

Original Equipment Manufacturers

A program tailored to help you increase your revenue and profitability



Wonderware
by Schneider Electric

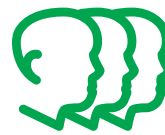


Overview

What the industry now knows as Human Machine Interface (HMI) all began in 1987 with Wonderware® InTouch® software. No other HMI can match InTouch for industry leading innovation, architectural integrity, unequaled device integration and connectivity, uninterrupted software version migration, and truly legendary ease-of-use.

For over twenty years, Original Equipment Manufacturers (OEMs) customers throughout the world have grown their businesses and based their success on the most proven HMI, InTouch. Let InTouch be the foundation of your success.

Used in over one-third of the world's industrial facilities, InTouch is the leader in open systems and has earned its reputation by connecting to more plant floor devices and systems than anyone.



Original Equipment Manufacturing

A truly modern visualization system should not only master the basic functions but also provide attractively designed user interfaces with sophisticated ergonomics and situational awareness. In its development, designers and engineers should form a perfect team.

Maximize Your Business and Machine Performance with Innovative Solutions

Continuous innovation is vitally important for machine builders who also need great connectivity, quick customization, flexibility to grow, Maintenance as a Service, support for extensibility and easy integration with other systems and software. Wonderware software empowers you with accelerated innovation and technologies, global support, after sales services and upgrade programs.

Machine builders and OEMs are increasingly turning to robust HMI platforms for their machines, in order to offer more value to customers. The need for intuitive HMIs on machines has created a huge market incentive to ship machines with a platform that is easy to use, capable of communicating and integrating with other hardware and software systems, easily customized, and secure. These powerful HMI platforms for OEMs and machine builders also make it possible to standardize HMI applications across product lines, across entire plant or even across multi-plants.

Connecting Humans and Machines

The most important feature of an HMI is the ability to help machine operators interact directly with the machines they use. This interaction requires robust, intuitive interfaces that give operators the information they need in a way that can be understood quickly. This interface should also provide the operator with ways to carry out commands, such as starting or stopping a process, acknowledging alarms, or manually adjusting settings on the machine through the HMI.

As industry embraces new technology, this interaction will be increasingly accessible through touch or voice activated interfaces, or even on mobile interfaces that are shared to a portable device via a thin client. Operators may require the capability to monitor or manage their machines without even being physically at the machine.

Wonderware software enables machine builders to offer machines with intuitive operator interfaces, with the capability to share information to mobile devices, or amongst maintenance staff off-site.

Quick Customization

Many machine builders and OEMs have developed template applications with Wonderware software, allowing them to quickly develop HMIs for their machines and individualize them for customer requirements. Wonderware software makes it simple to develop an application, then change color schemes and logos globally within the application. This makes it easy for machine builders to offer powerful HMI solutions that can be easily configured for each customer. The ability to make HMIs consistent across a product line will also familiarize operators with the HMI and reduce the learning curve in their effective usage.

In addition, Wonderware software offers many opportunities to customize displays for customers by creating applications that include digital I/O displays, motion capture and voice interfaces for hands-free operation, and menu navigation systems.

Flexibility to Grow

Because technology is not static, there is inherent risk to customers in which the software is rendered obsolete or outdated yet the machine itself is still operational. To avoid tying machine builders to one operating system or HMI software version, Schneider Electric has designed Wonderware software with 100% backwards compatibility in mind, as well as an open architecture that will allow OEMs to develop applications for their machines with certainty that their interfaces will not be rendered obsolete if they choose to update to a newer version of Wonderware software or develop the application for a newer version of Windows.

Machine builders may also want the capability to change or update machine components over time. For this reason, Wonderware software offers over 240 native drivers to every major manufacturer of PLCs and controllers, allowing machine builders to upgrade machines for their customers should they choose to use a new PLC, or components using multiple protocols within the same machine.

Easy Integration

OEM customers demand machines that are able to communicate with the software and systems they already have in place. They expect machines to integrate with an ERP, MES, or communicate back and forth from PLCs or a SQL database. Wonderware software also integrates easily with PLCs for servomotors, stepper motors, Pick and Place PLCs, and more.

To ensure that machine HMIs offer this easy integration to OEM customers, Schneider Electric has developed software based on open architecture that adheres to multiple standards for communication with others, and a patented SQL database connectivity.

Maintenance as a Service

Machine builders are increasingly offering support beyond the sales of their machines. There is a growing trend in machine support and maintenance, thanks to the possibilities opened up by cloud computing and connectivity capabilities in HMI software. Wonderware software makes it incredibly easy to develop connected, smart HMIs that can give OEMs

and machine builders remote access and monitoring capabilities for machines, allowing them to offer preventative maintenance, quick troubleshooting tips, or the ability to access machines and screens remotely.

