

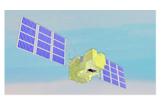
**ABB Group Communications** 

## Digital Communications Digital transformation @ABB

# About ABB Communications in a complex organization



### Power and automation are all around us You will find ABB technology...





orbiting the earth and working beneath it,





crossing oceans and on the sea bed,





in the fields that grow our crops and packing the food we eat,





on the trains we ride and in the facilities that process our water,





in the plants that generate our power and in our homes, offices and factories



# ABB digital communications journey so far

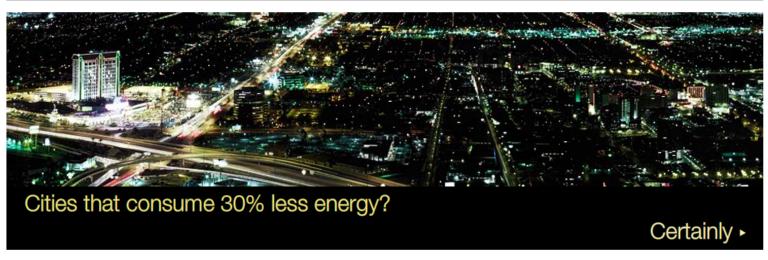






Naturally.

Products & services News center Careers Investor relations



### Bloomberg BW 2010 Energy Survey, in partnership with ABB

In Q4 2010, Bloomberg Businessweek Research Services surveyed energy professionals to give their views on the key energy issues facing the world today. ABB, the research sponsor, is pleased to make available the findings of the research. Click on any of the links below to access the findings of the survey

Video highlights | Key findings (4) | White papers (3) | Podcast (3)

#### The stories



### Connecting renewable energy to the grid

Big cities need large amounts of electricity. Renewable power often needs to be transported hundreds or even thousands of kilometers.



#### Drinking water from the sea

Water is the cradle of life, but many parts of our planet are critically short of drinking water. ABB water solutions are helping to turn that around.



### The best solutions for a busy city

Intelligent building controls, regulating lighting and ventilation, win awards for energy savings in Singapore.



#### Saving energy with ABB drives

The installed base of ABB drives. which control the power consumed by electric motors, saves 180 million tons of carbon dioxide each year



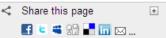
#### A new wind for offshore farms

An ABB technology is helping to link the world's most remote offshore wind farm to the grid, with minimal environmental impact.

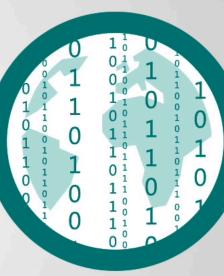


### Fuel-efficiency on the high seas

Royal Caribbean is treating its passengers to a smoother ride, and itself to lower fuel costs, with ABB's electric propulsion system.



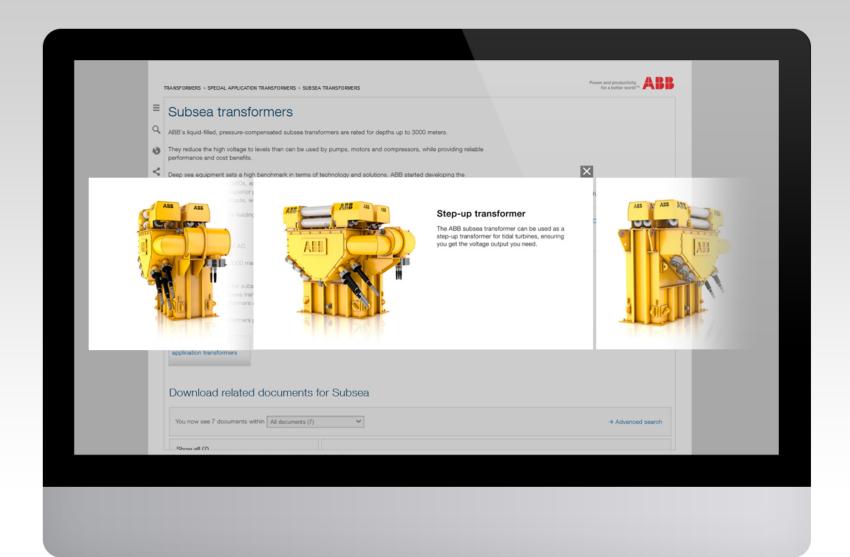
Digitization is **no longer** a trend - the world has changed and we live in **digital times** 

