



Machine Builders / OEM

Azbil

Goals

- Implement a software solution aligned with the corporate mission to realize safety, comfort and fulfilment in peoples' lives while contributing to the global environment through "human-centered automation"
- Take advantage of an off-the-shelf solution that offers quick deployment and ease of use

Challenges

- The corporation requires a software solution with enough versatility to interface with many different hardware systems worldwide
- With over \$2.4 billion in global sales, Azbil needs extensive and immediate technical support

Results

- With the Wonderware software's ability to support Azbil's "Operation Anywhere" concept, the corporation has increased sales by approximately 50% over the last four years
- Wonderware software's standardized, pre-built graphics have provided savings in engineering costs and development time
- Azbil customers are maximizing their existing system investments due to the Wonderware solution's easy upgrades and upward compatibility



Industry: Machine Builders / OEM

"The terminal server capability of Wonderware software has enabled Azbil to increase sales by 50% over the last four years. "

Hironobu Hirakawa
Development Manager

BSH Bosch und Siemens Hausgeräte GmbH Germany

Goals

- Create an automatic equipment and operations data collection system that present equipment and operating data in charts, reports and dashboards
- Create a system that monitors downtime and scrap analysis and calculates Overall Equipment Effectiveness, measures variance and performance measurement (shift performance, cycle time, tooling, lost productivity data)
- Visualization of current parameters, tooling process and tooling optimization
- Enable automatic reporting and alarms via e-mail

Challenges

- The system has to be open, use a scalable platform on a unified enterprise-wide, multi language and web based system
- The solution has to run on a virtual and central server environment while being fully integrated to BSH's existing IT environment

Results

- Elimination of manual annotations for OEE parameter collection, with significant time saving for plant staff
- Accurate and comprehensive records of plant status and events
- Extensive system implementation on a global scale
- Faster and easier access to parameters via BSH Intranet
- Identification of improvement actions
- Definition of key areas (tools, plants and processes)
- Valuable tool for purchase decisions (e.g. identification of scrapped purchased parts percentage or equipment downtime due to defective parts)



Industry: Machine Builders / OEM

“The elimination of manual operations for the measurement of OEE parameters has resulted into significant cycle time reduction. Based on the results achieved with this solution, we are considering its extension to other countries outside Europe.”

Andreas Busse

BSH Bosch and Siemens Hausgeräte GmbH
IT Product Lifecycle Project Manager

Daifuku Co., Ltd.

Japan

Goals

- Provide best-in-class, comprehensive materials handling and logistics solutions to companies worldwide
- Achieve higher efficiency with software that supports multiple languages

Challenges

- Daifuku required a solution that would be flexible for global customers and also enable high productivity
- As a large business serving companies throughout the world, Daifuku requires responsive, multilingual technical support

Results

- The Daifuku solution incorporating the Wonderware software provides an easy-to-understand, intuitive overall view for planning and monitoring materials handling operations
- Because of its open architecture and support for multiple languages and character sets, the Wonderware software helps developers and engineers to be more productive
- The solution is highly flexible for use by Daifuku customers around the globe



Industry: Machine Builders / OEM

“Daifuku uses Wonderware software as the front-end HMI providing Monitoring and Operation Support capabilities that enable users to have a complete picture of what is happening in the system.”

Yasuhisa Mishina,
Deputy General Manager

Hendrick Motorsports

Charlotte, North Carolina

Goals

- Integrate Microsoft's Business Solutions- Dynamics SL financial program into a single, compatible system to manage inventory, track parts usage, and maintain a historical profile of car performance within 4 months

Challenges

- Coordinating information across 6 warehouses that are operated as independent entities
- Tracking usage of approximately 150 components on each car
- Getting the system up and running within four months

Results

- Multi-site asset management capabilities tracks inventory in all six warehouses
- Reduced cash outlay for inventory saves \$400,000
- Saved \$1,000,000 through reduced inventory by consolidating warehouse management
- Reduced overhead for single instance, multifacility management and saved \$65,000
- Integration with existing business and financial operations resulted in \$100,000 savings



Industry: Machine Builders / OEM

“What Schneider Electric has accomplished with a single system could have required four separate systems. The Schneider Electric solution also allows us to collect accurate performance and maintenance information to make informed decisions... this is priceless.”

