

# TOSHIBA



ロボット革命イニシアティブ協議会  
Robot Revolution & Industrial IoT Initiative

## IoT Design Approach by Adapting Framework

~Coexistence of Control and Service powered by CPS~

Toshiba Corporation  
Digitization CTO & GM, Digital  
Innovation Technology Center  
Hiroshi Yamamoto

RRI  
Security Expert  
Masue Shiba

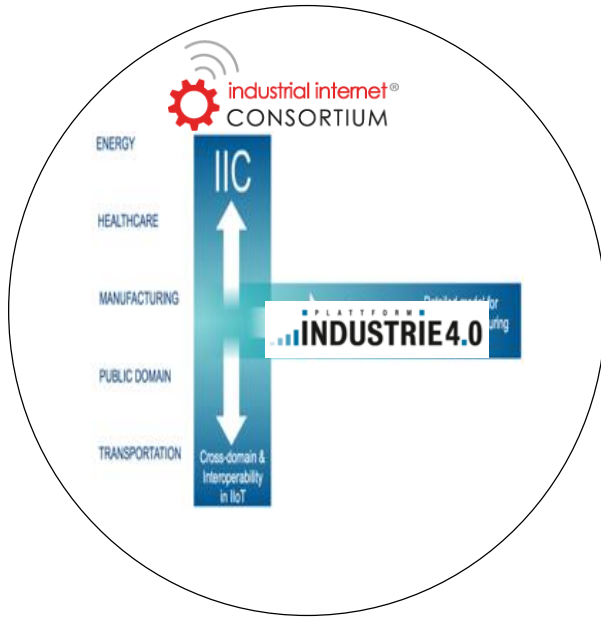
# Key Highlights

- Why global IoT collaboration?
- Collaboration Case Study (Japan and Germany)
- CPS framework Introduction
- Business Challenge for manufactures ~ Sell or Subscription ?

# Global Trend

## Global IoT Collaboration

### B2B



### Government



中国制造2025 (zhongguo zhizao 2025): Made in China 2025

China Daily  
Updated 2016-03-13 08:02

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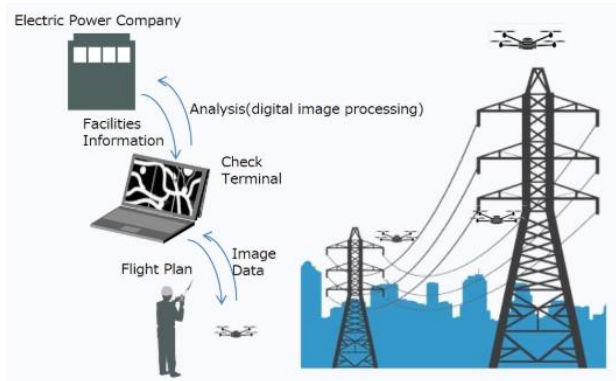
To accelerate the transformation of China from a big manufacturing power to a strong manufacturing power, Premier Li Keqiang advanced the "Made in China 2025" concept in his Government Work Report to the top legislature this year. There are three stages to the transformation that will take about three decades all together. "Made in China 2025" is the guideline for the first decade. It will lay a solid foundation for the next two stages.

### B2C



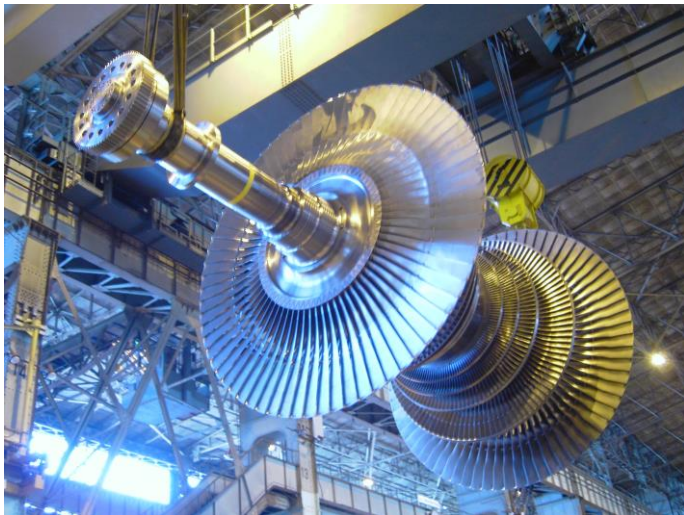
# DX ~ Existing Competitors as potential future Partners

- Step1 - Digital Evolution : Digital Service based on our products
- Step2 - Digital Transformation: Digital Service based on every products



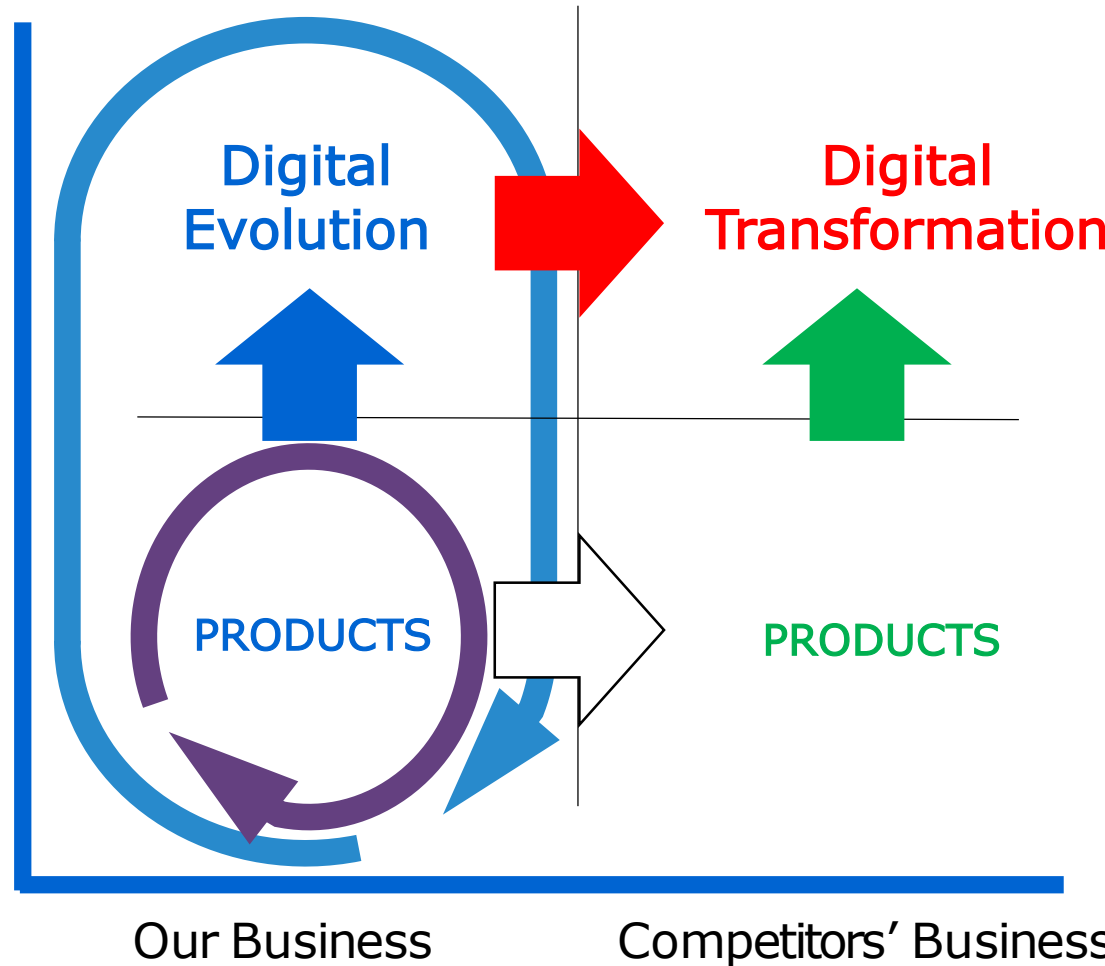
Service

Things



Step1

Step2



Our Business

Competitors' Business

# IoT/M2M Best Practice out of Collaboration

IoT/M2M is much more complicated than traditional enterprise system (OLTP/Batch systems)



## Smart Meter ~ Scalability



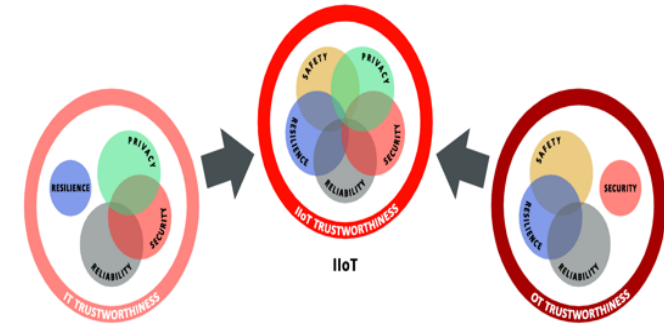
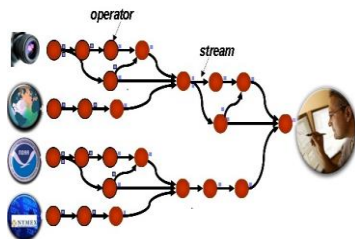
x 5  
x 10  
x 100 ?

