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工厂数字化服务事业部
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客户服务事业部
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西门子工厂自动化工程有限公司

Siemens Factory Automation Engineering Ltd.

SFAE 西门子工厂自动化工程有限公司
Siemens Factory Automation Engineering Ltd.



网站二维码



微站二维码

www.industry.siemens.com.cn/topics/cn/zh/oc/sfae

2017年

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Cabinet Engineering Production Department

西门子工厂自动化工程有限公司 (简称SFAE)

Siemens Factory Automation Engineering Ltd. (SFAE)

西门子工厂自动化工程有限公司创建于1993年, 是西门子在中国自动化领域投资的第一家运营公司。2015起公司整合了西门子在中国的工厂自动化工程团队、过程自动化工程团队、以及客户服务团队资源, 更好地为客户提供工程和服务。在此基础上, 公司业务覆盖范围进一步拓宽, 利用高质量的西门子产品、源自德国的先进技术, 凭借丰富的工程经验及创新的解决方案成为西门子流程工业与驱动集团以及数字化工厂集团专业的工程与服务公司。

Established in 1993, SFAE is the first operating company that Siemens has invested in Chinese automation sector. In 2015, it will integrate resources from the factory automation engineering team, the process automation engineering team and the customer service team to provide better engineering and services for customers. In addition, the scope of business expands. With high-quality Siemens products, advanced technologies from Germany, rich engineering experience, and creative solutions, New SFAE will become professional engineering and service company in Siemens PD&DF division.



我们的业务范畴贯穿从设计、工程实施、制造、调试到产品服务的所有环节，业务覆盖石化化工、制药、食品饮料、太阳能玻璃、污水及水处理、钢铁冶金、石油钻机、测试台系统、矿山、造船、港口机械/起重机、数控机床、汽车制造、生产机械、制造业信息化解决方案(M-IT)、通用运动控制、工厂数字化及节能等领域。

公司于2006年获得中国电气工业100强称号，排名第93位。2016年排名至第28位，评为“竞争力10强”企业。

公司一直本着以客户为先、零距离服务客户的原则，在全国设立了38个办事机构，至今已经为国内外近三万家企业提供了专业的产品和服务。



Our service is involved in all phases of design, engineering, manufacture, commissioning and after sales service. Our business covers Chemical & Petrochemical, Pharmaceutical, Food & Beverage, Glass & Solar, Water and Waste Water, metallurgy industry, oil drilling machine, test bed system, mining automation system, shipbuilding, crane machines, CNC machine tools, automotive manufacturing, production machine, Manufacturing information technology (M-IT), General Motion Control (GMC), Plant Data Services and energy saving.

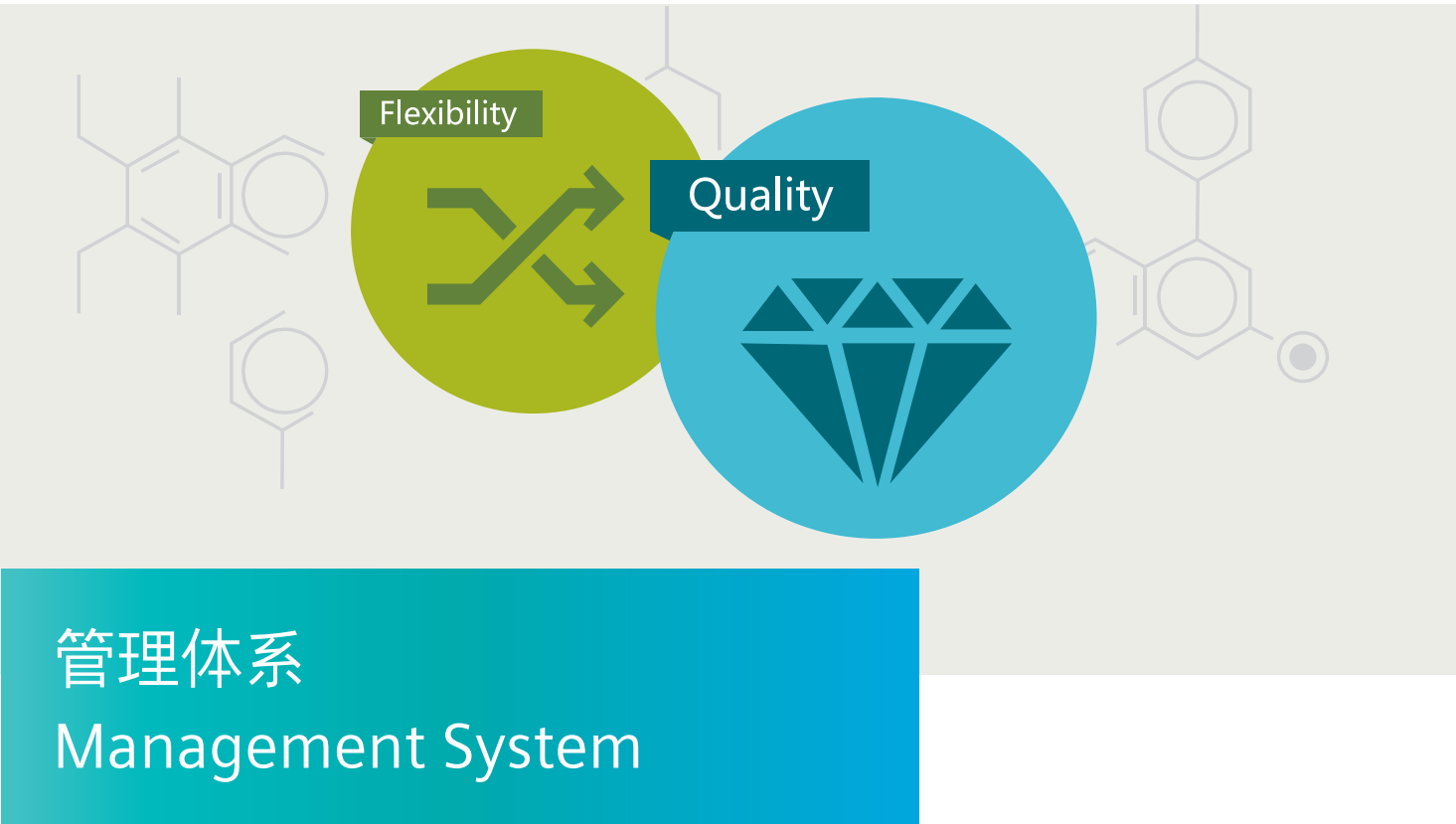
SFAE won the award for top 100 Electrical Industry of China in 2006, ranking 93rd; it ranks No.28 in 2016, awarded as the Top 10 Competitive Industries in China.

SFAE has always insisted on “Customer Orientation” & “Zero Distance to Customer”. Up to now, SFAE has set up 38 region offices across China and has provided professional solution and services to nearly 30,000 customers.



Organization Chart —— 集工程与服务团队于一体 Integrated Engineering and Services





高效严谨 科学管理
High Efficiency and Precision through Scientific Management

SFAE在应用技术、项目管理及技术支持等方面拥有高素质且极具行业项目经验的工程技术队伍。

- 成功的知识管理使得员工拥有全面的行业知识、业务知识和客户知识；
- 严格的质量管理确保产品和服务满足客户所需；
- 成熟的项目管理有力地保障了每个项目的高效计划、组织、控制和执行。这三大管理体系始终贯穿于SFAE的工作流程，保证公司管理高效、运营顺畅，确保对客户服务质量的最优化和工程项目的优质高效。

SFAE has a high-quality and well project-experienced engineering team familiar with application technology, project management and technology support, etc.

- Successful knowledge management makes employees possess comprehensive industrial knowledge, business knowledge and customer knowledge.
- Strict quality management ensures SFAE products and services to satisfy customers.
- Mature project management ensures highly efficient planning, organizing, controlling and instructing for every project.

Running through whole working processes in SFAE, these three systems ensure efficient management and smooth operation of SFAE, highest quality service as well as engineering projects for customers.

市场销售 Marketing Sales	订货流程 Ordering Process	商务 Commercial 物流 Logistic 财务 Accounting	工程实施/生产 Engineering Producing	服务 Service
知识管理 质量管理 项目管理				
Knowledge Management (KM) Quality Management (QM) Project Management (PM)				
投标 Bidding	产品订货 Product Ordering	客户确认 Customer Confirm	安装 Installation	备件 Spare Parts
合同谈判 Contract Negotiation	第三方采购 Other Products Purchasing	入库/出库 Into/Out Stock	调试 Commissioning	现场服务 Onsite Services
风险评估 Risk Controlling	分包合同 Subcontract	应收账款控制 A/R Control	电柜 Cabinet	咨询 Consultation
人才 People		流程 Process	宣传 Promotion	

资质认证 实力体现 Certification Reflects Strength

2016年中国电气
100强第28名
Top 100 Electrical Enterprises in
China, 2016, Ranked the 28th

2014年度中国电气工业
竞争力10强
Top 10 Competitive
Industries in China in 2014

质量管理体系; 环境、职业
健康和安全管理证书
ISO 9001, ISO 14001,
OHSAS 18001

高新技术企业证书
High and New Technology
Enterprise Certificate

CE 证书; CE Certificate for
Control Cabinet

CCS等船级社证书;
CCS, BV, DNV and ABS

CCC认证;
CCC SIVACON S8

安全生产标准化
三级企业
Work Safety Standardization Level III

过程自动化事业部

Process Automation Solution

过程自动化事业部致力于为化工/石化/油气、制药、食品饮料、玻璃/太阳能、环境保护（水处理、脱硫脱硝、垃圾焚烧、固废处理、管廊等）以及水泥、有色等行业提供综合的生产自动化控制解决方案。

PA Solution provides integrated automation control solutions for Chemical, Petrochemical & Oil & Gas, Pharmaceutical, Food & Beverage, Glass & Solar, Water & Waste Water, Desulphurization of Power Plant, and Waste Incineration. PA Solution provides integrated automation control solution for Chemical, Petrochemical, Oil & Gas, Pharmaceutical, Food & Beverage, Glass & Solar, Environment protection (Water treatment / Desulfuration / Denitration / Waste incineration and Pipe gallery), and cement, non-ferrous, etc.

