



Welcome to the Siemens Partners for Industry Network for process automation partners

Mastering the digital transformation together
www.siemens.com/solutionpartner

SIEMENS



Why you are important to us

As one of our Solution Partners, you are a vital part of our success, forming the link between our extensive portfolio and the specially tailored solutions that both our customers want.

Customer demand for digital and IIoT solutions is changing whole industries. We are seeing a shift away from product-centric selling to a consultative, digitally enabled approach, and with growing project complexity comes greater need for remote training and service.

The Siemens Partner Program offers best-in-class support for you as our certified and qualified partner. Backed by our full range of services, your expertise will provide the best possible outcome for any task.



Siemens Solution Partners stand for quality and expertise around the world – with approximately 1,600 partners available worldwide in more than 80 countries. Some are industry specialists, while others have expertise in digital technologies and systems. They all have a comprehensive understanding of Siemens products and systems in order to support customers in shaping their digital transformation. Together, we drive digitalization and innovation in the field of automation and drive technology, inspiring our customers with tailor-made solutions that boost their competitiveness.



What we can do, together

We value long-term cooperation with you – for the good of our mutual customers. You'll benefit from a network of partners who all share a commitment to excellence.

Nurturing competence

Continual education and training through qualification and certification, in line with uniform global quality standards, is a core aspect of our partnership. We take a systematic approach to competence management through the Partner Academy with regular webinars and technical classroom training, sales booster training, and workshops.

Raising market awareness, approved expertise

We combine global reach with a regional presence. Your listing in the Siemens Global Partner Finder connects you with customers who are looking for your specific expertise – from sales and consultation to solutions and service. We also promote our common success stories as a way to show our shared value and impact. Further, our Partner Emblem and official certification stand for quality and competence. And joint marketing activities raise awareness of your offerings.



Long-term commitment

Wide-ranging support for partners includes business development and technical support. Through a jointly agreed Partner Development Plan, we work with you to define responsibilities and common strategies for targeted customer development. Annual reviews based on KPIs help keep long-term development goals on track.

Facilitating your business

You will be integrated in sales and marketing activities. Among other things, you'll enjoy exclusive access to the Siemens Partner Portal, which provides detailed information on the benefits of the program, as well as assistance on how to market yourself, maintain an attractive Partner Finder profile, and document your expertise with references.

Solution Partner – Automation Drives Benefits of the global partner program

Hover mouse over the sections of the circle to learn more about our benefits.



* [Partner Academy](#)

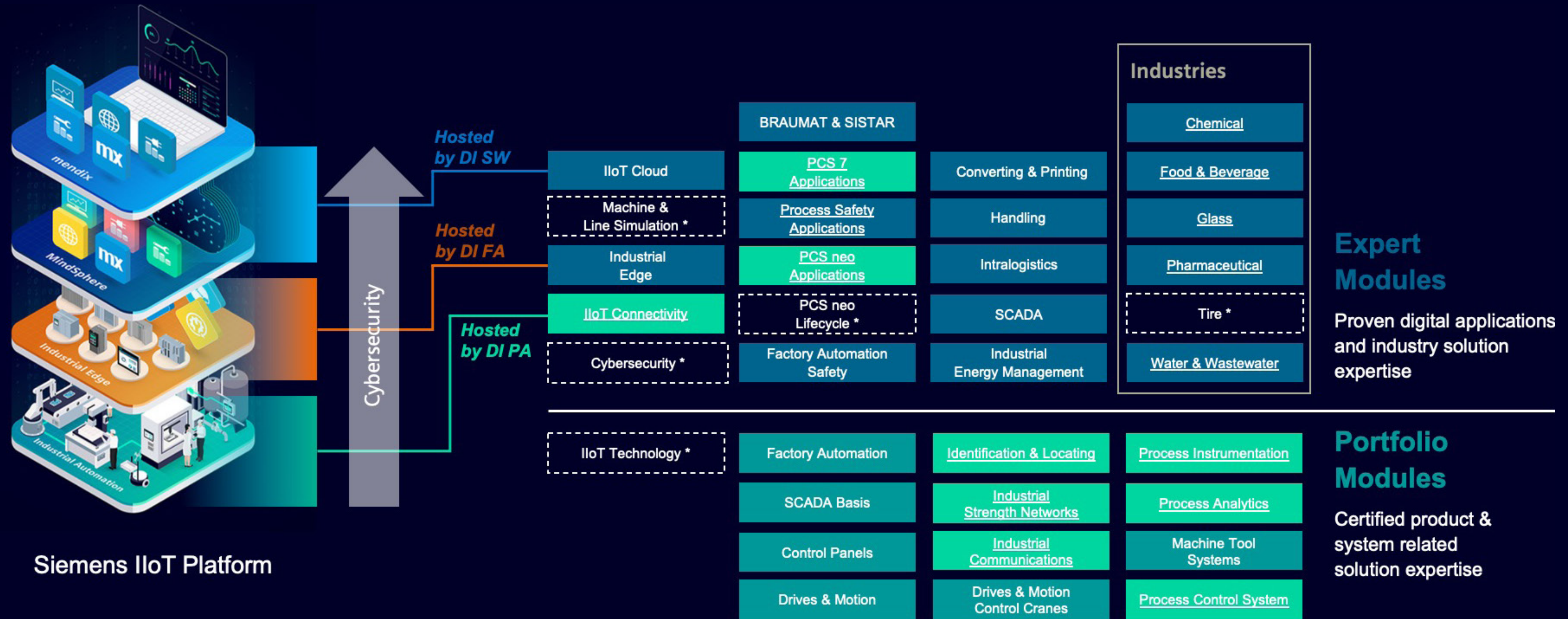
* [Partner Portal](#)

* [Partner Finder](#)