Wonderware software enables solutions for each stage of your machines' lifecycles. The Wonderware suites of products give you a competitive edge from small embedded HMI's to large distributed solutions. We give you options for all types of machines — small to large — in every industry — Food to Steel.

"Wonderware software has enabled Yamatake to increase sales by 50% over the last four years."

Hironobu Hirakawa,
Development Manager
Yamatake

Wonderware and You



The Wonderware brand has a long history with [OEMs to deliver innovative solutions](#). Over many years, thousands of OEMs across a wide range of industry sectors have registered with the Wonderware OEM Program, and we clearly understand the unique needs of our customers. With those needs in mind, Schneider Electric has designed software to be open, extensible, and extremely scalable.

With Wonderware software, OEMs have the capability to reduce the time it takes to develop and maintain their solutions. Combining an OEM system with Wonderware software results in an affordable, easy-to-use solution that enhances overall product functionality and flexibility. It provides your end user with an enhanced experience and increased potential for future expansion.

Schneider Electric has a multi-tiered program of support and technology sharing designed to support and collaborate with our OEMs and Value Added Resellers (VARs). Wonderware has been used across a wide range of industries – Food & Beverage, Pharmaceutical, Semiconductors, Steel, Water & Wastewater, Material Handling, Packaging and many others.

OEMs can also join our [Innovation Partner Network](#) as a way to market and showcase their solutions to end users and connect with other Wonderware Partners.

Wonderware Delivers So Much More for OEMs

Wonderware OEM products are a comprehensive set of industrial software solutions that assist you on your path to greater business success. All Wonderware software solutions are tightly integrated to help improve your business today, and expand your operations in the future; so you can start small and grow your business at your own pace with peace of mind that Wonderware solutions will grow with you.

We have software solutions from single machine HMI to full line or plant supervision.



Wonderware InTouch Machine Edition

InTouch Machine Edition is designed to run in a small footprint and require minimum system resources such as drive space (including solid state drives) and memory space, and flexible install options are supplied as a license or preconfigured on the hardware. It also provides web client access to the machine HMI and connectivity to Wonderware System Platform and Historian.

allowing workflows to integrate with your processes for defining activities and trigger events that can drive responses such as maintenance, corrective action, or review procedures.



Wonderware Historian

Wonderware Historian is a high speed database capable of capturing high resolution data from industrial equipment and processes. Data from Wonderware Historian can be used for troubleshooting, process or equipment optimization, regulatory compliance, resolving warranty issues and much more.

Wonderware Historian is offered as a traditional standalone solution, or on a yearly subscription basis for the highest level of flexibility. Wonderware Online offering combines data historization, trend analysis and mobile reporting capabilities into a single, easy to implement packaged information solution.

Regardless of the type of Wonderware Historian you choose, the information delivered will help you manage your installed base more efficiently while helping your clients gain the highest level of value from your products. Wonderware Historian can lower your costs, improve customer satisfaction and gain an important competitive advantage for your company.



Wonderware InTouch

Wonderware InTouch is an open and extensible solution that enables users to quickly and easily create and standardized, reusable, industrial applications; maximizing return on engineering, shortening project times, reducing risk and significantly reducing total cost of ownership.



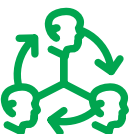
Wonderware System Platform

Wonderware System Platform extends InTouch to provide scalability, redundancy and services, creating a robust industrial operating system. Wonderware System Platform provides a highly efficient and centralized industrial software infrastructure that helps drive standards and helps you to develop, manage and maintain your industrial applications with exceptional scalability and openness. These services allow you to build a single, unified "Plant Model" that logically represents processes, physical equipment and industrial systems – even legacy systems – to make the design and maintenance of these systems more efficient, more flexible, and lower risk.



Wonderware Recipe Manager Plus

Wonderware Recipe Manager Plus reduces the effort to manage your product formulations and setup specifications on automated production equipment and machines in manufacturing. Powerful, ready-to-use configuration and operator user interface functionality, deep governance (role-based security, change management with item versioning and approval) and electronic history records offer fast time to value and empower your operational teams to improve productivity and quality.