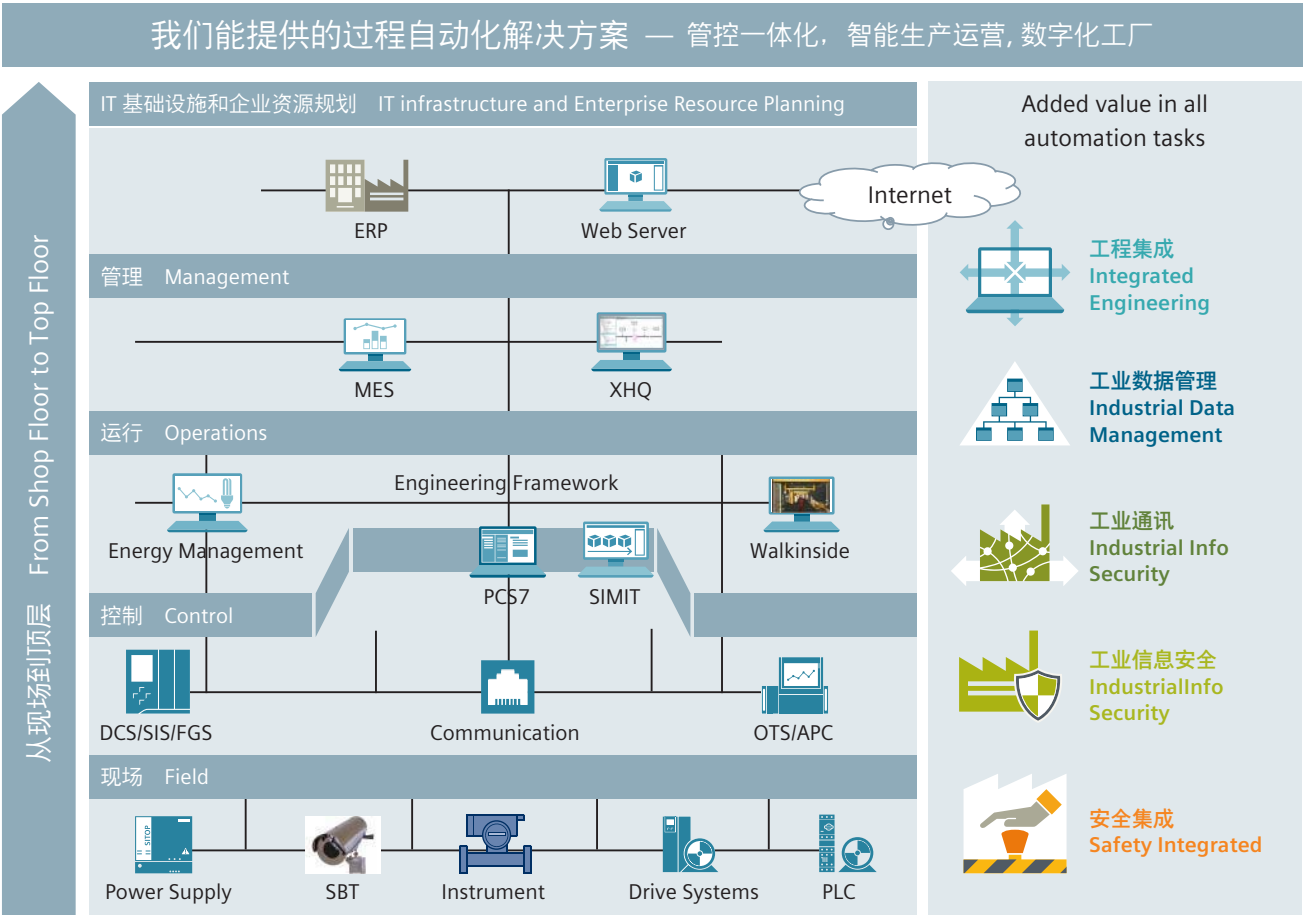
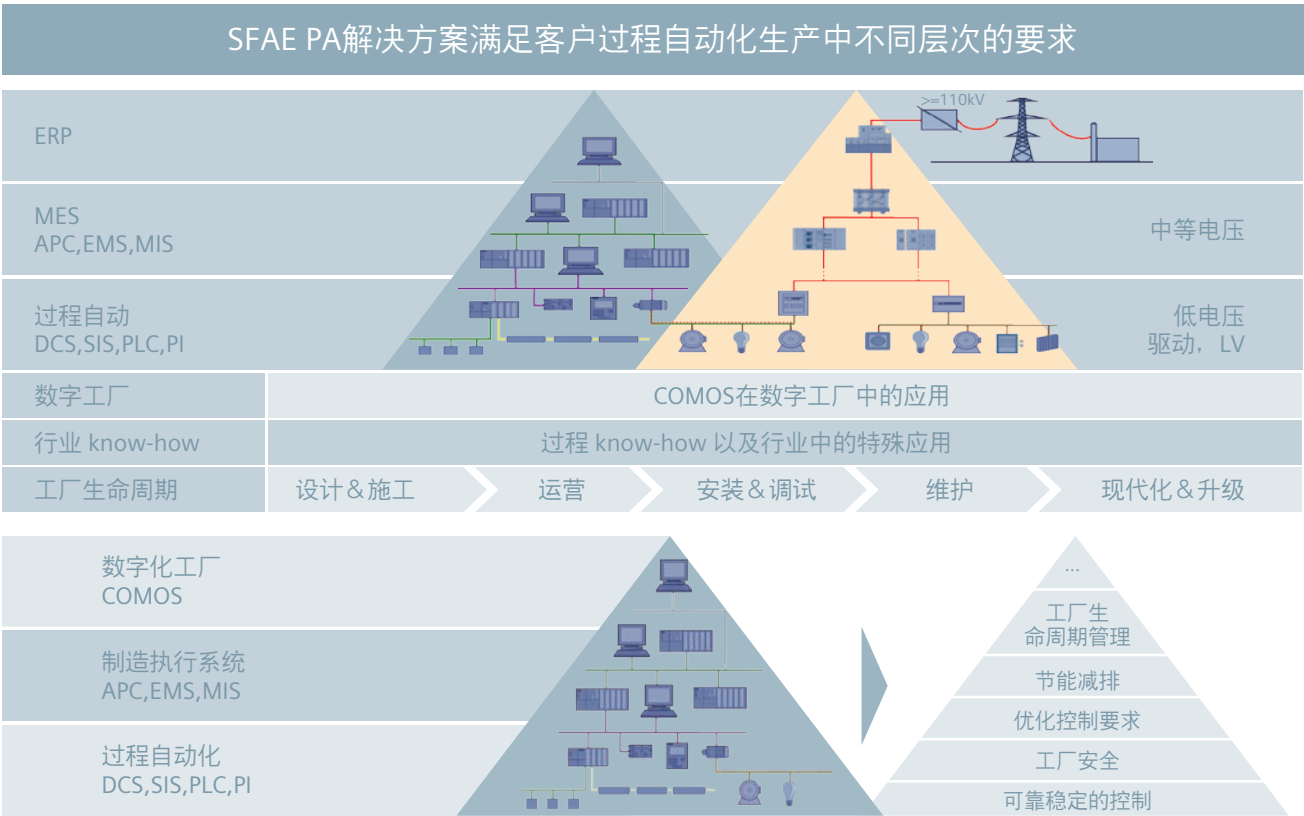
业务范畴主要涉及自动化系统、信息管理系统、能源管理系统、计算机验证系统及其配套工程实施服务；以及过程自动化OEM设备的全集成的解决方案。其中，过程自动化解决方案包括控制系统（DCS/SIS/PLC/MES/F&G/SCADA）及工业4.0 Demo系统，主要针对流程行业的全生命周期信息化集成（包括COMOS和MES）解决方案以及工业4.0（包含信息安全）的咨询和工程实施。

Our business covers automation and information management system as well as project implementation of energy management optimization and provide OEM devices of process automation. The process automation solutions include the integration, Installation and debugging of control system (DCS/SIS/PLC/APC/MES/F&G/SCADA), Industrial 4.0 Demo system. Mainly for the whole-lifecycle information integration of process industry (including COMOS & MES) solutions and industrial 4.0 (contains information security consulting) and engineering implementation.

过程自动化的解决方案涵盖设计，工程，服务的整个工厂生命周期。包括审核自动化系统的设计，提供硬件、软件、控制柜、系统集成和测试、工程安装及调试、项目管理、开车指导、现场保运、技术咨询、升级改造等一系列服务内容。迄今已累计完成2000多个过程自动化控制项目工程。

The process automation solutions cover whole lifecycle service including design, engineering and after-sales service, reviewing the design of automation system, and providing services on hardware, software, system integration & testing, engineering installation & debugging, project management, start-up guidance, field running assurance, technical consulting, and migration. So far, we have completed more than 2000 projects of process automation control.





业务范畴 Branches

化工 Chemical

- 油气 (LNG/油&气田/平台)
- 炼油/乙烯/石化衍生物/空分
- 基础化工
- 精细化工/特种化工
- 氯碱化工
- 化纤
- 生物化工/生物燃料
- 煤化工(煤制气、煤制烯烃、煤制 甲醇、煤制化肥)
- Oil & Gas (LNG/Oil & Gas field / Platform)
- Refinery / Ethylene / Petrochemical Derivatives / Air Separation
- Basic Chemical
- Fine Chemicals/Special Chemicals
- Chlor-alkali Chemicals
- Chemical Fiber
- Bio-chemical/Bio-fuel
- Coal Chemical (CTO/CTO/CTM/CTF)



制药 Pharmaceutical

- 化学/生物原料药
- 制剂
- 中药
- 其他(空调)
- Chemical/Bio-APIs
- Preparations
- Chinese Medicine
- Others (Air Condition)

食品饮料 Food & Beverage

- 食品添加剂及调味品
- 制糖
- 乳品和软饮
- 烘焙食品及糖果
- 食用油及粮食加工
- 酒类
- 烟草
- Food Additive & Condiment
- Sugar
- Dairy & Soft drink
- Bakery & Candy
- Edible Oil & Food processing
- Liquor
- Tobacco

太阳能 & 玻璃 Glass & Solar

- 浮法玻璃
- 太阳能玻璃
- 电子玻璃
- 多晶硅
- Float Glass
- Solar Glass
- Electronic Glass
- Poly-silicon

污水 & 水处理 W & WW

- 净水
- 污水
- 海水淡化
- 水利输送/灌溉
- Purified Water
- Sewage
- Water Desalination
- Water Transport/ Irrigation

其他 Others

- 水泥
- 垃圾焚烧发电
- 电力辅控
- 有色金属
- Cement
- Waste Incineration Power Plant
- Auxiliary Power Controls
- Nonferrous Metal



主要业绩 Key Projects

化工 Chemical

油气

- 广东珠海金湾液化天然气ICS项目
- 中石化广西液化天然气（LNG）项目
- 中石化广西液化天然气操作员培训系统项目

石化

- 中石化青岛千万吨炼油DCS项目
- 中石油抚顺石化千万吨炼油DCS/SIS项目
- 中石油抚顺石化百万吨乙烯DCS/SIS项目
- 中石油抚顺石化系列搬迁改造项目
- 扬子巴斯夫IPSII MAV2 项目
- 扬子巴斯夫NASA/ACAI MAV 项目
- 中海油山东海化

化工及煤化工

- 瓦克、空气化工、林德、阿克苏诺贝尔、杜邦、大陆轮胎系列项目
- 盐湖系列DCS项目（胺，尿素，钾肥，乙炔，甲醇，硫酸重复利用）
- 土耳其ETI烧碱升级和卡赞项目
- 汇能集团公司煤制天然气项目暨液化天然气项目

化工工业4.0

- 赛鼎工业4.0项目

Oil & Gas

- Guangdong Zhuhai Golden Bay LNG ICS Project
- SINOPEC Guangxi LNG Project
- SINOPEC Guangxi LNG OTS Project

Petrochemical

- SINOPEC Qingdao 10MTA Refinery DCS Project
- CNPC Fushun Petrochemical, 10MTA Refinery DCS & SIS
- CNPC Fushun Petrochemical, 1MTA Ethylene DCS & SIS
- CNPC Fushun Petrochemical, Series of Move Migration Project
- BASF - YPC IPS II MAV2
- BASF - NASA & BASF ACAI MAV Project
- CNOOC, Shangdong Haihua

Chemical & Coal Chemical

- Serials Projects of Wacker, APCI, Linde, AKZO, Dupont and Continetal Tyre
- Salt Lake DCS Projects (Ammonia & Urea, Potassium Carbon, Acetylene, Methanol, H2SO3 recycle, etc)
- Turkey ETI Soda Migration and Kazan project
- HUINENG group coal to SNG& LNG Project

Industrial 4.0

- Sedin I4.0 Project

制药 Pharmacy

化学制药（原料药和成品药）

- 诺华药厂项目
- 华北制药一期项目（非无菌制剂）和二期项目（粉针制剂）
- 齐鲁制药集团安替、天和API无菌制剂项目

生物制药

- 百泰生物药业DCS项目
- 海正生物制药DCS项目
- 成都蓉生药业系列项目

BMS项目

- 山东绿叶制药空调自控项目
- 扬子江药业泰州、苏州（海岸）BMS&EMS DCS 项目
- 深圳翰宇药业坪山工厂一、二期DCS 项目

制药MES

- 成都蓉生血液制品MES
- 江苏康缘中药MES

API & Secondary

- Novartis Series Projects
- NCPC Phase I New Cephalosporins Project & Phase II New Pharmaceutical Preparation Automation Project
- Qilu Pharmaceutical Anti, Tianhe API Sterile Preparation project

Biopharmaceutical

- Bio-tech Microbe Pharmaceutical DCS Project
- Hisun Microbe Pharmaceutical DCS Project
- Chengdu Ronsen Series Projects

BMS Project

- Shandong Lyve Pharmaceutical Controlled air conditioning Project
- Yangtze River Taizhou,Suzhou(Haian) BMS&EMS DCS Project
- Shenzhen HYBIO Pharmaceutical Pinshan I&II phases DCS Projects

Pharma MES

- Chengdu Rosen Blood Products MES
- Jiangsu Kangyuan TCM MES

食品饮料 Food & Beverage

啤酒

- 英博百威原料、糖化、发酵和过滤DCS项目（佛山、武汉、宿迁）
- 英博百威能源管理项目（浦田雪津啤酒厂、资阳）
- 青岛啤酒全厂自动化系统项目（青岛、南宁、揭阳）
- 四川华润雪花啤酒（乐山）有限责任公司糖化发酵

食品

- 蒙牛质量管理体系全国推广项目
- 漯河可口可乐能源管理&可口可乐升级改造项目
- 平湖嘉吉DCS和MCC项目
- 通辽味精项目
- 联合利华太仓和路雪冰激凌混料车间改造项目

制糖

- 中粮唐山曹妃甸年产100万吨精炼糖厂DCS项目

Brewery

- ABInBev Raw Material, Brewhouse & Cellers, Filtration Unit DCS Project (Foshan, Wuhan, Suqian)
- ABInBev Energy Management System (Ziyang, Putian Sprit Brewery Plant)
- Tsingdao Brewery Whole Plant Automation Project (Qingdao, Nanning, Jieyang)
- Braumat/Instrument/MIS Saccharification and Fermentation Braumat

Food

- Mengniu Unilab Roll Project
 - CoCa-Cola Energy Management & CoCa-Cola Migration Project
 - Cargill Pinghu DCS Project & MCC Project
 - Tongliao Monosodium Project
 - Unilever Wall's Taicang Ice Cream Migration Project
- Sugar Refinery
- COFCO Caoheidian Sugar Refinery DCS Project



太阳能&玻璃 Glass & Solar

太阳能多晶硅

- 大全新材料一期多晶硅及其扩建项目DCS系统
- 宜昌南玻硅材料有限公司多晶硅工程DCS系统
- 山西天宏多晶硅项目DCS系统（一期&二期）
- 湖北随州多晶硅DCS项目

玻璃项目

- 凯盛国际工程有限公司系列项目
- 东旭集团系列项目
- 福建旗滨集团玻璃镀膜项目

Polysilicon

- Daqo Polysilicon DCS/ESD Project (I)
- Yichang Polysilicon DCS Project
- Shanxi Tianhong polysilicon DCS Project (I & II)
- Hubei Suizhou Polysilicon DCS Project

Glass

- Projects with CTIEC
- Dongshu Group Series Projects
- Kibing Fujian Group, Glass Coating Series Projects



污水&水处理 W & WW

污水处理

- 上海松江东北部污水处理工程自控系统
- 沈阳仙女河污水处理厂自控系统设计、安装、调试及扩建工程自控系统
- 沈阳仙女河污水处理厂扩建工程自控系统
- 芜湖城东污水厂自控系统

水处理

- 哈尔滨市磨盘山水库供水（二期）工程监控调度系统项目
- 大型水利项目
- 南水北调工程

WWTP

- Shanghai SongJiang WWTP Project
- Design, Installation and Setting of Shengyang-Xiannv-River-Sewage Treatment Plant Control System
- Shenyang Xiannvhe No.2 WWTP
- Wuhu Sewage Plant Project

Water Treatment

- Harbin Mopanshan Reservoir Pure Water Supply Project Phase II
- Large-scale National Key Water Conservancy Project
- South-North Water Diversion Project



其他行业 Others

半导体洁净厂房

- 奥特斯厂房一期二期三期
- 成都京东方项目

垃圾焚烧

- 南海绿电垃圾发电厂 DCS 项目
- 厦门垃圾焚烧 DCS 项目

水泥

- 广州越堡水泥DCS 控制系统
- 拉法基赞比亚/厄瓜多尔/乌干达水泥项目
- 华润上思/封开/陆川/龙岩&永定水泥DCS项目

电厂

- 徐塘2X300MW发电厂FGD-DCS项目
- 内蒙古准格尔工业园区自备电厂2X300MW FGD-DCS

有色金属

- 晋北铝业二期自备电站DCS项目
- 山东南山龙口80万吨氧化铝项目

Semiconductor Clean Room

- AT & S New plant (Phase I & II & III)
- Chengdu Jingdongfang Project

Incineration

- Nanhai Garbage Green Power Plant DCS Project
- Xiamen Garbage DCS Project

Cement

- Guangzhou Yuebao Cement DCS Control System
- Larfarg Cement Projects (Zambia, Ecuador & Uganda)
- China Resources Cement DCS Projects (Shangsi, Fengkai, Luchuan, Longyan & Yongding)

Power Plant

- XuTang 2X300MW Power Plant FGD-DCS Project
- Zhun Ge Er Power Plant 2X300MW FGD-DCS

Non-ferrous Metals

- Shanxi Luneng Jinbei Alumina (Phase2) Power Station DCS project
- Shandong Nanshan Longkou 800KTA Aluminium Oxid Project

大型驱动应用及船舶事业部

Large Drive Application & Oil Gas and Marine

大型驱动应用事业部拥有经验丰富的本地化工程师队伍，熟悉自动化企业的工艺和流程，可将西门子产品知识、全球行业经验与客户的生产工艺紧密结合，不断创新，为客户提供各种完整的自动化工程解决方案。

LD Application & OM has local experienced engineers, who are familiar with the technology and processes of automation industry. We combine Siemens' product knowledge, global industry experience, production technology and continuous creativity and we provide various kinds of integrated automation solutions for customers.

