SIMATIC PCS neo
Enter a new world of process control
The future of process industries in the context of digitalization

Holistic Digital Twin
For each process object and the whole plant
Industry requirements for Distributed Control Systems in the context of digitalization

- Global Collaboration
- Intuitive user guidance
- Scalability from small units to large plants
- Combining the real and the virtual world
- Life Cycle compatibility
- Lifecycle integration
- Modular Automation

Process Industries

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Process Automation – THINK neo.
How to find the perfect way between innovation and continuation

- Incremental or Disruptive?
- New perspectives with fully web-based approach?
- Openness vs. Industrial Security?
- Acceleration of engineering turnaround in operational systems?
- One DCS approach for all process automation challenges?
- Global community of experts on a single project?
- Openness vs. Industrial Security?
- Acceleration of engineering turnaround in operational systems?
- One DCS approach for all process automation challenges?
- Global community of experts on a single project?

THINK neo.
The journey begins with SIMATIC PCS 7
State-of-the-art Process Control System

V8.0
- SIMATIC PCS 7 CPU 410-5H
- Digital Plant @ PCS 7
- Improved Engineering Efficiency
- PROFINET
- Integration of Switchgear
- Scalable Archiving and Reporting
- Windows 7 / Server 2008
- PowerControl

V8.1
- Selective Download
- Type Change Online
- Support of different library versions
- SIMIT
- Advanced Process Graphics
- ConMon Function Blocks
- Model Predictive Control 10x10
- SEC Online Upgrade
- SIMATIC ET 200SP
- Increased quantity structure
- Integr. Comfort Panels

V8.2
- Logic Matrix
- SFC Calculations
- Windows 10
- Windows Server 2012
- Customization of OS
- Management Console
- WinCC WebUX
- Measuring point browser
- Trend configuration
- Tags Group View
- Configuration dialog for Web Publishing
- Load Management
- TeleControl / RTU3030
- PowerControl improvements
- Library improvements
- SIMATIC PDM V9.0

V9.0
- Digitalization down to the field level:
  - PROFINET
  - SIMATIC ET200SP HA
  - SIMATIC CFU
  - SIMATIC S7-410 Entry CPU
  - SIS compact

- Software Innovations:
  - Plant Automation Accelerator
  - SIMATIC Batch
  - SIMATIC PDM 9.1
  - SIMIT 9.1
  - Operator Station
  - Library enhancements
  - Process Historian
  - SIMATIC Management Console

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**SIMATIC PCS 7 V9.0 - overview**

**Hardware**

<table>
<thead>
<tr>
<th>Model</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPU 410E</td>
<td>Special offer for very small applications (200 POs)</td>
</tr>
<tr>
<td>CPU 410-5H</td>
<td>Scalable CPU for all applications</td>
</tr>
<tr>
<td>CPU 410SIS</td>
<td>Exclusive for SIMATIC SIS compact</td>
</tr>
</tbody>
</table>

**Software**

<table>
<thead>
<tr>
<th>Library Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>PCS 7 Advanced Process Library (APL)</td>
<td>Standardized modular software functions for process control and visualization. Ready-made and tested function blocks, faceplates and symbols.</td>
</tr>
<tr>
<td>PCS 7 Industry Library (IL)</td>
<td>Expansion of the APL standard library by characteristic industry functions. Modules for HVAC, integration of Package units.</td>
</tr>
<tr>
<td>PCS 7 Condition Monitoring Library (CML)</td>
<td>Expansion of the APL standard library with functions for monitoring of pumps and control valves.</td>
</tr>
<tr>
<td>PCS 7 Advanced Process Graphics</td>
<td>Providing graphical objects for a task-related design and intuitive visualization of plant situation.</td>
</tr>
<tr>
<td>SITRANS Library</td>
<td>Integration of SIMATIC software, SITRANS and SIPART process instruments into the SIMATIC PCS 7 based on APL.</td>
</tr>
</tbody>
</table>

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Aspects of digitalization
Integrated engineering on one database

Unique and seamless data integration from engineering to simulation to plant operation with COMOS, SIMATIC PCS 7, Plant Automation Accelerator and SIMIT

Innovative
Riding the wave of innovation in Process Automation

We already laid the foundation in the last years to make our customers ready for innovation – Investment protection as we understand it – also in the future!

