

SIEMENS

Ingenuity for life

Tomorrow's technology –
delivered today

Solutions for Process OEMs

[siemens.com/process-oem](https://www.siemens.com/process-oem)

Facing common challenges

In today's market environment, with increasing technical complexity and lower capital budgets, Process OEMs are challenged to find the right strategy. However, the needs of end users to continuously increase the efficiency and productivity of their plants present an opportunity for Process OEMs to distinguish themselves from the competition. Lead time, reliable performance, and the ability to seamlessly integrate plant and

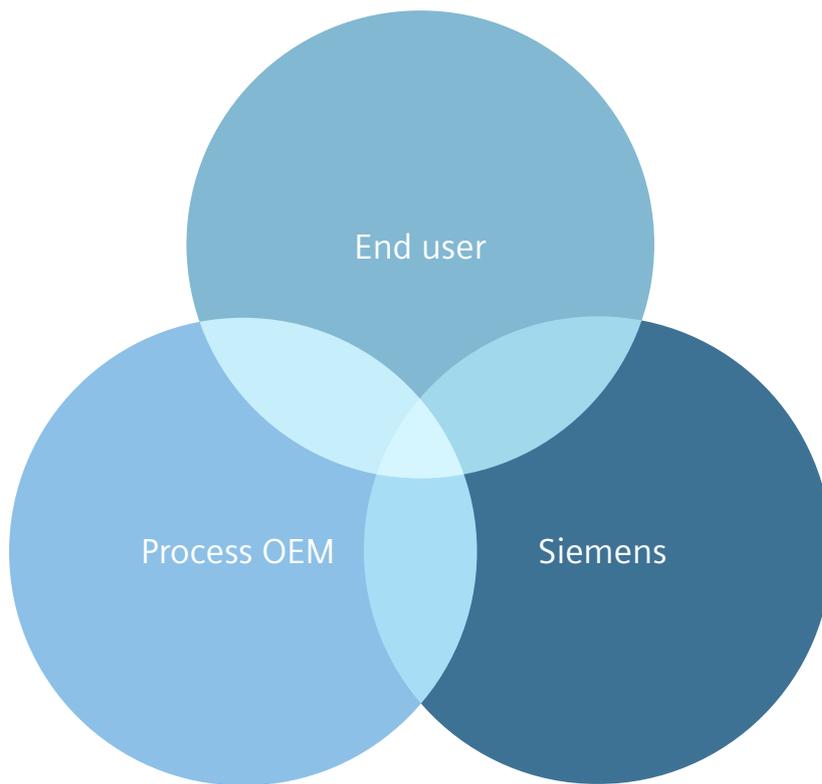
package units into a plant's overall automation system provide excellent opportunities to establish this differentiation.

Siemens understands these challenges and the electrical, mechanical, and control requirements of the many segments within the process industries. We are committed to helping you to succeed in standing out as a preferred OEM among your end users.

“As a machine builder, we require technology suppliers we can rely on in terms of communication and product quality. We know that Siemens is a strong partner.”

Gerhard Buhmann
Project Senior Manager
Voith Paper





Shared interests of Process OEM and Siemens

- Deliver high-quality systems that meet all end user requirements
- Comply with global and local regulations and standards
- Realize projects in an international environment
- Ensure long-lasting end user satisfaction after delivery
- Support customers over the entire life cycle of their plants
- Create reference projects in relevant markets
- Pave the way to the digital age

Together we create value for the end user



You have a history and reputation in your industry that is important to you and to your customers. Our own reputation as a provider of high-quality industrial technology and as a technological leader can further differentiate and enhance your offerings.

Many process industry companies use Siemens technologies in their plants and our operations around the world. They know and trust us for their electrical, mechanical, instrumentation, analytical, and control needs.

By putting Siemens inside your offerings you instantly take advantage of that and of our deep expertise in the process industries and our commitment to provide scalable, flexible, easily-integrated, and future-proofed technology and support.



Comprehensive cost-effective portfolio

Standard and high-end products deliver a favorable price-performance ratio in every single case.



Rely on a partner for worldwide business

We offer a comprehensively certified global factory network committed to consistently high-quality standards that offer compliance with all standards and numerous relevant approvals.



Global support from pre- to after-sales

We provide numerous offerings around its products and systems that support you over the entire life cycle of your machine or plant – from planning and realization to commissioning, right up to maintenance and modernization.



High product and systems quality

Optimized productivity due to maximized availability and protection of investments.