行业解决方案专注于石油钻机、海上钻井平台、造船、冶金、矿山等领域，为其各工艺段提供中低压驱动系统、自动化控制系统或定制化的驱动产品、项目实施与管理、技术服务等综合解决方案。

同时凭借西门子优秀的产品和模块化的设计理念，面向汽车、风电、船舶、航空、机械制造等多个行业提供优质的测试应用，我们的测试系统凭借强大的功能、低能耗、低维护，保证了客户最大限度地受益。

Industry solutions of LD Application & OM focus on providing low voltage driving systems, automation control systems, customized driving products, project implementation & management, technical services and other integrated solutions to industry areas of oil rig, offshore drilling platform, shipbuilding, metallurgy and mine during different technical phases.

With Siemens's excellent products and modularized design concept, we provide superior totally integrated automation testing systems to multiple industries such as automobile, wind power, ship, aerospace and machinery manufacturing. We maximize our customers' benefits with testing systems of power functions, low energy consumption and low maintenance.



低压船用水冷变频驱动 LV Marine Drive



我们提供 We Provide

- 船用和海上平台的水冷变频驱动柜解决方案，项目管理及工程实施
- 耙吸/绞吸/吸盘式 挖泥船全套电气解决方案
- 平台支援船PSV电力推进驱动方案
- 浮吊电力推进驱动方案
- 电动定位锚绞车驱动方案
- 船用泵类驱动方案
- 侧推驱动方案
- 船用变频电源系统
- Solutions, project management and implementation of water-cooled drive cabinet for ship and platform
- Total solutions for trailing suction/ cutter head dredger
- Platform Support Vessel (PSV) electrical propulsion drive system
- Floating crane electrical propulsion drive system
- Mooring / positioning anchor drive system
- Pump drive system in ships
- Bow/tunnel thruster drive system
- Frequency converting power supply system in ships

技术优势 Our Strengths

- 高品质、高效率的电柜生产、工程项目管理和工程实施
- 国际先进水平的自动化产品和专业的技术解决方案
- 及时快速响应的本地化服务
- 根据客户要求，实现灵活的定制化生产
- High quality, high production efficiency, project management and implementation
- Advanced automation products and professional solution
- Localized service with quick and timely response
- Customized production



主要业绩 Key Projects

- 天津航道局85米深水耙吸挖泥船
- 上海航道局11,888方耙吸挖泥船
- 长江航道局2,000方自航绞吸挖泥船
- 烟台救助局3,600t浮吊电力推进驱动系统
- 上海打捞局3,000t溢油回收船电力推进驱动系统
- 海上平台支援船VS465推进器驱动系统（二级动力定位）
- Tianjin Waterway Bureau, 85m Depth Trailing Suction Dredger
- Shanghai Waterway Bureau, 11,888m³ Trailing Suction Dredger Pump Drive System
- Changjiang Waterway Bureau, 2,000m³ Cutter Dredger
- Yantai Salvage Bureau, 3,600t Floating Crane Electrical Propulsion Drive System
- Shanghai Harbor Engineering Corporation 3,000t Crane Electrical Propulsion
- Wison 465 FSV (Field Support Vessel), Electrical Propulsion Drive System (DP2 Standard)



钢铁冶金工业 Metallurgy Industry Automation System

将西门子的产品、行业经验与客户的生产工艺紧密结合，在焦化、烧结、高炉、连铸、酸洗和其它辅助工艺段提供自动化控制系统的系统集成方案、项目实施与管理、备件供应、技术服务和系统的升级改造，大大缩短建设工期，节省客户投资成本。

2000年，我们赢得了鞍山钢铁集团公司1700连铸工程的自动化控制系统项目，该项目的成功实施不仅显示出公司强大的技术实力，而且充分赢得了鞍钢集团的信任。在此基础上，2004年我们又一举赢得了鞍钢集团2150连铸工程的自动化控制系统项目，为其提供了先进适用的自动化控制系统集成方案，包括系统配置与设计、产品供货、电柜集成、技术培训、现场调试和服务。

Closely integrating Siemens products function and branch experience with customers' production techniques, we could provide automation system including integrated solutions, project implementation and management, spare parts supply, technical service and automatic system updating, which shortens the project duration and save considerable investment cost.

In 2000, we won the project of automation system for continuous casting line of 1700 in Anshan Iron & Steel Group. The successful implementation of the project not only demonstrated our technical strength, but also gained the trust of Anshan Iron & Steel Group. Relying on this, we won the project of automation system for continuous casting line of 2150 in 2004, providing advanced and applicable automation system integration solutions, including system configuration and designing, products, cabinet integration, technical training, onsite commissioning and service.

主要项目 Key Projects

- 太原钢铁集团4,350m³高炉自动化控制系统&变频驱动系统及1,800m³自动化控制系统，7.63m焦炉自动化控制系统，660m²烧结机控制系统
- 鞍山钢铁集团公司1700中薄板连铸线及2150薄板连铸线自动化控制系统，取向硅钢项目自动化控制系统
- 济南钢铁集团公司1700连铸线自动化控制系统
- 上海宝钢集团公司2030冷轧酸洗机组(CM01)改造
- 蒂森克虏伯巴西CSA焦化厂自动化控制系统总包
- 沙钢镀锡连退线传动系统
- 马钢合钢1#CAL辅传动系统
- Automation System & Variable Frequency Drive System for 4,350m³ Blast Furnace and PCS7 System for 1,800m³ Blast Furnace, 7.63m Coke Oven in Taiyuan Iron & Steel (Group) Co., Ltd., 660m² Sinter Machine Control System
- Continuous Casting Line for the 1700 & 2150 Projects in Anshan Iron & Steel Group, Oriented Silicon Steel Automation Control System
- Continuous Casting for 1700 Project in Jinan Iron & Steel Group Corporation
- Electrical Retrofitting Project of CDQ Traveling Crane for Baosteel Group
- ThyssenKrupp Brazil CSA Coke Control System
- Sha-steel TIN-CAL Drive System
- Masteel Hefei 1#CAL Auxiliary Drive System



技术优势 Customer Benefits

长久以来，我们一直是中国钢铁工业的重要伙伴，拥有经验丰富的本地化工程师队伍，熟悉钢铁行业的工艺和流程，可将西门子的产品功能、行业经验与生产工艺紧密结合，为客户提供适于实际生产的完整解决方案和及时现场服务，大大缩短了建设工期，节省可观的投资成本。

We are always one of the most important and reliable partners of Chinese steel and metallurgy industry. Our experienced engineers are familiar with technique and processes of iron and steel industry. We could closely integrate Siemens products function and branch experience with the production technique, and provide total solutions applicable for practical production and timely on-site service, which shorten the duration of projects and save considerable cost of investment.



矿山自动化控制系统

Mining Automation System

我们提供 We Provide

带机自动化控制系统
Conveyor Belt Automation System

我们提供基于SIEMENS中压、低压驱动技术的皮带机驱动解决方案。以及基于SIEMENS PLC、HMI及SIMATIC NET系统组成的皮带机控制及保护系统方案。完成对皮带机的控制、监视、通讯和保护。

We can supply the TIA conveyor belt solution based on SIEMENS LV/MV drive technology; the conveyor belt control and protect solution based on SIMATIC PLC, HMI and NET product, so as to complete the running, monitoring and control of conveyor belt system.



巷道通风系统变频改造
Tunnel Fan Revamping Project

我们提供基于中压、低压驱动技术的巷道通风系统变频改造解决方案。可以根据巷道的风量需求方便的进行调速，节能效果十分显著。

We supply the tunnel fan revamping solutions based on SIEMENS LV/MV drive technology, which accommodate the input air and save the energy effectively.



煤矿综合自动化系统
Mine Production Automation Control System

我们提供基于SIEMENS PLC、HMI及SIMATIC NET系统组成的TIA解决方案。对矿井生产中开采、掘进、运输、通风、安全、排水、供电、洗选等多个环节进行监测、控制、管理一体化。实现全矿井生产各环节的过程控制自动化、生产综合调度指挥和业务运转网络化，使煤矿高效集中生产，达到减员增效、降低成本，提高矿井整体安全 and 生产水平。

We can supply the mine production automation solution based on SIEMENS PLC, HMI, SIMATIC NET products. We unify the running, monitoring and control of mine production process and realize automation and network. We improve the safety level of mine production.



副井提升系统
Mine Auxiliary Shaft Elevating Conveyor Control System

我们提供基于SIEMENS中压、低压驱动技术的副井提升机驱动解决方案。以及基于SIEMENS PLC、HMI及SIMATIC NET系统组成的副井提升机控制及保护系统方案。完成对副井提升机的控制、监视、通讯和保护。

We can supply the mine auxiliary shaft elevating conveyor solution based on SIEMENS LV/MV drive technology; and the mine auxiliary shaft elevating conveyor control and protect solution based on SIMATIC PLC, HMI and NET product, so as to complete the running, monitoring and control of mine auxiliary shaft elevating conveyor system.



石油钻机

Oil Drilling Machine



SFAE西门子电气系统成套本地化解决方案、电气控制系统设计、项目管理和工程实施。

2003年，我们就开始与北京石油机械厂合作，共同开发石油钻机交流变频顶部驱动装置，提供西门子顶驱电控系统解决方案。截至到2014年底已顺利交付450套DQ70BSC型、DQ90BSC型和DQ40BSC型交流顶部驱动装置的电控系统，为中国在这一领域跻身国际先进水平做出了贡献。

2006年1月，我们与南阳二机厂签订了一套7,000米陆地钻机的整套电控系统合同，是中国出口欧洲第一套交流变频钻机，SFAE作为钻机电控系统的总包，提供包括发电机控制、变频驱动、自动化产品、低压配电、房体和司钻总装整套解决方案。

DSJ300 海上石油平台是宝鸡石油机械有限责任公司自行承建的我国第一套300英尺自升式海洋钻井平台，平台最大作业水深91.4米，钻深能力为9,000米。SFAE负责平台驱动系统的设计、集成制造与调试。

CP-300钻井平台是中国石油渤海装备辽河重工有限公司自主设计、自我建造的自升式钻井平台，适用于水深300英尺，最大起升重量13,900吨，配套9,000米海洋钻机。SFAE负责平台电气控制系统的设计、集成制造与调试。

SFAE provides localized integrated set of electrical system solutions, design of electrical control system, project management and engineering implementation.

Since 2003, SFAE has been cooperating with Beijing Petroleum Machinery Factory to develop AC top drive drilling machine and provide Siemens top drive electrical control systems. By the end of 2014, we have successfully delivered 450 sets of DQ70BSC, DQ90BSC, DQ40BSC top drilling machine, and contributed to Chinese technology advancement.

In Jan. 2006, SFAE signed automatic system contract of 7,000m land drilling machine with RG Petro- Machinery Ltd. It is the first AC drilling machine that China exports to Europe. As the main contractor of control system of electrical drilling machine, SFAE provides the solution system, including generator control, variable frequency drive, automation products, low-voltage distribution, and drilling control system.

Jack-up drilling rig of DSJ300 is the first 300-feet jack-up drilling rig in China, which was built by CNPC Baoji Oilfield Machinery Co., Ltd.. The biggest operation depth is 91.4m and the drilling depth is 9,000m. In this project, SFAE is in charge of the design, manufacturing and commissioning of the drive system of the platform.

Jack-up drilling rig of CP-300 is designed and built by China Petroleum Liaohe Equipment Company. Its operation depth is 300 feet and its load capacity is 13,900 tons, with supporting facility of marine rig of 9,000m. In this project, SFAE is in charge of the design, manufacturing and commissioning of the electrical package system of the platform.