Solution Partner Program

Automation Drives – IIoT Expert Modules supporting Solutions from field to cloud



*) In preparation

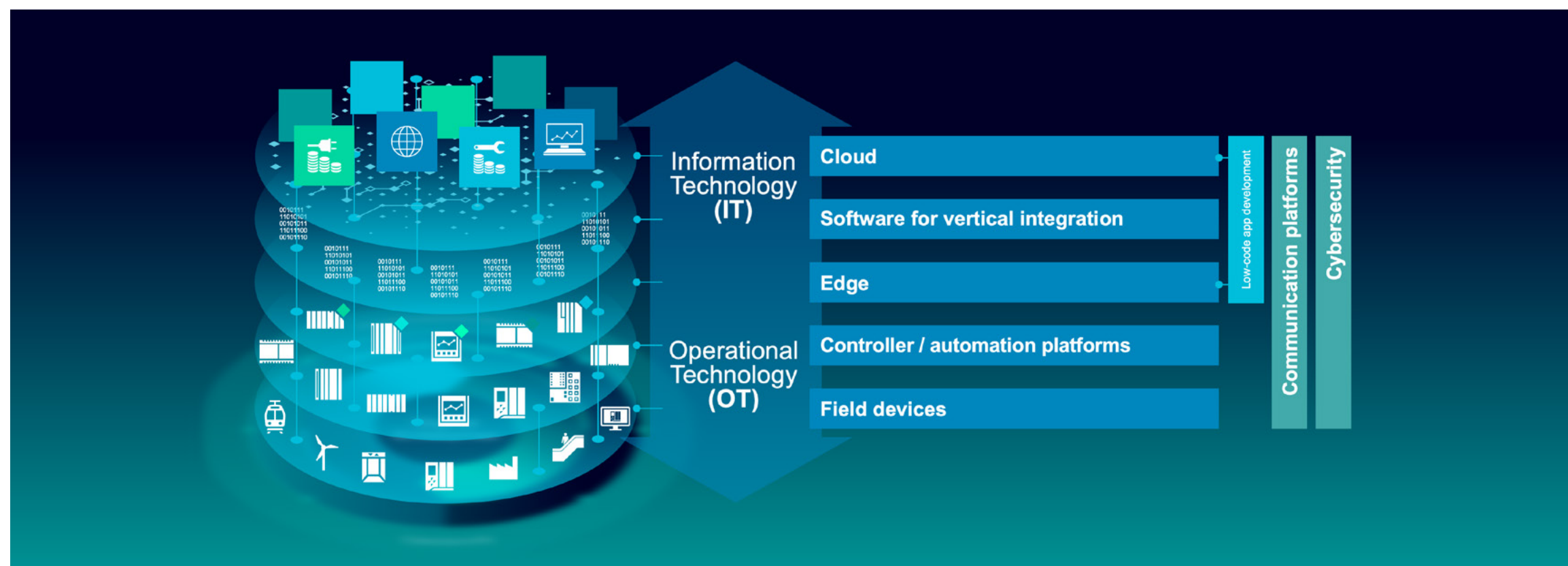
■ Hosted by Process Automation (PA)



Together, we will bring the Digital Enterprise to life

The Digital Enterprise breaks down the barriers between IT and OT, and brings together processes that were once separate. This lets us optimize a customer's operations like never before, using technologies such as AI for predictive maintenance, precise condition monitoring and improved quality.

Siemens takes the role of champion supplier for all of our partners. Our goal is to enable mutual benefits through our partnership with you, and through value co-creation, to evolve new business models in the future.



IT-OT Convergence

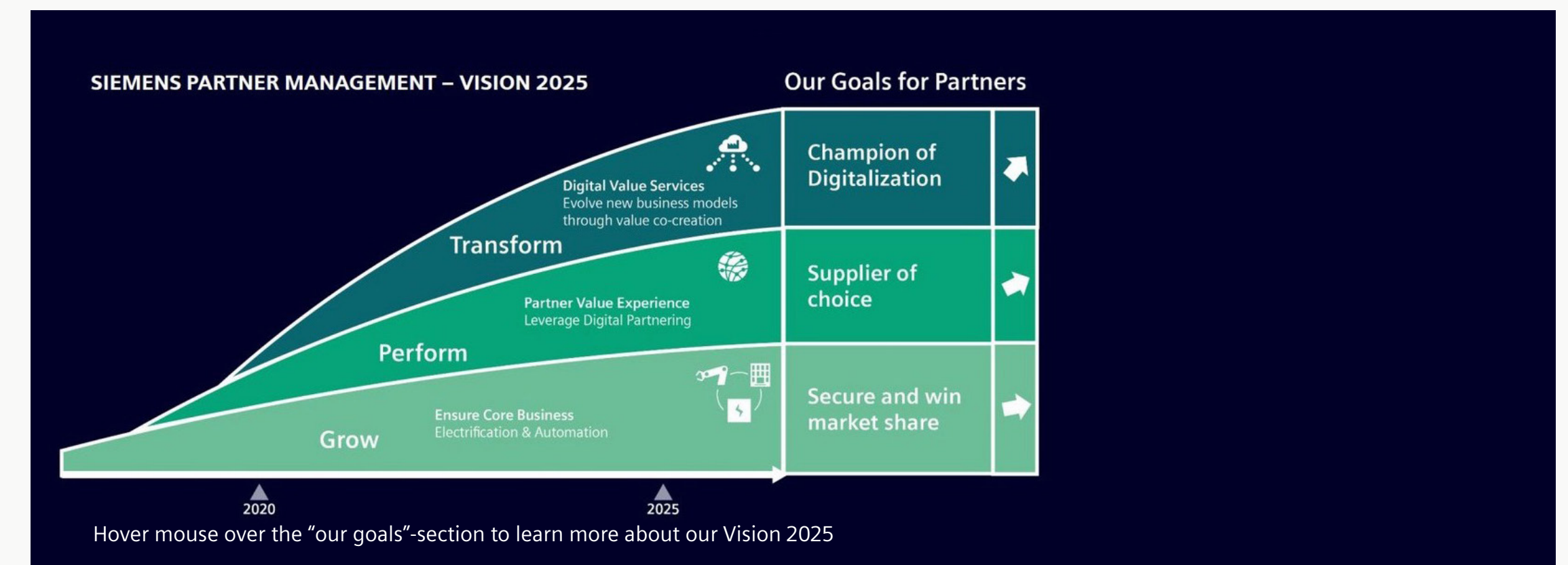
Collectively developing innovative and sustainable business

By combining domain expertise with our digital enterprise suite, we can master the digital transformation and create value for customers. Complex and digital solutions require extensive collaboration and co-creation within a holistic partner ecosystem.