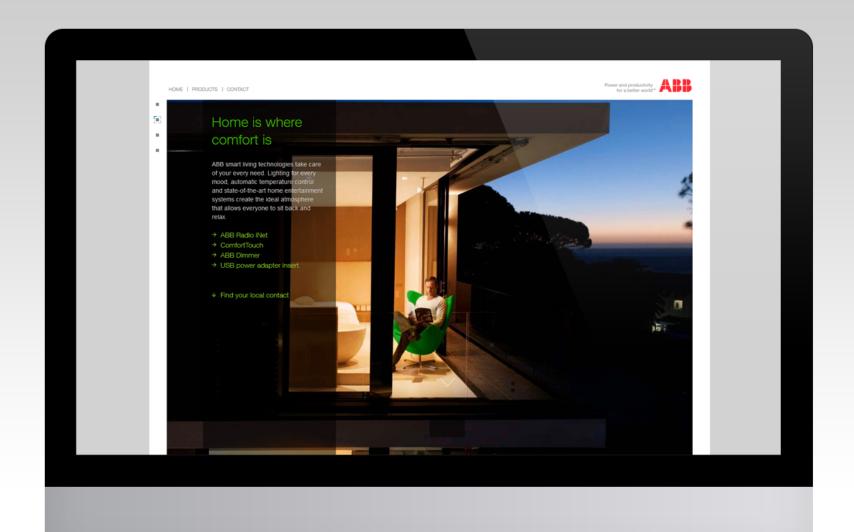


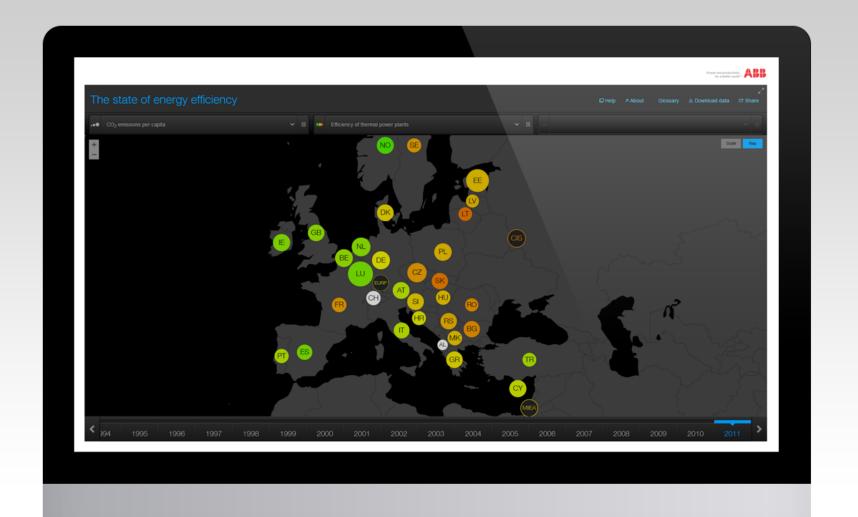
### The new ABB.com Visual, mobile, ABB





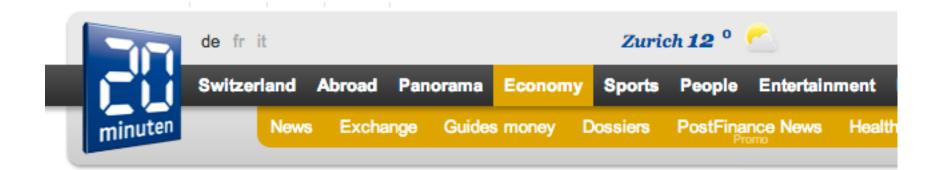






# Challenges and the road ahead





Your story, your information, your note? feedback@20minuten.ch >

ENERGY EFFICIENCY

09th April 2013 15:08, Act: 09/04/2013 15:08 🕮

# ABB brings revolutionary power saver

With the intelligent lock «Emax 2" ABB brings a product to market, the annual electricity consumption of 1.4 million households can be saved.