主要项目 Key Projects

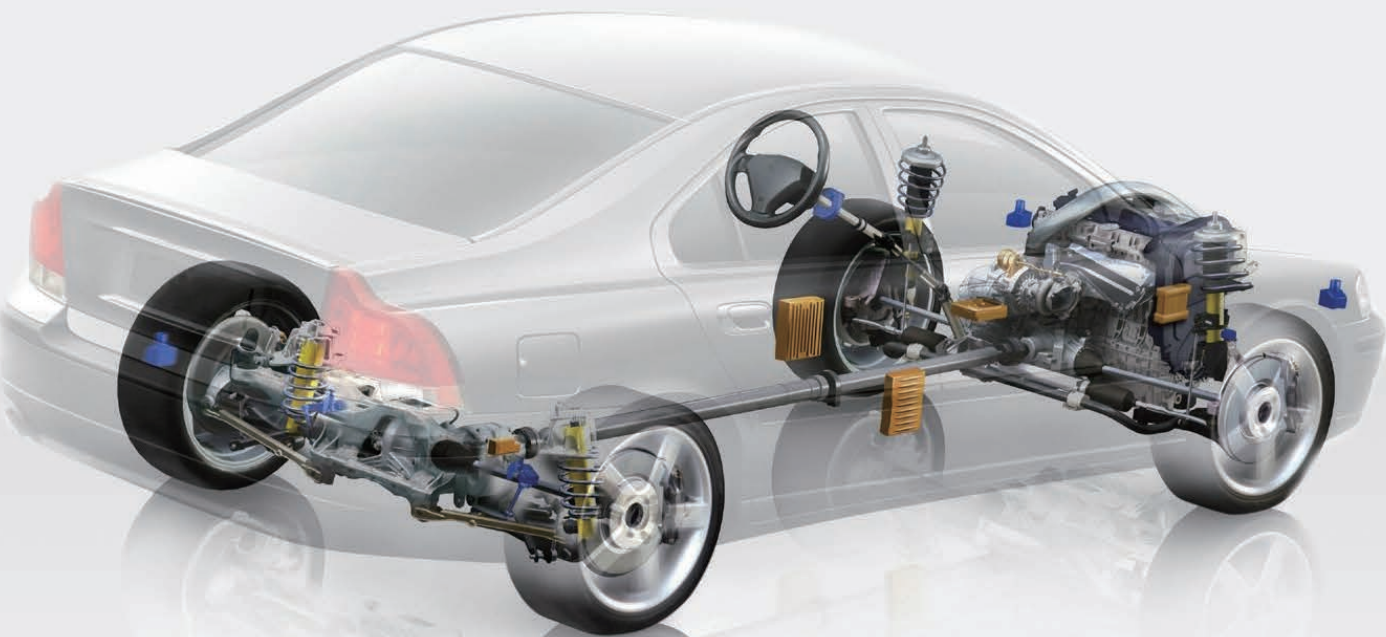
- 北京石油机械厂石油钻机顶部驱动钻井装置电气与驱动控制系统
- 宝鸡石油机械厂/宝美电气DSJ-300系列自升平台水冷变频驱动系统
- 渤海装备辽河重工有限公司CP-300系列海上平台电气总包
- 南阳二机石油装备(集团)有限公司70DB/50DB/40DB陆地钻机电控系统/驱动系统
- Top Drive Drilling Machine Electrical Control System for Beijing Petroleum Machinery Factory
- CNPC Baoji Oilfield Machinery Co., Ltd./BOMAY DSJ-300 Series Jack-up Drilling Rig Water-cooled VFD System
- China Petroleum Liaohe Equipment Company CP-300 Series Jack-up Drilling Rig Electrical Package
- RG Petro-Machinery (Group) Co., Ltd. 70DB/50DB/40DB Onshore Drilling Rig Electrical and VFD System

技术优势 Technical Advantage

- 高品质、高效率的工程项目管理和工程实施
- 国际先进水平的自动化产品和专业的技术解决方案
- 及时快速响应的本地化服务
- High quality management and implementation of projects
- International advanced automation products and professional technical solutions
- Local service of quick response

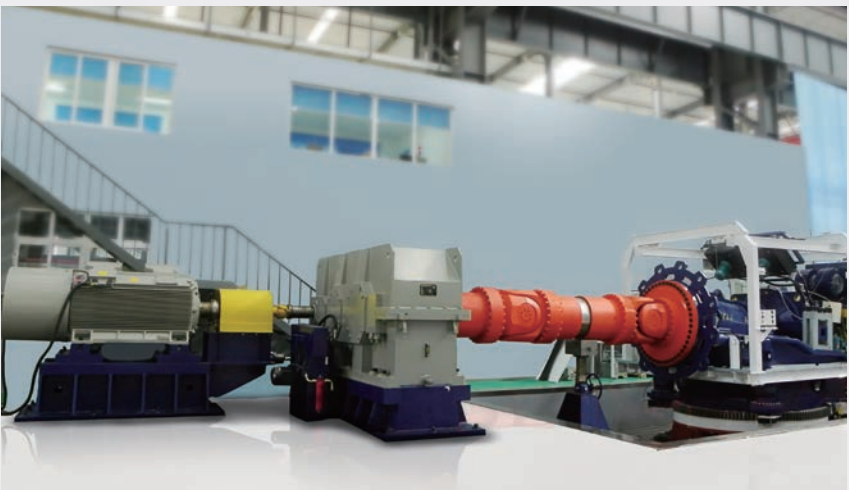
测试应用

Test Application



我们提供 We Provide

- 面向各种通用高速旋转设备的西门子测试应用解决方案，涵盖汽车、轨道交通、风电及工业设备等行业
- 西门子全功率范围测试应用系统
- 功能全面、运行稳定、高可靠性和超低能耗
- 高精度的测试及控制功能
- 面向用户，人性化，灵活方便的Siemens CATS/TBS操作维护界面设计
- 测试应用——从售前支持、基础设计分析咨询，到产品设计生产制造，包装运输，现场安装调试，交付以及售后服务的全系统交钥匙工程
- 为用户量身定做性价比高的测试应用解决方案，针对不同的用户需求，即可以提供定制化的全系统的交钥匙工程，也可以拆分供货
- Siemens test application solution for high-speed rotation systems
- Siemens full power range TIA test application system
- The system, powerful, flexible & easy to operate and the steady system with high reliability & low energy consumed
- High accuracy test and control function
- User oriented, humanized, flexible CATS operating interface design
- Test application system: turn-key project from pre-sales support to design & production, packing & transportation, on-site installation, and service
- Tailor-made test application solution with high performance price ratio for different customer needs, providing both turn-key project and separated delivery



主要业绩 Key Projects

- SLC EC 电动车综合试验台
- 比亚迪汽车股份有限公司电动汽车电机综合测试台
- 一汽大众发动机和动力总成NVH测试台
- 上海大众发动机热式测试台
- 重庆长安铃木汽车股份有限公司手动变速箱测试台
- 上海汽车有限公司发动机和动力总成测试台
- 潍坊柴油机股份有限公司柴油发动机综合性能测试台
- 南京高速齿轮制造集团有限公司7.2W/ 8.4MW / 16MW齿轮箱测试台
- 杭州前进齿轮箱集团有限公司2.8MW /3.7MW / 6.4MW 齿轮箱测试台
- 重庆齿轮集团有限公司6.6W/ 13MW 齿轮箱测试台
- 江苏新誉风电有限公司3.7MW风电整机测试台
- 浙江运达6.4MW风电整机测试台
- 东方汽轮机有限公司1.2MW动平衡测试台和上汽9MW动平衡测试台
- 太重机车变速箱测试台
- 蔚来汽车新能源电机测试台 18000rpm
- 南京高速齿轮制造集团有限公司8MW全集成齿轮箱测试台
- E-car Test Bed for SLC EC
- Dynamoelectric Automobile Motor Test Bed for BYD Auto Co., Ltd.
- FAW-VW Engine and Powertrain NVH Test Bed
- SVW Engine Hot Test Bed
- Manual Gearbox Test Bed for Chongqing Changan SUZUKI Auto Co., Ltd.
- SM Engine and Powertrain Test Bed
- Diesel Oil Engine Test Bed for Wei Chai and SAIC
- 7.2MW/8.4MW/16MW Gear Test Bed for Nanjing High Speed Gear Manufacture Group Co., Ltd.
- 2.8MW/3.7MW /6.4mw Gear Test Bed for Hangzhou Qianjin Gear Manufacture Group Co., Ltd.
- 6.6MW/13MW Gear Box Test Bed for CN Gpower Gear Box Co., Ltd.
- 3.7MW Wind Power Generator Test Bed for Jiangsu Xinyu Wind Power Co., Ltd.
- 6.4MW Wind Power for Hangzhou Windey
- 1.2MW DEC and 9MW STC Dynamic Balance Test Bed
- TZ Gearbox Test Bed
- NextEV E-motor test bed, 18000rpm

起重事业部

Large Drive Cranes

起重事业部作为西门子在中国的起重机工程技术中心为中国客户提供西门子成熟的起重机传动及控制技术解决方案，同时SFAE起重事业部也是西门子卸船机、造船门机及冶金铸造起重机的全球能力中心。并在卸船机和造船龙门吊控制方面在中国拥有两项应用专利。目前西门子的起重机传动及控制技术解决方案广泛应用于港口、冶金、造船、发电等各个行业，覆盖了几乎所有的起重机类型。

LD Crane, the Crane engineering technology center of Siemens in China, provides mature crane drive and control solutions of Siemens for Chinese customers. In addition, it is also the global center of Siemens' ship unloader, shipbuilding gantry crane and metallurgical casting crane, possessing two application patents on ship unloader and gantry crane control of shipbuilding.

Siemens crane drive and control solutions are widely used in ports, metallurgy, shipbuilding, electricity generation, etc, almost covering all types of crane machine.

我们将根据用户的实际需求，为客户提供定制化的系统解决方案，即为客户提供经济可靠的起重机电控系统、电柜成套、现场调试、售后服务、系统优化和设备改造等服务。

According to actual demands, we will provide our customers with customized system solutions, namely, to provide economic and reliable services, such as the design of crane's electric control system, electric cabinet sets, field debugging, after-sales service, system optimization, equipment upgrading, etc.





我们提供 We Provide

- 作为西门子全球卸船机，造船龙门起重机，冶金铸造起重机的工程能力中心，我们竭诚为客户提供适用于起重机行业的西门子传动、控制技术 & 全套西门子解决方案
- 从全自动化系统到简易控制系统的高、中、低端的系统配置和技术服务，使客户的设备达到最优性价比
- 广泛应用于港口、冶金、造船、发电等行业，覆盖了几几乎所有的起重机类型
- Professional Siemens drive and control technology solutions, being as Siemens competence center of GGC, GSU and Ladle Crane
- High, middle and low-end system configuration and technical service from complete automation to simple control system, to get customers the best cost performance
- Wide application in port, metallurgy, shipbuilding, power, etc

技术亮点 Technical Highlights

- 基于S120驱动技术的SimoCrane起重机专用标准化控制平台
- 高效率的防摇，自动化操作控制设计
- 集卡定位系统，集装箱自动识别系统等高效辅助控制系统
- 全新一代ECO-RTG节能技术
- 西门子的能量回馈多传动方案，节能环保
- 模块化的软件功能设计
- 精准可靠的抓斗同步，力矩平衡控制
- 严谨的电气系统原理设计与模块化的软件功能设计
- 稳定可靠的大车纠偏技术
- 用户友好的CMS监控管理系统
- 专业的工程师技术管理团队根据客户需求进行方案优化，项目设计，调试及售后服务
- Advanced SimoCrane standardized control platform based on S120 drive technique
- Effective sway control and path optimized automatic control design
- Efficient assisted control systems, such as container truck positioning system, auto identification system of containers
- A new generation of ECO - RTG energy-saving technology
- Siemens energy feedback transmission scheme, energy-efficient and environmental
- Modularized software function design
- Precise grab synchronization and torque balance control
- Precise electrical system design and modularized software function design
- Effective and stable rectification
- Friendly CMS monitor and management system
- Professional engineer team which meets the needs of customers to optimize solutions, project design, commissioning and after-sale service





主要业绩 Key Projects

港口机械 Port Crane

- 集装箱轮胎式龙门起重机：
2013年泰国港务集团4套节能型（ECO）RTG电控系统
- 门座式起重机：
2013和2014年罗源湾港和惠州中海油物流5套电控系统
- 2016年香港HIT 2+2 AC 集装箱岸桥电控系统改造，SFAE工程项目（西门子驱动产品+SFAE设计调试）
- 2017年香港HIT 3xARMG自动化轨道吊
- 2017年毛里求斯2x65t自动化岸桥
- 2017年深圳盐田YICT 2xDC（GE）+2xAC（ABB）电控系统改造，SFAE工程项目（西门子驱动产品+PLC+SFAE设计调试）
- Gantry Crane for Rubber-tyred Container：
4 Sets of ECO RTG Electric Control Systems for Thailand PSA in 2013
- Portal Crane:
5 Sets of Electric Control Systems for Luoyuan Port and Huizhou CNOOC Logistics in 2013-2014
- 2016 Hongkong HIT 2+2 AC STS electric system modernization project. SFAE engineering project. (Siemens drive products + SFAE design and commissioning)
- 2017 Hongkong HIT 3xARMG Project
- 2017 Mauritius 2*65t Automation STS Project
- 2017 Shenzhen YICT 2*DC(GE)+2*AC(ABB) electric system modernization project. SFAE engineering project. (Siemens drive products +PLC+SFAE design and commissioning)

桥式抓斗卸船机
Bridge-type Grab Ship Unloader

- 2011年武钢舟山中转码头3台2,500t/h抓斗卸船机的电控系统
- 2013年黄骅港矿石码头6台2,750t/h抓斗卸船机的电控系统
- 2014年马来西亚LBT码头，全球最大吨位（4,000t/h）抓斗卸船机的电控系统
- 2015 克罗地亚普洛切港卸船机
- 2016年日照港5x2500t/h卸船机电控系统改造
- 2016年曹妃甸矿石码头1x2500t/h电控系统改造
- 2011, Wuhan Iron and Steel Zhoushan Port, 3*2,500t/h Grab Ship-unloader Crane Electric Control System
- 2013, Huahuang Ore Terminal, 6*2,750t/h Grab Ship-unloader Crane Electric Control System
- 2014, Malaysia LBT Port, 4,000t/h Grab Ship-unloader Crane Electric Control System
- 2015, Port of Ploce, Grab Ship-unloader, Croatia
- 2016 Rizhao Port 5*2500t/h GSU electric system modernization
- 2016 Caofeidian ore terminal 1*2500t/h electric system modernization



造船龙门吊
Dockyard Gantry Crane

- 2009年广东龙穴造船基地及上海沪东中华造船6台600t龙门吊
- 2010-2014年天津新港3台800t船厂龙门吊
- 2011年南通熔盛重工1台1,600t龙门吊
- 2014年烟台中集来福士2台600t龙门吊
- 2015 上海江南长兴造船厂1,600吨
- 2016年大连船厂1x600t造船龙门吊
- 2009, Guangdong Longxue Shipbuilding Base & Shanghai Hudong-Zhonghua Ship Building Group, 6*600t Gantry Crane
- 2010-2014, Tianjin Xin Port, 3*800t Shipyard Gantry Crane
- 2011, Nantong Rongsheng, 1,600t Gantry Crane
- 2014, CIMC Raffles, 2*600t Gantry Crane
- 2015, Shanghai Jiangnan Shipbuilding, 1,600t
- 2016 Dalian Shipyard 1*600t GGC Project



运动控制事业部

Motion Control Application

运动控制事业部致力于西门子运动控制产品的系统应用，为客户提供包括电气系统规划、选型、设计、成套，以及软件设计、现场调试、现场培训等在内的全方位解决方案。我们在运动控制领域拥有近二十年的系统成套及工程经验，目前在全国范围内拥有一大批优秀的技术销售和富有经验的应用工程师。在数控领域拥有多项国家发明专利。

Motion control solution is committed to the system application of Siemens motor control products, providing our customers with totally integrated automation(TIA) solutions including design, model selection and sets of electrical systems and software design, field debugging and field training. We have nearly 20 years' experience of system sets and engineering in the field of motion control, a large number of outstanding technical sales and experienced application engineers, as well as some national invention patents in the field of CNC.

