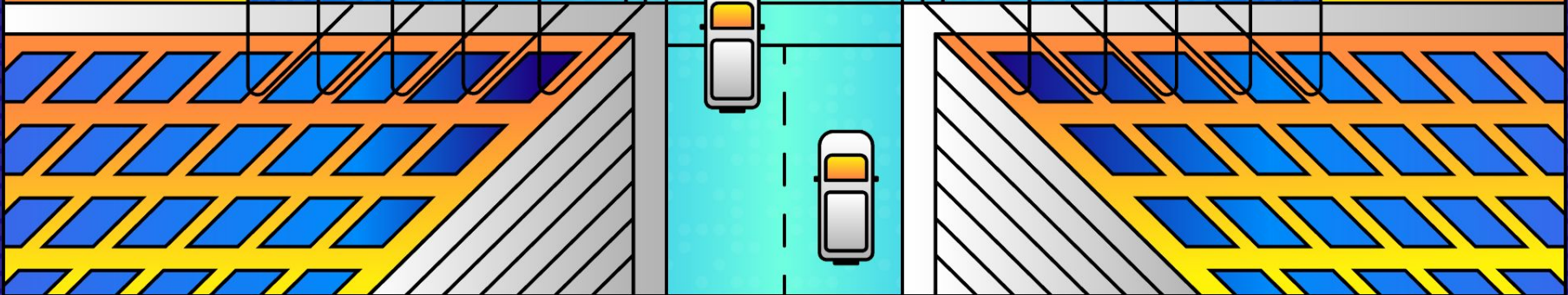
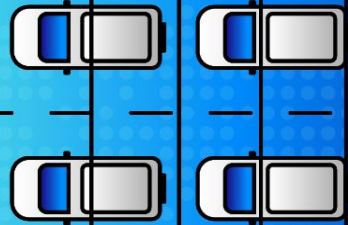
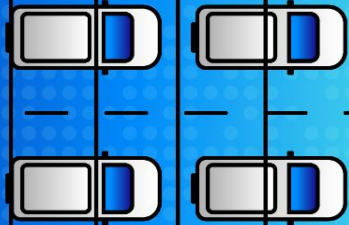


License To Thrive: Bypass Project Roadblocks With Unlimited Licensing



Today's Speakers



Don Pearson

Chief Strategy Officer
Inductive Automation



Chris Monchinski

Chief Technology
Officer
InflexionPoint



Sean McFarlane

Team Leader
DSI Innovations

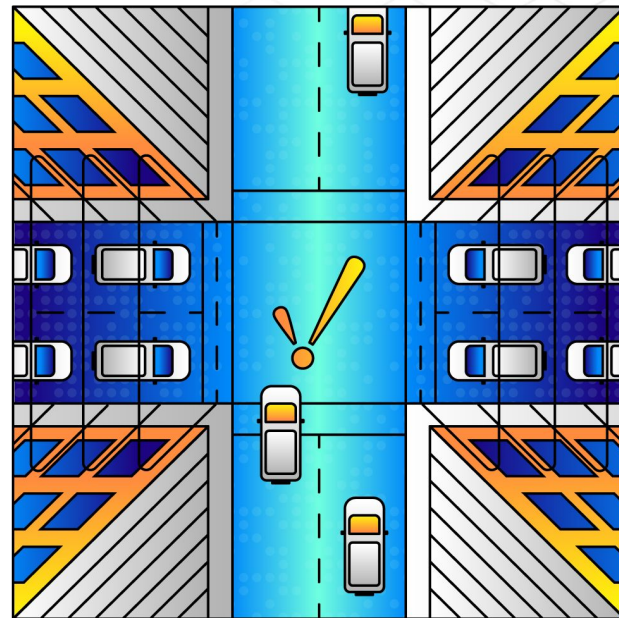


Nathan Kramer

Technical Resources
Manager
*NorthWind Technical
Services*

Agenda

- About IA & Ignition
- Roadblocks Caused By Traditional Licensing
- Unlimited Licensing With Ignition
- InflexionPoint
- DSI Innovations
- Northwind Technical Services
- Group Discussion
- Q&A