## M2M Trading System ~ Fast Response



< 0.5 msec

## Video Surveillance ~ Quick Alert



Information Technology (IT)

Operational Technology (OT)

Figure 2-1: Convergence of IT and OT Trustworthiness

(Source: Industrial Internet Security Framework)

- ✓ Security, Privacy and Safety
- ✓ Scalability
- ✓ High Availability
- ✓ Interaction and Short-range Communication
- ✓ Wireless Communication
- ✓ Interoperability
- ✓ Software Complexity
- ✓ Data Volumes and Velocity
- ✓ Data Interpretation
- ✓ Low Latency

# Germany and Japan Collaboration Industrial Cyber Security



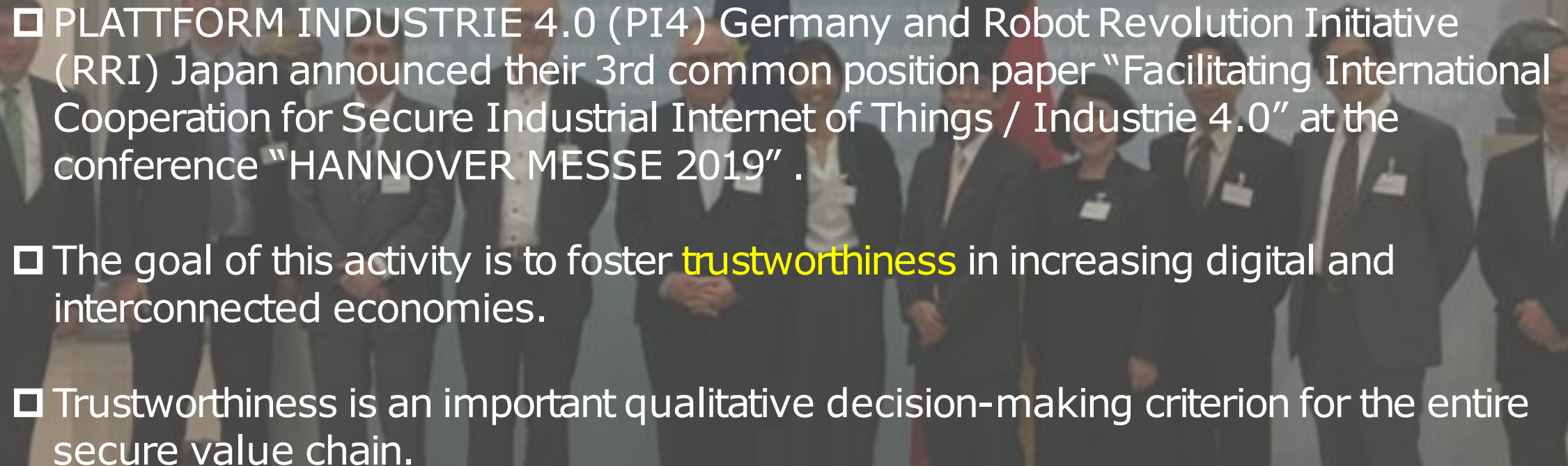
Federal Ministry  
for Economic Affairs  
and Energy



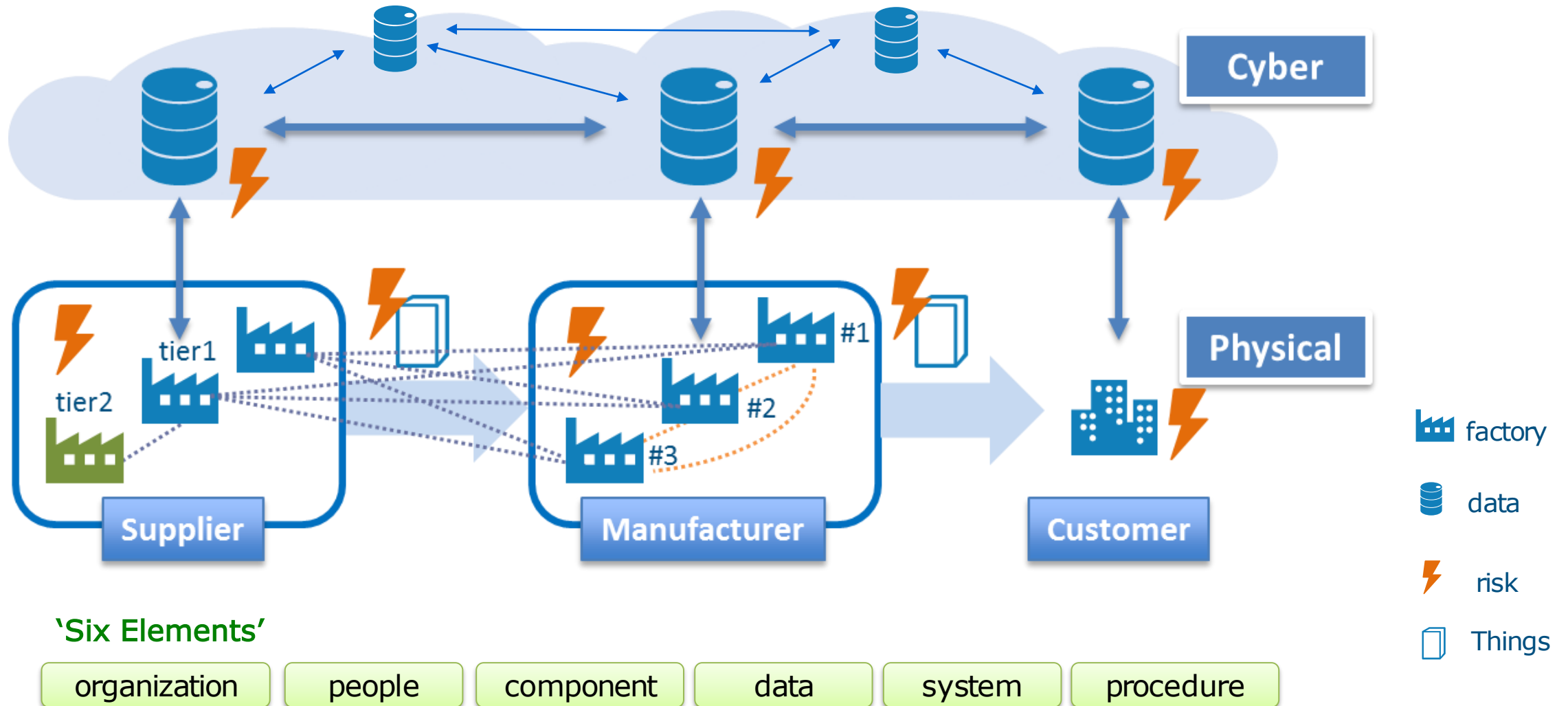
METI  
Ministry of Economy, Trade and Industry