主要业务领域有数控业务领域和通用运动控制业务领域。数控业务领域主要提供数控机床、汽车动力总成解决方案、生产线及运动控制信息系统；通用运动控制业务领域主要为新能源，金属加工，家电、汽车、物流、钢铁有色、食品饮料、包装、舞台等行业提供配套解决方案。

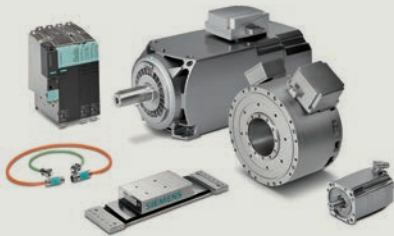
The main business covers CNC and general motion control (GMC). In the field of CNC, we provide CNC machine tools, automotive powertrain solutions, and production line and motion control information systems; In the field of GMC, we provide professional solutions for new energy, metal processing, home appliances, automotive, transfer/logistic, iron&steel/non ferrous, food&beverage, packing, stage/amusement, etc.

我们为OEM提供完整解决方案，帮助设备制造商进行技术革新及应用开发，通过西门子产品性能及专业的应用能力，为OEM提高竞争力；为用户项目提供方案、电柜、调试、验收在内的交钥匙工程；为客户提供高标准、定制化配套控制电柜。

通过先进的解决方案和专业的技术服务，帮助客户提升设备制造、应用、创新能力，增强客户的生产效率和市场竞争力，是我们坚守的目标。

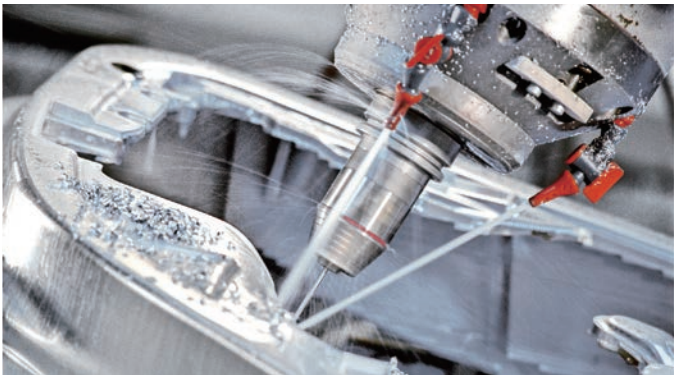
We provide totally integrated solutions for OEM, helping equipment manufacturers to drive technological innovation and application development. With the high quality of Siemens products and professional applying abilities, we aim to increase the competitiveness of OEM. We provide our users with turn-key project services including project alternatives, electricity cabinets, debugging, and SAT. We also provide bundled electric control cabinets of high standard and customization.

We are committed to helping customers improve equipment manufacturing, application, and innovation ability, and enhancing customer's production efficiency and market competitiveness by advanced solutions and professional technical services.



数控机床及生产线解决方案

CNC Machine Tool Solutions



我们提供 We Provide

- 提供数控机床完整电气成套解决方案，包括方案配置、产品选型、硬件设计、电柜集成、软件设计、工艺编程、调试、售后服务等。
- 涉及机床类型有：车床、铣床、钻床、龙门铣、加工中心、磨床、冲床等。
- 特别在专用机床方面拥有很强的技术能力，如：凸轮磨、曲轴磨、轧辊磨、曲轴铣磨、齿轮机床、轮槽铣、缠绕机、激光机床、摩擦焊、机器人、生产线等。
- 汽车动力总成机加工线、装配线电气解决方案。航空装配及相关专用机床解决方案。
- CNC machine tools with a full range of electrical control solutions, such as scheme configuration, selection, hardware design, cabinet integration, software design, process programming, debugging, and after-sale service
- CNC equipments: lathe, milling machine, drilling machine, planer milling machine, processing center, grinding machine, punching grinder
- Advanced special machine tools, CAM grinding, crankshaft grinding machine, mill roll grinding, crankshaft milling machine, gear machine, wheel slot milling machine, winding machine, laser machine, friction welding, robot, and production line
- Solutions for automotive power train machine processing line, Aircraft assembly & related special machine solutions

主要客户 Key Customers

- 天水星火机床有限责任公司
- 大连机床集团有限公司
- 秦皇岛燕大现代集成制造技术开发有限公司
- 北京航空工艺设备研究所
- 大连四达高技术发展有限公司
- 长春设备工艺研究所
- 东方斯科达(沈阳)机床改造有限公司
- 浙江大学
- 沈阳机床成套设备有限责任公司
- 贵州黎阳装备科技发展有限公司
- 重庆三磨海达磨床有限公司
- 天润曲轴有限公司
- 上海汽轮机有限公司
- 山东法因数控机械股份有限公司
- 上海重型机械厂有限公司
- 大连豪森瑞德设备制造有限公司
- 天永机械电子（上海）有限公司
- Spark Machine Tool Co., Ltd.
- Dalian Machine Tool Group
- Qinhuangdao Yanda Modern Integrate and Manufacture Technology Development Co., Ltd.
- Beijing Aviation Technology Equipment Institute
- Dalian Start Hi-tech Developing Co., Ltd.
- Changchun Equipment and Technology Research
- Eastern Skoda (Shenyang) Machine Tool Modernization Co., Ltd.
- Zhejiang University
- SMTCL Equipment Co., Ltd.
- Guizhou Liyang Equipment Technology Development Co., Ltd.
- Chongqing Samhida Grinding Machine Co., Ltd.
- Tianrun Crankshaft Co., Ltd.
- Shanghai Turbine Company, Ltd.
- Shandong Fin CNC Machine Co., Ltd.
- Shanghai Zhongxing Jiqi Chang., Co., Ltd.
- Dalian Haosenread Equipment Manufacture Co., Ltd.
- Tianyong Mechatronics(Shanghai) Co., Ltd.



制造业信息化解决方案

Manufacturing Information Technology (M-IT)

我们提供 We Provide

- 智能生产管理系统（iPMS），车间级全自动智能生产线最佳解决方案
- 制造业信息化(MIT)通过网络设备连接数控机床、机加线、装配线等自动化生产设备和流水线，为工厂车间提供一个集成的信息网络解决方案。
- 机加工生产线监控系统
- 发动机装配线整体控制信息系统
- 设备数据采集分析
- 生产质量监控与归档
- 生产订单管理
- 工件程序及传输优化与管理
- 工艺参数管理系统
- 预防性维修管理
- 刀具库存的优化与管理
- 设备远程诊断维护
- 与MES、PLM系统集成
- iPMS – best solution of full- automatic intelligent production line for workshops
- M-IT - connects CNC machines, the assembly line, power train automation production equipment through network equipment to provided factory workshops with an integrated information network solutions.
- Machining line monitoring system
- Integral control information system for engine assembly line
- Equipment data collection and analysis
- Production quality monitoring and filing
- Production order management
- The procedures and transmission management
- Process parameters management system
- Preventive maintenance management
- Tool inventory management
- Remote control equipment maintenance
- Integration with MES and PLM system

主要业绩 Key Projects

- 上海临港重型装备有限公司机床数字集中控制系统
- 齐重卧式加工中心柔性制造线数字集中控制系统
- 一汽大柴发动机 M-IT制造信息化系统
- 无锡柴油机厂CA6DL 车间 M-IT制造信息化系统
- 武汉重型机床集团有限公司M-IT制造信息化系统
- 上海电气电站设备有限公司临港工厂M-IT二期
- SMDT车间信息化管理系统
- 昆机机床柔性生产线信息管理系统
- 海天智能机床生产线项目
- Machine Data Central Control Information System, Shanghai Lingang Heavy Equipment Ltd.
- Machine Center Flexible Production Line Data Central Control Information System, Qiqihar Heavy Machine Ltd.
- FAW-Dalian Duetz Diesel Plant, Manufacturing IT
- Wuxi Diesel CA6DL Plant, Manufacturing IT
- Wuhan Heavy Duty Machine Tool Group, Manufacturing IT
- Shanghai Electric Power Generation Equipment Lingang Plant, Manufacturing IT II
- SMDT Workshop Informationization Management System
- Kunming Machine Tool Flexible Production line Information System
- Haitian Machine Tool Production Line Project

通用运动控制 General Motion Control (GMC)

我们提供 We Provide

- 西门子运动控制产品在工业自动化领域的应用，并提供系统解决方案，电柜设计制造，工程调试。
- 应用行业：新能源，金属加工，家电、汽车物流、钢铁有色、建材、包装设备、舞台设备、专用设备。
- 在强大的工程能力的支撑的同时，我们可以提供多种灵活的合作模式。
- 涉及到西门子运动控制需求，我们会是您最好的伙伴！
- Application in automation industry of Siemens motion control products, including system solution, electrical cabinet designand manufacturing, and engineering debugging
- Applications in branches：Metal Processing, Food & Beverage,Automotive/Logistics, Paper, Iron and Steel / Non-ferrous, Construction Material, Packaging Equipment, Stage Equipment, Special Equipments, etc
- Strong engineering skills & Flexible cooperation methods
- Your best partner on the requirements of Siemens' motion control



主要客户 Key Customers

- 青岛高测科技股份有限公司
- 安徽鲲鹏装备模具制造有限公司
- 湖南宇晶机器股份有限公司
- 广州明珞汽车装备有限公司
- 广东金明精机股份有限公司
- 佛山瀛辉包装机械设备有限公司
- 南京马波斯自动化设备有限公司
- 深圳华强方特文化科技集团有限公司
- 山东中际电工装备股份有限公司
- 北京机械工业自动化研究所
- 广州科盛隆纸箱包装机械有限公司
- 安徽巨一自动化装备有限公司
- 秦皇岛方华埃希姆机械有限公司
- 苏州斯莱克精密设备股份有限公司
- 美艾意（上海）机械有限公司
- 宁波精达成型装备股份有限公司
- Qingdao Gaoce Technology Co., Ltd.
- Anhui Kingpower Equipment & Mould Manufacture Co., Ltd.
- Hunan Yujing Machinery Co., Ltd.
- Guangzhou Mino Autoequipment Co., Ltd.
- Jinming Machinery (Guangzhou) Co., Ltd.
- Yinghui Packaging Mechanical Equipment Co., Ltd.
- Nanjing Marposs Automation Equipment Co. ,Ltd.
- Shenzhen Huaqiang Fantawild Culture Technology Group Co., Ltd.
- Shandong ZhongJi Electrician Equipment Co., Ltd.
- Beijing Research Institute of Automation For Machinery Industry
- Guangdong Keshenglong Carton Packing Machine Co. Ltd.
- Anhui Jee Automatic Equipment Co., Ltd.
- Qinhuangdao Fanghua-SECM Machinery Co. Ltd.
- Suzhou Slac Precision Equipment Co.Ltd.
- M.A.E. (Shanghai) Machinery Co. Ltd.
- JDM Jingda Machine (Ningbo) Co. Ltd.

工厂自动化OEM事业部

FA OEM

工厂自动化OEM部门包括OEM PMA业务团队和轨道交通业务团队
FA OEM includes OEM PMA and Metro

OEM PMA业务团队是为机械设备制造商提供电气自动化解决方案的首选供应商,包括方案咨询、系统配置、编程调试及样机后续测试优化。主要为连续物料加工、包装、印刷、塑料与橡胶、金属成型、纺织、木工与玻璃、可再生能源行业以及通用机械等生产厂商提供全套电气配套合作服务,在电气控制系统上提供最新的具有竞争优势的西门子自动化控制解决方案和二次调试服务,有力地提高客户产品的核心竞争力。

轨道交通业务团队是地铁线路环境与设备监控系统,屏蔽门系统,乘客信息系统,环控电控柜,综合监控系统标段的重要设备供应商。代表西门子面向全国轨道交通市场提供从售前推广、方案配置与优化、编程调试、售后支持、用户培训和工程支持。是蓬勃发展的中国轨道交通行业中的一支重要力量。

OEM PMA business team is the preferred electrical automation solution supplier of domestic mechanical equipment manufacturers, whose services include project consulting, system configuration, programming debugging, and prototype's subsequent test optimization. We provide total electrical services for manufacturers in the fields of continuous material processing, packaging, printing, plastic & rubber, metal forming, textile, wood and glass, renewable energy industry and general machinery and provide the latest and competitive Siemens automation control solutions and secondary debugging services on electric control systems, effectively improving the core competitiveness of the customers' products.