Johnson & Johnson



Chobani

65%
of Fortune 100

4k+
Registered
Integrators

100+
Countries

22+
Years In The
Industry

DFW

FUJIFILM



Crate&Barrel



BASF

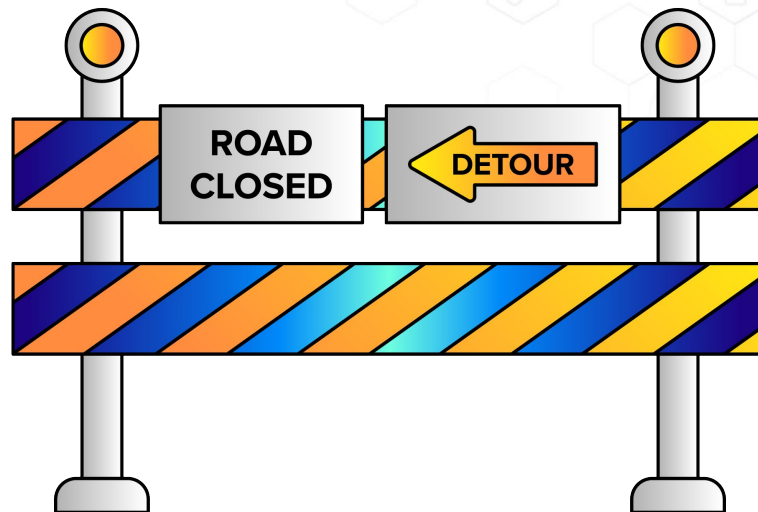


**The #1 Unlimited Platform for
SCADA and So Much More**

- **Connect, Design, Deploy Without Limits:**
 - One central hub for everything on the plant floor
 - Create any kind of industrial application
 - Web-deploy clients to desktops, industrial displays & mobile devices
- **Unlimited licensing**
- **Industrial-strength security and stability**
- **Trusted by thousands of companies worldwide**

Roadblocks Caused By Conventional Licensing

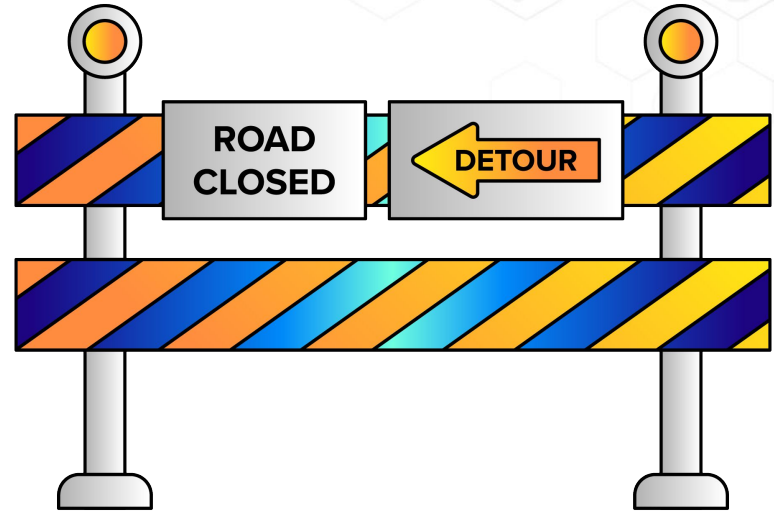
Conventional SCADA licensing causes many roadblocks that keep you from making your projects as effective as they could be.