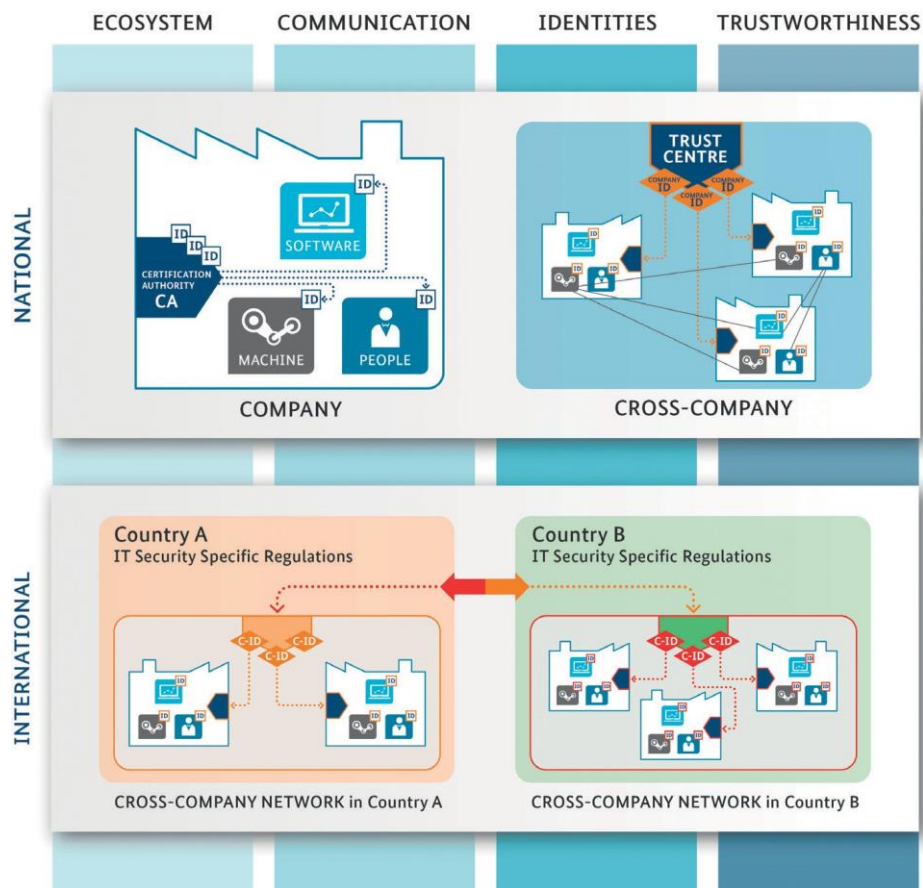
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- ❑ PLATTFORM INDUSTRIE 4.0 (PI4) Germany and Robot Revolution Initiative (RRI) Japan announced their 3rd common position paper “Facilitating International Cooperation for Secure Industrial Internet of Things / Industrie 4.0” at the conference “HANNOVER MESSE 2019” .
  - ❑ The goal of this activity is to foster **trustworthiness** in increasing digital and interconnected economies.
  - ❑ Trustworthiness is an important qualitative decision-making criterion for the entire secure value chain.

# Need to build security and trustworthiness for Cyber Physical System



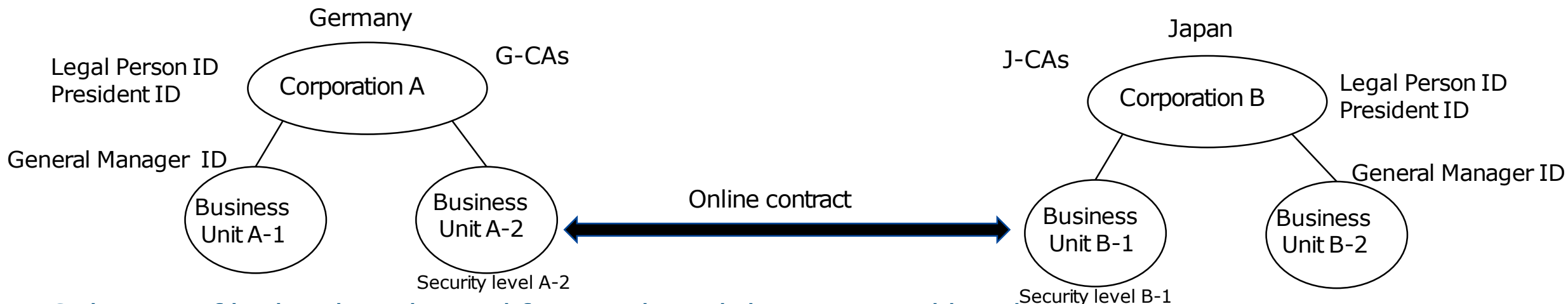
# Overall Industrie 4.0 Production Scenario



- Use-case scenario: Establishing the infrastructure for secure communication between Germany and Japan
- A potential supplier based in Japan wants to establish a new business relationship with a customer in Germany.
- They do not have a business history together, i.e. they have not worked on any joint projects or collaborations in the past.
- They need support for secure communication and collaboration.
- At this stage, existing and new international standards are to be applied.



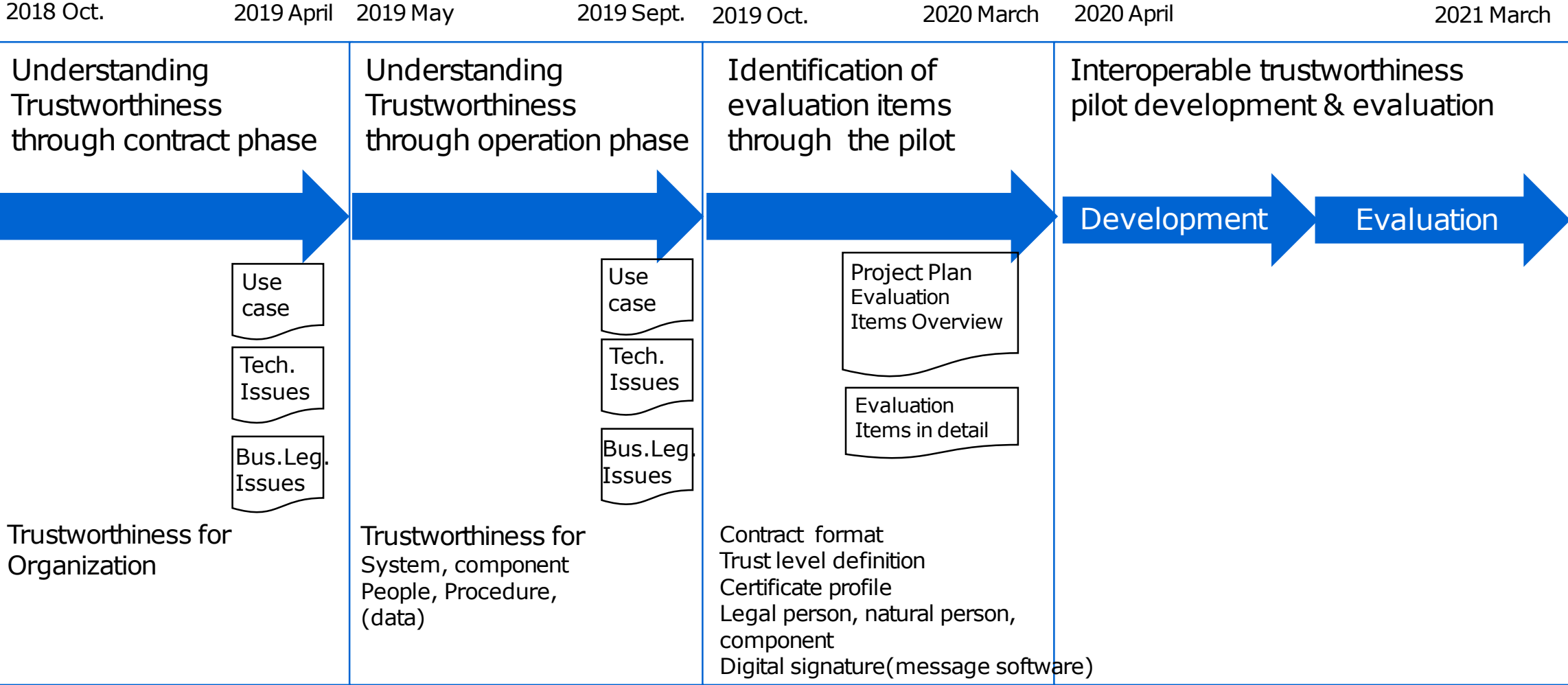
# Discussion Key issues to be considered in use case scenario