Wonderware Skelta BPM

Wonderware Skelta BPM is by far the fastest way to add sophisticated workflows to your solutions or products. Wonderware Skelta BPM provides a tool for collaboration,



InTouch



Wonderware
Cloud Services



InTouch
Machine
Edition



Machine



HMI



Headless
Device



Tablet

OEM



Production /
Line Supervision

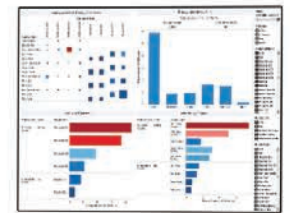


Historian
Server



System
Platform

Operations
Management



Business
System



Corporate
Standard
Management

Key Benefits and Capabilities

Used in over one-third of the world's industrial facilities, InTouch software continues to deliver business value by helping you drive for maximum performance, increase agility, lower costs, reduce risks, and stay secure.

Benefits

- Stunning graphic visual representation and interaction with your operation brings the right information to the right people at the right time
- Easy integration with your customers' existing platforms and enterprise systems, protecting previous customer investments (Wonderware portfolio, MES, ERP, OEE/line management applications)
- Quick customization (templates) for a consistent approach over multiple applications and standardization
- Scalability from single to multi-node architectures, to fit a wide range of equipment or applications
- Legendary ease-of-use enables developers and operators to quickly and easily be more productive
- Unequaled device integration and connectivity to almost any device or system
- Uninterrupted software version migration path history means your HMI applications investment is protected
- Flexibility to grow (240+ PLC protocols, backward compatibility software)
- Lower cost of maintenance and improved uptime through superior diagnostic capabilities
- Improved time to market and faster time to achieve return on investment through re-use of applications and engineering effort
- Opportunity for Maintenance as a Service with Wonderware Online

Capabilities

- Resolution-independent graphics enable you to leverage multiple device form factors
- Intelligent symbols visually bring your facility to life right on your computer screen
- Sophisticated scripting extends and customizes applications for your specific needs

- Real-time distributed alarming with historical views for analysis
- Historical data collection and advanced trending (real-time and historical) with powerful reporting capabilities for regulatory and operational purposes
- Microsoft® ActiveX controls and .NET controls integration
- Extensible library of over 500 pre-designed 'intelligent' and customizable graphic and object symbols
- Open, extensible software platform

Mobility with InTouch Access Anywhere

InTouch Access Anywhere is the newest extension of InTouch. It provides access to InTouch applications via HTML5-compliant web browsers and enables visualization, collaboration and execution at various levels of your organization with no client installation and no maintenance.

InTouch Access Anywhere lets users securely troubleshoot plant equipment from any location, on any device, at any time. Now, mobile workers can take InTouch 2014 applications with them, staying informed and in control of all vital processes.



Complete Globally – Accelerate Localization – Increase Customer Loyalty



The Wonderware Language Assistant improves the management and accuracy of off-line HMI language translation and accelerates the execution and delivery of projects using the Runtime Language Switching capabilities in Wonderware InTouch. Localization projects benefit from improved translation accuracy and consistency, reduced costs and faster project deliverables.

- Translate only once – translated words and phrases are stored in a global dictionary enabling reuse of translations from project to project
- Allows side-by-side translation of multiple languages
- Provides sort, filter, search, and replace capabilities
- After translation, one 'click' generates language translation files formatted and ready to be imported into InTouch
- Easy access to fields needed by the language translator and protected access to system fields that must be preserved
- Runs in Excel®, so customers can give it to as many translators as they like for large projects with short timelines; enables easy merging of all files
- No extra license required

Programmatic Application Generation

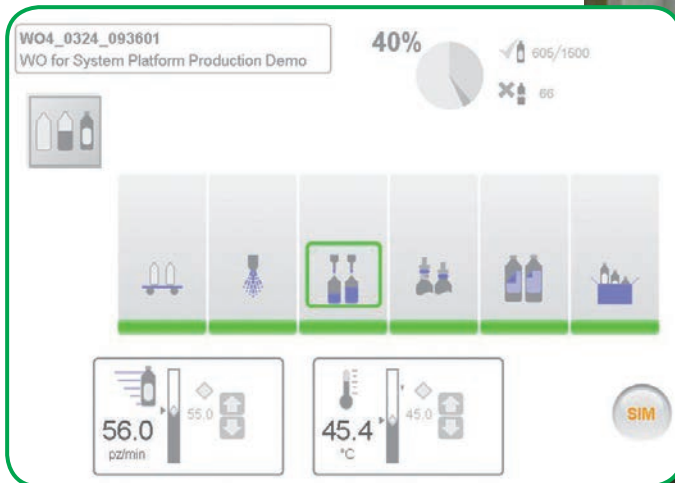
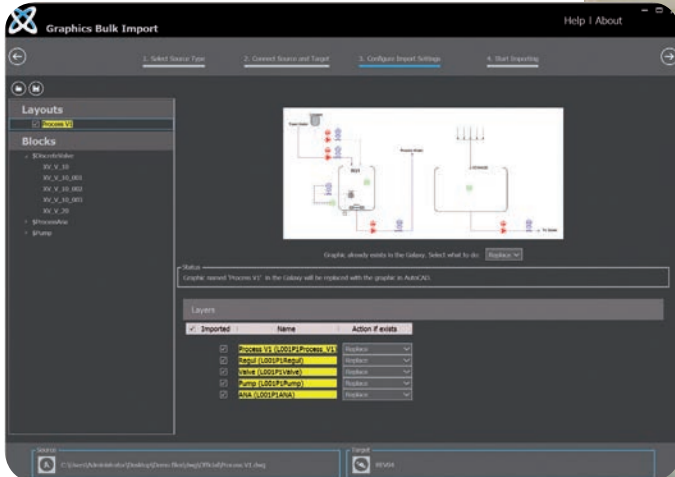
Wonderware InTouch 2014 now permits programmatic import and export of graphic elements and animations from CAD or advanced engineering editors based in WPF and other technologies. This is done through the XML Import or Export Capability by publishing the elements in an open format schema.