OUR THERMOSTAT

ABOUT US

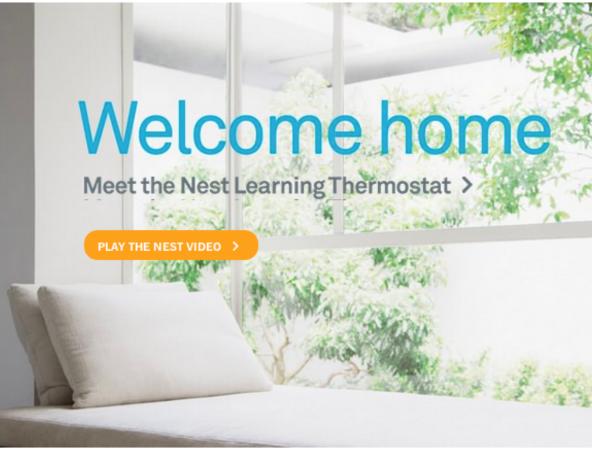
BLOG

COMMUNITY

SUPPORT

















Will Nest work for you? >

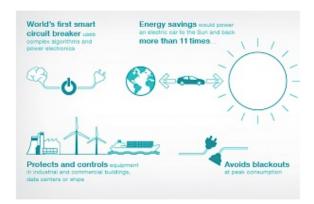


Product Guide > Low Voltage Products and Systems > Circuit Breakers > Air Circuit Breakers > Emax 2

### SACE Emax 2

Overview Tools Application Pillars Contacts

SACE Emax 2 is a new series of low voltage air circuitbreakers up to 6300 A. With the ability to efficiently and simply control electrical installations - from the traditional to the more complex - with minimum impact, the new SACE Emax 2 circuit-breakers represent the evolution of a circuitbreaker into a Power Manager.



SACE Emax 2 air circuit-breakers have been designed to manage, with maximum efficiency, all low voltage electrical installations: from industrial plants, naval applications, traditional and renewable power generation installations to buildings, shopping centers, data centers and communication networks.

Achieving maximum efficiency of an electrical installation in order to reduce consumption and waste requires intelligent

#### Downloads

#### Emax 2

All documents (451)

### Popular documents

- → SACE Emax 2. New low voltage air circuit-breakers English - 2013-04-22 - 10,19 MB - pdf - Catalogue
- → SACE low voltage air circuit-breakers. Sometimes evolution takes a leap.

English - 2013-04-10 - 1,69 MB - pdf - Brochure

→ New SACE Emax 2. From Circuit-breaker to Power Manager

English - 2013-04-09 - 0,99 MB - pdf - Brochure

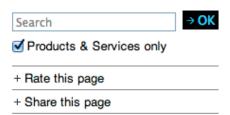
- → Emax2 The first circuit breaker that saves energy English - 2013-04-10 - 0,47 MB - pdf - Picture
- → Emax 2 Promotional video English - 2012-11-06 - 20,16 MB - flv - Movie

### Article (2)

→ The new SACE Emax 2 Ekip G trip units for generator protection

English - 2013-04-09 - 0,36 MB - pdf

→ The new SACE Emax 2 family of air circuitbreakers. The evolution from circuit-breaker to power manager