## Solutions of both sides, derived from technical, business and legal issues

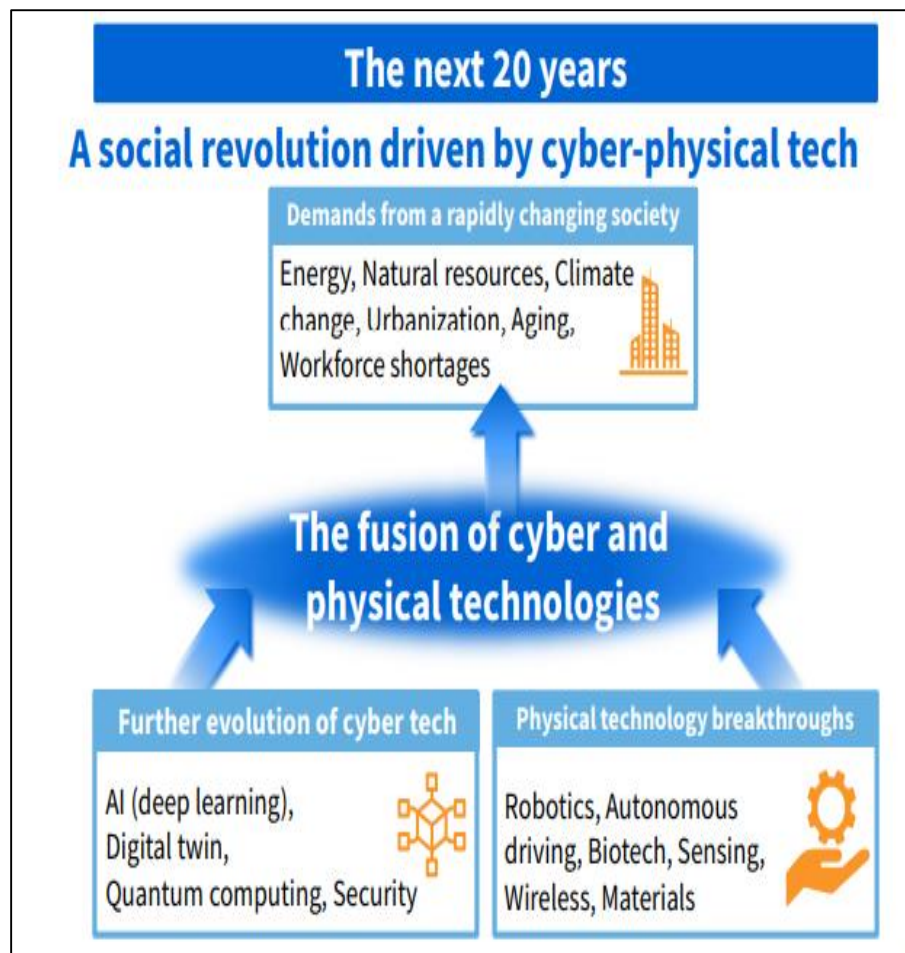
Item list to be identified	Germany	Japan	Technical Issues
Legal Person ID and its provider	VATIN (USt-IdNr.), DUNS	NTA, TSE	—
Natural person ID/BU ID and its provider	eIDAS	Each Corp.	Appropriate BU ID code is not yet determined.
Digital Certification for natural person	eSignature, eIDAS	Each Corp.	—
Digital Certification for legal entities	SEAL, eIDAS	NTA, TSE	Cross certification is needed.
Standards used for security assurance	ISO/IEC27001, IEC62443		Digital Certificate of security level should be issued.
Security level certification	Trusted 3rd party		Corporate Process certification is not yet established.
Online contract signing	Signed by the representative of a BU		Cross certification is needed.
Online contract security level agreement	Using certification issued by a trusted 3rd Party.		—

# Draft plan of interoperable trustworthiness pilot project



# Framework Case study ~ Toshiba Press Announcement in 2018

Next Plan Announcement by CEO  
on Nov 8<sup>th</sup> 2018



[https://www.toshiba.co.jp/about/ir/en/pr/pdf/tpr2018q2e\\_2.pdf](https://www.toshiba.co.jp/about/ir/en/pr/pdf/tpr2018q2e_2.pdf)

FY2018 Technology Strategy  
Briefing on Nov 22<sup>th</sup> 2018

Opening the briefing, Nobuaki Kurumatani, Toshiba's CEO, commented "Toshiba has established strengths in physical technology in a wide range of business domains in its 143-year history, and also in high level cyber technologies, exemplified by our world leadership in image recognition. The venture spirit of the two founders has come down to our employees today and shapes our company's culture. We will advance our digital transformation to become a world-leading CPS technology company that contributes to achievement of the SDGs."

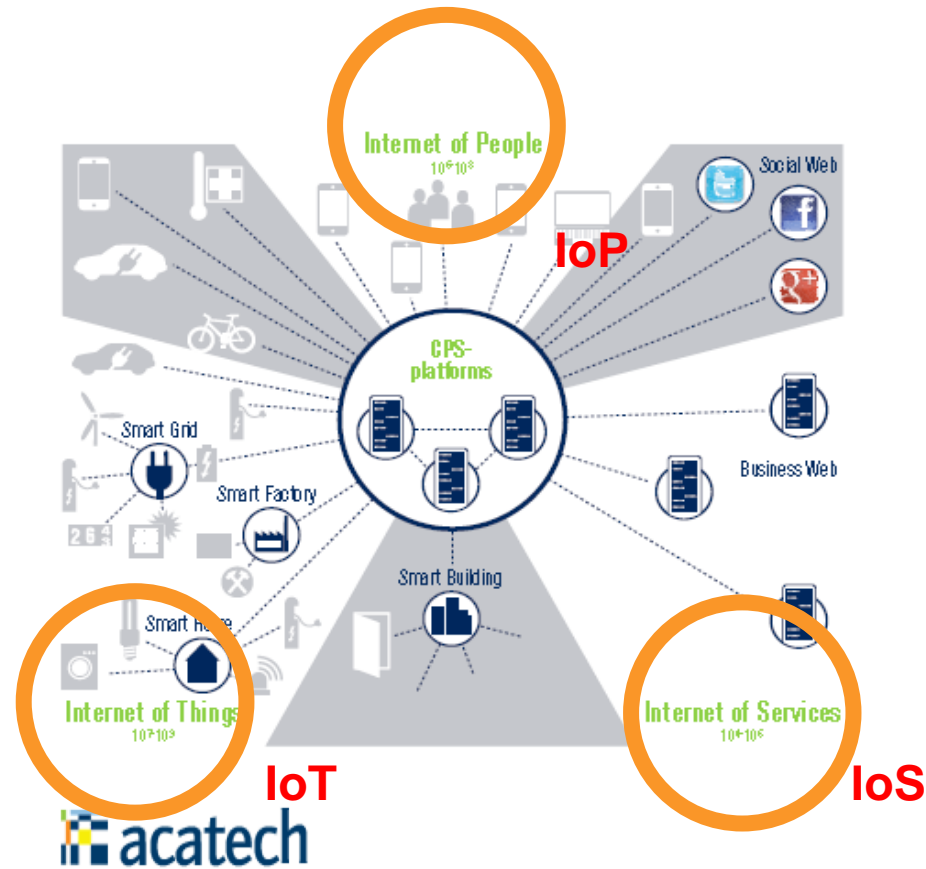
Shiro Saito, Toshiba Group's Chief Technology Officer, explained the company's three core R&D policies: to further strengthen component technologies based on abundant assets in business domains; to develop technologies that improve customer value through digitization based on AI & IoT technologies; and to create cutting-edge technologies to solve social issues that will emerge in the future, particularly original technologies and know-how in CPS that will differentiate Toshiba and its capabilities. In his comments, he said: "Toshiba Group will contribute to achieving the SDGs through CPS technologies that create new services and value that combine strengths in the physical world and core components nourished during a long history of manufacturing with further advances in cyber technologies, particularly AI and IoT."

Hiroshi Yamamoto, the Group's Corporate Digitization CTO, introduced Toshiba Group's basic policy on IoT strategy.