In a constantly changing world full of unexpected challenges, partnerships are more essential than ever. And as we move forward, we know that strong and resilient relationships with

our Solution Partners can open the door to new sustainable success for all stakeholders. The Siemens Vision 2025 creates a solid foundation for enhancing how Siemens and Solution Partners can continue to succeed. Consisting of three pillars, Vision 2025 is only possible through collaboration with partners.

Solution Partners are vital to Siemens' innovative development and financial growth. By building on past success and embracing new opportunities, we can realize this vision together.



PTM Vision 2025



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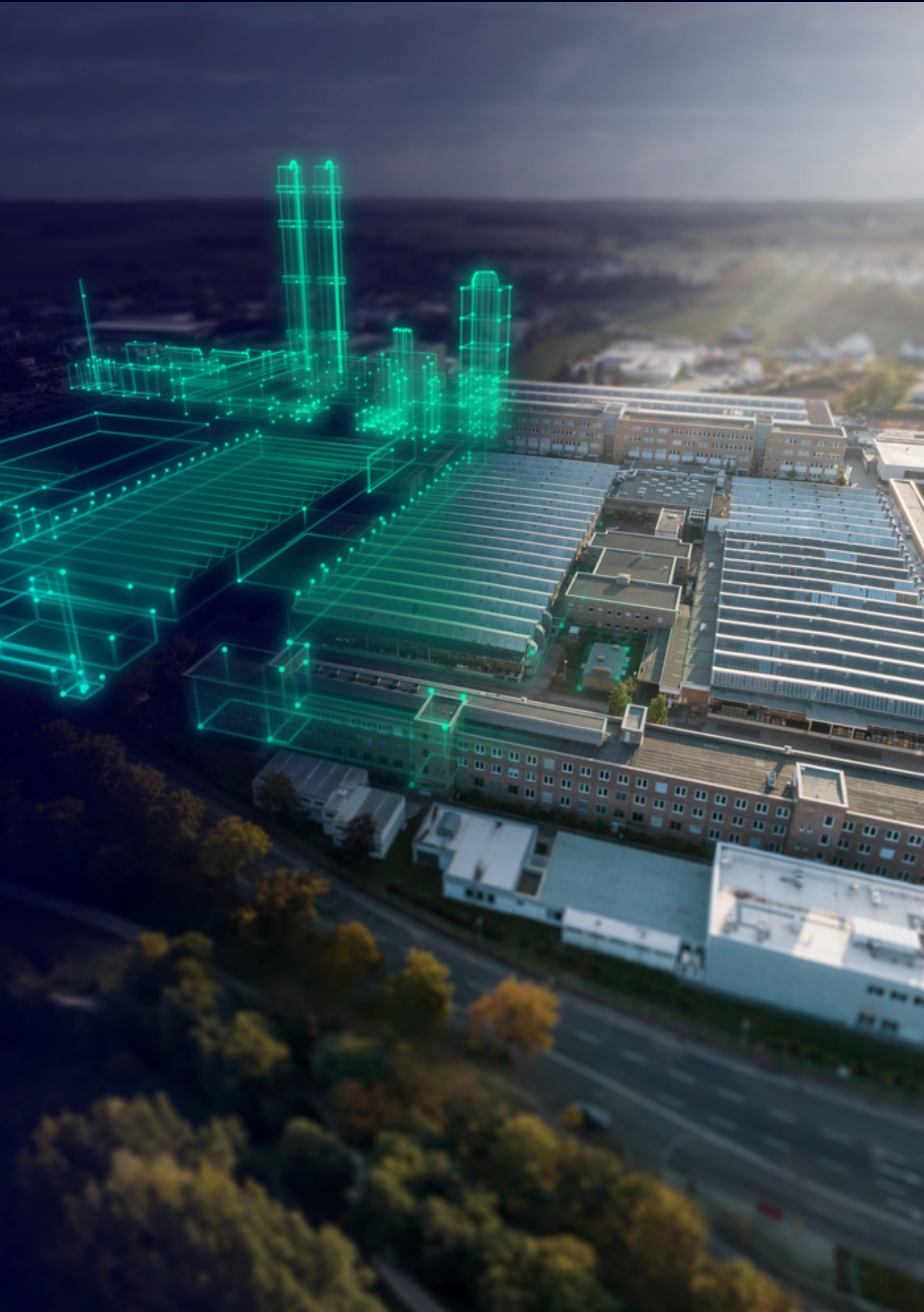
Digital Connectivity
and Power

Automation
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Measurement
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Market-specific
Solutions

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State-of-the-art Process Automation

Together with our Process Automation Partners, we work to address all customer needs in regard to software, automation and services. Whatever your requirements may be, our experts can implement customized solutions for you.

Broadly speaking, we focus on automation systems and software for process industries, process instrumentation and analytics, industrial communication, identification and locating, as well as power supply systems.

On the following pages, you can read more about each of these areas in more detail.

Digital Connectivity
and Power (DCP)



Automation and
Engineering (AE)



Measurement
Intelligences (MI)



Market-specific
Solutions (verticals)





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Digital Connectivity and Power (DCP)

To benefit fully from the opportunities of digitalization, Digital Connectivity for Industry is a decisive factor. Working almost invisibly, it provides the vital connections between all objects, systems and applications. In this way, a plant becomes intelligent.

Our offering includes the essential elements of digital infrastructure – such as industrial identification and locating systems, communications solutions, gateways and apps for process instrumentation, industrial security, as well as future key technologies like Industrial 5G, TSN and Cloud-Connect. Together, this forms the foundation for all current and future IIoT applications.



Target Group

Specifically, we support System Integrators, IT Solution Providers, Automation Experts, Distributors, Value Added Resellers and OEMs. And our comprehensive offering for holistic OT / IT solutions covers all aspects of Industrial Communication and Identification – including cell communication, wireless networks, real-time locating systems and much more.