### Your preferences:

Switzerland English



### Complexity and scale Small challenges are multiplied



1 million pages



60 country web sites



250,000 products



18 web applications / platforms



3,500 content editors

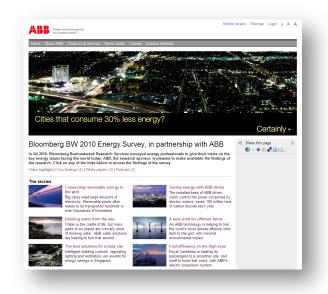


27 languages



# Mastery required

### Complexity and scale Fast pace of change, mastery of new concepts







### The web as a billboard

Editorial

**Imagery** 

Analytics

The World Wide Web

### The web as an interactive experience

Interaction design Big Data Analytics

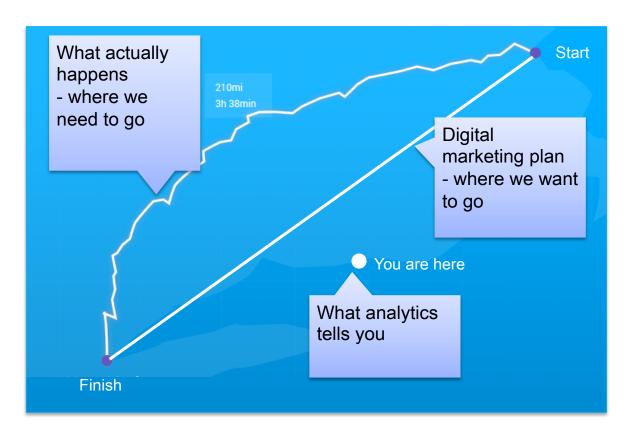
Animation Social marketing

Complex devices Consumer technologies





### Web analytics: the answer to everything? Or the World's most useless GPS?

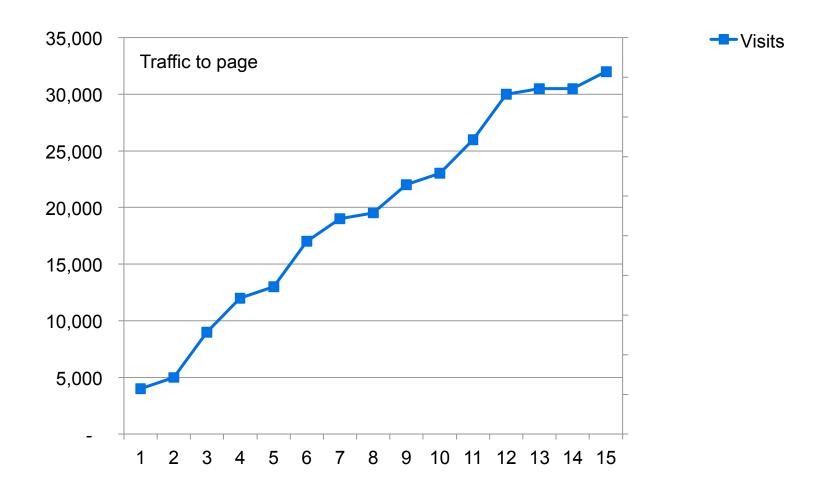


In practice, analytics adds another layer of complexity to an already complex topic

Data points are not actionable improvement suggestions

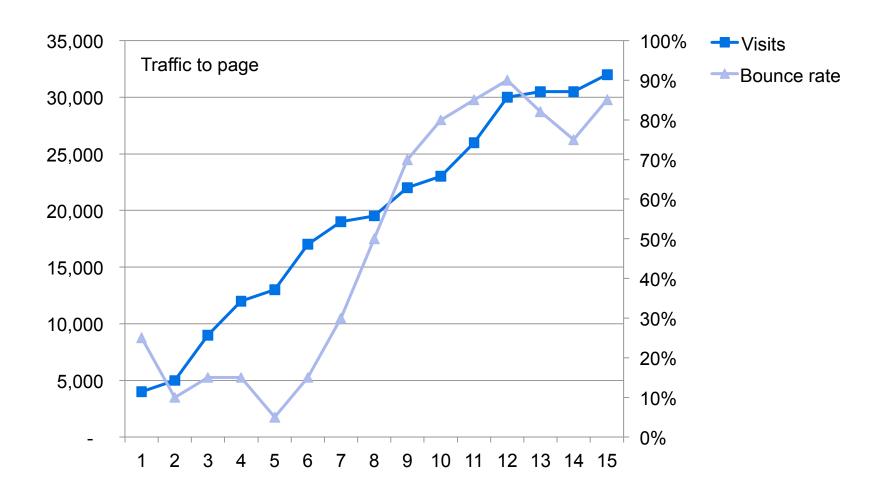


### In practice Does this show improvement?





### Does this show improvement? Or failure?





### Understanding the story behind the data A real example





# A completely new approach to web analytics



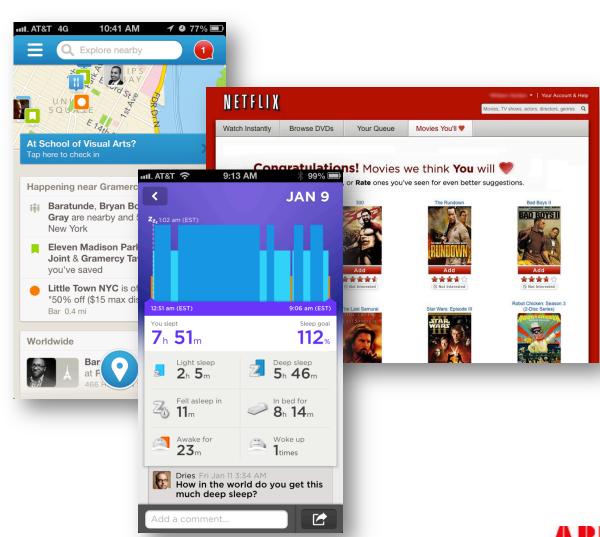
### How the web is changing approaches to big problems 4 key trends