SIMATIC PCS 7 Version 8.x
System Software Innovation

SIMATIC PCS 7 Version 9.0
Hardware Innovations

SIMATIC PCS 7 Version 9.x
Hardware Innovations

Software Evolution: Application Architecture
Control Module Types, Advanced Process Library, …

Hardware Evolution
PROFINET for Process Industry, SIMATIC ET 200SP HA, SIMATIC CFU, …

SIMATIC PCS neo
New System Software

2011-2016
2017

Saves your know-how!
Protects your HW invest!
SIMATIC PCS neo
Motivation for a new Software Architecture

SIMATIC PCS 7 Version 9 Hardware

New System Software

… using the same application architecture as SIMATIC PCS 7…
SIMATIC PCS neo - introducing with a clear market focus

**SIMATIC PCS 7**

- Widest range of applications for all process industries
- Continuous processes, as well as batch and regulated industries
- Greenfield and brownfield

**SIMATIC PCS neo**

- Petrochem, water and plant infrastructure
- Continuous processes, from process modules to world-scale plants
- Greenfield

**Software Evolution**

Control Module Types, Advanced Process Library, ...

**Hardware Evolution**

PROFINET for Process Industries, SIMATIC ET 200SP HA, SIMATIC CFU, …
Industry focus for starting phase of V3

**SIMATIC PCS neo** addresses the broad market as it is later aiming at all industries!

Any concrete opportunity needs individual evaluation!

* In case integrated safety is required  **GMP = Good manufacturing practice

---

**Water**
- Possible: all applications without desalination*
- Limitations: tele control

**Pharma**
- Possible: auxiliary plants (water treatment, HVAC), energy data management, pilot plants / test plant
- Limitations: Main process, GMP**, Audit-trail, Batch

**F&B**
- Conti processes (e.g. sugar)

**Chemicals**
- Possible: non critical conti plants (e.g. bio fuels), auxiliary plants (e.g. water treatment), pilot plants / test plant
- Limitations: batch, integrated failsafe
There are four possible situations for your Plant … in the starting phase …

**Greenfield and brownfield projects**

- Evaluation of User Requirements
  - Greenfield Projects with requirements covered by SIMATIC PCS neo
  - Projects with requirements not yet covered by SIMATIC PCS neo

**Evolution of SIMATIC PCS 7 systems**

- There is no need to switch now
  - Plant with SIMATIC PCS 7 V9
    - You can already adapt to "Ready for future switch" criteria.
  - Plant with SIMATIC PCS 7 older than V9
    - If you want to modernize now, go to SIMATIC PCS 7 V9.0

- You define when you switch! … with the lowest effort conversion/ evolution

**SIMATIC PCS neo**

For any situation and requirements Siemens provides the best individual portfolio-strategy and long-term solution!
The perfect fit: Roll-out phase under special attention

**Requirement evaluation**
Not all features and functions are directly available in the first roll-out phase, SIMATIC PCS neo specialists will evaluate every project opportunity very individually measured at the customers industry and special requirements.

**Guided Roll Out**

**Ordering process**
In the first steps there are no prices available in the Industry Mall – The pricing and ordering phase will be a guided consulting process tailored to the customers needs.

**Project execution**
In the starting phase every SIMATIC PCS neo project is either realized by our own Siemens Solution Business or through a Solution Partner/End Customer with intensive support by a PUSA (Project under special attention) team.
Siemens DCS portfolio with PCS 7 and PCS neo covers all customer requirements ... and allows an easy switch.

- Integrated Safety
- Integrated Simulation
- Versioning
- SIMATIC PCS neo
- Controller
- F-Periphery
- Ex-Periphery
- Compact Field Unit

ONE HARDWARE PLATFORM

Customers can define the time to switch.