Portfolio highlights

For all aspects of industrial communication and identification

Industrial
Ethernet



Industrial Wireless
Communication



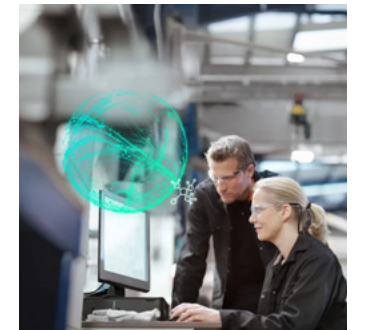
Industrial Remote
Communication



Rugged
Communication



Industrial Network
Solutions



Network
Management



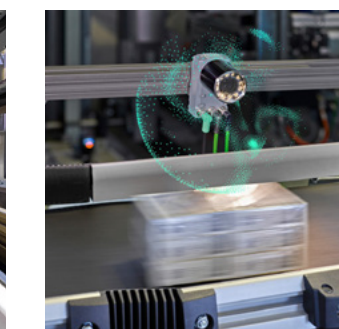
Locating
(RTLS)



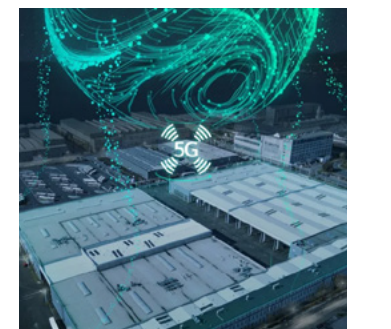
RFID Systems

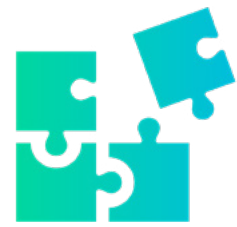


Optical identification
Systems



5G





Partner Modules

Creating added value for our partners and enabling joint best-in-class customer solutions

Portfolio Modules

Certified product & system-related solution expertise

Industrial Strength Networks

Industrial communication networks are the backbone of any digitalization solution. With our program module, Industrial Strength Networks, we are addressing companies that offer network consulting and design and increase the operational efficiency and effectiveness of industrial networks. The partners in this module can be both IT solution providers and automation specialists (OT).

Solution Partners in this program module are OT and IT network specialists for various focus industries, such as automotive, electric utilities, transportation, oil & gas or food and beverage. They are able to link production networks to enterprise networks (IIoT) and offer industrial network solutions at competitive prices.

Solution Partners offer high-quality solutions and services using Siemens SCALANCE and / or RUGGEDCOM products in the area of industrial automation. They deliver leading edge solutions and services for robust industrial networks, thus supporting the customers in their digitalization transformation.

Identification & Locating

With our program module Identification & Locating, we address companies that offer RFID solutions, optical identification systems and real-time locating solutions. Partners in this module design and implement leading edge solutions at competitive prices. They are also identification and/or locating specialists for various focus industries, such as automotive, food and beverage, pharmaceuticals or logistics.

Solution Partners can offer high-quality solutions and services using Siemens SIMATIC Identification Systems and SIMATIC RTLS products. Their innovative solutions and services improve customer production processes and are the basis for providing digital twins with motion data.

Industrial Communications

Solution Partners in this program module are characterized by their comprehensive automation know-how as well by their special know-how relating to SIMATIC NET. With their solutions, partners offer an efficient use of all communication components – such as CPs (Communication Processors), active and passive network components, as well as industrial bus systems in the manufacturing and the process industries.

Expert Modules

Proven application & industry-related solution expertise

IIoT Connectivity

This module is aimed at experienced partners from the areas of IT / OT network solution providers and / or identification and localization in the manufacturing industry. The expert in IIoT connectivity plans, implements and operates integrated solutions from the field level up to cloud connectivity in the area of Industrial IoT. An IIoT Expert Partner is the customer's best choice to successfully implement holistic solutions for demanding and complex digitalization projects. IIoT Expert Partners are part of the Siemens Digital Enterprise Community alongside the IIoT Cloud and Industrial Edge experts.

Click on the name of the respective module to learn more



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Benefits

Program module benefits and access to exclusive information and offers

- **Pre-Sales Support**

Exclusive access to the Siemens Pre-Sales Team.

- **Professional Services Support**

Project support in regard to design and implementation tasks from technical experts in Digital Connectivity for fast ramp-up.

- **Dedicated Regional Contact and Support**

Always there for you along with worldwide support.

- **Highly Discounted Demo Equipment**

Exclusive Partner discounts for demo equipment for training and testing purposes up to 15k EUR list price.

- **Post-Training Special Value Packages**

Extra incentives help you grow after finishing the training curriculum.

- **Web-based Seminars**

Web-based training are available at the Siemens Partner Academy.

- **Certification & Training**

We systematically develop, train, and certify our partners with a program that is unique worldwide, resulting in a group of highly qualified and competent experts. This global network continuously adapts to new requirements and technologies, making it fit for the automation tasks of the future.

- **Solution Partner Sign**

Clear sign of your professional qualification, as well as worldwide brand recognition and promotion of Siemens Solution Partners.

- **Solution Partner Certificate**

Certificate that confirms Solution Partner Automation Drives status.

- **Solution Partner Finder**

Be found even easier by potential customers.

- **Creation and Use of References**

Co-creating success stories and testimonials with the support of our experienced marketing experts.

Additionally for our Expert Partners, we offer:

- **Strategy Round Table**

Participation in roadmaps and strategy development in an agile and collaborative manner.

- **Extended Support**

Rely on our Professional Services Team in the acquisition of jointly agreed strategic projects.

- **Free Training Courses**

Two employees will receive two training slots every three years to obtain an expert certification: Siemens Certified Experts for Industrial Networks (CEIN) or / and Siemens Certified Expert for Industrial Identification & Locating (CEIID).

- **Partnership Visibility**

Expert certification as attestation for the Expert module and entry as Expert Partner with IIoT connectivity expertise in the Partner Finder.

- **Highly Discounted Equipment**

Software and / or hardware bundles for demonstration and training purposes, limited by partner and fiscal year to 25k Euro list price.