**Crowd sourcing** 

Visualization

Big data

Gamification





### 8 billion data points every year The trick is to make sense of it

#### Visitor

visitorType visitCount daysSinceLastVisit userDefinedValue visitors newVisits percentNewVisits Session visitLenath visits bounces entranceBounceRate visitBounceRate timeOnSite avgTimeOnSite **Traffic Sources** referralPath fullReferrer campaign source medium sourceMedium keyword adContent socialNetwork hasSocialSourceReferral organicSearches Adwords adGroup adSlot adSlotPosition adDistributionNetwork adMatchType adKeywordMatchType adMatchedQuery adPlacementDomain adPlacementUrl adFormat adTargetingType adTargetingOption adDisplayUrl adDestinationUrl adwordsCustomerID

adwordsCampaignID

adwordsAdGroupID

adwordsCreativeID

adwordsCriteriaID

impressions

adClicks
adCost
CPM
CPC
CTR
costPerTransaction
costPerGoalConversion
RPC
ROI
margin
Goal Conversions
goalCompletionLocation

goalCompletionLocation qoalPreviousStep1 qoalPreviousStep2 goalPreviousStep3 qoalXXStarts goalStartsAll goalXXCompletions qoalCompletionsAll qoalXXValue goalValueAll goalValuePerVisit goalXXConversionRate goalConversionRateAll goalXXAbandons goalAbandonsAll goalXXAbandonRate goalAbandonRateAll Platform or Device browser browserVersion operatingSystem operatingSystemVersion isMobile

deviceCategory
Geo Network
continent
subContinent
country

isTablet

mobileDeviceBranding

mobileDeviceMarketingNam

mobileDeviceModel

mobileInputSelector

mobileDeviceInfo

region metro city latitude longitude networkDomain networkLocation

System flashVersion javaEnabled language screenColors screenResolution

Social Activities socialActivitvEndorsingUrl socialActivityDisplayName socialActivityPost socialActivityTimestamp socialActivityUserHandle socialActivityUserPhotoUrl socialActivityUserProfileUrl socialActivityContentUrl socialActivityTagsSummary socialActivityAction socialActivityNetworkAction socialActivities Page Tracking hostname pagePath pagePathLevel1 pagePathLevel2 pagePathLevel3 pagePathLevel4 pageTitle landingPagePath secondPagePath exitPagePath previousPagePath nextPagePath pageDepth pageValue entrances entranceRate pageviews pageviewsPerVisit

uniquePageviews

timeOnPage avgTimeOnPage exits exitRate Internal Search searchUsed searchKeyword searchKeywordRefinement searchCategory searchStartPage searchDestinationPage searchResultViews searchUniques avgSearchResultViews searchVisits percentVisitsWithSearch searchDepth avgSearchDepth searchRefinements percentSearchRefinements searchDuration avgSearchDuration searchExits searchExitRate searchGoalXXConversionR searchGoalConversionRate ΑII goalValueAllPerSearch

Site Speed pageLoadTime pageLoadSample avgPageLoadTime domainLookupTime avgDomainLookupTime pageDownloadTime avgPageDownloadTime redirectionTime avaRedirectionTime serverConnectionTime avgServerConnectionTime serverResponseTime avgServerResponseTime speedMetricsSample domInteractiveTime avgDomInteractiveTime domContentLoadedTime

avgDomContentLoadedTim domLatencyMetricsSample App Tracking appInstallerId appVersion appName appld screenName screenDepth landingScreenName exitScreenName screenviews appviews uniqueScreenviews uniqueAppviews screenviewsPerSession appviewsPerVisit timeOnScreen avgScreenviewDuration Event Tracking eventCategory eventAction eventLabel totalEvents uniqueEvents eventValue avgEventValue visitsWithEvent eventsPerVisitWithEvent Ecommerce transactionId affiliation visitsToTransaction daysToTransaction productSku productName productCategory currencyCode transactions transactionsPerVisit transactionRevenue revenuePerTransaction transactionRevenuePerVisit transactionShipping

transactionTax

totalValue

itemQuantity

uniquePurchases revenuePerItem itemRevenue itemsPerPurchase localTransactionRevenue localTransactionShipping localTransactionTax localItemRevenue Social Interactions socialInteractionNetwork socialInteractionAction socialInteractionNetworkAct socialInteractionTarget socialEngagementType socialInteractions uniqueSocialInteractions socialInteractionsPerVisit **User Timings** userTimingCategory userTimingLabel userTimingVariable userTimingValue userTimingSample avgUserTimingValue Exceptions exceptionDescription exceptions exceptionsPerScreenview fatalExceptions fatalExceptionsPerScreenvi Content Experiments experimentld experimentVariant

experimentVariant

Custom Variables or Columns dimensionXX customVarNameXX customVarValueXX metricXX Time date year month week day

hour minute mithMonth nthWeek nthDay nthMinute dayOfWeek dayOfWeekName dateHour yearMonth yearWeek isoWeek isoYear isoYearIsoWeek