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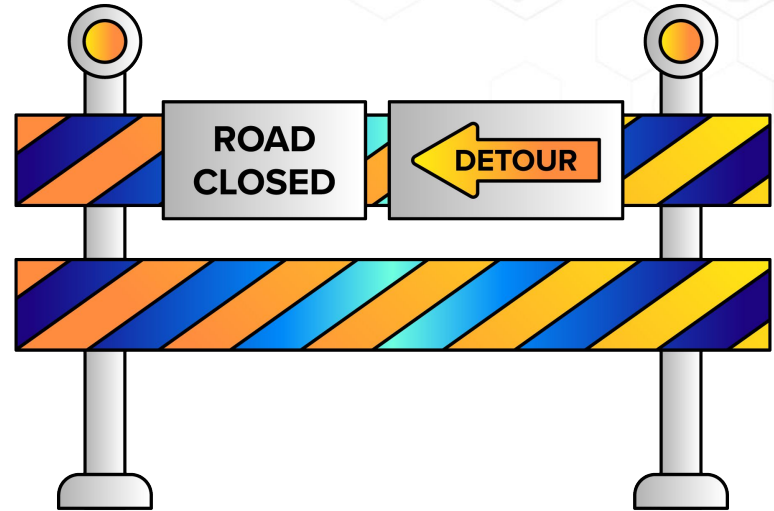
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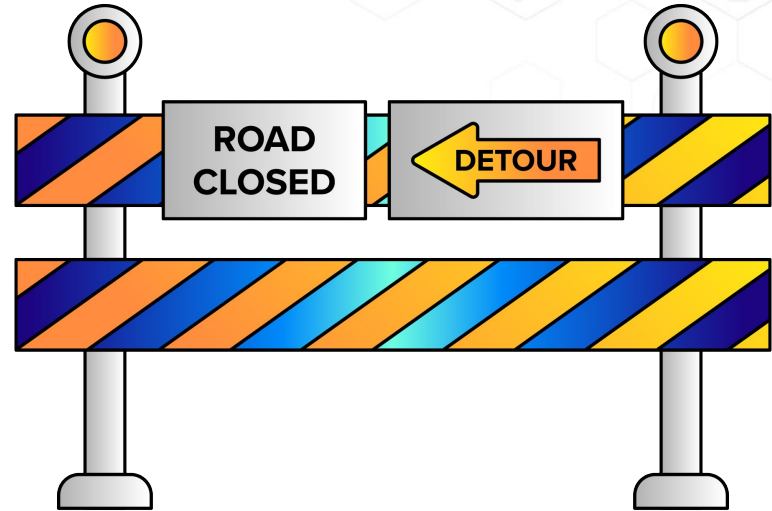
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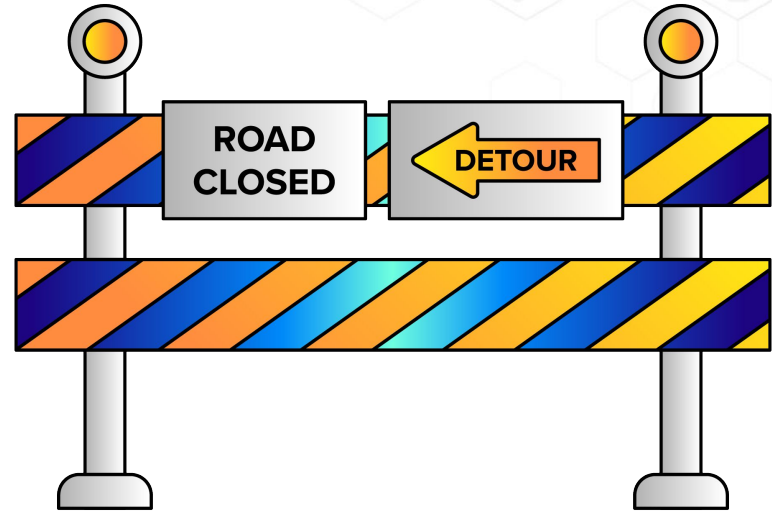
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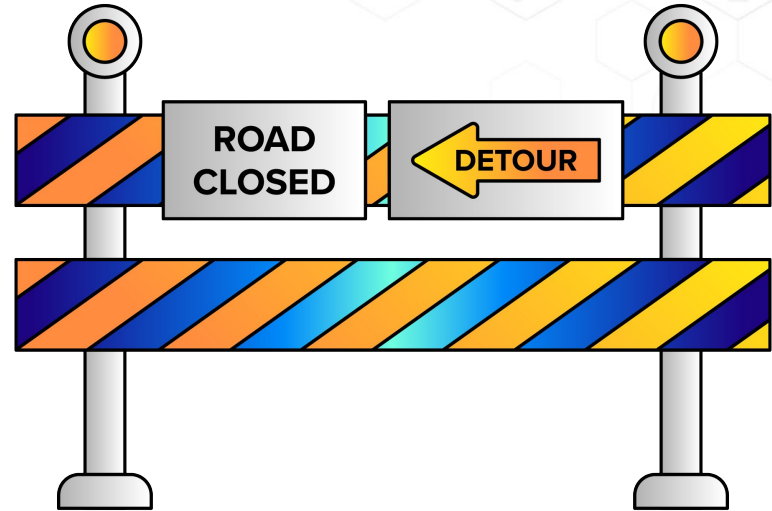
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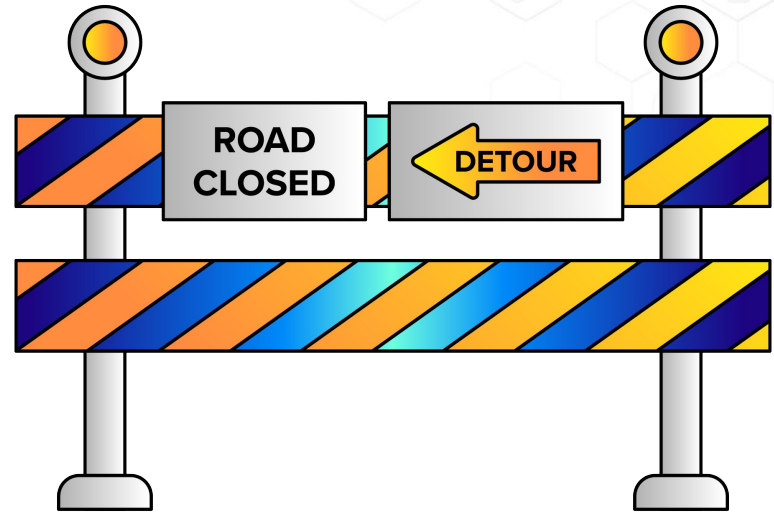
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5. It's Subscription-Based.