Reduced engineering effort due to reusable automation standards

Modular plant engineering and standardization of process units save time.



Accordance with standards and regulations

All Siemens products are in compliance of norms and standards for emissions, safety, quality, purity, etc.



Investment protection through innovative technology

Digitalization concepts are the key to maintain and increase a competitive edge in increasingly competitive markets.



Easy integration into whole plant concept of plant owner

We offer a comprehensive plant-wide automation concept and broad application, industry, and cross-sectional know-how.



Energy efficiency and environment protection

Innovative solutions enable permanent optimization of production processes and energy efficiency.



Optimized flexible and scalable solutions

Future process and plant optimization made easy through our comprehensive portfolio.

Partnering with Siemens

Automation systems as the core of the process equipment create added value that enables companies to outperform their competition. Siemens as a leading automation supplier and technology partner offers you everything you need to increase performance and quality, efficiency and productivity, easy integration, sustainability, and to meet industrial regulations and standards. Furthermore, Siemens' acceptance and footprints by end customers worldwide will help you increase your global market positioning and recognition.

Being an experienced partner with deep knowledge in the process industry, we offer a comprehensive portfolio of tailor-made solutions to support the complete life cycle of a plant. From sensors to control and monitoring to IT systems, from the process and plant design to engineering and commissioning, and through operation and services, we provide a full portfolio of tool sets and functions to optimize the individual process units and the entire plant.

Process and plant design

Siemens plant engineering software enables integrated engineering and operation with a centralized, object-oriented database. The bidirectional interface to process control systems allows for faster time-to-market, cost savings, and data consistency.

Engineering and commissioning

Our powerful engineering tools enable flexible and scalable system configurations. Simulation tools support virtual commissioning and testing, providing you with the certainty that your system seamlessly integrates into the overall system.



Operation

Siemens process control systems are convincing due to their ease of operation and integrated functions such as alarm management, process safety, or asset management and, hence, ensure the satisfaction of the end user. With the help of our simulation tools, end users can train their operators even before start-up.

Services

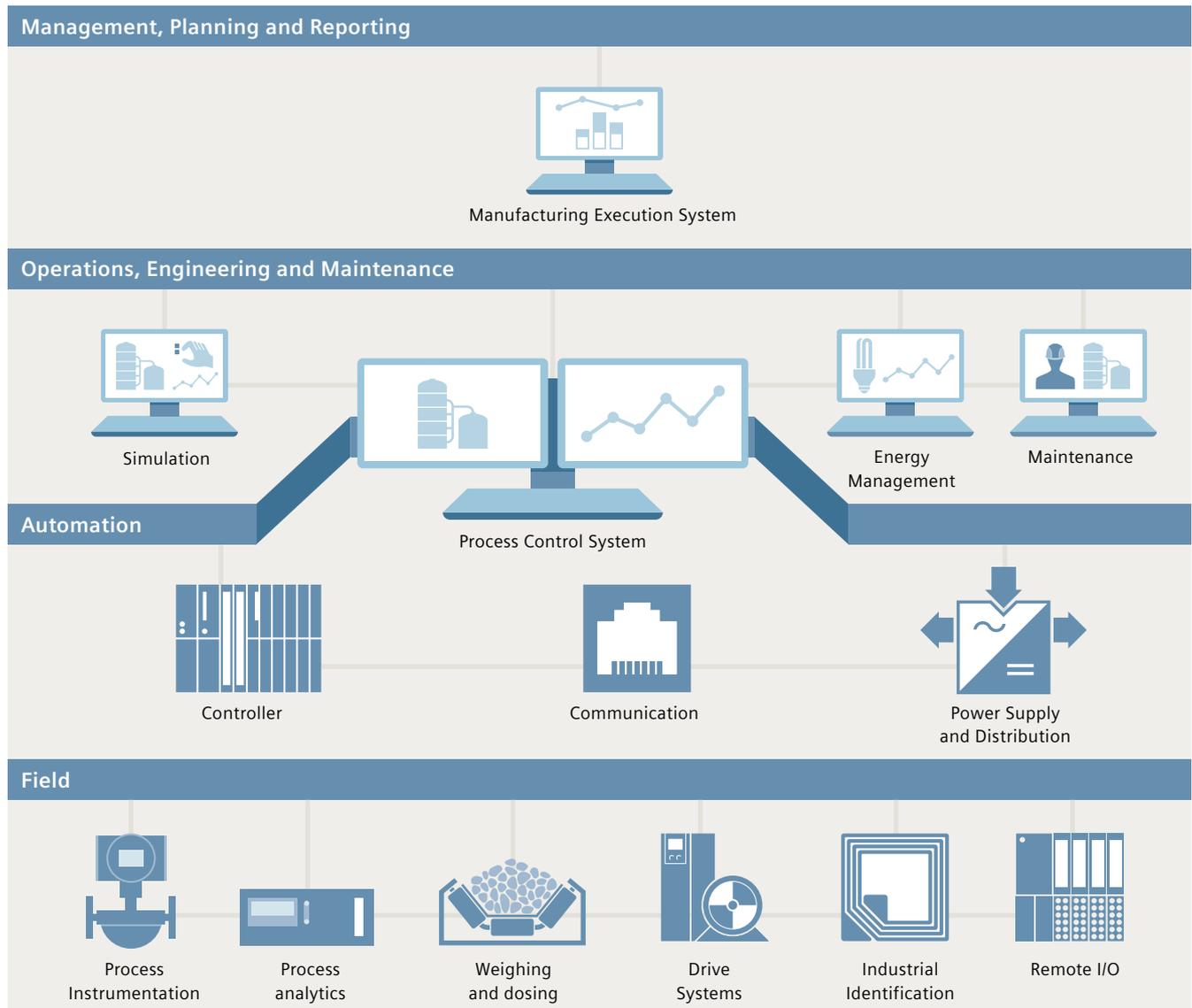
The global presence of Siemens supports fast delivery of spare parts, system upgrades, and life cycle services, as well as expansions and modernizations worldwide.