Audience visitorAgeBracket visitorGender interestOtherCategory interestAffinityCategory interestInMarketCategory

#### Adsense

adsenseRevenue adsenseAdUnitsViewed adsenseAdsViewed adsenseAdsClicks adsensePageImpressions adsenseCTR adsenseECPM adsenseExits

pageLoadTime pageLoadSample avgPageLoadTime domainLookupTime avgDomainLookupTime pageDownloadTime avgPageDownloadTime redirectionTime avgRedirectionTime serverConnectionTime avgServerConnectionTime serverResponseTime avgServerResponseTime speedMetricsSample domInteractiveTime avgDomInteractiveTime domContentLoadedTime



### 8 billion data points every year Let's start with the actual questions that we have

Visitor visitorType visitCount daysSinceLastVisit userDefinedValue visitors newVisits percentNewVisits Session	adClicks adCost CPM CPC CTR costPerTransaction costPerGoalConversion costPerConversion	region metro city latitude longitude networkDomain networkLocation	timeOnPage avgTimeOnPage exits exitRate Internal Search searchUsed searchKeyword searchKeyword	avgDomContentLoadedTim e domLatencyMetricsSample App Tracking appInstallerId appVersion appName appId	uniquePurchases revenuePerItem itemRevenue itemsPerPurchase localTransactionRevenue localTransactionShipping localTransactionTax localItemRevenue	hour minute nthMonth nthWeek nthDay nthMinute dayOfWeek dayOfWeek
visitLength visits				screenName screenDepth		dateHour yearMonth
bounces entranceBouncaRate <b>Q</b>	our content he	ip de la companya de			socialInteractionAction	yearWeek
	our content be				ion / Corisui	
timeOnSite avgTimeOnSite	goalPreviousStep1 goalPreviousStep2	screenResolution	avgSearchResultViews searchVisits		socialInteractionTarget socialEngagementType	isoYearIsoWeek
Traffic Source Do	oes our conten	t generate le	adsi?sitsWithSearch		→ Conve	Sion Bracket
ullReferre		socialActivityDisplayName				visitorGender
campaign source • Ar	e our pages be	oing visited?			Popula	interestOtherCategory
medium - / NI	goalValueAll	social Activity User Handle social Activity User Photo Url			userTimingLaber Purial userTimingVariable	yrestlnMarketCategory
evword					userTimingValue	Adsense
adContent socialNetvork	oes our conten	user in Interaction				
nasSocialSourceReferral organicSearches						adsenseAdUnitsViewed adsenseAdsViewed
Adwords	oes it make vis	itors to stay a	and read mo	re? ventValue	→ Retenti	OacsenseAdsClicks
idGroup idSlot	Platform or Device	hostname	Site Speed	eventsPerVisitWithEvent	exceptions Fer Screen view fatal Exceptions	adsensePageImp ession adsenseCTR
dSlotPostion	browser	pagePath		Ecommerce	fatalExceptionsPerScreenvi	adsenseECPM adsenseExits
	our content vis					y addenoce and pageLoadTime
idKeywordMatchType idMatchedQuery						pageLoadSample avgPageLoadTime
dPlacementDomain	ow old is our co	ontent?			→Age	domainLookupTirne
adPlacementUrF	mobileDeviceModel	secondPagePath			Columns	avgDomainLookupTime pageDownloadTine
adTargetir gType	mobileInputSelector	exitPagePath	redirectionTime	currencyCode	dimensionXX	avgPageDownloadTime
adTargetingOption adDisplayUrl	mobileDeviceInto mobileDeviceMarketingNam	previousPagePath nextPagePath	avgHedirection Time serverConnectionTime	transactions transactionsPerVisit	custom varivame XX custom Var Value XX	redirectionTime avgRedirectionTime
adDestinationUrl adwordsCustomerID	e deviceCategory	pageDepth	avgServerConnectionTime serverResponseTime	transactionRevenue revenuePerTransaction	metricXX Time	serverConnectionTime
adwordsCustomeriD adwordsCampaignID	deviceCategory	pageValue entrances	avgServerResponseTime	transactionRevenuePerVisit	date	avgServerConnectionTir serverResponseTime
dwordsAdGroupID dwordsCreativeID	Geo Network continent	entranceRate	speedMetricsSample	transactionShipping transactionTax	year	avgServerResponseTim
dwordsCreativeID dwordsCriteriaID	continent subContinent	pageviews pageviewsPerVisit	domInteractiveTime avgDomInteractiveTime	transaction i ax totalValue	month week	speedMetricsSample domInteractiveTime
mpressions	country	uniquePageviews	domContentLoadedTime	itemQuantity	day	avgDomInteractiveTime domContentLoadedTime