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Did you experience these or other roadblocks before you started using Ignition?



Unlimited Licensing With Ignition

- Created in response to the pain points of conventional licensing.
- One of the founding pillars of Inductive Automation.
- Server-based
- No restrictions on number of tags, clients, devices, designers, reports, etc.
- Connect your whole facility for one affordable price



Unlimited Licensing With Ignition

1. ~~It's Expensive.~~ It's Affordable.



Unlimited Licensing With Ignition

1. ~~It's Expensive.~~ It's Affordable.
2. ~~It's Time & Labor Intensive.~~ It's Fast & Easy.



Unlimited Licensing With Ignition

1. ~~It's Expensive.~~ It's Affordable.
2. ~~It's Time & Labor Intensive.~~ It's Fast & Easy.
3. ~~It Makes Systems Hard to Scale.~~ It Helps Future-Proof Your System.



Unlimited Licensing With Ignition

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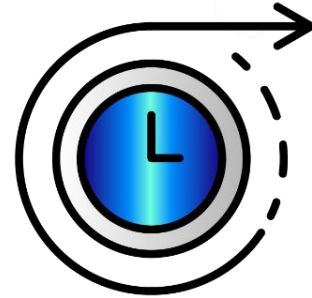
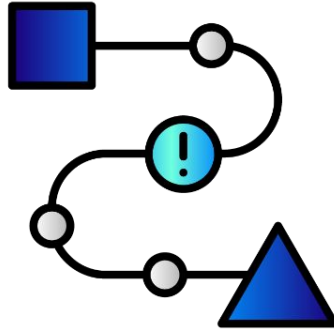
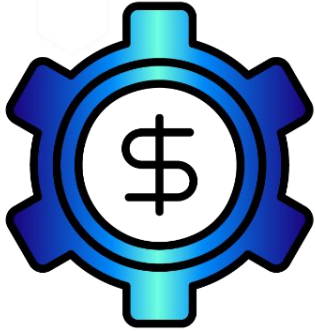


Unlimited Licensing With Ignition

1. ~~It's Expensive.~~ It's Affordable.
2. ~~It's Time & Labor Intensive.~~ It's Fast & Easy.
3. ~~It Makes Systems Hard to Scale.~~ It Helps Future-Proof Your System.
4. ~~It Hinders Innovation.~~ It Empowers Innovation.
5. ~~It's Subscription Based.~~ It's A Perpetual License.



Real-World Projects





Ignition Unlimited Licensing

Flexibility to Scale





Scaling Ignition in a New Industry

From Cow to Cash - Profitable Renewable Resources

At each RNG Sites

A true smart manufacturing effort with multiple technical disciplines

Infrastructure and Cyber to ensure safe and secure operations and remote access for operations