Scott Lampe,
Chief Financial Officer

Ingersoll Rand

Ireland

Goals

- Reduce the energy consumption of manufactured equipment
- Optimize equipment management by end users
- Optimize compressed air consumption for customers

Challenges

- Adopt a software to control the proprietary equipment supplied by Ingersoll as well as by other vendors
- Identify the compressed air demand of production lines and, in some cases, also predict future demand

Results

- Compressors are turned on and off individually, using a smart management process based on actual requirements
- Real-time visualization of the status of installed equipment, eliminating the need for individual monitoring
- Monitoring of critical parameters to identify possible failure signals in advance, thus implementing real predictive maintenance
- Few months after the installation of the supervisory system, the end customer achieved approximately 8,000 Euro/ month of savings on the energy bill compared to the previous year



Industry: Machine Builders / OEM

“A customer asked to integrate our control system with the Wonderware solution they were already using to manage their manufacturing process. As a result, we could appreciate the benefits offered by an established platform, featuring high reliability and well known across the industrial domain.”

Luca Ferrari,
Energy Air Audit Specialist, Ingersoll Rand

Industrialesud S.p.A.

Teramo, Italy

Goals

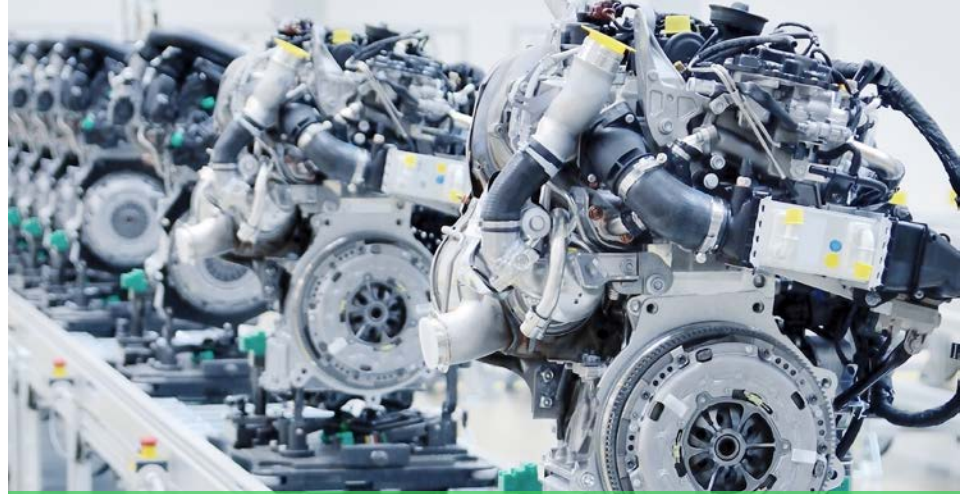
- Optimize the production changeover management and recipe management system
- Implement a system aimed at improving production efficiency

Challenges

- Guarantee continuous control with quality reference parameters
- Provide a reliable connection to corporate quality management systems and production data analysis

Results

- The system now complies with internal quality procedures while able to optimize the production cycle
- Production process automation eliminated errors due to manual updates by operators
- Increased loyalty of big customers because the new automated system provides better safety in each process stage while maintaining compliance with manufacturing conditions



Industry: Machine Builder VAR/OEM

“We have been using Wonderware solutions for years, as they provide effective answers to sophisticated requirements in the automotive industry, where this platform is recognized as a market leader.”

Carlo Caramanico, Technical Manager,
CMQ Automazione for Industrialesud

John Bean Technologies

Italy

Goals

- Maximize plant productivity;
- Avoid production downtime;
- Prevent failures and maintenance operations during periods of peak production for customers;
- Adopt a standard HMI solution, which is reliable while easy to use;
- Full control of production parameters.

Challenges

- Final customer's production process concentrated in few months;
- Impossibility to make software operation tests during production stages;
- Strict international regulations on traceability

Results

- Immediate action in case of failures or product anomalies
- Compliance with industry standards
- Full access to information for operators
- Competitive advantage in South East Asia thanks to InTouch interfaces in Chinese language.



Industry: Machine Builders / OEM

“From the very start, Wonderware InTouch has proved to be very intuitive and easy to use, as well as highly reliable. These features encouraged us to adopt it as standard HMI across our new lines.”

