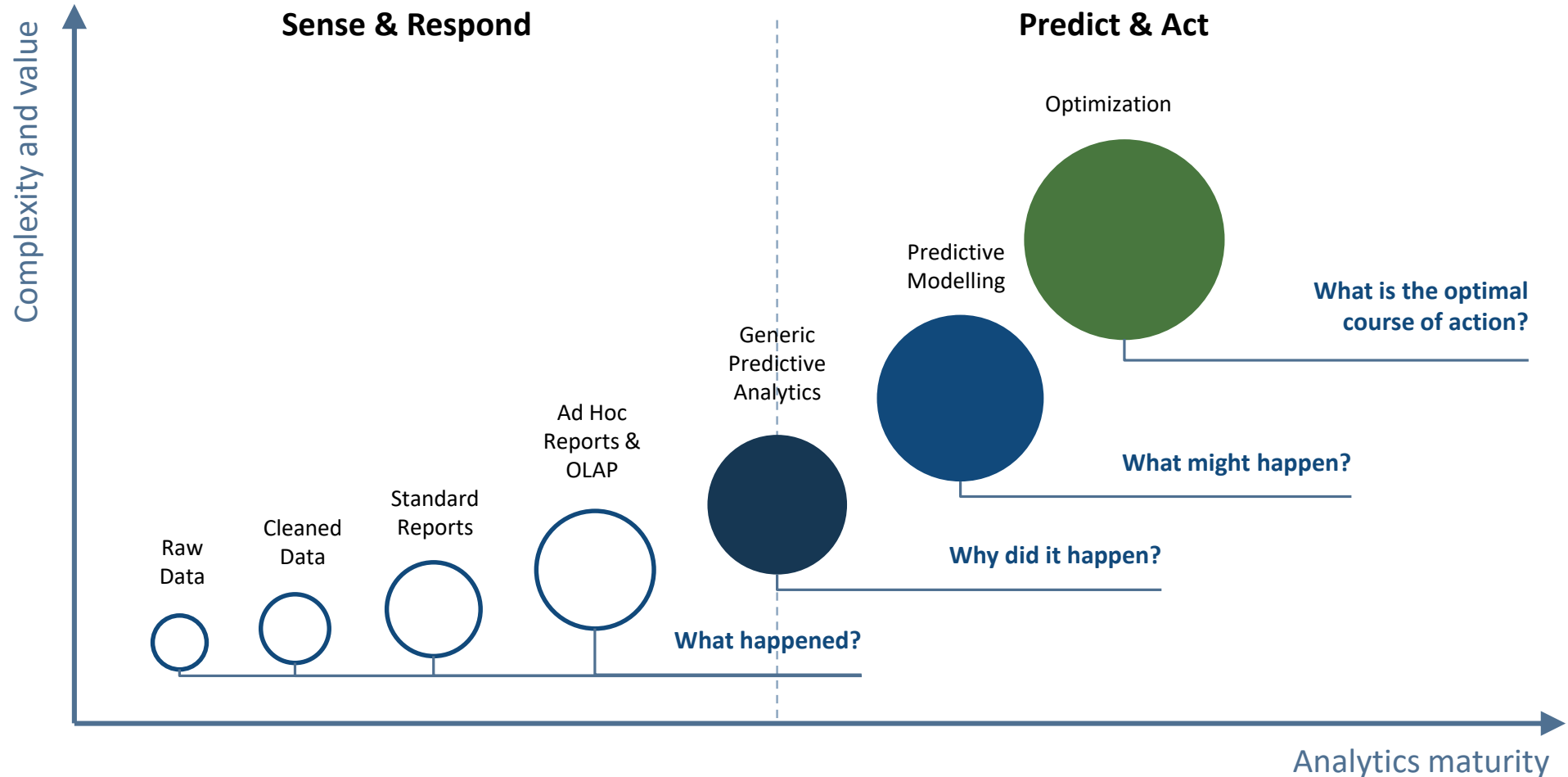


D = Driver  
C = Contributor  
• = API



# Predict and act

Unique opportunity to apply control knowledge and bridge to prescriptive services



A close-up photograph of green leaves with raindrops falling on them, creating a soft, blurred background. The text is overlaid in the center.

**SELL-TOGETHER**  
**MARKETING-TOGETHER**  
**BUILD-TOGETHER**  
**SCALE-TOGETHER**