Automation Engineering (AE)

Process control technology is the central element of the Digital Enterprise and the basis for your end-to-end digitalization concept. Consistent digitalization begins with plant engineering, extends through simulation, commissioning and automation, and continues all the way to efficient plant operation. The SIMATIC PCS 7 and SIMATIC PCS neo process control systems offer you the optimal, integrated and reliable solution you need to master the challenges of today and tomorrow.

With process control systems, the higher the performance, the greater the benefit. Along with scalability, flexibility and integration, performance is a core strength of the SIMATIC family. In support of system integrators, OEMs and engineering companies, SIMATIC's end-to-end consistency ensures cost-effective and efficient plant operation in every application area and every phase of the plant lifecycle.



Target Group

- System Integrators, OEMs
- Engineering-oriented companies and departments at customers

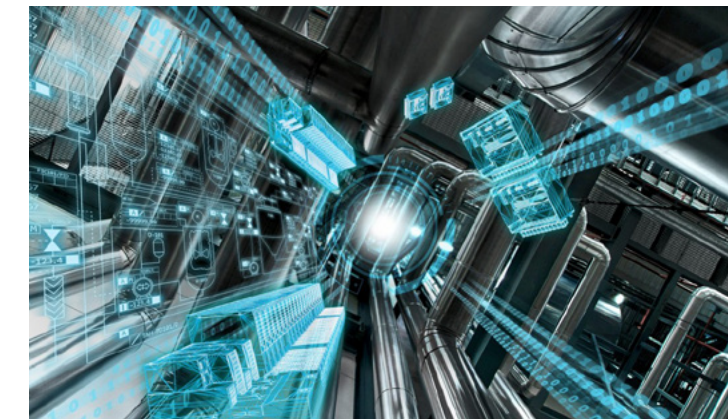
Specifically, at Solution Partner:

- Managing Directors, Sales and Technical Managers
- Project leaders, engineering staff

With our products, we address all applications in Process Industries (continuous and batch applications, as well as safety applications).

Portfolio Overview

SIMATIC PCS 7
Distributed Control System



SIMATIC PCS neo
A new world of process control



SIMATIC
Automation System



COMOS
Plant Engineering Software



SIMIT
Simulation Framework



TIA Portal
Engineering Framework





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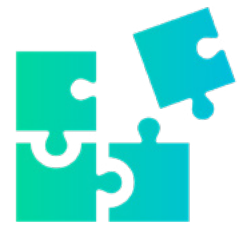
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Partner Modules

Creating added value for our partners and enabling joint best-in-class customer solutions

Portfolio Modules

Certified product & system-related solution expertise

Process Control System

Partners in this portfolio module have detailed knowledge of SIMATIC Process Control Systems and implement defined automation requirements for customers. To support partner commitment to SIMATIC Process Control Systems, we strive to strengthen the cooperation between Siemens and partners by continuously building knowledge. That's why we provide our partners a wide range of exclusive services.

Expert Modules

Proven application & industry-related solution expertise

Process Safety Applications

The most important priority when dealing with hazardous processes is to minimize the danger to people, plants and the environment without compromising the industrial production process. This often requires the use of functional safety to achieve the overall risk reduction targets. A dependable safety system (Safety Instrumented system, SIS) is used to bring the plant to the safe state in a timely manner when trip limits are exceeded. Implementing such systems requires competence in all aspects of functional safety and a detailed knowledge of the applicable standards and regulations. This partner module is focused on detailed know-how of functional safety in process industries, and management of functional safety.

PCS 7 Applications

This expert partner module focuses on detailed know-how of SIMATIC PCS 7, expertise in project management and consulting of control technology. To support partner commitment to SIMATIC Process Control Systems, we strive to strengthen the cooperation between Siemens and partners by continuously building knowledge. That's why we provide our partners a wide range of exclusive services.

PCS neo Applications (new since October 2021)

This expert module PCS neo Applications is focused on the implementation of automation projects with our new process control system SIMATIC PCS neo. In this module, we intensively support and qualify our partners to advise end customers and actively design the customer requirements for the automation solution.

Click on the name of the respective module to learn more



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Benefits

Program module benefits and access to exclusive information and offers

Technical assistance

- Technical workshops for the transfer of know-how.
- Discounted software packages.
- Expert support for fast help, application consulting and project support after consultation.
- Access to the internet-based training platform.

Sales and Marketing Support

- Participation in end customer and industry events.
- Participation in regional conferences to draw attention to the latest developments.
- Support in the generation of reference stories (technical articles, project applications, etc.).
- Opportunities for presentations at Siemens trade fair stands.
- Presentation and dialogue platform between you and the end customer.

Additionally for our Expert Partners, we offer:

- Application consulting and project support (10 hours per year for free, more upon common agreement).
- Participation in conferences with technical focus.
- Participation in special sales conferences and workshops.
- Participation in regional conferences to draw attention to the latest developments.



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Measurement Intelligence (MI)

We are the senses of our customers' operations, transforming data into sustainable customer value. We measure what matters, addressing precision, reliability and safety from the field level to digital solutions. Process instrumentation, process analytics and weighing technology are crucial to the process industry. They measure, analyze, regulate and control industrial processes, with immediate impact on plant efficiency and product quality.

Process instrumentation – precise and reliable measurement

Whether you're dealing with pressure, temperature, flow or level, Siemens Process Instrumentation offers innovative, single-source measurement solutions to increase plant efficiency and enhance product quality.

Compatible with the larger world of industrial automation and control systems, our intelligent instruments enable greater process transparency and smarter decisions. Our comprehensive portfolio also includes weighing and batching systems, pneumatic valve positioners, process controllers and process recorders.

Process analytics – complete measuring instrument solutions

From flue gas monitoring in waste incineration to gas analysis in the chemical industry or the monitoring of rotary kilns in cement works – our world-class process analytic products meet any requirement.

In-situ analytical procedures conduct physical measurements directly in the process gas line. Process data is generated without contact and in real time. Integrated systems that are reliable, proven and optimally tailored to the measurement requirements ensure exact measured values in every process area – while keeping total operating costs at a minimum.