Maximum investment and know-how protection through common HW and application architecture!
# SIMATIC PCS neo

New system software, completely web-based (HTML5)

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<td><strong>neo System Access</strong></td>
<td>Direct and secure connection to the system via web - anywhere, anytime and device independent</td>
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<td><strong>neo Usability</strong></td>
<td>Easy and intuitive GUI; all tasks in one workbench (Administration, Engineering, Monitoring &amp; Control)</td>
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<td><strong>SIMATIC PCS neo</strong></td>
<td>Common Application Architecture with SIMATIC PCS 7 APL, CMT, Technological Products, COMOS, PAA, Recipes…</td>
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**Investment Protection**: Know-how Protection

**Common Hardware and Network Platform with SIMATIC PCS 7**

- APL, CMT, Technological Products, COMOS, PAA, Recipes…

**Support of the open MTP standard**: Modularization and package unit integration made easy

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Take a closer look …
From Engineering to Monitoring & Control
Various architectures possible - from single station to huge distributed!

SIMATIC PCS neo V3.0  
Enter a new world of process control
Process Automation – THINK neo.

**neo System Access**
Imagine your experts have immediate access to your engineering projects and operation processes from anywhere using only a secure web connection.

**neo Scalability**
Whether you supply small units or managing an entire production site – imagine a system that can be seamlessly upgraded and expanded during operation.

**neo Usability**
Interaction with the system will take place clearly and easily via a highly intuitive user interface – so you can focus on what really matters in your business.

**neo Collaboration**
Think to count on a system that enables a secure connection of all users and external suppliers at the same time.

**neo Cyber Security**
Process Automation – THINK neo.

neo
Usability
The new Workbench Concept

One easy to use workbench for all tasks and users!

- Highly intuitive User Interface
- One workbench for all applications and tasks
- Reduced workflows, steps and complexity
- Guides new users
- Maximum efficient engineering
neo Usability
One object-oriented system platform

• Consistent data management thanks to object-oriented data model
• A change in the process object is immediately updated in all its other facets

Easy handling and change of objects – with a few clicks to any information!
Process Automation – THINK neo.

neo
System Access
SIMATIC PCS neo needs no internet connection if you need no remote access/cooperation in operation phase! A terminal server can be added as an additional protection layer to protect DoS attacks (via change of protocol to RDP).

The possibilities of system access allows new ways of cooperations and business models between all partners in plant engineering and operation like Solution Partners, End Users, EPCs and Siemens. An important ability also in the future of modular plants.
Process Automation – THINK neo.

Scalability
**neo Scalability**
Highly flexible plant architecture – one example of many possible

- Completely HTML5-based system setup
- Flexible web-applications within a web-frontend-backend-architecture
- Immediately start working with your Web Client
- Add further stations (Office PCs) flexibly – only HTML5-webbrowser required
- Access all assigned content (Engineering, M&C, etc.) through your web-client

SIMATIC PCS neo architecture adaptable to all requirements - from smallest lean systems with one single station up to huge redundant systems.
From modularization of a plant ... to modular production

- Modules/Package units with an own automation interoperate with an orchestration DCS System via the open Industry Standard MTP defined in working groups at ZVEI, NAMUR and ProcessNet.
- Better interoperability with easy and flexible integration of manufacturer independent process modules.
- Plug-and-Produce on the technological level.
- Supervisory control of large hierarchical systems, with the comfort of an integrated Process Control approach.

SIMATIC PCS neo realizes the modular plant approach and MTP in its complete engineering philosophy!

* Limited MTP scope with SIMATIC PCS neo V3.0
Process Automation – THINK neo.
SIMATIC PCS neo
Multi-user Engineering built on 3 major pillars*

Secure Access to Engineering Project
- Easily give access to the experts who need it.

Intelligent Session Management
- Real co-working in one file
- Lock parts for you (transparently shown to all project members)
- Afterwards publish changes to the team

HW Independence
- Using any device at any time
- For modern working structures in the process industries (Future of Work)

* simplified scheme
neo Collaboration
Flexible, late hardware binding

Realizing tasks in the order that fits best to the project – independent from any system restrictions!