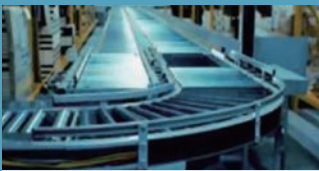
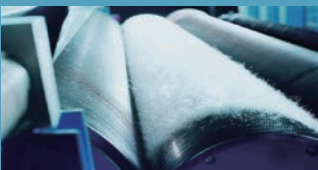
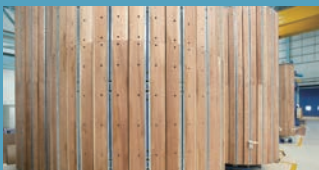
Metro business team is the major equipment supplier of environment & equipment monitoring systems, shielded gates, passenger information systems, environmental control cabinets and integrated supervisory control systems.



生产机械应用（一）

Production Machines Application(1)

生产机械应用（PMA）—— 针对生产机械厂商提供全套的电气解决方案
Production Machines Application(PMA) —— Providing Full Ranges of Electrical Solutions to Machinery Manufactures

 连续物料加工 Converting	 包装行业 Packaging	 印刷行业 Printing	 塑料与橡胶行业 Rubber & Plastic
纸尿裤与卫生巾机器 薄膜分切机 卫生纸复卷机 Diaper Machine Plastic Film Slitter Toilet Paper Coating Line	枕式包装机 膜包机 成型 - 罐装 - 封口一体机 Pillow Packaging Machine Film Wrapping Machine Form-Fill-Seal Line	凹版印刷机 卫星式柔印机 胶印机 Gravure Printing Machine Flexo Printing Machine Offset Printing Machine	轮胎成型机 钢丝帘布裁断机 注塑机、吹瓶机 Tire Building Machine Fabric Cutting Machine Plastic Injection Machine, Bottle Blowing Machine
 金属成型行业 Metal forming	 纺织行业 Textiles	 木工与玻璃行业 Wood & Glass	 可再生能源行业 Renewable Energy
伺服压机 造币机 Servo Press Machine Minting Machine	拉幅定型机 浆纱机 Stender Frame Range Sizing Machine	木材优选锯 玻璃切割机 Wood Optimized Cutting Center Glass Cutting Machine	多晶硅线锯机 多晶硅切方机 Silicon Slice Wire Saw Silicon Bar Cutting Machine



生产机械应用（二）

Production Machines Application(2)

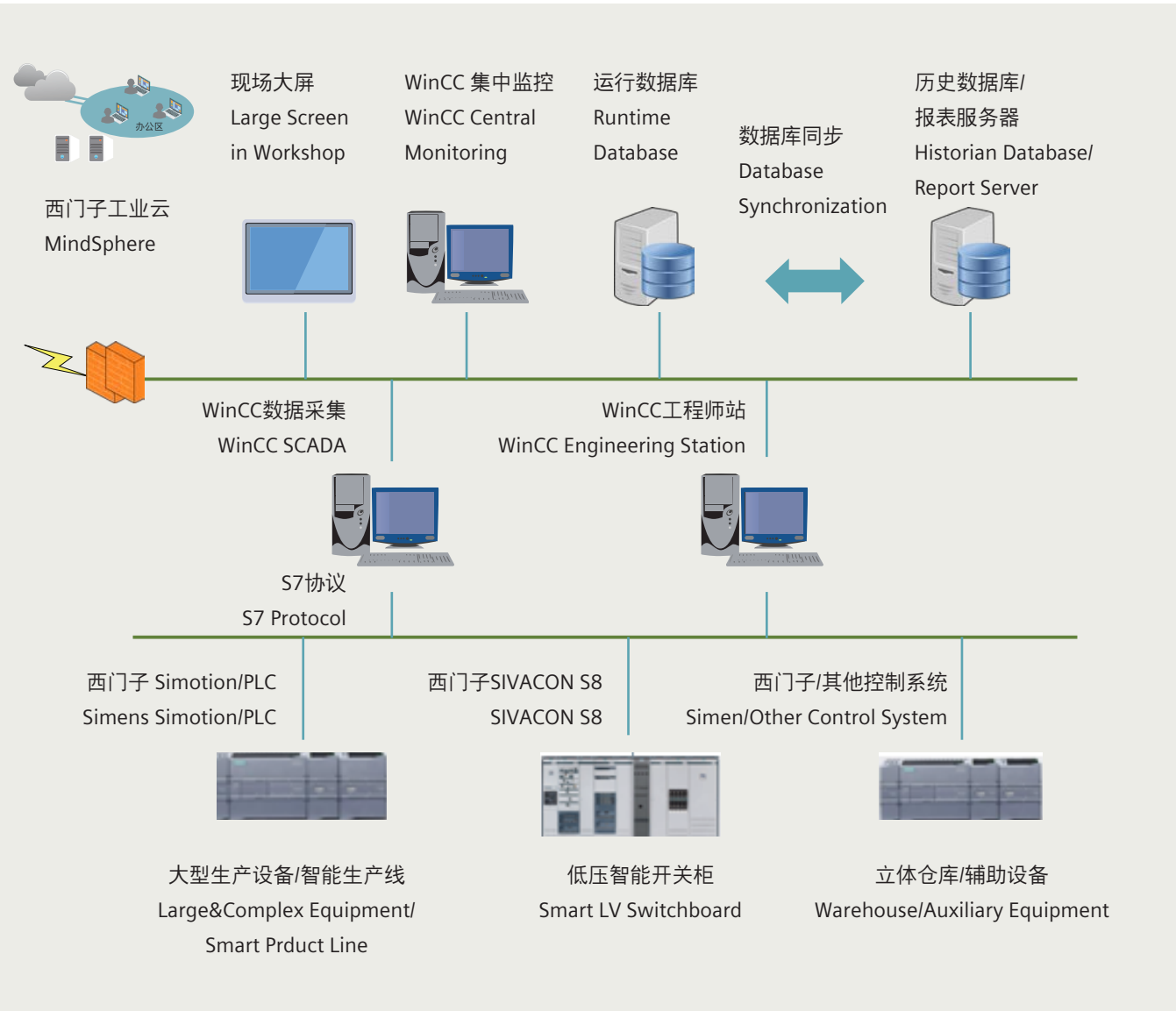
客户收益 Customer Benefits	重要客户 Key Customers
• 标准化的程序模块和成熟的解决方案大大缩短了机器开发周期，提高了开发效率。 • 简单易用的电子轴方案替代机械轴，使得机器设计模块化更便捷，减少投入成本。 • 西门子全集成自动化为生产机械提供了全系列解决方案，便于系统日后升级。 • 西门子远程诊断功能和全球服务网络，为客户提供了高效和完善的售后服务平台。	• 安庆恒昌机械制造有限公司 • 杭州大华塑业有限公司 • 广州达意隆包装机械股份有限公司 • 杭州永创机械有限公司 • 松德机械股份有限公司 • 西安航天华阳印刷包装设备有限公司 • 青岛高校软控股份有限公司 • 天津赛象科技股份有限公司 • 济南二机床有限公司 • 立信门富士纺织机械有限公司 • 大连连城数控机械股份有限公司
• Standardized application module and mature solution can greatly shorten the construction cycle; improve the efficiency of the development effectively. • Simplified application of Siemens electronic shaft mechanical design allows the production of machinery to expand flexibility and reduces the initial investment cost. • Siemens Totally Integrated Automation provides series of solutions which could be easily updated afterwards. • Siemens remote diagnostic capability and service network all over the world provide customers with efficient and professional after-sales service platform.	• Heng Chang Machinery Co., Ltd. (HCH) • Hangzhou Dahua Plastic Co., Ltd. • Tech-Long Packaging Machinery Co., Ltd. • Hang Yongsun Machinery Co., Ltd. • Sotech Machinery Co., Ltd. • Xian Areospace- Huayang Printing and Packaging Equipment Co., Ltd. • Qingdao Mesnac Co., Ltd. • Tianjin Saixiang Technology Co., Ltd. • JIER Machine-Tool Group Co., Ltd. • Monforts Fong's Textile Machinery Co., Ltd. • Linton Machinery Co., Ltd.

面向OEM智能制造的数字化生产管理平台

OEM-oriented WinCC SCADA

在西门子 WinCC 软件平台上，增加了 SFAE 自主开发的 add-on 生产管理模块，能为 OEM 大型设备和生产线，提供数字化生产管理系统WinCC SCADA。WinCC SCADA既可以成为设备与整厂MES/ERP的连接纽带，也可以是基础自动化及SCADA系统，成为数字化工厂实施的基本条件，并可独立运行。

With the add-on module developed by SFAE independently, we can provide WinCC SCADA for OEM large & complex equipment and production line. As the data link with MES/ERP, WinCC SCADA, basic automation and SCADA based on WinCC, is the basic condition for the implementation of the digital factory, and it can operate independently in workshop level.



WinCC SCADA 主要功能与客户受益

Function & Customer Benefit of WinCC SCADA

SFAE FA OEM WinCC SCADA 系统十大主要功能
10 Key Functions of SFAE FA OEM WinCC SCADA

1	生产线SCADA监控 Production Line SCADA Monitor	• 实现对生产线/运行设备进行数据采集和管控 • 建立生产的数据库与MES/ERP系统的标准信息接口
2	生产过程数据的通讯接口 Process Data Acquisition and Interface	• 满足生产的可追溯要求 • 重要设备的运行/维护/保养管理 (OEE)
3	生产信息跟踪、查询 Production Information Tracking & Inquiry	• 解决订单的执行要求，实现柔性化生产模式 • 满足生产的质量管控要求
4	设备管理 Equipment Management	• 对生产人员操作的追溯与绩效考核 • 实现无纸化/电子生产报表
5	生产订单执行 Production Order Execution	• Monitor production lines/single machine through process data acquisition
6	质量监控 Quality Control	• Standardize the interface between automation control system and MES/ERP
7	人员管理 Personnel Management	• Meet the requirements for product traceability
8	生产报表 Production Report	• Essential equipment operating/maintenance/service management (OEE)
9	数据备份 Data Backup	• Meet the requirements for order execution through flexible production system
10	数据的安全性和可信性 Data Security and reliability	• Meet the requirements for quality control
		• Meet the requirements for personnel traceability and performance assessment
		• Paperless/Electronic production report

客户受益 Benefits

- 为OEM厂家提供智能配电，全集成自动化控制和数字化生产管控系统的成套解决方案
- 通过生产管控系统提高设备的使用效率
- 支持最终用户的精益生产和降低生产管理成本
- Higher cost-effectiveness of OEM's equipments
- Higher productivity via production line monitoring system
- Facilitating end-user's lean production management and cost reduction

轨道交通业务部

Metro and Rail

轨道交通业务部是为轨道交通行业提供工业自动化解决方案和服务的专业团队，为客户和总包商及设计院提供包含高（普）铁、地铁、有轨电车中的多种系统的设计咨询、方案配置、标书制作、编程调试、售后服务、用户培训和现场工程服务。OEM Metro为中国轨道交通行业中提供一流、安全可靠的可持续发展解决方案和工程服务，是中国轨道交通行业市场的重要力量和主要参与者。

我们提供西门子品牌的PLC控制器、各式远程IO、工业控制计算机、工业级网络交换机、开关电源、WinCC OA（PVSS）软件、各式传感器、仪表、阀门等。

Metro and Rail department is a professional team, providing industrial automation solutions and services for rail/ metro transit industry, which includes design consulting, solution configuration, bidding documents, programming and commissioning, after sales service, training and engineering service on site for clients, general contractors and designing institute. OEM Metro provides the first class of sustainable and reliable solutions and services for Chinese metro market, who is important force and key participant for metro industry market.

We provide Siemens products including PLC, remote I/O, industrial PC, industrial network switch, power supply, WinCC OA (PVSS), sensors, instruments and valves.



我们提供 We Provide

自动化与驱动在轨道交通中的解决方案 Automation & Drive in Metro

- 环境与设备监控系统（BAS）
- 乘客信息系统（PIS）
- 环控柜控制系统（MCC）
- 屏蔽门控制系统（PSD）
- 综合监控系统（ISCS）
- 智能低压柜（400V）
- 电力监控系统（SCADA）

应用于轨道交通控制系统的主要产品 Siemens Products for Metro Industry

- SiTop
- S7 300
- ET200
- IPC
- S7 400/400H
- WinCC OA
- RuggedCom
- SCALANCE

轨道交通部分案例 References

- 上海地铁1号线
- 深圳地铁三号线
- 北京地铁1、5、9号线、房山线
- 重庆地铁2、3号线
- 深圳地铁3号线
- 北京地铁10号线PIS系统
- 北京地铁15号线（ISCS网络系统，PIS）
- 上海地铁9,11,13,16号线
- 上海地铁13、16号线BAS系统
- 天津地铁5、6号线
- 高铁天津东站、西站、余家堡站
- 天津滨海交通枢纽
- 石家庄地铁1、3号线
- 厦门地铁1号线
- Shanghai Metro Line 1
- Shenzhen Metro Line 3
- Beijing Metro Line 1, 5, 9 & Fangshan
- Chongqing Metro Line 2, 3
- Shenzhen Metro Line 3
- PIS System in Beijing Metro line 10
- PIS in Beijing Metro Line 15
- Shanghai Metro Line 9, 11, 13, 16
- BAS System in Shanghai Metro Line 13, 16
- Tianjin Metro Line 5, 6
- High-speed Rail, East, West and Yujiabao Station of Tianjin
- Tianjin Binhai Transportation Junction
- Shijiazhuang Metro Line 1, 3
- Xiamen Metro Line 1

工厂自动化事业部

Factory Automation Solution

我们提供 We Provide

- “德国设计-中国生产”集成，传输，测试技术的解决方案
- 生产线的电气规划、技术支持、项目总包和设备改造
- 四大工艺车间的信息化系统如ANDON、PMC、AVI 等
- 汽车发动机厂高架仓库物流线
- “German Design - Chinese Manufacturing” solutions for the assembly, conveyor and test technology
- Electrical planning, technical support, general contract, and retrofitting of production lines
- Information management systems in workshops, such as ANDON, PMC and AVI
- Automatic storage and retrieval system in engine plant

业务介绍 Business

工厂自动化解决方案事业部重点致力于汽车制造行业，拥有一支熟悉冲压、焊接、涂装、总装及动力总成制造系统自动化生产工艺的工程师队伍，能提供基于西门子“全集成自动化”(TIA)产品的强有力的技术支持，还可开发特定的软、硬件产品，以最大程度满足汽车生产企业的特殊技术要求。

FA Solution focuses on automotive industry. We have a professional team familiar with automatic production processes, such as pressing, welding, painting, assembling and power train. We could provide strong technical support based on Siemens TIA products and develop special software and hardware products to best meet special technical requirements of automobile manufacturers.