Luca Bandini

Project Manager, SCADA Automation
John Bean Technologies

Magna Automotive

Burton-on-Trent, United Kingdom

Goals

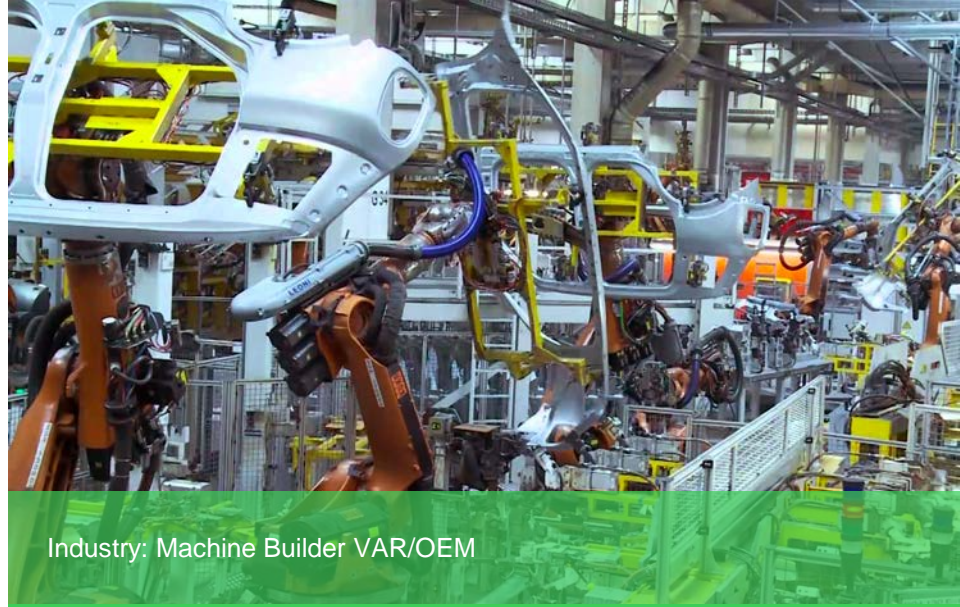
- Magna Automotive was required to increase the number of panel variations to handle the requirements for both the outgoing and new vehicles, which meant an increase in the number of variances of around 17%.

Challenges

- The project had to be completed in a very short time frame.
- The plant could not be shutdown and production had to be maintained while the expansion was being undertaken.
- The new system had to show improvement in quality, throughput and space utilization.

Results

- New personnel can operate the plant with very little training.
- On time delivery.
- Productivity for the existing workforce increased equivalent to a head count redeployment of 8%.
- The Automation and Control System was enhanced by improving stock control, production planning, and inspection of stock produced, as well as adding advanced, automated reporting capabilities.



Industry: Machine Builder VAR/OEM

“By using upward-compatible, standard software from Wonderware, we were able – even in the first phase in 1996 – to lay the foundations for later expansions. There has never been a need for an expensive, time-consuming renewal of the InTouch application for version upgrades.”

Olaf Kolmer
Project Manager, Cegelec AT GmbH

Meteng Pty LTD.

Australia

Goals

- Enable an accelerated design process so that plants can begin to generate income more quickly
- Provide an interactive simulation environment that saves time and money by testing plants and processes before they are constructed
- Facilitate more effective learning by enabling operators to make mistakes and practice responding to emergency or out-of-compliance conditions without negative consequences

Challenges

- The complex Walk-Through Interactive Simulated Environment (WISE) system has enormous power requirements and integrates Apple, Windows and Wonderware technology with very large, high-resolution displays
- The system had to be built with components that would ensure easy and cost effective expansion to meet the needs of many different client

Results

- Improved system performance. Increased data transfer rates and response to operator interactions on the various systems that make up the simulation system
- Software platform enabled development of functionality Meteng required for its simulation systems
- Developers could concentrate on task of process modeling and simulation instead of focusing on complex program code
- Software offered opportunity for Meteng to develop methods enabling re-use and standardization, resulting in tremendous savings in engineering costs



Industry: Machine Builders / OEM

“We found enormous differences in data transfer and operator response rates with other systems, but we have not yet found any limitation on what we can do with Wonderware software.”