Target Group

- System Integrators, OEMs
- Engineering-oriented companies and departments at customers

Specifically, at Solution and Approved Partners:

- Managing Directors, Sales and Technical Managers
- Project leaders, engineering staff
- Sales and marketing, including website support



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Portfolio Overview



Process Instrumentation

Pressure Measurement



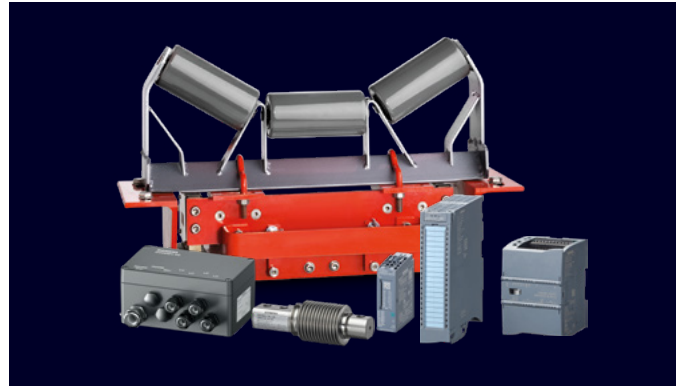
Temperature Measurement



Level Measurement



Weight Measurement



Communication and Software



Flow Measurement



Digitalization



Positioners

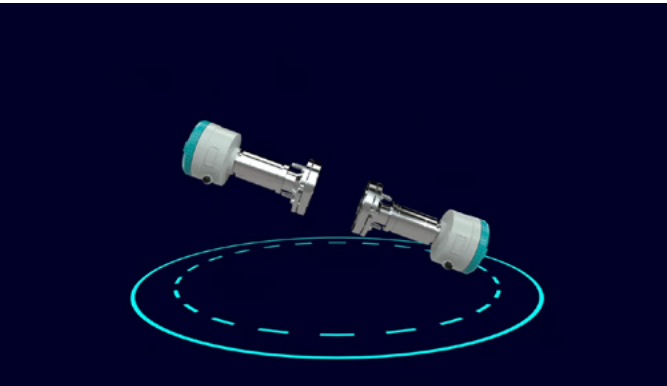


Process Analytics

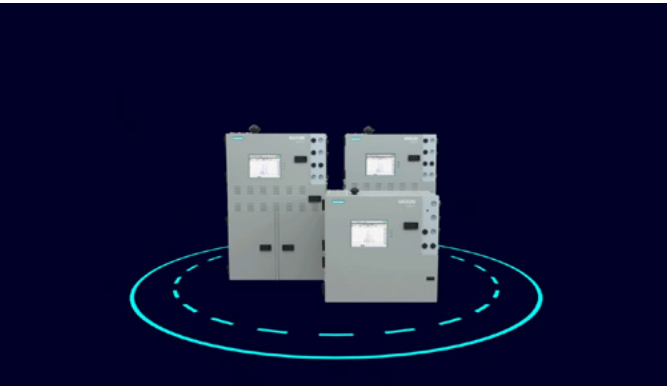
Extractive Continuous Process Analytics



In-situ Continuous Process Gas Analytics



Process Gas Chromatography



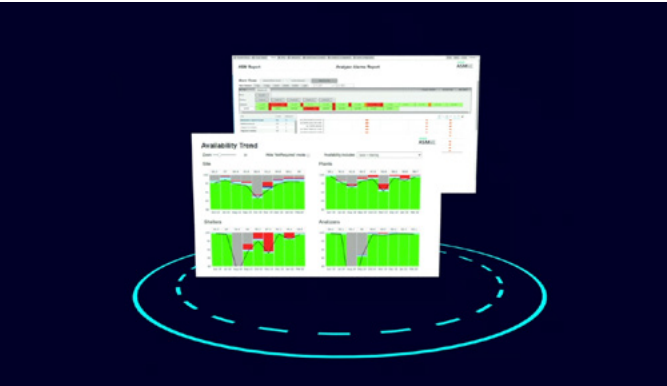
Liquid Analysis



Analytical Application Sets



Communication and Software





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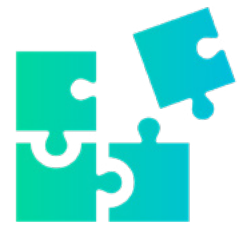
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Partner Modules

Creating added value for our partners and enabling joint best-in-class customer solutions



Siemens works closely with its Solution Partners to ensure that the technology is optimally tailored to customer requirements. Solution Partners in this program module stand out for their specialist know-how of Siemens Process Instrumentation and Process Analytics solutions with a strong focus on the process industry.

Portfolio Modules

Certified product & system-related solution expertise

Process Instrumentation

Siemens Process Instrumentation Solution Partners (SOPs) offer innovative measurement solutions to increase plant efficiency. They focus on the Process Industry and use the Siemens Process Automation Systems (DCS / SCADA) Instrumentation package to secure optimum input signals for the control of the processes in a plant. Whether you're dealing with pressure, temperature, flow or level, Process Instrumentation SOPs have best-in-class technical product and application knowledge. The focus of the Program Module Process Instrumentation is on continuous development of partner know-how through training, workshops and webinars. By close collaboration with our experts, SOP partners can increase their portfolio offering and take advantage of common sales activities to generate more business.

Process Analytics

The Process Analytics group offers products and solutions to determine the concentration of one or more gases within a mixture of gases in process industries. As a leading supplier of process analyzers and process analysis systems, Siemens provides optimum solutions for gas analysis, and our innovative analysis technology products are designed to meet market demands around the world. Ideal candidates include system integrators with the right capability to design customized analytical systems, along with the capability to precisely understand customer applications and solid customer relationship management skills.

The main goal of the SOP Module Process Analytics is partner qualification, which helps partners successfully finalize project applications and fulfill project responsibilities.

Click on the name of the respective module to learn more



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Benefits

Program module benefits and access to exclusive information and offers

Process Instrumentation Module

Partner Benefits Catalog

- Includes PI voucher with special prices for demo equipment.

Training via Partner Academy

- (Re)certification training.
- Web-based training.