主要业绩 Key Projects

- 北京奔驰-戴姆勒汽车有限公司总装装配线、输送线
- 福州戴姆勒汽车有限公司总装线项目
- 沈阳华晨宝马汽车总装装配线、输送线、检测线
- 上海大众汽车总装装配线项目、车身车间高速输送升降机
- 一汽大众汽车总装装配线、整车电气、电子检测系统项目
- 上海通用油漆、总装车间的ANDON、QCOS、AVI项目
- 上海汽车总装、油漆、车身车间ANDON项目
- 北京奔驰发动机工厂物流仓储系统
- SEWC物流仓储系统
- 长安福特AVS项目
- 长城徐水项目总装输送
- Final assembly line and conveyor line projects for BBAC / Daimler Beijing
- Turnkey project of final assembly line for Daimler in Fuzhou
- Final assembly line, conveyor line and testing line projects for BMW Brilliance Shenyang
- Final assembly line project and body shop high speed conveyor lifter of Shanghai Volkswagen Co., Ltd.
- General assembly line, automation and test system project for FAW-Volkswagen Co., Ltd.
- ANDON/QCOS/AVI system for painting & assembly shops of Shanghai GM Motors Co., Ltd.
- ANDON project, SAIC Assembly, painting & body shop
- BBAC Powertrain Logistic Warehouse
- SEWC Logistic Warehouse
- Great Wall Xushui Plant EMS Project
- Ford ChangAn AVS Project

工厂数字化服务事业部 Plant Data Services

日复一日，工业现场产生的数据不断累积。工业大数据既是一个重大的挑战，也是一个巨大的机会。如能充分挖掘其中的价值，工业大数据将帮助我们重塑整个制造业。

The volume of data is growing – day after day. Big data is both a major challenge and an enormous opportunity. Properly prepared, the data can be used and allows us to reshape the industrial world. Big data can be turned into smart data. Up to now, however, this data has rarely been used profitably. Plant Data Services help you tap this hidden potential!

工厂数字化服务事业部（Plant Data Services）为客户提供基于西门子工业云平台MindSphere的数字化服务解决方案。利用MindSphere云平台，我们能为客户提供先进的、高安全可靠性的、性能强大的计算及分析平台。结合西门子扎根工业领域的多年积累，我们已经可以为客户提供“能效分析”，“驱动系统在线监测与分析”，“工业网络分析”，“工业信息安全”等服务项目。同时，开放的平台也支持用户在兼容的环境中开发新的应用，并通过平台快速部署，以最低成本帮助用户实现从传统制造生产向数字化与智能制造转型的需求。

Siemens Plant Data Services offers customer digital service solutions based on MindSphere, the Siemens industrial cloud ecosystem. MindSphere deploys the state-of-the-art IT technologies, offers customer the most powerful analytics platform with secured and reliable protection measures. With MindSphere we provide customer digital services solutions, for example “Energy Analytics”, “Drive Training Analytics”, “Industrial Network Analytics”, and “Plant Security Services”, powered by Siemens’ solid competence in automation and manufacture field. Meanwhile, open ecosystem allows customer to develop their own Apps with common programming language in MindSphere environment for their product. By fast deploying Apps to end customer via the MindSphere platform, customer can achieve the transformation from traditional manufacture to digitalized and intelligent manufacture with lowest effort.

主要客户 Key Customers

- | | |
|-------------|----------------------------------|
| • 无锡天奇物流 | • Wuxi Miracle Logistic |
| • 广州菲亚特克莱斯勒 | • Guangzhou FIAT Chrysler |
| • 徐水长城汽车 | • Greatwall Automotive in XuShui |
| • 中石化青岛炼油 | • Sinopec Qingdao Refinery |
| • 华晨宝马汽车 | • BWM Brilliance Automotive Co. |
| • 金达集团 | • Kingdom Group |
| • 华北制药 | • Northern China Pharm Co. |

低压电柜事业部 EM LV Cabinet

— 专业的西门子SIVACON低压配电柜提供商
— Siemens SIVACON® Low Voltage Switchboard

低压电柜事业部提供SIVACON低压配电柜产品从设计到供货的全套定制化解决方案，我们具备丰富的为国内外客户提供低压配电柜和马达控制中心的经验。

We have rich experience in providing customized solutions from design to delivery of various types of SIVACON Low Voltage Power Distribution Switchboards and Motor Control Center to domestic and export customers.

SIVACON 系列产品经过型式试验，具有高质量、高可靠性、高性能的特点；且依据GB/IEC标准，通过了中国国家强制性产品认证(CCC)和欧盟强制性产品认证(CE)；根据项目需要，我们的产品通过了中国船级社认证(CCS)、俄罗斯海关联盟认证(CU-TR)、挪威船级社认证(DNV)、和英国劳氏质量认证(Lloyd)，并且可提供符合澳大利亚/新西兰AS/NZS3439.1标准的电柜产品。

经过型式试验的SIVACON低压配电柜和马达控制中心，主要用于工业过程控制、核电、电站、石油和天然气、船舶及海上平台、化工、数据中心、食品饮料加工、水泥和矿山、纸浆造纸、冶金、基础设施、机场、高端商务楼宇等对于供电可靠性要求较高的场所，同时我们的产品具有很高的价格优势。

我们的核心竞争力是强大的售前技术支持、报价工程、项目执行、生产运营和售后服务。我司的技术中心位于北京，生产运营坐落于鞍山，母工厂和研发中心在德国的莱比锡。

We provide type tested solutions with high quality, reliability and performance at competitive prices. Our products as per GB / IEC standards are CCC (Chinese Compulsory Certification) and CE (Conformite Europeenne) certified and project wise we qualify our products for CCS (China Classification Society), CU-TR (GOST, Custom Union TR Certificate for Russian market), DNV (DET NORSKE VERITAS) and Lloyd (Lloyd's Register Quality Assurance – LRQA). We can also provide electrical cabinets up to standard of Australia, New Zealand AS and NZS3439.1.

Our type tested SIVACON Power Distribution Switchboards and Motor Control Center solutions are installed mainly in Process Industries, Nuclear / Power Plants, Oil and Gas, Offshore / Marine, Chemicals, Data Center, Food and Beverage, Cement and Mining, Pulp & Paper, Metals, Infrastructure / Airports, Commercial Buildings requiring Power Distribution Boards and Motor Control Center with high degree of availability, reliability and competitive prices.

Our core competences are Pre-Sales Technical Support, Offer Engineering, Project Execution, Manufacturing, and After Sales Services. Our Center of Competence is located in Beijing, Manufacturing in Anshan and lead factory and R&D in Leipzig, Germany.



SIVACON S8低压配电柜
SIVACON S8 Low Voltage Switchboard



我们提供 We Provide

- SIVACON S8 是高效安全与设计新颖完美结合的新一代开关柜，适用于功能性建筑，工业建筑以及过程工业领域，能提供最高7000A的持续简洁的高效配电。
- SIVACON S8 是经过型式试验的低压成套开关和控制设备 (TTA)，其物理性能周密的考虑了运行和试验台中的故障情况。并按照 IEC61439-2和GB7251.12进行最终型式试验。此外，SIVACON开关柜已通过按照 IEC61641和GB/Z 18859在电弧条件下进行的测试，从而确保了极高的运行与人员的安全。
- SIVACON S8 通过将抽出式单元设计、固定安装式设计和插入式设计组合在一起提供高效、安全和多样的适应性。而且，抽出式单元设计提供了极高的系统灵活性，满足频繁改变设计的需求，例如改变电机额定值或连接新的用电设备。规格¼ 和½ 的抽屉单元可使得每柜最多48个抽出式单元。
- SIVACON 8PT 可应用在最大额定电流至7400A的各种容量等级的层面上，它既可采用固定安装式设计、插入式设计，也可采用抽出式设计。
- SIVACON 8PT 完全采用标准化和典型化的模块制成，在质量上均符合西门子评定指标和设计指标且具有多种组合的可能性，满足各式各样的要求；全部采用优质的西门子开关电器确保使用寿命长和运行可靠性高。
- Maximum safety and an appealing design are ideally combined in an efficient solution: SIVACON S8, the new generation of switchboards for consistent and simple power distribution application up to 7000A in functional and industrial buildings and in the process industry.
- SIVACON S8 is a type-tested low-voltage switchgear and control gear assembly (TTA) whose physical properties were both dimensioned for operation as well as for fault situations in the test bay. Its final type test is in accordance with IEC61439-2 and GB7251.12; moreover, SIVACON features a test proof under arcing conditions in accordance with IEC61641 and GB/Z18859, which guarantee maximum operational and personal safety.
- SIVACON S8 offers efficiency, safety and variability thanks to the combination of withdrawable unit design, fixed-mounted and plug-in design. Furthermore, the withdrawable unit design offers the respective flexibility for frequent changing requirements such as changed motor ratings or connection of new consumers. Size ¼ and ½ ensure SIVACON have up to 48 withdrawable units per section.
- SIVACON 8PT offers the applications up to 7400A with fix-mounted design, withdrawable unit and plug-in design.
- SIVACON 8PT is made exclusively from standardized and type-coded modules. All modules embrace a high quality conforming to Siemens design specifications. The multiple possibilities to combine the components fulfill every requirement. The exclusive use of high-quality Siemens devices ensures a long service endurance and reliable operation.

主要业绩 Key Projects

- 台山核电项目,核岛,非核岛,BOP
- 俄罗斯亚马尔LNG项目
- 巴斯夫NASA项目
- 拜耳漕泾项目
- 史密斯水泥项目 (俄罗斯,非洲等)
- 东莞嘉吉粮油项目
- 上海外高桥CPOE2000造船项目
- 中国建设银行 (北京) 数据中心
- SINOMA尼日利亚Unicem水泥厂项目
- 大连银行数据中心
- 大连移动项目
- 北京英特宜家购物中心大兴项目二期工程
- 厦门会展中心4期项目
- 常熟奇瑞捷豹路虎有限公司110kV变电所
- 京唐港项目
- 中化泉州炼油项目
- 太钢7.63冷轧项目
- 孟津电厂项目
- 江苏小区供电项目
- 青岛大炼油项目
- 内蒙古伊泰化工项目
- Taishan Nuclear Project, NI, CI, BOP
- Yamal LNG Project, Russia
- BASF NASA Project
- Bayer Cao Jin Project
- FLS Cement Project (Russia, Africa etc)
- Dong Guang Cargill
- Waigaoqiao CPOE20000 Shipbuilding Project
- China Construction Bank Beijing Data Center
- SINOMA Beijing Unicom Cement Project in Nigeria
- Dalian Bank Data Center Project
- Dalian Mobile Project
- Beijing Inter IKEA Shopping Centre Daxing Phase II
- Xiamen Exhibition Center #4
- Changshu Cherry Jaguar Land Rover Automobiles
- Jingtang Port Project
- SINOCHEN Guangzhou Oil Refining
- TISOCO 7.63 Cold Rolling Project
- Mengjin Power Plant Project
- Jiangsu PSB Power Supply for Residential Buildings
- Qingdao Oil Refinery Project
- Inner Monggulia Yitai Chemical Project



SIVACON 8PT低压配电柜
SIVACON 8PT Low Voltage Switchboard



客户服务事业部

Customer Services

客户服务事业部致力于为西门子数字化工厂集团和西门子过程工业与驱动集团的客户提供全方位的专业服务，包括热线技术支持、现场服务、备件供应、室内维修服务、系统升级改造、设备或资产的运维管理、产品/系统/项目的延保服务以及客户定制化的服务。

Customer Service Solution is committed to providing Siemens Digital Factory Group and Siemens Process Industries and Drives Group with comprehensive and professional services including hot-line technical support, field service, supply of spare parts, in-house repair service, system upgrade, operation and maintenance management of equipment & asset, extended warranty service of product /system/project and customized service.

严格遵循西门子全球统一标准，在全国建立了多个西门子传动维修中心、多个西门子机械传动维修中心、以及西门子伺服电机维修中心和西门子Weiss电主轴维修中心。还建立了24个贴近客户的服务站。

Strictly in accordance with Siemens global standard, SFAE sets up Siemens drive products repair center, Siemens motor repair center and Siemens Weiss spindle service center strictly in accordance with Siemens global standard. In addition, SFAE also sets up 24 service stations closing customers.