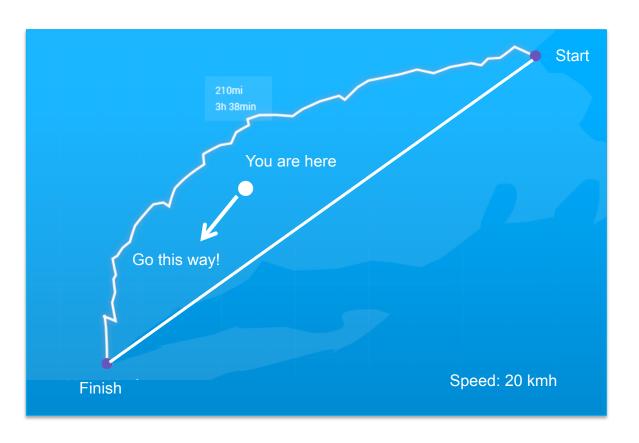


### Crowd sourcing, big data, visualization, gamification The ABB Content Health Panel





### Web analytics 2.0 A GPS for web content



Where we are

Where to go

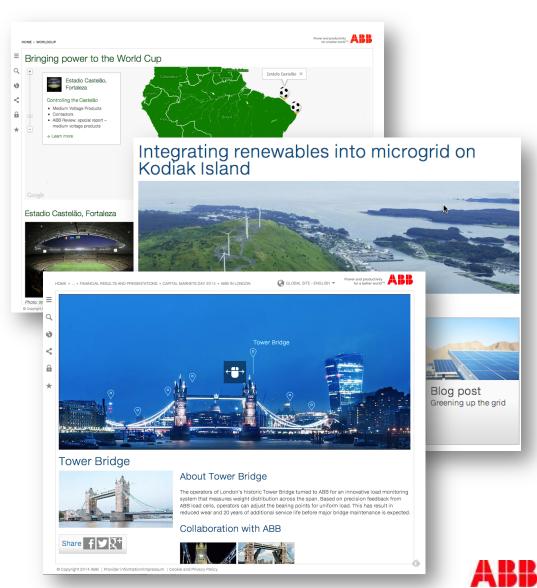
How fast we are traveling (improving)

Constant feedback = less trial & error = a more direct route



### Experience of the Content Health Panel so far Changing the conversation

- From "I think" to "what users want"
- Challenges our instincts on form and function
- Provides instant feedback which creates a performance culture
- Provides a much better dialogue and common language between HQ and the business





#### Press releases

- + Group press releases
- + Trade press releases

### ABB's TOSA flash charging electric bus technology wins innovation prize

2014-10-10 - ABB-developed boost charging technology and traction equipment for electric buses recognized at German EBUS Award 2014.



The technology incorporated on TOSA, the first 100% electric articulated bus, was recognized at the EBUS Award 2014 on October 10, TOSA. which has now been in operation in Geneva, Switzerland, for over a year, won the Power Train and Charging Technology categories for its innovative onboard traction system and flash in-route charging. The EBUS Award is selected by a jury of

worldwide recognized experts and the German public transportation association under the patronage of Alexander Dobrindt, Germany's Minister of Transport and Digital Infrastructure.

TOSA (Trolleybus Optimisation Système Alimentation), which carries up to 135 passengers, could represent a viable alternative to diesel-powered urban transportation in the future. The vehicle is charged directly at selected stops on its route with a 15second, 400-kilowatt energy boost while the passengers enter and leave the vehicle, based on a new type of automatic flash-charging mechanism. The system uses a lasercontrolled moving arm, which connects to an overhead receptacle for charging at bus shelters. The charging time is so quick that it does not interfere with the bus schedule and the lack of overhead lines improves the urban environment while providing greater route flexibility. At the end of the bus line a three to four-minute boost enables the full recharge

Search



News only

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General information:

→ Contact ABB

#### Links

- → ABB demonstrates technology to power flash charging electric bus in 15 seconds (press release)
- → Flash charging an electric bus in 15 seconds (video)
- → Enabling a new generation of electric buses (infographic)
- → Swiss Federal Office of Energy SFOE (video)



### TOSA: A new generation of buses

No overhead lines and ultrafast charging times at bus stops pave the way for the next generation of silent, flexible, zero-emissions urban mass transit.