Ergonomic Design Solutions

InTouch 2014 brings real-time visibility to a new level and transforms the way industrial user interfaces and HMIs are defined, moving from merely presenting data to the next evolution of displaying information in context. Instead of developing just a library of "symbols," InTouch 2014's the new Situational Awareness Library enables application developers to focus on creating ergonomic, highly contextualized and interpretive visual content and assembling the most effective HMI applications and user interfaces for operational excellence and abnormal situation management.

"I've found the Wonderware software to be light years ahead of other software. It was very simple to pick up on the programming. I would say that the Wonderware software has given us a 15 to 20% reduction in our downtime."

Jason Gitt
General Manager
PVC Compounders



Customer FIRST: Our Mission – Your Success

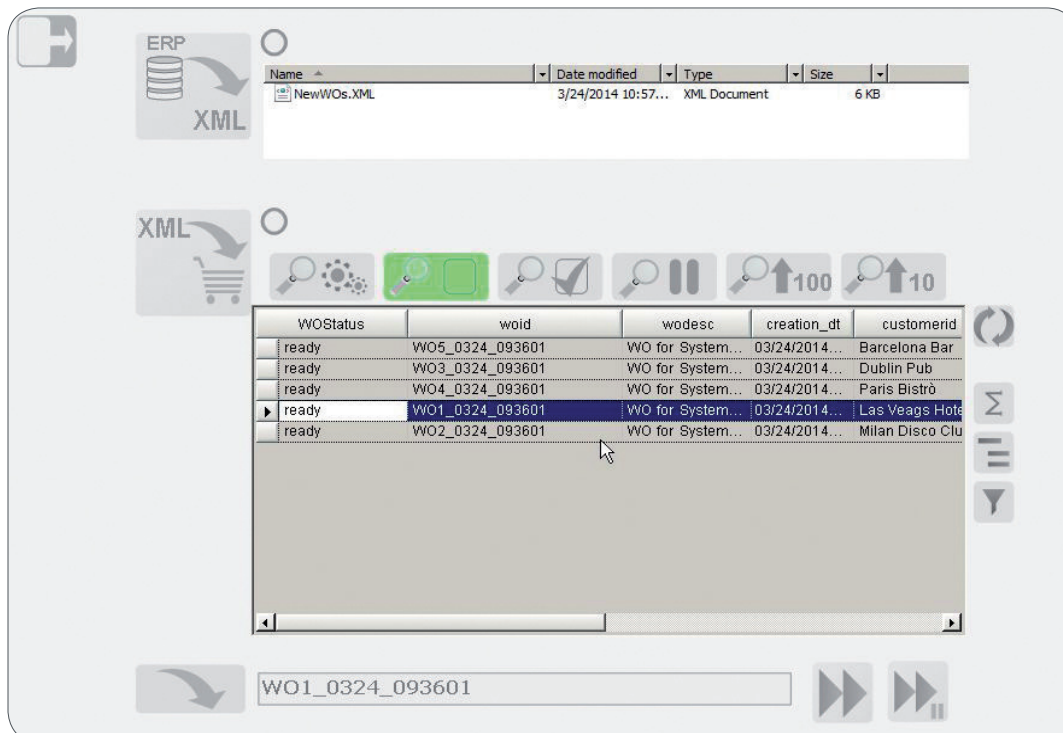
Why Customer FIRST for OEMs?