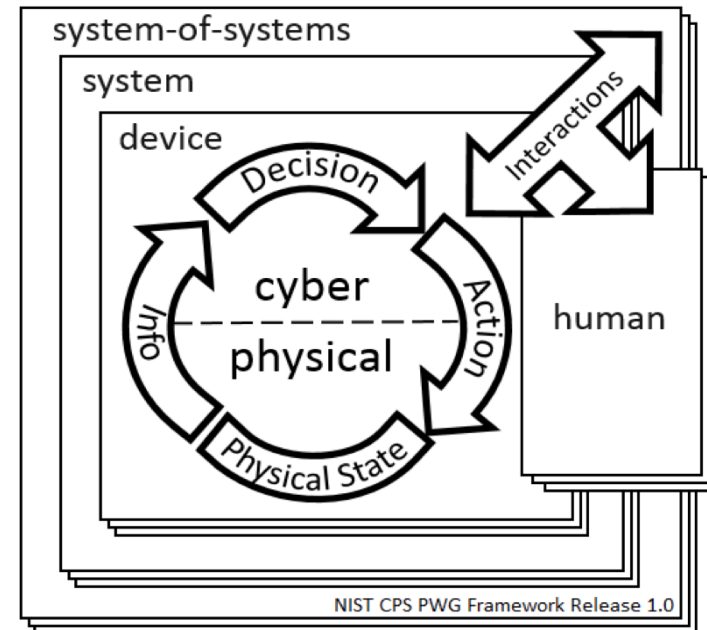
[http://www.toshiba.co.jp/about/press/2018\\_11/pr2201.htm?fromRSS=IR2018112202](http://www.toshiba.co.jp/about/press/2018_11/pr2201.htm?fromRSS=IR2018112202)

# Cyber Physical System as DX Enabler

- IoT, IoS and IoP as major elements
- A closed loop back between cyber and physical
- Systems, System-of-Systems and Human Interaction as key characteristics



Source : "Recommendations for implementing the strategic initiative INDUSTRIE 4."

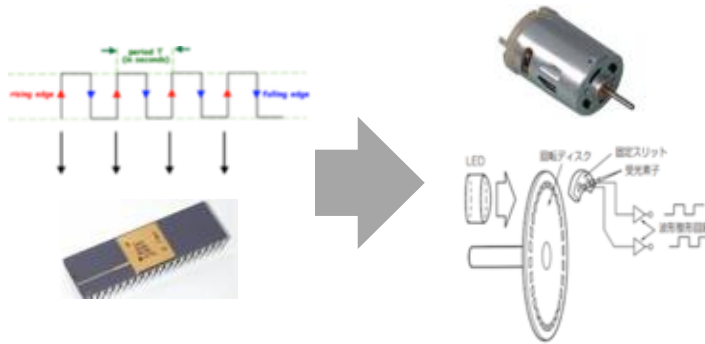


Source : "Cyber-Physical Systems (CPS) Framework Release 1.0"

# Objective of CPS ~ Control vs. Service

CPS falls into two broad categories—control and service  
United architecture for control and service is required

## Closed Innovation



### Traditional CPS (System)

- Control** with time sensitive  
(no best efforts)
- Interruption, I/O triggers state transition
- Servo motor controls processed CPU  
Interruption by encoder pulse

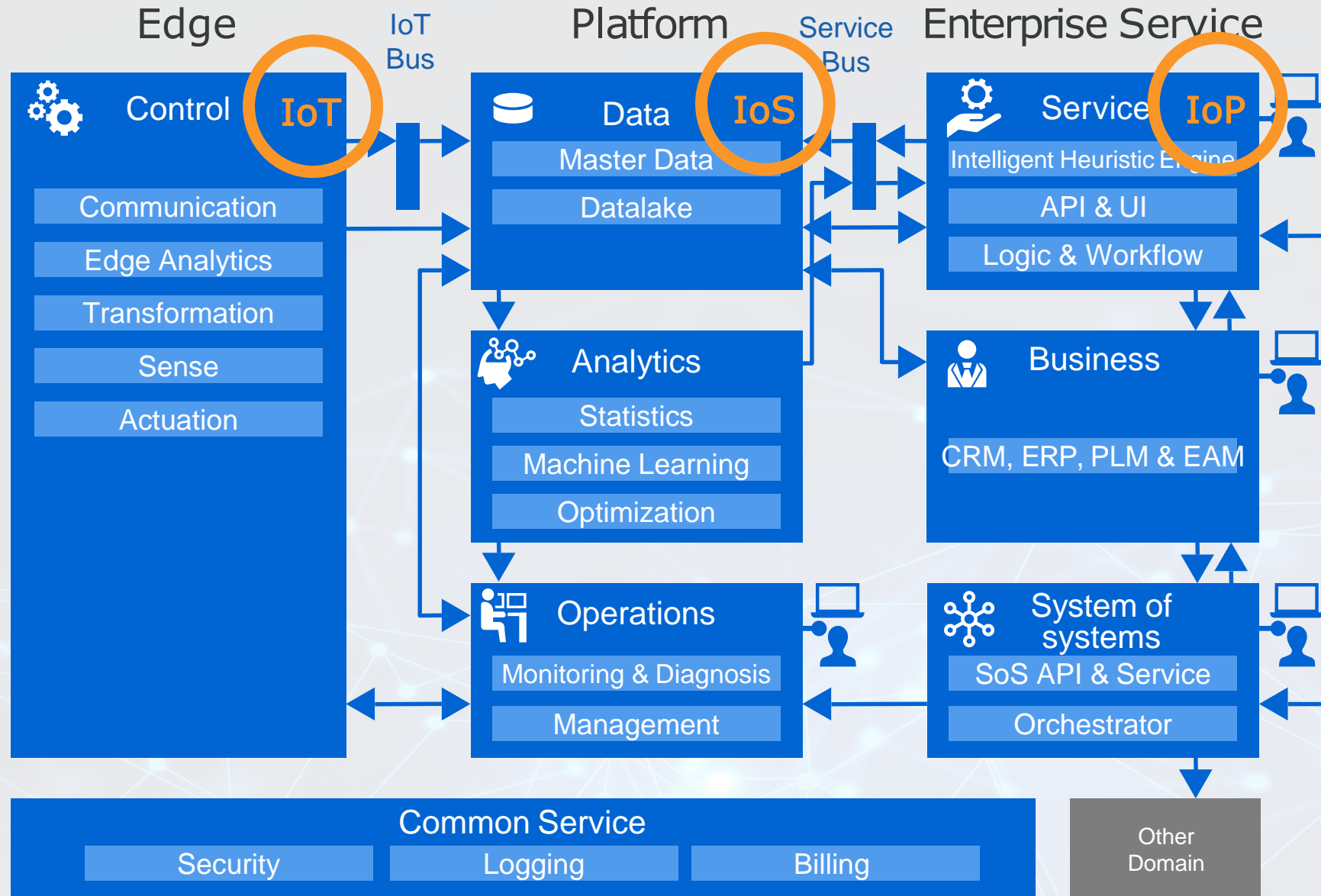
## Open innovation



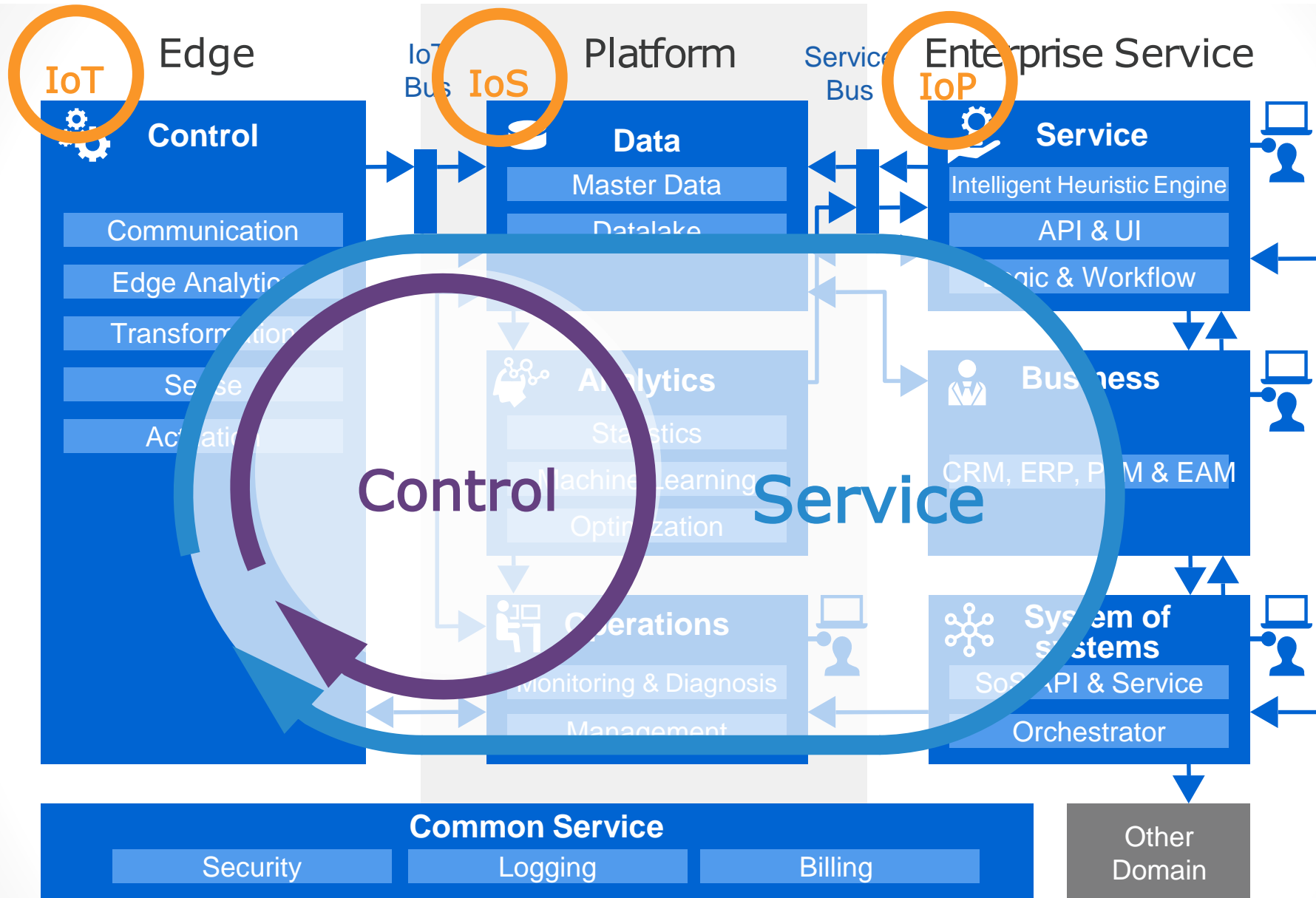
### Modern CPS (System-of-Systems)

