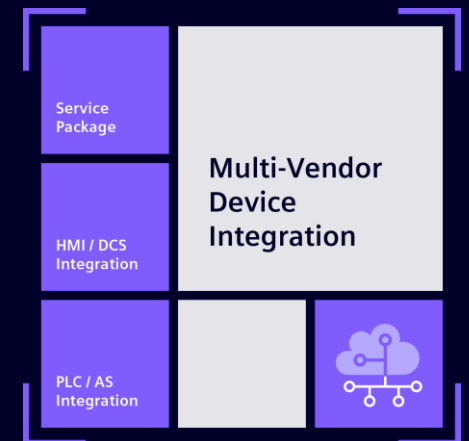




Multi-Vendor Device Integration

Sales Slides

Increasing the degree of integration and synergies



Increasing the degree of integration and synergies

Operative challenges

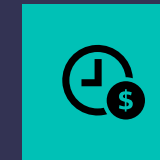
- **Increased focus on the core production process:** Customers are requesting services and long-term service contracts directly from the system supplier.
- **Demographic changes in maintenance employees:** They increasingly pursue strategies to outsource these services.
- **Increasing complexity of the systems:** Requires extensive special knowledge.
- **Increased cost pressure:** Customers are more frequent not able to build up this special knowledge or to provide it.
- **Cost transparency:** Regarding the investment and operation of a system (including the services related to it).

Multi-Vendor Device Integration offers the possibility to homogeneously integrate field devices or controllers of different manufacturers into automation systems based on SIMATIC S7, SIMATIC WinCC, SIMATIC PCS 7 / PCS neo.

Required solution/ Possible consequences



Optimal utilization of available hardware resources over their entire lifecycle



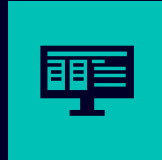
Minimization of lifecycle costs



Simplification of complex system updates and system extensions

Challenge

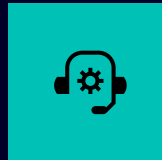
How can field devices be integrated into the SIMATIC automation system?



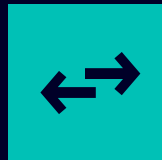
How can a system-compliant connection - of devices from different manufacturers - be achieved to SIMATIC systems?



Are there different levels of integration, depending on current requirements?



Are long-term support and updates available for a custom integration solution?



Is there a practice-oriented and standardized procedure for an integration project?

Multi-Vendor Device Integration

Our offer at a glance

Possible Integration of different manufacturers in automation systems

- Multi-Vendor Device Integration offers the possibility to homogeneously integrate field devices or controllers of different manufacturers into automation systems.
- Based on SIMATIC S7, SIMATIC WinCC, SIMATIC PCS 7 / SIMATIC PCS neo.

Several integration levels are available

- Using SIMATIC PCS 7 as an example, these range from simple PLC driver blocks to complete integration into the control system.
- Including diagnostic blocks, driver wizard, maintenance station and OS faceplates.

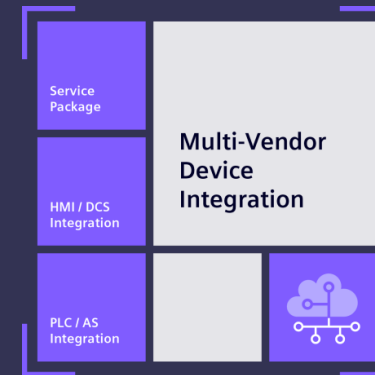
Extensive experience in device integration

- Driver modules already used in many proven systems
- You can benefit from the standardized and efficient implementation of your individual requirements.

Combine the benefits of

Holistic Integration

A comprehensive range of services is available for all integration projects. This creates planning security for the software maintenance, especially for updates of the target platform.