- Possibility of parallel Hardware and Technological Engineering
- Change hardware at any time
- Flexible project engineering
- Complete projects faster and more flexible
- Ensure highest project accuracy
neo Collaboration
Flexible, late hardware binding
neo Collaboration
Flexible, late hardware binding
Process Automation – THINK neo.
SIMATIC PCS neo Security as a top priority today and tomorrow

Security by Default
- SIMATIC PCS neo provides Security - right from the Installation
- Security-measures are pre-selected by default

Secure Access
- All functions require Authentication and Authorization (single sign-on)
- 2-factor Authentication

Central Administration
- Transparency on configured Security settings
- Ease of Administration to maintain Protection-Level over the plant lifecycle

Security by Design
- Communication security based on certificates
- IEC 62443-conform development process

Defense in Depth
- Proven security portfolio, e.g. Firewalls, Network Components, Virus Scanners, Whitelisting
Security measures in the past

- Simple protection systems
- One gate / single access point
- Simple overcoming of security measures possible

Defense in depth security measures

- Deep graded security architecture / protection systems
- Several different security measures
- Difficult access for an attacker
- An attacker has to invest a lot of efforts and time against each measure adopted
Defense-in-Depth
Security Architecture

Plant security
- Physical access protection
- Process and guidelines
- Holistic security monitoring

Network security
- Cell protection
- Firewalls and VPN

System integrity
- System hardening
- Process and guidelines
- Patch Management
- Detection of attacks
- Authentication and access protection

Security threats demand action
The Hardware and Network Platform of SIMATIC PCS neo

SIMATIC PCS neo

- SIMATIC CPU 410-5H
- Compact Field Unit (CFU)
- ET 200SP HA
- PROFINET/PROFIBUS

SIMATIC PCS
Common Hardware and Network Platform with SIMATIC PCS 7
SIMATIC PCS neo - Innovative I/O periphery & controller hardware with PROFINET communication

SIMATIC PCS 7 Version 9 opens up new opportunities with its new hardware platform based on PROFINET standard.

PROFINET Key Features

- **Highest availability on demand**
  - Scalable Redundancy
  - Configuration in Run

- **Ease of use**
  - Plug & Produce

- **Ethernet in the field**
  - Higher data rate for more data
  - Seamless horizontal and vertical integration

- **Flexible architectures**

- **Investment protection**

PROFINET for communication down to the field level is the basis for digitalization
SIMATIC PCS neo
The flexible and high available I/O hardware platforms

SIMATIC ET 200SP HA
- High plant availability
- Redundant PROFINET communication down to field level
- Redundant I/O modules and power Supply
- High diagnostics and high density
- For harsh environment from -40 to +70° C
- For central and remote applications
- Direct 1:1 field wiring saves marshalling

SIMATIC ET 200SP
- Flexible
- PROFINET communication
- Push-in technology
- Compact design with small footprint

SIMATIC CFU
- Reduction in cabling cost
- Field distributor brings PROFINET down to the field level
- Smart combination of Standard DI/DO and Profibus PA channels
- Plug & Produce with late hardware binding
- Exchange of field devices and expandability during operation
- Fast commissioning, servicing and life cycle costs

SIMATIC ET 200iSP
- Hazardous areas
- Redundant PROFIBUS communication
- Suitable for gas/dust atmospheres in Ex zone 1, 2, 21 or 22
- Modular and flexible engineering, commissioning and cabling with low effort
High-End Rack PC for Industry (SIMATIC IPC647E / IPC847E) - The basis PC Hardware for SIMATIC PCS neo V3.0

More user-friendly

- New enclosure concept (front door, LEDs, drives)
- Easy modification

Latest technology and top system performance

- Intel Xeon / Core i processors (“Coffee Lake” / 8th Generation)
- DDR4 memory, up to 64 GB, ECC opt.
- USB 3.1 Gen 2 and Type C
- M.2 NVMe SSD internal (PCIe 3.0 x4)
- 3x graphics interfaces with support for 4K monitors
- Windows Server 2016

Greater flexibility and security

- More PCI Express slots / all generations 3 in IPC847E
- 3x Gigabit Ethernet
- TPM 2.0 (optional)
SIMATIC PCS neo builds on the most advanced automation controller SIMATIC S7-410

**Investment Protection**
- Same S7-410 Hardware as in PCS 7
- Usage in Neo by simple firmware upgrade to V10

**Integrated Interfaces**
- 2 x PROFINET IO or Ind. Ethernet (each with 2 ports)
- 1 x PROFIBUS DP
- 2 x two wire fiber optic for flexible CPU redundancy

**Robust Design**
- Conformal coating
- Enhanced temperature range up to 70° C
- Additional security (SysLog support, field interface locks)
- Memory self healing mechanism

**Optimized for Process Control**
- System Expansion card allows “Pay what you use”:
  - No “Pre-Payment” for reserve capacity
  - One CPU Hardware for all automation tasks
SIMATIC PCS neo – More than just a new system

SIMATIC PCS neo
New system software

SIMATIC PCS
Hardware

SID
System Identification Number

Licenses
Scalable license model

Maintenance
Individual Maintenance Packages

my SIMATIC PCS neo
Lifecycle Web Platform
System Identification Number (SID)
Register once – and benefit for the entire plant lifecycle!