Sales and Marketing Support

- Participation in end customer and industry events.
- Participation in regional conferences to draw attention to the latest developments.
- Support in the generation of reference stories (technical articles, project applications, etc.).
- Opportunities for presentations at Siemens trade fair stands.
- Presentation and dialogue platform between you and the end customer.

Process Analytics module

Pre-Sales, Project and Service Support

Sales Support

Access to internal Tools

Trainings & Workshops

- Certification workshop training.
- Know-how transfer through regular sector-specific training courses, workshops, and webinars.
- Training in our SITRAIN Training Centers, under special conditions.
- Professional references (case studies) for promotional purposes – e.g., flyers, films, articles.
- Joint specific events e.g., conferences, customer events.
- Special webinars only for Process Instrumentation Partners.

Sales & Marketing Support

- Sales and project support by our experts in the region as well as by our global expert network.
- Access to sales & marketing tools.
- Professional references (case studies) for promotional purposes – e.g., flyers, films, articles.
- Joint events – e.g., partner conference.



Market-specific Solutions – focus on industries and markets

As every customer has specific needs and requests, you can rely on our established and comprehensive knowledge of markets. Answer market-specific demands with the best and most appropriate products, services, and solutions that can effectively and efficiently be implemented for your customers. Our digital solutions not only broaden our automation portfolio, but they also provide customers with long-term reliability for their investments.

Each Solution Partner is fully qualified in their chosen field with high-level expertise and profound technical knowledge of industries as varied as automotive, food and beverage, water and wastewater, and many others.



Target Group

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Specifically, at Solution and Approved Partners:

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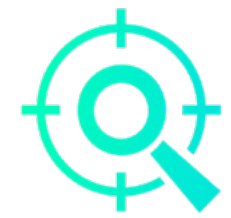
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Focus markets for Solution Partner Program



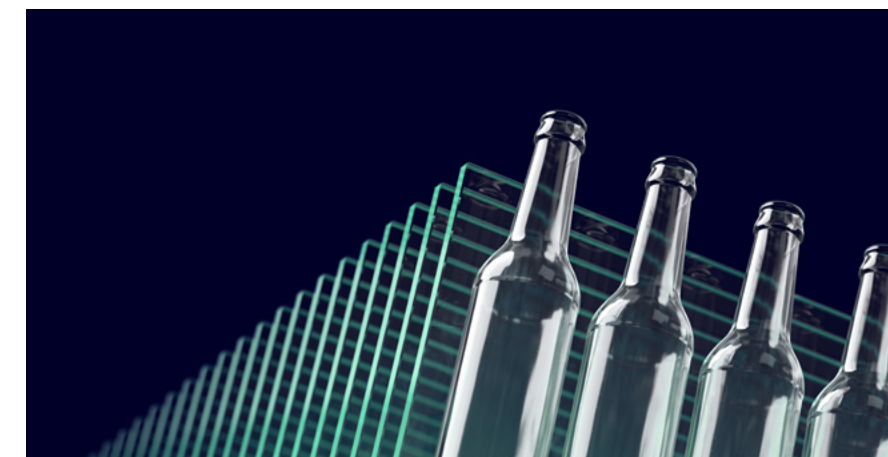
Chemical

With extensive knowledge and significant experience in project management, our Solution Partners offer chemical plants robust automation technology that helps optimize end-to-end digitalization. Plants can rely on SIMATIC PCS 7 expertise, complete digitalization offerings and efficient chemical process automation that deliver enhanced flexibility, efficiency and availability. Every step of the way, expect smart collaboration to successfully complete projects.



Food and Beverage

When tackling food and beverage industry challenges, our Solution Partners bring vast project know-how and full understanding of the entire ecosystem. With expertise using specific toolboxes, such as Digital Plant Experience, take advantage of Industry 4.0 and execute greenfield and brown-field projects. Further customized automation solutions such as the digital twin and blockchain result in flexible batch processes, recipe-accurate production, and optimal dosing and mixing applications.



Glass

Our Solution Partners are ready to help you master digital transformation in the glass industry. Along the entire value chain, they offer the right automation knowledge and technology, including SIMATIC PCS 7 and SIMATIC WinCC, as well as production data analysis for greater transparency. For every undertaking, trust in comprehensive project and quality management that lead to time- and cost-effective execution.



Pharmaceuticals

In the complex pharma industry, our Solution Partners enable more efficiency in all areas – R&D, process optimization, documentation, production, quality assurance, and compliance. Their expert knowledge in executing automation and digitalization systems ensures data integrity, while Good Manufacturing Practice (GMP) experience allows them to integrate structured qualification, realize industry-specific documentation and validation, and win projects.



Water and Wastewater

When it comes to Earth's most valuable resource, our Solution Partners drive efficient processes in multiple areas – wastewater treatment, water treatment, water reuse, sea water desalinization, pump stations, irrigation, and more. Proficiency in industry-specific processes, as well as SIMATIC PCS 7 and SIMATIC WinCC certification, results in reliable project management and smart use of resources. At all project phases, rely on close collaboration and full support.

Stay tuned for more information on focus markets.



Benefits

Program module benefits and access to exclusive information and offers

Pre-Sales, Project, and Service Support

- Meetings, presentations, workshops.
- Clarify applications directly at the customer.
- Consulting for strategic customer projects (closely coordinated).

Sales Support

- Proof of competence in the focus industry:
 - Company certification is expanded with the Expert modules.
 - Partner Finder is expanded with our specific Expert modules.

Industry Networking Possibilities

- Sales and project support by our experts in the region, as well as by our global expert network.
- Dedicated help for larger projects and those with special conditions.
- Special prices for test and demo equipment.

Access to Restricted Tools

- Presentations and documents.
- Graphics, images/pictures, screenshots, films.
- Installed base / reference lists.
- Latest logistic information.

Trainings & Workshops

- Certification workshop training.
- Know-how transfer through regular sector-specific training courses, workshops, and webinars.
- Training in our SITRAIN Training Centres, under special conditions.

Marketing Support

- Advertising material, publications available at factory cost.
- Support for the creation of a partner flyer with solutions and references (optional).