Comprehensive consulting to evaluate your individual requirement



Development and careful system testing



Creation of multilingual documentation



Technical Support & Integrated software maintenance

Increasing the degree of integration and synergies with Multi-Vendor Device Integration



Multi-Vendor Device Integration

Solution

Multi-Vendor Device Integration offers the possibility to homogeneously integrate field devices or controllers of different manufacturers into automation systems based on SIMATIC S7, SIMATIC WinCC, SIMATIC PCS 7 / SIMATIC PCS neo.

How does it work?

- Phase 1: Comprehensive consulting to evaluate your individual requirement
- Phase 2: Development and careful system testing
- Phase 3: Includes a driver block, creation of multilingual documentation, technical support & integrated software maintenance

Offer and order options



Multi-Vendor Device Integration

Offer and order options

Standard-offer

SIMATIC Panel/Operator Station

SIMATIC PCS 7 OS / SIMATIC PCS neo OS / SIMATIC TIA Portal WinCC / SIMATIC WinCC Classic

Evaluation

Development & Test

Driver Block
+ Documentation
+ Support agreement

SIMATIC Automation System

SIMATIC PCS 7 / SIMATIC PCS neo / SIMATIC STEP 7 / SIMATIC TIA Portal

Evaluation

Development & Test

Driver Block
+ Documentation
+ Support agreement

Additional ordering options

Project integration (offsite)

Integration and commissioning of components in project

Commissioning (onsite)

Commissioning onsite in the plant



Multi-Vendor Device Integration

Offer and order options

Evaluation

- Evaluation of technical requirements, functional scope, target platform, scope of delivery and timeframe
- Basis for quotation creation on a fixed-price basis

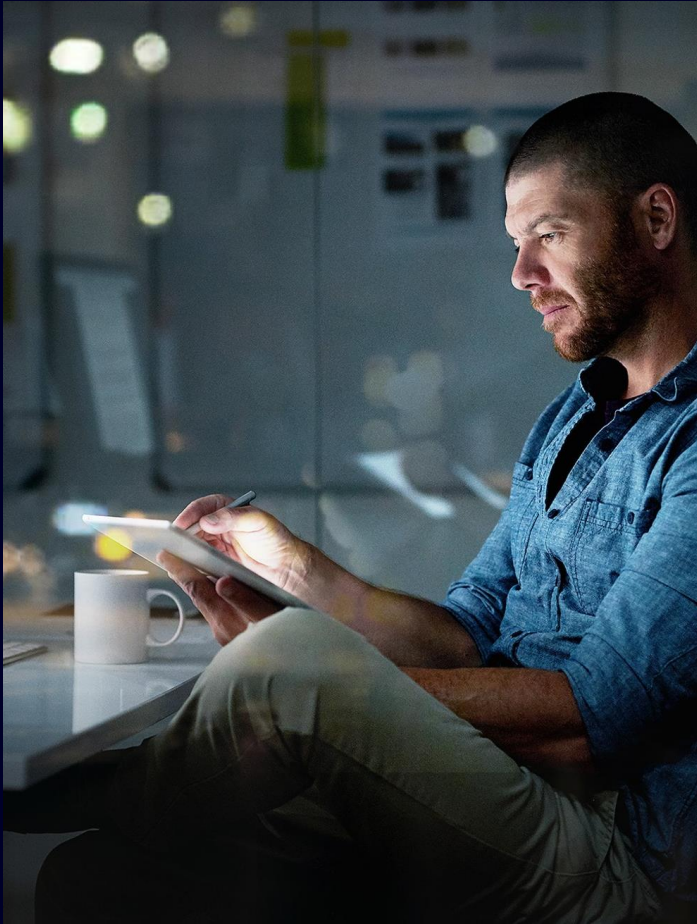
Development & Test

- Development and system test of requirements according to specification

Driver Block + Documentation + Support agreement

- Software component (not freely modifiable) in the format for a version of the desired target platform
- Documentation in English by default
- Technical support (German and English) for function and integration
- Limitation to 2 h/request; unlimited number of requests
- Securing support capability for 5 years with conclusion of a SW update Service (SUS)

Why should you choose Industrial Multi-Vendor Device Integration?