- Service** with a feedback loop  
Data/API triggers state transition  
Data sources: DB, People, things
- Public loop
  - Enterprise loop

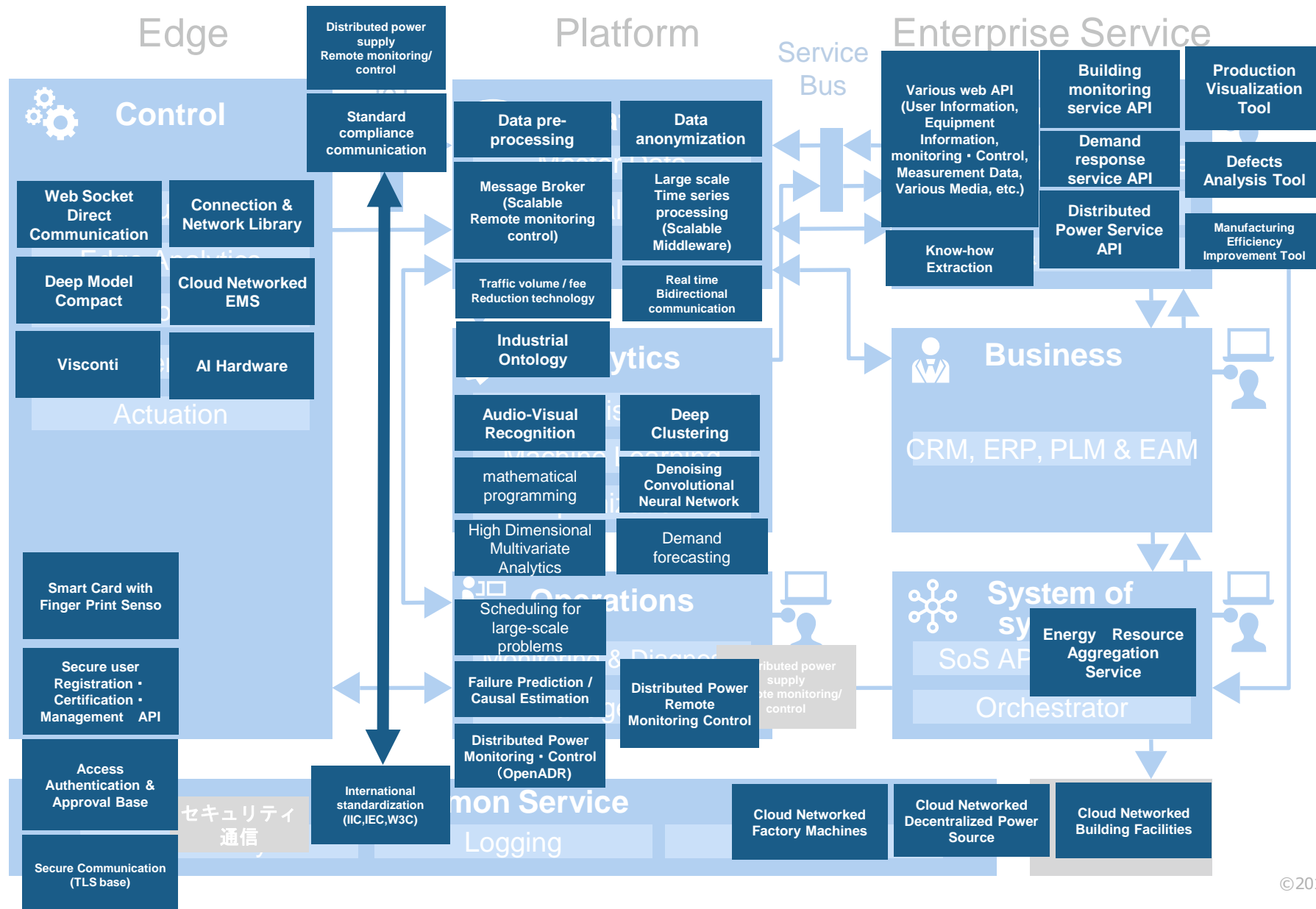
# Toshiba IoT Reference Architecture Ver2.0 ( 3 Tier Architecture)



# Toshiba IoT Reference Architecture Ver2.0 ( 3 Tier Architecture)



# Technology Inventory Assessment - Internal






- Split *Information* into *Data* and *Analytics*
- Change Application to *Service* to highlight human interaction (IoP)
- Add *System of Systems* for multiple system orchestration
  - Vertical – Same Domain Systems (Virtual One Factory, VPP)
  - Horizontal – Different Domain Systems (Connected Industries)

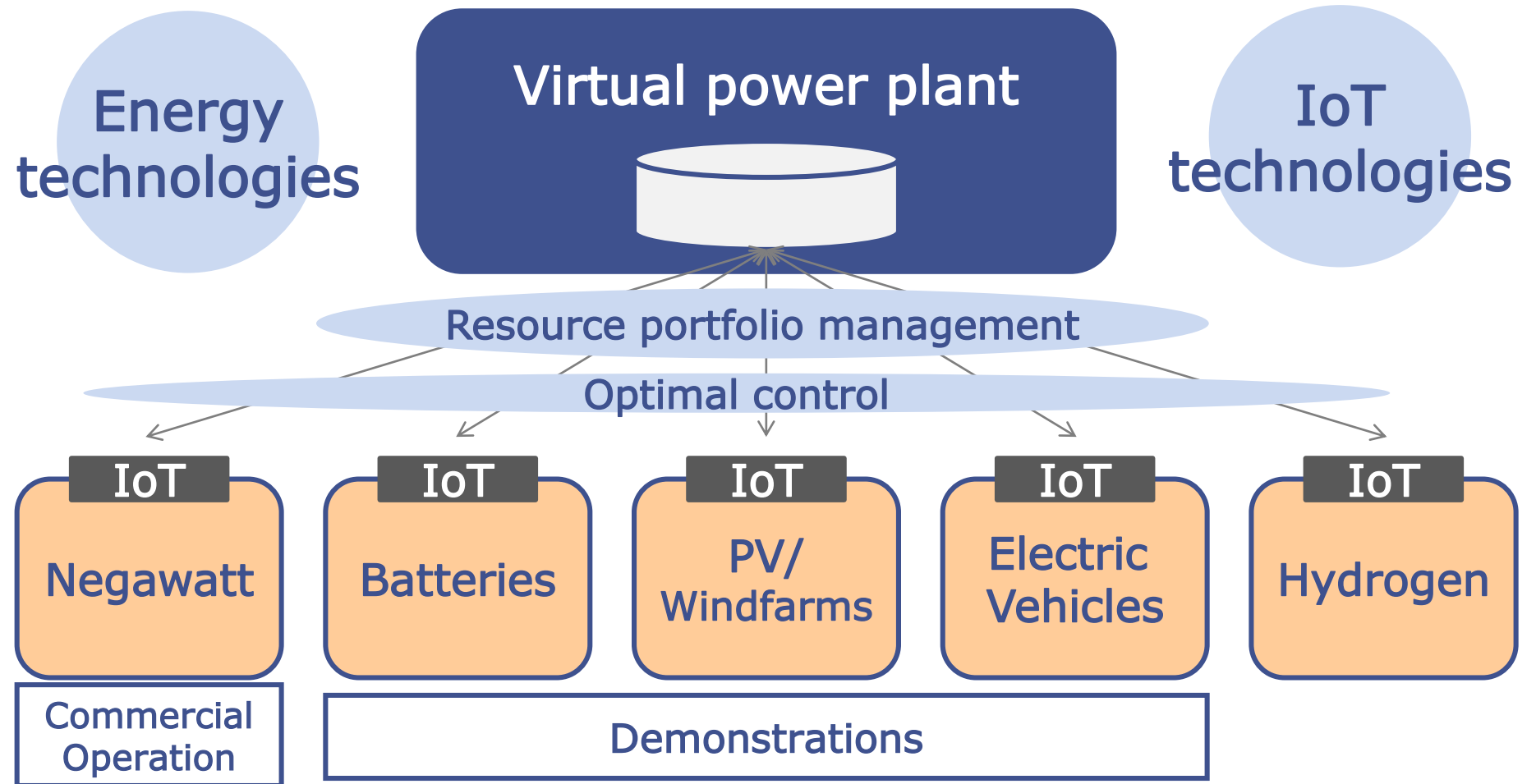
Architecting Principles for Systems-of-Systems