Jim Groutsch
Managing Director

Pavan Group

Italy

Goals

- Maintaining high efficiency on lines in continuous operation;
- Combining legislative requirements and production management;
- Providing operators with total visibility on production lines;
- Graphically displaying production line maintenance requirements.

Challenges

- Using the same machines for different products and formats;
- Compliance with EU directives on traceability;
- Quicker changeover;
- Quick and simple configuration of each new production batch by the operator

Results

- The end customer can immediately trace back to the causes of any performance reduction;
- Competitive advantage stemming from a range of machines and systems equipped with innovative tools and instruments for real-time automation and data management;
- Reduced energy consumption thanks to optimized production processes and equipment.



Industry: Machine Builders / OEM

“We have fully agreed to our end customer’s request to implement Wonderware technology: we have always used Wonderware solutions for their reliability and ease of use.”

Luca Ongarato

Software Engineering Project Manager, Pavan S.R.I

Roland DGA - Accounts payable

Irvine, California

Goals

- Roland DGA wanted to improve professional customer service practices, such as the prompt payment of vendor invoices
- The company decided to reduce processing cycle time, decrease errors and better manage overall business process costs through an automated solution
- The elimination of paper processing and more efficient management of accounting operations would ideally provide for a more effective electronic document management system

Challenges

- Roland DGA recognized that it had to replace a manual accounts payable process in which vendor invoices were routed to managers for review and signature, resulting in processing delays and excess staff effort
- Roland DGA had to convert to an electronic framework where accounting staff and business managers would now have to learn to work with digitized documents available on a 24/7 basis

Results

- Roland DGA can now scale system operations to process up to 1,600 invoices per month
- A streamlined process has been established improving overall invoice approval time, with processing time reduced from several weeks to only two to three days
- Roland DGA can increase vendor discounts for on-time and early payment by up to 40%
- Roland DGA also has been able to reduce the resources of its accounts payable staff by half
- The automated process ensures that invoices are scanned once and processed quickly



Industry: Machine Builders / OEM

“It is truly an incredible system that Skelta provides in terms of the details and richness of functionality. The workflow, user interface and document library is a significant improvement over the existing manual process and has the potential to be of great business value to Roland DGA.”

Diane Bullock,
Business Systems Manager

Roland DGA – Web Portal

Irvine, California

Goals

- Streamlining the process of employee performance evaluations was important to Roland DGA's human resources (HR) department's overall operations
- Roland DGA required an automated system to provide enhanced visibility for completing employee evaluations and identifying and fixing bottlenecks in the system
- The HR team required easy access to information to complete the evaluation process in a timely manner

Challenges

- The current HR employee evaluation process consisted of a manual system which took significant amounts of time to complete and was prone to errors
- With various legacy technologies already in place, Roland DGA had to find a system that could easily integrate with these existing technologies

Results

- Performance evaluations now take less time to complete because documents are online, enabling managers to make changes in real-time
- Managers now receive email notifications of assignments, reminders that enhance the employee evaluation process and have achieved an overall improvement in the appraisal version control process
- Performance evaluations are automatically archived for easy retrieval



Industry: Machine Builders / OEM

“Skelta provides a flexible platform that allows us to build what we need while still taking full advantage of our existing Microsoft technology investment.”

Diane Bullock
Business Systems Manager

Valmet Automotive

Uusikaupunki, Finland

Goals

- The automotive manufacturer needed production data to be easily transferred between the automation and ERP systems
- Data generated from the new automation software system had to effectively manage bill of materials and track and trace data used in the production of the end-products

Challenges

- Due to growing demand for energy-efficient electric automobiles, the company was eager to have an Manufacturing Execution Solution installed quickly to enable the immediate ramp up of manufacturing
- It was important for the new software solution to easily integrate with existing software and hardware currently installed at the facility for quicker ROI

Results

- The Wonderware solution was installed quickly enabling Valmet to bring manufacturing online in three months
- The software provided flexibility in the management of production data and bill of material documents
- With its Web-based reporting capabilities, all necessary production managers and executives have immediate access to manufacturing data enabling more effective decision-making



Industry: Machine Builder VAR/OEM

“Wonderware operations software was adapted for the car manufacturing environment in only three months. All production data is now handled in electronic format; no paper printouts are required.”

Kari Rannila, Manufacturing Director
NTS Networks



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