### Learn about the project



News article, October 10, 2014 TOSA flash charging electric bus technology wins innovation prize



Press release
ABB's technology flash
charges electric bus in 15
seconds



TOSA takes to the streets



Enabling a new generation of electric buses

### From the world's longest discussion, to the shortest meeting ever

### ABB to enable integration of renewables in Alaskan island microgrid

Innovative solution to enable Kodiak island to integrate more renewable energy and stabilize power supply across its remote and isolated microgrid



Zurich, Switzerland, September 12, 2014 - ABB, the leading power and automation group, will install its PowerStore, an integrated commercial flywheel technology to integrate with a battery system on Kodiak Island in Alaska to enable the integration of more renewable energy from an expanded wind farm to its microgrid and also to address stability challenges that will arise from a crane upgrade being undertaken to enhance its port operations. The project is being undertaken on behalf of Kodiak Electric Association (KEA), an electric cooperative owned by residents of the Island.

Kodiak Island, off Alaska's south coast, is the second largest island in the United States. Its population of 15,000 people live in just seven communities, the largest in the port town of Kodiak. KEA operates a microgrid that generates virtually all of its 28 megawatts (MW) of electricity capacity from hydropower and wind.



→ News on Faial Island order

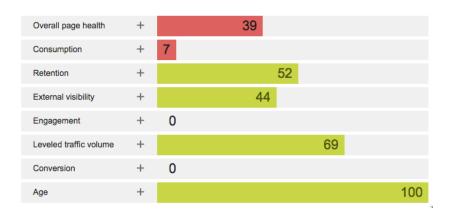
### Integrating renewables into microgrid on Kodiak Island



Learn about the project



Overall page health         +         53           Consumption         +         61           Retention         +         71           External visibility         +         41           Engagement         +         3           Leveled traffic volume         +         3           Conversion         +         0           Age         +         95								
Retention         +         71           External visibility         +         41           Engagement         +         3           Leveled traffic volume         +         3           Conversion         +         0	Overall page health	+			53			
External visibility + 41  Engagement + 3  Leveled traffic volume + 3  Conversion + 0	Consumption	+			6	61		
Engagement + 3  Leveled traffic volume + 3  Conversion + 0	Retention	+				7	71	
Leveled traffic volume + 3  Conversion + 0	External visibility	+		41				
Conversion + 0	Engagement	+	3					
	Leveled traffic volume	+	3					
Age + 95	Conversion	+	0					
	Age	+						95



### Where next?



### Some key technology trends And their impact for the web at ABB



The news industry is figuring out new business models – the new generation of news outlets mean that news has never been richer or more widely consumed

**New web tools and applications** are changing the way **information is created, shared** and unlocking the **value** within it



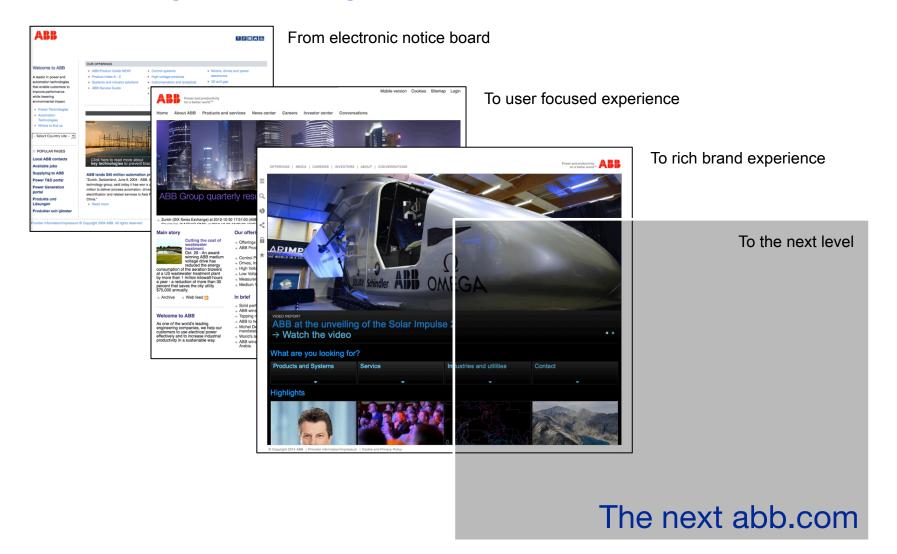


**User experience expectations** continue to be driven **sky high** by firms such as Google and Apple



### Where next?

### Continuing to leverage the Internet to create value





## Power and productivity for a better world™