Scalable and flexible integration options from a simple PLC driver module to full integration into the Siemens control system.



Long-term protection of serviceability is realized by our technical support and software maintenance of the specific modules.¹



Cost-effective solutions through efficient consulting and implementation of your individual requirement by our professional development teams.

¹ Hint: over a 5 years period up to a lifecycle service contract.

International Flavors & Fragrances Inc. (IFF), USA - Food & Beverage, STAHL IS1+ - Profibus to Profinet modernization

<p>Customer profile</p>	<p>IFF is a US company that produces flavors, fragrances, and cosmetics. Global leader in value-added ingredients, supply food & beverages, home, personal care, and health and wellness end markets. The company is headquartered in New York City and has operations in 47 countries with over 13.600 employees. IFF operates in the following segments: Food & Beverage, Scent, Health & Biosciences and Pharma Solutions. www.iff.com.</p>
<p>Customer objectives</p>	<p>In the past, a Multi-Vendor Device Integration (MVDI) Profibus PCS 7 block library was used for integration of STAHL IS1+ PB Remote IO in SIMATIC PCS 7. In new plants and during modernization work in existing plants, the migration from STAHL IS1+ PB to PN has to take place. IFF's Profibus library should be replaced by the MVDI STAHL IS1+ Profinet library. This library uses PCS 7 standards, therefore engineering, operation and maintenance are easily possible.</p>
<p>Siemens solution</p>	<p>MVDI- Multi-Vendor Device Integration</p> <ul style="list-style-type: none"> • Consulting regarding 3rd party integration • Delivery of driver module libraries • System-compliant integration of the 3rd party devices into SIMATIC PCS 7 • 5-years support agreement for technical questions and no charge updates • Library can be combined with other Siemens services like Lifecycle Service Contracts (LCS)
<p>Customer value</p>	<ul style="list-style-type: none"> • The Stahl libraries increases efficiencies of our SIMATIC PCS 7 engineering. • The diagnoses functions of the libraries provide a very effective tool for troubleshooting, subsequently increasing SIMATIC PCS 7 productivity. • Reliable services and professionalism have gained so much trust from upper management to continue investing SIMATIC PCS 7 in digital manufacturing and Automation System modernizations



Reference ID: 28458, [Link](#)