Maier, M.W. 1998. "Architecting Principles for Systems-of-Systems."


# Vertical ~ Virtual Power Plant

- ✓ VPP keeps the electricity system stable when increasing renewable energy sources

 **System of systems**  
SoS API & Service  
Orchestrator



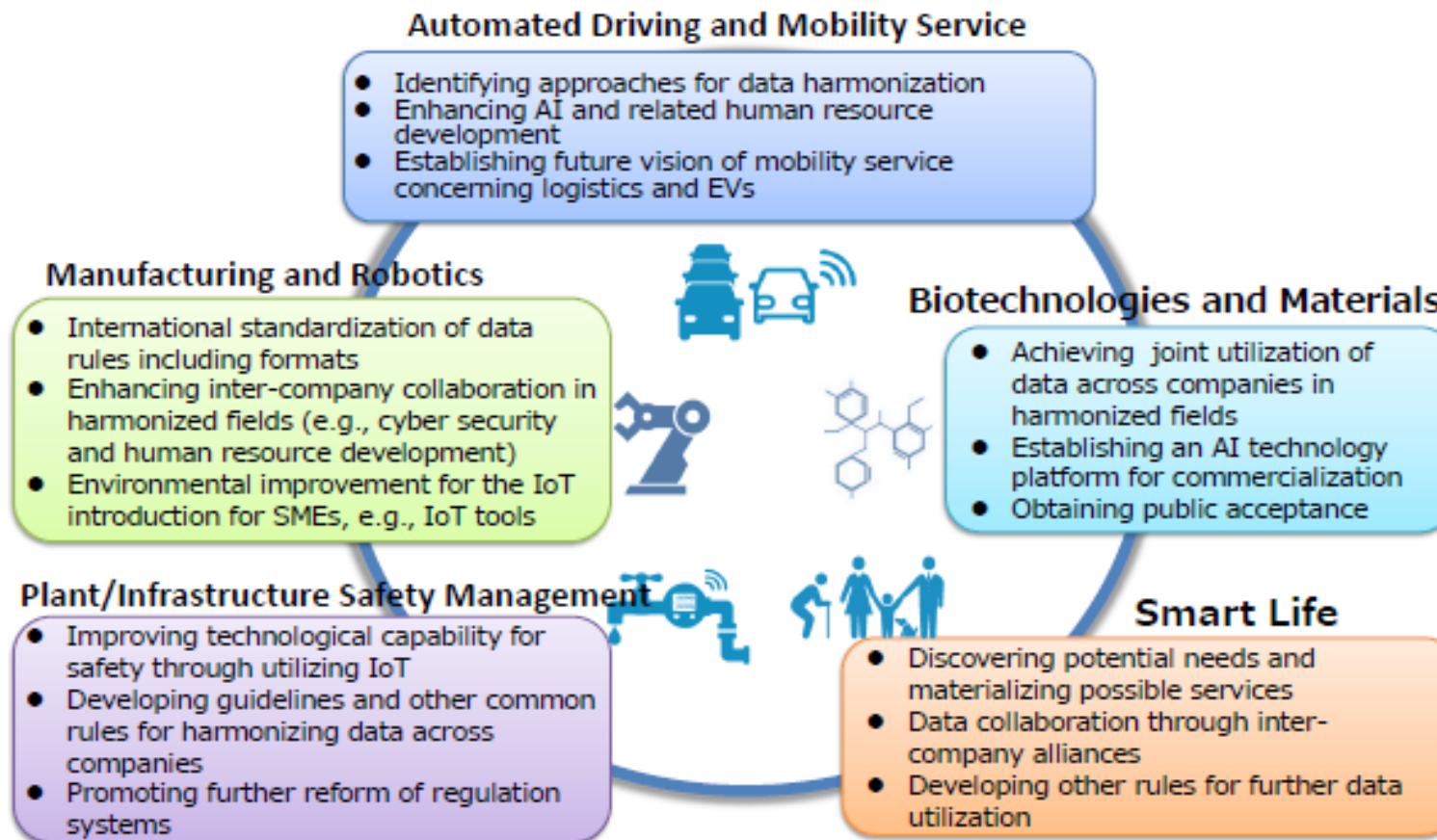
### Five Priority Fields Tackled under the “Connected Industries”