Automation for Safety and Control, Local Supervisory Systems

Manufacturing Intelligence for robust data collection

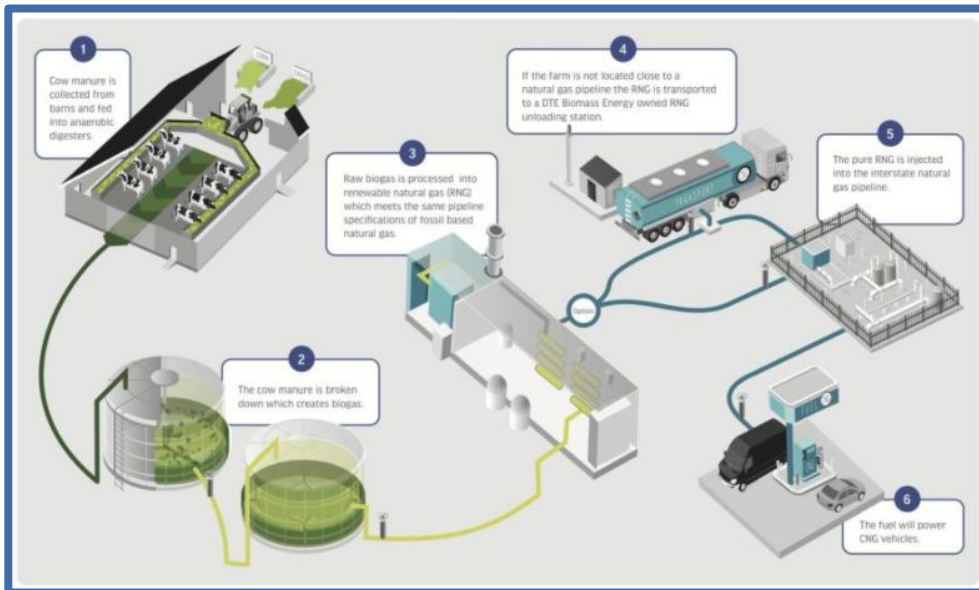
24x7 Support for operations teams, remote monitoring and ticketing

Fully Deployed

50 Sites throughout North America
Local Control and autonomous operations
Centralized monitoring for security and data collection

RNG Farm Sites

“Mini Manufacturing Sites built on Farms”
“Creating Renewable Natural Gas”



What Makes Is “Smart”

Application of data governance and unified name space across all applications to simplify integration
Active monitoring for cyber security

Financial Viability

CARB Credits

Requires exacting accuracy and accountability of data that supports manufacturing.

Full visibility to all sites
Secure and fault tolerant data collection

Enterprise SCADA system acquires from all vendor systems and devices that enables gas compliance and receipt of credits.



How do you quantify?

- New Industry
- Never been done before “at scale”
 - How many OEM Skids (Connections)?
 - How much Data (Tags)?
 - How many Clients?



Example RNG Farm minus the cow pies.