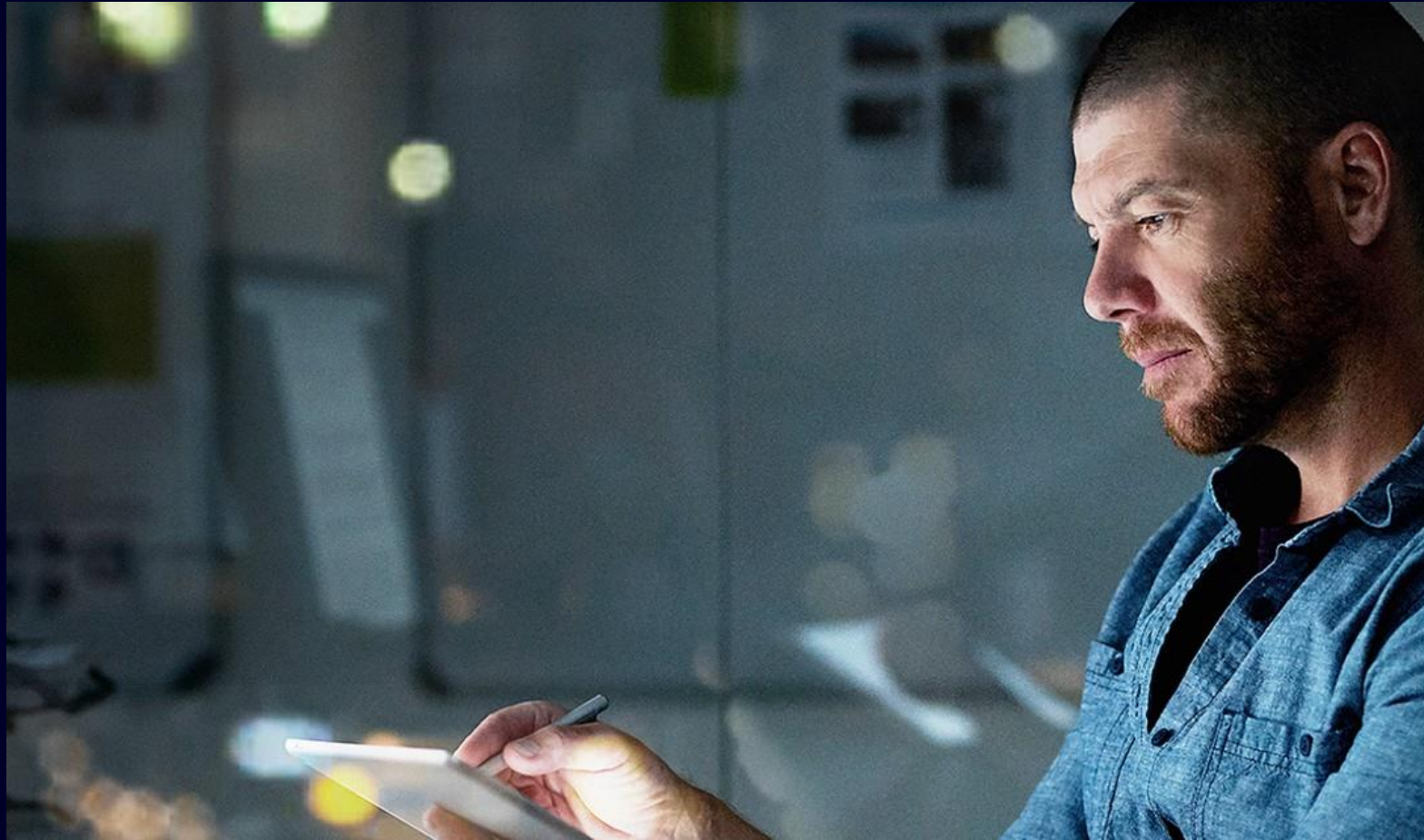
Evonik Industries AG, Germany - Chemicals, Danfoss FC300 integration. MVDI - Increasing the level of integration and synergies

Customer profile	Evonik, with around 33,000 employees worldwide, is also one of the largest employers in the Upper Rhine region with around 1,200 employees. Production includes silanes, fillers, matting agents, bleaching and oxidizing agents, and detergent raw materials, from which our industrial customers manufacture detergents, solar cells, paints and coatings, building protection materials, adhesives, sealing compounds, silicone rubber, paper, and textiles. www.evonik.de .
Customer objectives	In the course of a system upgrade, several Danfoss FC300 converters need to be integrated into SIMATIC PCS 7 in the production environment. The integration should be based on a proven standard solution that offers full system conformity.
Siemens solution	MVDI- Multi-Vendor Device Integration <ul style="list-style-type: none">• Consulting regarding 3rd party integration• Delivery of driver module libraries• System-compliant integration of the 3rd party devices into SIMATIC PCS 7• 5-years support agreement for technical questions and no charge updates• Library can be combined with other Siemens services like Lifecycle Service Contracts (LCS)
Customer value	<ul style="list-style-type: none">• Use of a proven product from the hand of the long-term system supplier SIEMENS• System-compliant and seamless integration of 3rd party hardware into SIMATIC PCS 7

Reference ID: 29805, [Link](#)



Let us know if there is anything we can support you with!



You want to find out more?

Here you can find more info about [Multi-Vendor Device Integration](#) or contact the Siemens partner near you [Siemens Contact Database](#)



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