- Support for the publication of application reports in Siemens media and external trade magazines.
- Mutual participation in internal exhibitions.
- Speaker slots at customer events.
- Access to sales & marketing tools.
- Professional references (case studies) for promotional purposes – e.g., flyers, films, articles.
- Joint events – e.g., partner conference.



References – Zero downtime at Barilla sauce plant

Barilla

Barilla chooses Siemens to implement Digital Connectivity at its sauce plant in Rubbiano

Customer Objectives

Expand plant by two lines and double production:

- A robust and segmented industrial communication network
- Process and analyze the huge amounts of field data in real-time
- Avoid downtimes and thus prevent disruption of production
- Fullfill the new cybersecurity standards
- Connect IT and OT worlds
- Remote control and teleservice system

Customer benefits

“The most difficult part was converting the network architecture while the systems were in operation or in the few times production could be shut down. Thanks to the expertise of Siemens and their competent partner ITCore, we managed to achieve this with zero downtime.”

– *Andrea Di Nicola, Automation Manager at the Barilla plant in Rubbiano*

- Reduction / elimination of times of inactivity and downtime due to malfunctions
- Repaid investment
- Smart working even when being off-site
- Real-time analyses of big data
- Easy maintenance
- Higher cybersecurity and data protection standards

[Read more](#)



References – Simulating life under the sea

Australian Institute of Marine Science

SIMATIC PCS 7 at Australian Institute of Marine Science

Customer objectives

- Solution to provide a complete plant; process automation system to run highly sophisticated marine research
- Solution for high-precision data collection and reporting
- Highly reliable solution allowing online system modifications and flexibility

AIMS is an Australian government research organization that specializes in tropical marine research. Using the new National Sea Simulator (SeaSim) aquarium facility in Townsville, Queensland, adapted to the Great Barrier Reef, AIMS scientist can replicate ocean conditions.

Customer benefits

- Highly reliable, highly available and scalable control system
- Easy capturing, consistency and security of the experimental data
- Long-term data availability
- Completely integrated Siemens solution based on Totally Integrated Automation

[Read more](#)



References – State-of-the-art tank terminal in Antwerp

Module Process Instrumentation: Standic B.V.

Tailor-made solutions at Standic tank terminal in Antwerp

Customer objectives

- Meet the ATEX requirements
- Realize compact solution in limited space

The tank storage company Standic opened a new storage terminal for liquid chemicals. Siemens supplied the entire automation of the Standic Terminal via our Certified Solution Partner. Siemens, Kampers Pumps & Services and Van Meer Industrial Services were able to realize a compact, safe and customized solution on time and within budget with Terminal Automation System SIMATIC PCS 7, pumps, drives and frequency inverters.

Customer benefits

- Safeguard the entire chain with a focus on digitalization, automation and electrification
- Promote standardization, open communication protocols and integrated process safety
- Kampers' pumps are equipped with digital instrumentation from Siemens, including digital pressure gauges
- Via Van Meer, Siemens also supplied the necessary switchgear and protections

[Read more](#)



References – Accelerated production setup for Covid-19 vaccine

BioNTech SE

Customer objectives

- Convert facility to Covid-19 vaccine production
- Equip plant with end-to-end digitalization and automation
- Enable paperless documentation

In autumn 2020, Mainz-based biotechnology company BioNTech acquired a new facility in Marburg, Germany. Working in full collaboration with Siemens, the company was able to quickly convert the existing facility into a production-ready plant. The project timeline was reduced from about one year to only five months, while the implementation of key parts of the new Manufacturing Execution System (MES) was reduced to two and half months.

Siemens products power the entire process flow. The Opcenter Execution Pharma MES orchestrates subsystems and processes and analyzes their quality. Processes can be automatically developed, optimized and managed. Siemens weighing systems are used for precise measurement – a vital component of mRNA

processes – and help ensure high product quality. All systems were modified for automation using the SIMATIC PCS 7 process control system, which controls and regulates the system processes. Other products used include network technology, WLAN access points, communication technology and the TIA Portal engineering framework. The new system and end-to-end digitalization of production enable conversion to paperless documentation of production, which can immediately fulfill all documentation requirements.

Customer benefits

- High degree of automation and digitalization
- Powerful, flexible, and scalable distributed control system
- Industry 4.0-compatible
- Paperless manufacturing and fully electronic batch recording
- In-depth service and on-call readiness

[Read more](#)



References – Clean water from the Tap for rural Botswana

Siemens Solution Partner Moreflow Thune Dam water treatment plant

Digitalization, flexibility and customization for clean drinking water

Customer objectives

- Meet demands for safe and clean drinking water
- Improve automation and monitoring

Botswana has a growing population and a strong economy, but has been battling water shortages for decades. Combined with an increase in water consumption, Botswana needed to improve its Thune Dam water treatment plant. For this plant, Siemens Solution Partner Moreflow (Pty.) Ltd. – headquartered in Francistown, Botswana – supplied the automation and electrical equipment and services. The scope of supply included a medium- and low-voltage electrical system as well as drive components and process instrumentation. The seamless integration of all components using the TIA Portal and the Profinet foundation ensures optimum data visibility. Reliable industry-grade components from Siemens are used on all levels to ensure

high plant availability. Today, the Thune Dam provides quality drinking water, local jobs and a glimpse of a hopeful future.

Customer benefits

- High plant availability
- Full view of the entire system
- Remote monitoring of automation systems and processes
- Secure supply of spare parts over a plant's entire lifecycle
- Seamless configuration and easy last-minute changes across all devices

[Read more](#)



Program
Overview

Your
Benefits

Digital
Enterprise Story

Process
Automation

Digital Connectivity
and Power

Automation
Engineering

Measurement
Intelligence

Market-specific
Solutions

References



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**Published by
Siemens AG**

Digital Industries
Process Automation
Östliche Rheinbrückenstr. 50
76187 Karlsruhe, Germany

**For the U.S. published by
Siemens Industry Inc.**

100 Technology Drive
Alpharetta, GA 30005
United States

Article No.: DIPA-B10291-00-7600
Dispo 27900
WS 07226.0
PDF
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