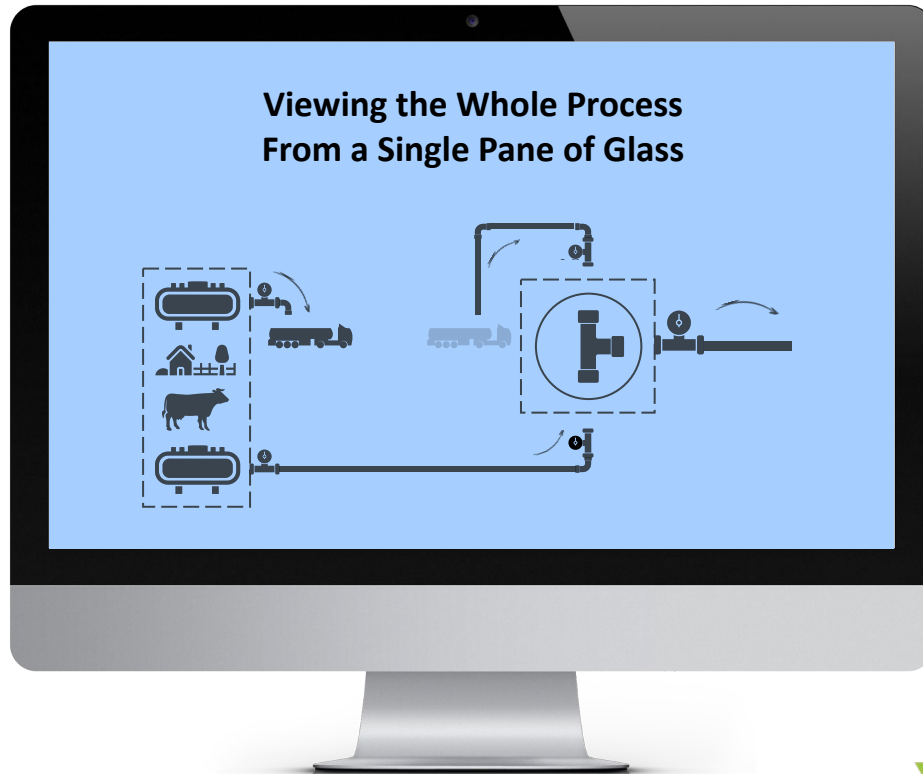
A View To All Stakeholders

Visualization

Daily & detailed
Farm/Interconnect View
Transportation Views

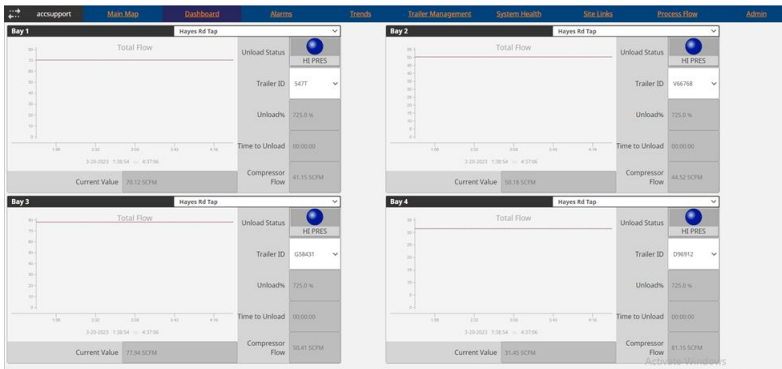
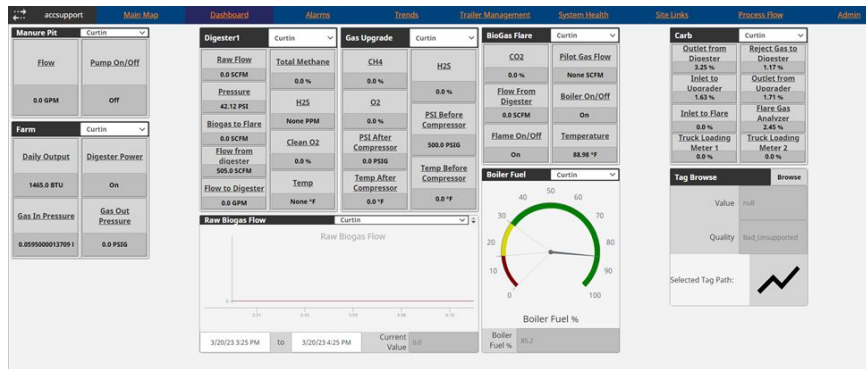
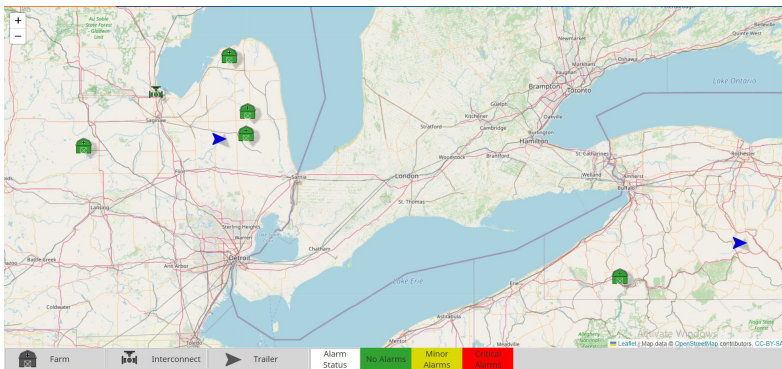
Key Stakeholders