**System of systems**

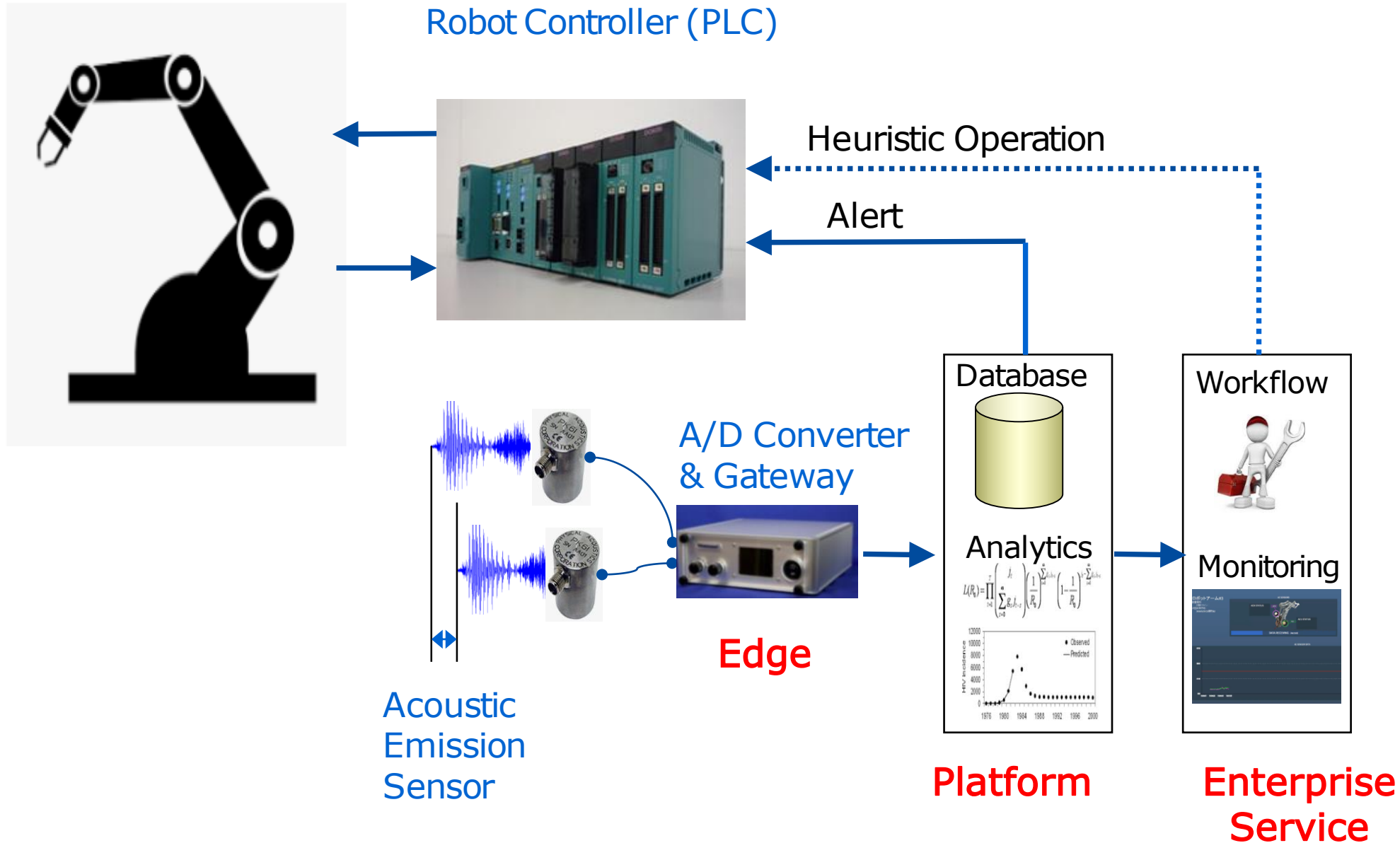
SoS API & Service

Orchestrator

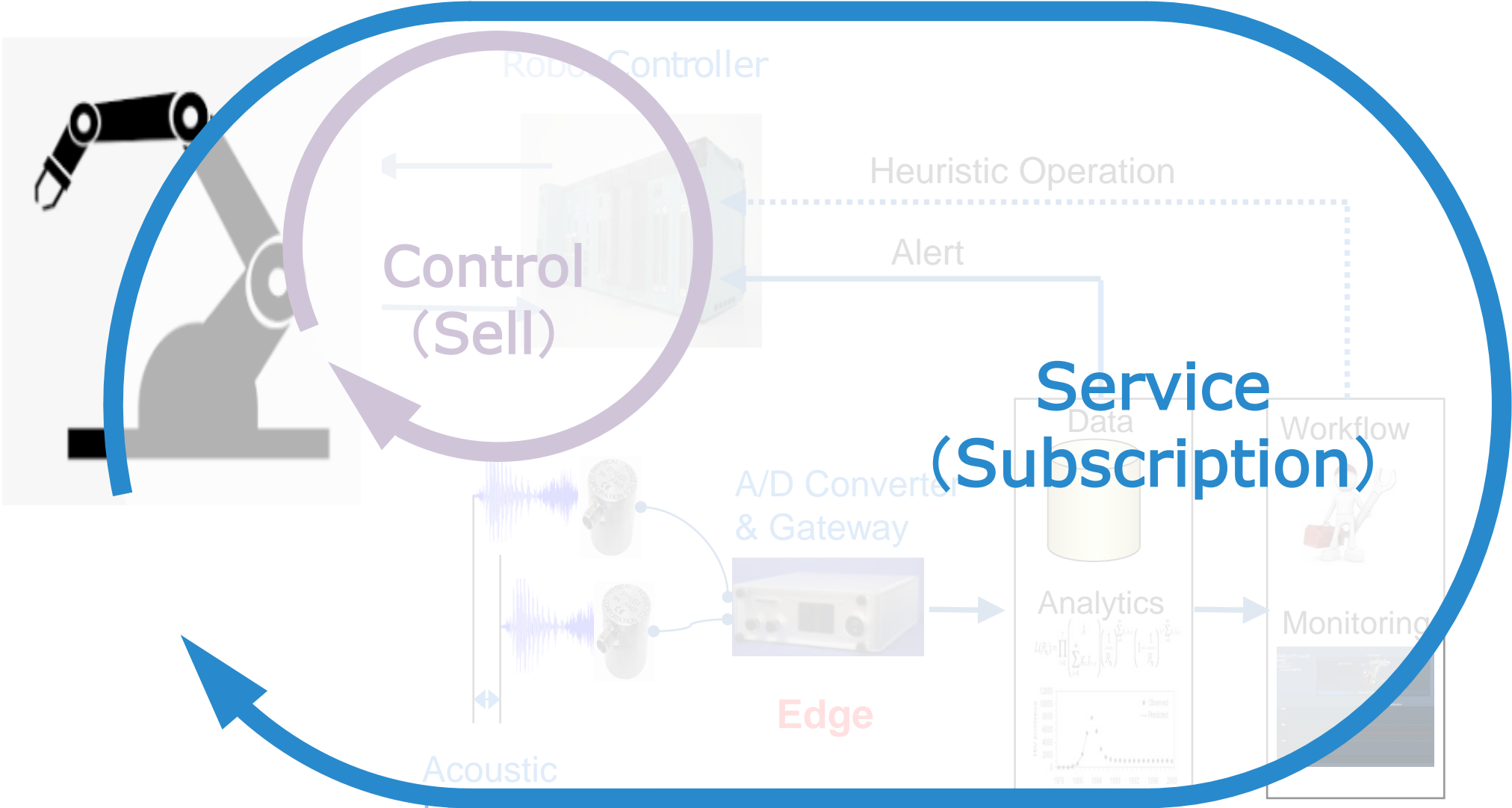


[http://www.meti.go.jp/policy/mono\\_info\\_service/connected\\_industries/pdf/initiative2017.pdf](http://www.meti.go.jp/policy/mono_info_service/connected_industries/pdf/initiative2017.pdf)

# Business Model Challenge for Manufactures



# Sell ? Or Subscription?



**Service (Subscription)**

**Control (Sell)**

**Platform**

**Enterprise Service**



# Robot Revolution & Industrial IoT Initiative

## Activities

### ● Forum Industrie 4.0 (meets RRI) @ Hall 8

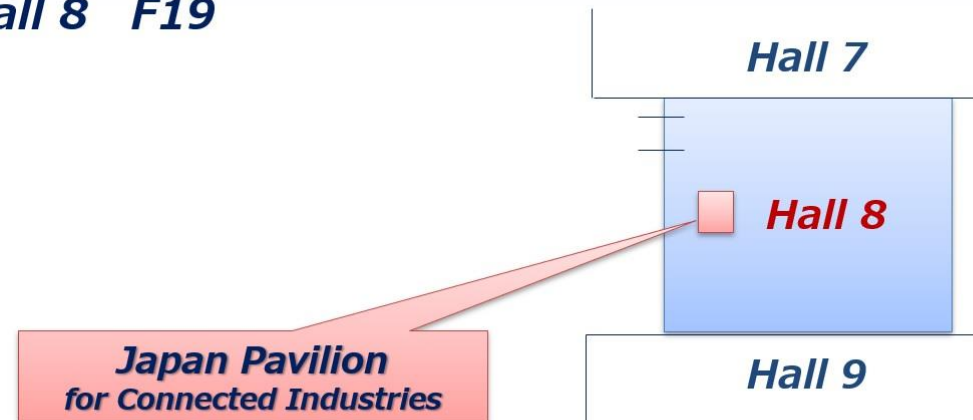
- Monday, 1 April, 12:30-13:00,  
"IoT Design Approach by Adapting Framework", Mr. Hiroshi YAMAMOTO, Toshiba Corp., Corporation Digitalization CTO
- Monday, 1 April, 14:00-14:30,  
"Connected Industries Open Framework for Industrial Value Chain Transformation", Dr. Yasuyuki NISHIOKA, Industrial Value Chain Initiative, President
- Tuesday, 2 April, 16:00-16:30,  
"Navigation Scheme of Smart Manufacturing System Development for Each Maturity Level Enterprise",  
Dr. Youichi NONAKA, Hitachi, Ltd., Senior Chief Researcher
- Wednesday, 3 April, 10:00-10:30,  
"German-Japan Collaboration for Standardization in Smart Manufacturing", Dr. Fumihiko KIMURA, The University of Tokyo, Professor Emeritus
- Wednesday, 3 April, 11:00-11:30  
"Toward Realization of Smart Manufacturing Systems",  
Dr. Shinsuke KONDOH, National Institute of Advanced Industrial Science and Technology, Group leader

### ● 13<sup>th</sup> German – Japanese Economic Forum @ Hall 27

Wednesday, 3 April, 13:45–14:30

- "IIoT Security: The role of trustworthiness in international value chains", Ms. Masue SHIBA, Toshiba Corp.
- "Standardization Activities in Germany-Japan Cooperation for Smart Manufacturing", Dr. Youichi NONAKA, Hitachi. Ltd.

### ● Japan Pavilion for Connected Industries @ Hall 8 F19



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Thank you