The Customer FIRST program is the foundation of our service and support relationship. A Customer FIRST for OEMs agreement provides an assortment of services designed to ensure your machine performance and to reduce the cost of ownership for you and your customers. The program provides convenient access to highly skilled resources to remedy any technical issue that you experience as you adjust, fine tune, and upgrade your software solution.

Whether planning a new machine design, optimizing a mature machine or preparing for a major upgrade that can help position you for success in your market, with Customer FIRST for OEMs you choose the program level and options that best meet your business requirements. Consider the following questions as you assess your specific needs:

- How quickly can you identify a software issue if a malfunction occurs?
- Can you troubleshoot and resolve issues?
- Do you have experts to help support your customers 24/7?
- Can you benefit from a single point of contact for technology-related questions and coordination to support the issue and problem resolution for you, your team, and the end user?
- Do you offer support packages to your end user, and how can you ensure they are providing benefit and also manage your costs?
- Are your team and the team of the end user properly trained?
- What commitment does your end user expect from support resolution?
- Do you need to provide uptime guarantees to your end user?

Providing you with the level of support services that you need to successfully address your specific issues and challenges is what Customer FIRST is all about.



Program Highlights

Technical Account Manager: Veteran support engineer who knows your OEM business and your solutions very well, and also knows why questions are asked and how to react. You get a dedicated resource available exclusively to our OEM partners

Support Transition Services: Solution support engineers engage in the implementation phases or hands-on training to gain an in-depth knowledge and understanding of the OEM solution and key integration points. This process helps to transition expertise and to support the solution after development.

Application Support: Our knowledgeable solution support engineers are subject matter experts trained on your solution and are a phone call away should you experience any issue with your OEM solution.

Solution Consulting Services: Applications and demands from the end user will require updates of your current system to meet changing business needs and evolving manufacturing processes. These services help you be more agile and responsive to future market-driven changes.

Upgrade and Assessment Service: Over time, an OEM solution will require an upgrade to remain compatible with changes in the market or with end user demands.

Our Customer FIRST services will allow you to understand the current state of your software and plan for the future as well as strategic direction for software lifecycle management.



Industry Awareness and Understanding



Packaging

From OEE tools to modular solutions, Wonderware software has easy-to-use tools to turn data into high yield production. No matter what form your packaging process takes, Wonderware software has the tools and the flexibility to customize, monitor, track, and improve your packaging line. Save time in development, shorten the lead times, reduce errors in production, and pack and ship more product by leveraging the extensive tools available. The Wonderware brand software can be scaled for every step of your operation, from the smallest touch-screen HMI to fully visualized dashboards available in the board room, or on the go via a smartphone. Every step of the process, from monitoring fill and buffer capacity to maintaining machines can be performed using our powerful suite of software.

Material Handling

Whatever your focus – Conveyor, Airport Baggage Handling, Manufacturing, Postal or a fully automated Warehouse – in order to increase profitability you must supply machines that are safe, secure, reliable while delivering solutions at a reduced cost and shorter lead time.

Your customers expect the best service, anytime and anywhere in the world as well as shortened commissioning and reaction times. Attention must be given to the design and development to implementation and maintenance of the machine.

To meet this demand, Wonderware by Schneider Electric offers solutions which help you to quickly design material handling applications that are optimized regarding costs, while at the same time maximizing their performance throughout the life cycle of the machine.

The Wonderware software for material handling applications allows you to:

- Reduce your machine's time-to-market with predefined and extensive software function libraries.
- Increased profitability by “ready-to-use” software templates and lower costs due to secure remote access to the machine.
- Improve machine efficiency with innovative technology in order to reduce maintenance costs and improving reliability.
- Gain a competitive advantage by simplified integration and optimize the global cost of your machine: from development to maintenance, we are ready to help you wherever you are with our worldwide network of training and solution engineers and after-sales services.

Food & Beverage

Food and Beverage machine builders require superior monitoring, control, reporting, trending and alarming while meeting FDA requirements.

Wonderware provides exceptional solutions that emphasize compliance, providing operational accountability through software that enables you to design applications that meet the most stringent security requirements such as FDA 21 CFR Part 11, giving your end users complete visibility, control and traceability and ultimately improving profitability.



“We did triple the work in one-fourth the time because Wonderware software’s repeatability and deployment of objects makes development easy.”

Jeromy Peterson
Chief Operating Officer
CP Control Technologies



For more information on how Wonderware software can help you, visit our site:

<http://software.invensys.com/solutions/hmi-and-scada/oems-and-vars/>

Our blogs:

- blog.wonderware.com
- wonderware.com/wwtimes

Or contact your local Wonderware distributor.



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