Operations
Logistics
Maintenance
Compliance
Accounting





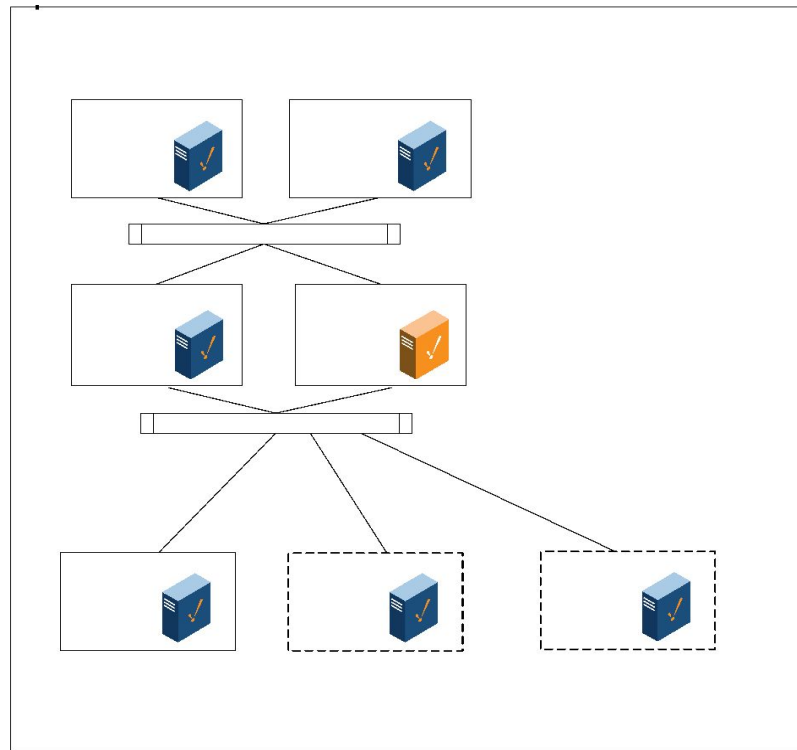
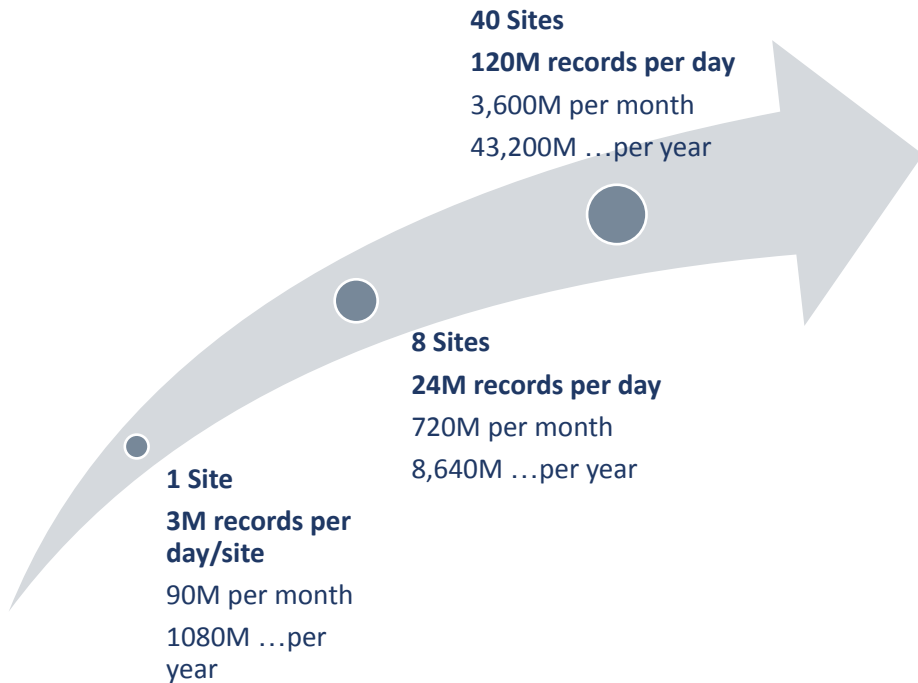
A View To All Stakeholders



Control Central SCADA
Each Site Project + Dashboards + Historical Data
Each Site 30000 Tags
Full Scale 1.2 M Tags



From Sites to Enterprise



Each Site 30000 Tags
3 million Records per day per site



Ignition Unlimited Tag Support

- Freedom and Flexibility to Grow
 - Confidence from Scope to Deployment
 - Centralized SCADA “At Scale”
 - Connectivity to Many OEM PLCs
 - Standardized Objects and UDTs
-
- Unlimited Tags = “Never Having to Say No”



Thank you!

You manage your business. We'll handle the technology.





Customer Success Story

DSI was tasked with replacing a legacy production tracking system built in VBA for the metals manufacturing industry

→ The Challenge

- Existing system was custom built for the plant, hard to maintain, relied on legacy hardware, and was insecure
- Key stakeholders at the plant required separate VBA and HMI programs to be running simultaneously in different production areas
- Licenses were spread out between multiple Win XP computers on the plant floor

Customer Success Story

DSI was tasked with replacing a legacy production tracking system built in VBA for the metals manufacturing industry

→ The Ignition Solution

- DSI created a unified Ignition application in Perspective to replace the separate isolated VBA programs
- Consolidated licenses to a single Ignition gateway controlled by IT and located in a secure environment
- Removed legacy computer systems, a security and operations risk