Solutions for all your automation needs

Simple automation solutions are not sufficient anymore in today's dynamic markets. Process OEMs are required to integrate their plant units into existing plants, offering complete solutions with short delivery times and maximized plant availability. Moreover, plant owners demand transparency of all processes and complete insight into their operations, forcing you to include digital and integrated services with consistent data throughout the entire plant.

Siemens' Plant-wide Automation concept covers the entire value chain to benefit both plant owners and Process OEMs and enables consistent data management all the way from sensors to controls and monitoring, from motors and drives to MES and ERP systems.

Standardized products, interfaces, tools, and engineering methods allow shorter time-to-market, increased flexibility, and higher efficiency.



Siemens offers the foundation for your digital plant

Automation and Engineering



- COMOS Plant Management Software
- SIMATIC PCS 7 process control system
- SIMIT Simulation Software
- XHQ Operational Intelligence Software

Analytical Products and Solutions



- Process gas chromatography
- Process gas analysis
- Laser analytics
- Emissions monitoring
- System integration

Power Supply Products



- Complete SITOP portfolio of regulated DC power supplies
- Uninterruptible power supplies
- Add-on modules
- Power supply system

Process Instrumentation



- Pressure, temperature, flow and level transmitter
- Electropneumatic positioners
- Process controllers and process recorders
- Weighing and batching technologies

Industrial Communication and Identification



- Industrial Ethernet networks
- Industrial security
- PROFINET / PROFIBUS
- Industrial WLAN
- Industrial identification

Lifecycle Services



- Integrated range of services from a single source throughout a plant's entire lifecycle

The future is digital

Our world is becoming ever more connected. Billions of intelligent devices and machines generate massive amounts of data, creating a bridge between real and virtual worlds. Turning these vast amounts of data into value is a key success factor. In addition to regular automation, digital solutions are helping plant owners and Process OEMs to increase productivity, efficiency and create progressively innovative products.

We are already able to offer the technologies of tomorrow – both hardware and software, for more efficiency, sustainability, and security.

Digitalization starts with the layout and design of the production process. Using an optimum software solution is essential to minimize design cost and time and provide for consistent data management. This digital thread is continued during installation and commissioning. Virtual testing and pre-commissioning of all automation and technological functions using state-of-the-art simulation tools reduces setup times and failures alike.



Discover your benefits

- Siemens is a globally acting, trusted partner
- Joint development of project opportunities
- Technical consulting and training (e.g. on functional safety, compliance with international standards, etc.)
- Partner program
- Industry specific know-how and experience
- Scalable product portfolio – only pay for what you need
- High-quality products – the right solution for every application, from field sensors to operations and management platforms
- Customized technical solutions
- Efficient engineering platform – faster time to market
- Comprehensive engineering support to migrate your application from other platforms



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