Key benefits:

• The “house number” of each SIMATIC PCS 7 and SIMATIC PCS neo system/plant in the field
• Your exclusive key to efficient support and optimum plant protection
• Quicker, more specific assistance saves time and shortens, or entirely prevents, plant downtimes
• Rapid, holistic fault rectification, based on the current plant configuration
• Long-term error correction by documenting all previous queries
• Optimum maintenance tailored to your installation using our Software Maintenance Packages
• Maximum system transparency for our customers over the entire lifecycle
• Free registration
SIMATIC PCS neo – More than just a new system

SIMATIC PCS neo
New system software

SIMATIC PCS
Hardware

SID
System Identification Number

Licenses
Scalable license model

Maintenance
Individual Maintenance Packages

My SIMATIC PCS neo
Lifecycle Web Platform

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Perpetual and SW maintenance for V3 as the starting point for dynamic pricing models defined

<table>
<thead>
<tr>
<th>PCS neo V3</th>
<th>Future</th>
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</thead>
</table>

### Perpetual SW license + yearly SW maintenance fee

SW license (and HW) with an onetime upfront payment in combination with a maintenance contract and fee.

- Initial payment perpetual + SW Maintenance periodical

### With the Perpetual license model we lay the foundation to think about further payment models together with our customers.

**Subscription**

Software rental in combination with maintenance/service on a contract base.

- Periodical fix payment during contract duration

**Pay per Use**

Software on a contract base per use.

- By intensity of use
Simplified and customer-oriented license concept
Licenses and prices are scaling in 3 dimensions

- **Functional License**
  - System Functions and System Configuration
  - One Base License
    - per Server
    - per Function (SW-Module)

- **Scaling Licenses**
  - Plant Size
    - $N^\ast$ of Process Objects
    - $N^\ast$ of Templates
    - $N^\ast$ of Field devices
    - $N^\ast$ of Archive tags

- **Operator System Licensing**
  - Floating Clients
    - No. of Users
    - (# of users online at the same time)

- **Your individual SIMATIC PCS neo Software license volume**

- Customer and market oriented total price
- Easy to understand
- Easy to calculate during bid process
SIMATIC PCS neo – More than just a new system

- **SID**
  System Identification Number

- **Licenses**
  Scalable license model

- **Maintenance**
  Individual Maintenance Packages

- **my SIMATIC PCS neo**
  Lifecycle Web Platform

**SIMATIC PCS neo**
New system software

**SIMATIC PCS**
Hardware
The flexible Software Maintenance concept across the entire lifecycle

Motivation:
• One key aspect of the new SIMATIC PCS neo license and maintenance concept are Software Maintenance Packages
• Based on a regular fee, the Software Maintenance packages provide our customers with a clear framework how to keep their plants running over the lifecycle and even to regularly update their plants
• In order to match the needs of our customers best, different Software Maintenance Packages will be offered, starting with the Starter Software Maintenance Package for SIMATIC PCS neo V3.0
• Software will always be sold together with Software Maintenance, independent from the channel. The Software Maintenance Packages are necessary to receive Upgrades, Updates and Technical Support.

Key benefits:
• Keeps customer’s plant running and up-to-date and provides individualized support at transparent & predictable pricing framework
• A common Software & Software Maintenance contract offers our customers the advantages right from the start and ensures less administration effort
**5 KEY TAKEOUTS**

**PCS 7** is active DCS capable to cover comprehensive tasks in process industries, with new versions in development!

**PCS neo** is future oriented DCS currently with limitations!

**Focus** is on migration of existing systems to latest version of PCS7 (V9.0 SP2)!

**NO pressure** on migration to PCS neo!

**Investment protection** on field level is not endangered!
SIMATIC PCS neo
Enter a new world of process control

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THANK YOU!
Disclaimer

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