为了更好地服务于西门子数字化工厂集团和西门子过程工业与驱动集团的客户，满足客户日益增长的新需求，客户服务事业部下设6个与产品事业部相对应的服务业务部门，6个与产品销售相对应的专业服务业务拓展团队，以及客户关怀中心，备件管理，服务交付，服务运营管理等团队，确保为客户提供专业，周到的服务。

“西门子工业服务，尽心尽智高效运维” – 请拨打西门子全国统一服务热线400 810 4288，就可轻松享受方便快捷、及时有效的西门子专业服务。

To better serve the customers of Siemens Digital Factory Group and Siemens Process Industries and Drives Group and to meet increasing and new demand of customers, Customer Service Solution has 6 service departments corresponding to the product business field, 6 professional service business development teams corresponding to products sale and teams of customer care centers, spare parts management, service delivery and service operation management to ensure professional and considerate service for our customers.

“Siemens industrial services, provided with all our heart, all our abilities and high efficient operation and maintenance” – Get convenient, quick and efficient service of Siemens in time through nationwide hotline 400 810 4288.

技术支持

Technical Support

西门子工业技术支持网站
www.4008104288.com.cn

Siemens Industry Online Support
www.4008104288.com.cn

西门子技术支持与服务热线
电话：+86- 400-810-4288 +86-10-64719990
传真：+86-10- 64719991
电子邮箱：4008104288.cn@siemens.com

Customer Care Hotline
Tel: + 86- 400-810-4288 + 86-10-64719990
Fax: + 86-10-64719991
E-mail: 4008104288.cn@siemens.com

VIP/ FCK	技术支持 Technical Support	售后服务 Service	备件需求 Spare Parts	技术培训 Training Services	信息咨询 Information Consulting	英文服务 English Service
	技术支持中心 Hotline Support	服务协调与调度中心 SC&QM	备件协调中心 SPM	培训中心 Training Center	• 销售信息 • Sales Info. • 市场活动 • Marketing • 产品样本 • Documents • 认证证书 • Certification	
	技术支持 工程师团队 Hotline Support Engineers	• 现场服务 • 返厂维修 • 保内更换 • Onsite Services • In-house Repair • Exchange	• 澄清 • 协调 • 报价 / 销售 • Clarification • Coordination • Quote / Sales	• 咨询 • 报名 • Consulting • Registration		
	国际专家组 International Support Engineers	服务提供商 Service Provider	服务提供商 Service Provider	培训中心 Training Center		

亚太热线

电话：+86-10- 64757575
传真：+86-10- 64747474
support.asia.automation@siemens.com

Asia-pacific Hotline

Tel: + 86-10-64757575
Fax: + 86-10-64747474
support.asia.automation@siemens.com

亚太技术支持 /软件授权维修	Asia-pacific Hotline Support / Software License Recovery
• 亚太技术支持 • 软件授权维修	• Asia-pacific Hotline Support • Software License Recovery

培训服务

Training Services

西门子工业技术培训
网址：www.siemens.com.cn/sitrain

SITRAIN
Website: www.siemens.com.cn/sitrain

SITRAIN™ 代表西门子培训课程，远程教学，和更完整、广泛的售后服务与支持。

- 遍布全国的6个培训中心
- 专业的讲师团队：23 位全职技术讲师、多位行业精英客座讲师
- 11 位经验丰富的培训顾问
- 根据客户需求定制开发培训课程
- 超过100门技术培训标准课程

SITRAIN is Siemens Training

- 6 training centers in China
- Professional trainers: 23 fulltime technical trainers, numbers of branch experts
- 11 experienced training consultant
- Customer tailored training course
- More than 100 standard technical training course

培训课程 Training Courses & 国际认证 Certification	自动化系统 Automation System	驱动技术 Drive Technology	数控技术 Numerical Control System
	过程控制系统 Process Control System	人机界面 Human Machine Interface	工业网络通讯 Industrial Networks
	运动控制系统 Motion Control System	安全与安全集成 Safety & Safety Integration	传感器、仪器、仪表 Sensor System
	智能楼宇技术 Building Intelligent Systems Technology	低压配电/控制 Low-Voltage Power Distribution/Control	国际工程师认证 SITRAIN Certification
	汽车行业标准 Automotive Industry Standard	工业4.0系列课程 Industry 4.0 Series Courses	在线课程 Online Training
教仪设备 SIDEMO	标准培训教仪设备/培训套装 SIDEMO/Training Package		
授权培训合作 Authorized Training Cooperation	院校授权教育合作 Education School Partner Cooperation	师资认证培训 Instructor Certificate Training	国际教育合作项目 International Education Cooperation Projects

工厂数据服务
Data Service



服务内容 Service Portfolio	业务领域 Segment
能源分析 Energy Analytics	工厂自动化 Factory Automation
工业网络诊断 Industrial Network Validation	工厂自动化 Factory Automation
远程学习 Remote Learning	工厂自动化 Factory Automation
远程支持服务（现场永久安装于中压驱动器，非PH驱动器） Remote Support Services(on-premise for MV Drives without Perfect Harmony)	大型传动 Large Drive
数字化检查 Digitalization Check	运动控制 Motion Control
制造业信息服务 – 实施 Manufacturing IT services - Implementation	运动控制 Motion Control
生产力提高 Productivity Improvement	运动控制 Motion Control
齿轮箱部件的远程监视服务 Remote Monitoring Services for gear units	机械传动 Mechanical Drive
SIMATIC SW 平台服务 SIMATIC SW Platform as a Service	过程自动化 Process Automation
SIMATIC SW 远程服务- 响应式、主动式、预防性、病毒分布 SIMATIC Remote Services- reactive, proactive, preventive, virus pattern distribution	过程自动化 Process Automation
服务模式：远程系统管理设备 Service program:Remote Systems as managed Appliance	过程自动化 Process Automation
SIMATIC 虚拟化服务 SIMATIC Virtualization as a Service	过程自动化 Process Automation

备件服务
Spare Parts Service

我们在北京设立大容量中央备件库，同时在上海和沈阳均设立了常用备件库，常备库存量达到6,000多种、50,000余件。高品质的原厂备件，结合快捷高效的物流系统，最大限度地确保您的备件可用性。

We have spare parts central stock in Beijing, and branch warehouse in Shanghai and Shenyang, the total inventory is up to over 6,000 MLFBs and 50,000 pieces. High quality original spare parts, and high-efficiency logistics assure the spare parts availability of your plant.

基于产品的备件服务 Products	基于系统的备件服务 System	厂级备件服务 Factory
备件供应 Spare parts supply	• 响应客户需求，确认规格型号，报价并协调供货期 • 根据设备型号序列号，结合现场使用情况，推荐合理备件清单或备件包 • 紧急备件供应支持协调 • Reply customer's needs, confirm versions, quote and arrange delivery • Recommend spare parts list based on equipment types and using situations • Urgent supply	
备件库存优化(AOS) Stock Optimization (AOS)	• 分析客户当前备件库存与在产设备的对应关系，提高生产保障 • 提高资金利用率 • 优化客户投资 • 规避因产品生命周期管理不当带来的风险 • Analysis ratio of current spare parts stocks and equipment • Improve funds utilization • Optimize customer investment • Avoid risk of product life cycle mis-management	
备件框架协议 Frame Agreement	• 与客户签订年度备件框架协议，备件价格、商务条款全年锁定 • 备件服务内容：产品生命周期信息、替代证明、库存共享等 • 完整清晰的iBase信息 • 包含综合技术服务优势 • Sign spare parts annual frame agreement with yearly frozen price and commercial clauses • Service content: product life cycle information, exchange certification, stock sharing • Complete and clear iBase information • Multi-technology services included	
备件折旧换新服务 Return for credit	• 客户可以折旧换新优惠价格购买所需备件 • 返还损坏备件得到一定折价，同时还可处理不良资产 • 延长初次投资有效性，缩减再投资成本 • Get the required spare parts with favorable "return for credit" price • Return the defective spare parts can get certain discount, and dispose the non-performing asset at the same time • Extend the initial investment effectiveness, reduce reinvestment cost	

维修服务 & 现场维护

Repair Service & Field Maintenance Service



产品系列 Products	服务站 Service Station	维修车间 Repair Workshop
运动控制、大型中低压传动 Service for MC, LD MV& LV, AS&SC	北京等21个城市 Beijing & 21 cities	北京、上海 Beijing, Shanghai
大型传动电机 Service for LD motors	天津 Tianjin	天津 Tianjin
CE / IC 低压产品 Service for CE / IC Low-voltage	苏州 Suzhou	苏州 Suzhou
SC Products Service for SC	大连 Dalian	大连 Dalian
机械传动 Service for MD	天津等15个城市 Tianjin & other 14 cities	天津、沈阳、太原、常州、成都、武汉、佛山 Tianjin, Shenyang, Taiyuan, Changzhou, Chengdu, Wuhan, Foshan
大型传动标准电机 Service for LD Standard Motors	仪征 Yizheng	仪征 Yizheng
自动化系统 & 运动控制 Service for AS & MC	N/A N/A	南京 Nanjing
LD Perfect Harmonic Products Service for LD Perfect Harmonic	上海 Shanghai	上海 Shanghai
自动化系统 Service for AS	N/A N/A	成都 Chengdu

升级改造

Retrofit

通过设备和系统的更新换代来保证并提高设备和系统的可靠性

- 变频器、中压、低压改造、电机
- 机床改造
- 自动化系统
- 齿轮箱，减速机护操作

Via machine retrofitting and system update to improve machine and system’s stability

- Transformer, MV, LV, motor
- Machine
- Auto system
- Gear box



服务合同

Service Contracts

是专门为客户定制的基于西门子工业产品和服务包。产品生命周期各阶段的单项服务都可以包含在年度服务合同内，也可以基于客户实际需求做出灵活的调整，以保证客户的产品和系统稳定可靠运转并全面提高生产效率。

Customer-tailored service agreements for individually agreed, above-mentioned Industry Services with defined billing plan, duration and delivery focusing on long-term customer relationships.

7X24手机值班 7X24 Mobile On Duty	现场紧急服务 Urgent Onsite Services	预防性维护 Preventive Maintenance	备件服务 Spare Parts
大修点检服务 Repair Services	工程师驻厂服务 Onsite Engineer	定制化培训 Tailored Training	远程服务 Remote Service

电柜工程生产部

Cabinet Engineering Production Department

拥有数千面各种类型控制电柜的设计生产经验，涵盖船舶、岸电、盾构、数控机床、起重机械、石油钻机、钢铁冶金、汽车制造、生产机械以及物流运输等领域。

SFAE has design and production experiences on thousands of panels for different types of Control Cabinet. We provide LV Marine ,onshore power supply, tunnel boring machine , MC MT, crane, oil top drive, steel metallurgy, auto making,production machine and logistic transportation, etc.

控制电柜产品 Control Cabinet Products

定制化驱动柜

- 盾构机多应用变频驱动柜
 - 低压船用水冷变频驱动柜
 - 海上平台及石油钻机水冷变频驱动柜
 - 船舶岸电系统低压变频控制柜
 - 储能电源系统控制柜
 - 起重机械驱动柜及控制柜
 - 低压变频驱动柜升级改造
 - 全伺服压机变频驱动柜
 - 大功率水冷二极管整流器DFE
- TBM drive Panel
 - LV Marine Drive Panel
 - Oil Drilling Machine drive panel
 - onshore power supply drive panel
 - Power Converter System control Panel
 - Crane drive and control Panel
 - Retrofit of LV drive panel
 - Servo Press machine drive panel
 - water-cooling Diode Front End

定制化控制柜

- 测试台控制柜
 - 汽车生产线控制柜/箱
 - 通用运动控制柜
 - PLC控制柜
 - 电源分配柜
- Test bed control Panel
 - Automobile Assembly line control panel
 - GMC control Panel
 - PLC Panel
 - Power Distribution Panel



技术优势 Technical Advantage

- 高效的电气设计平台-Eplan/Propanel
 - 灵活的定制化电柜三维结构设计平台-Solidworks
 - 广泛的业务范围，涵盖各个工业领域的低压控制电柜
 - 丰富的定制化电柜设计经验，本地化设计制造，专业的热量计算
 - 严格的设计规范，提供符合IEC、CE、UL和西门子设计规范的设计
 - 高效的响应速度，大量的设计库保证快速的设计效率，满足客户的货期
 - 详细的制造指导，保证高质量、高效率、一致性的电柜生产过程
 - 专业的订单管理，确保电柜产品的按期交付
- Have efficient electrical design platform-Eplan P8 and Eplan Propanel
 - Have Flexible and customized 3D design platform - Solidworks
 - Wide range of business scope, covering various industrial control cabinets
 - Rich experience in customized cabinet design,localized design and thermal design
 - Strict design specifications, providing compliance with IEC, CE, UL and Siemens design specifications
 - High response speed, abundant design database to ensure fast design to meet customer request
 - Detailed manufacturing guidance, ensuring high quality, efficiency and consistency of cabinet production process.
 - Professional Order Management to ensure on-time delivery

主要项目 Key Projects

- 中国铁建盾构机变频驱动柜
 - 盐田国际集装箱码头船舶岸电系统控制柜
 - 南都电源储能电站控制柜
 - 长江航道局2000方自航绞吸挖泥船水冷驱动柜
 - 北京石油机械厂石油钻机顶部驱动变频驱动柜
 - 振华港机各港口卸船机控制柜
 - 济二-武汉通用全伺服压机变频驱动柜
 - 日照钢铁480T铸造起重机变频驱动及控制柜
 - 首钢京唐连铸机变频柜升级改造
 - 大众/奔驰/宝马生产线控制柜/箱
 - 广州白云机场行李输送系统控制柜
- CRCC TBM Drive Panel
 - onshore power supply drive panel for YanTian ICT
 - Power Converter System cabinet for Narada
 - water-cooling drive panel for changjiang waterway Bureau, 2000m3 Cutter Dredger
 - Drive Panel for Top drive drilling machine of BPM
 - Grab Ship-Unloader Control Cabinet for ZPMC
 - Servo Press machine drive panel for JIER-GM
 - Casting Crane Drive Panel for RiZhao steel
 - Retrofit of LV drive panel for Continuous Casting Line in Shougang Jingtang
 - Control Cabinet project for BMW/VW/BBAC
 - Control Cabinet project for GuangZhou BaiYun air port