Customer Success Story

DSI was tasked with replacing a legacy production tracking system built in VBA for the metals manufacturing industry

→ Unlimited Licensing Key to Success

- DSI was able to give more visibility in to plant operations by adding clients for the plant manager, IT, shipping/receiving, and maintenance at no cost
- Disaster (crowd)Strikes! After the global IT outage, some plant floor PCs were replaced with new machines, and were able to restart production instantly – no rehosting or activation required!
- Future proofed system allows Ignition to connect to additional controllers to expand the role of Ignition in the plant
- Customer is at the wheel – no more reliance on “tribal knowledge” to maintain a key system

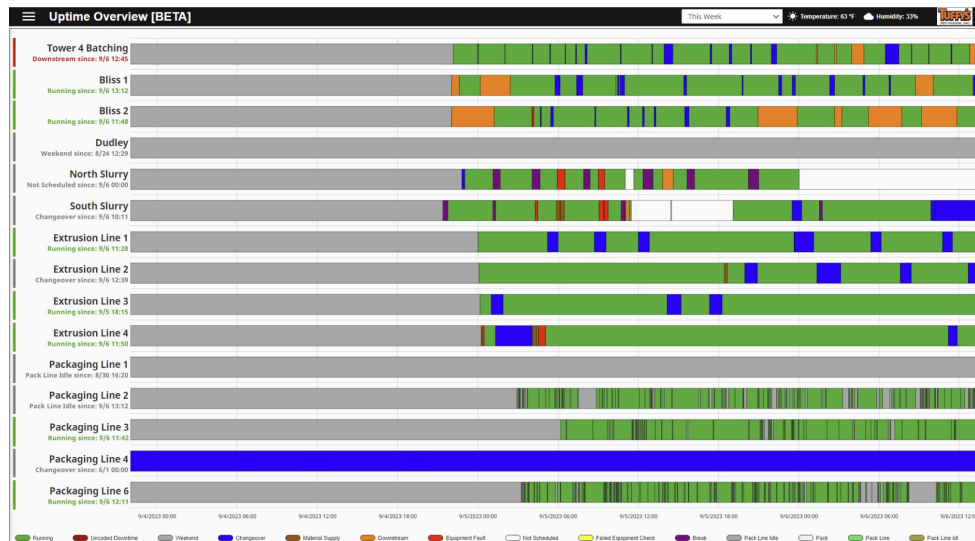


DSI Innovations



Ignition Unlimited Licensing

Presented by Nathan Kramer



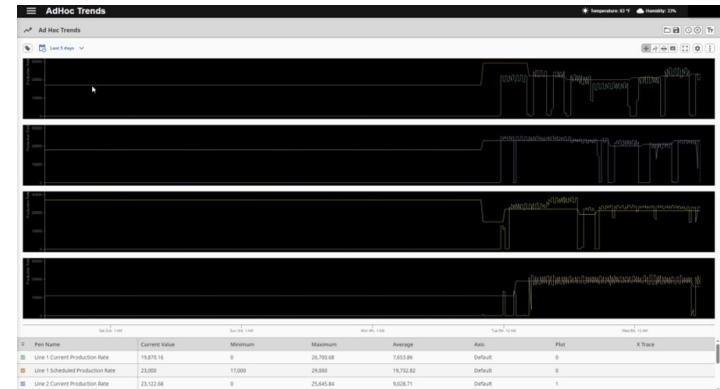
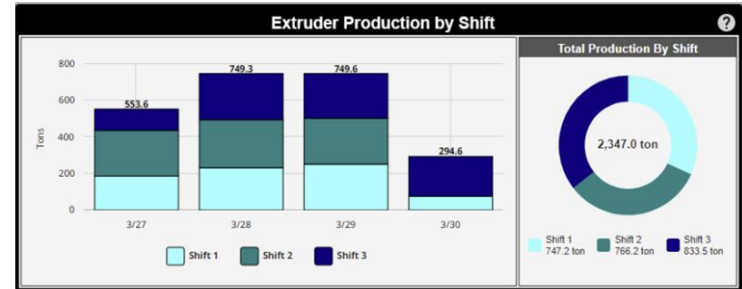
MES Project in Ignition

- MES System for Pet Food industry
- Existing NorthWind controls
- Full Plant
 - Milling and Batching
 - Slurry
 - Extrusion
 - Packaging
- Goal was to provide important information to operations team and streamline their processes.



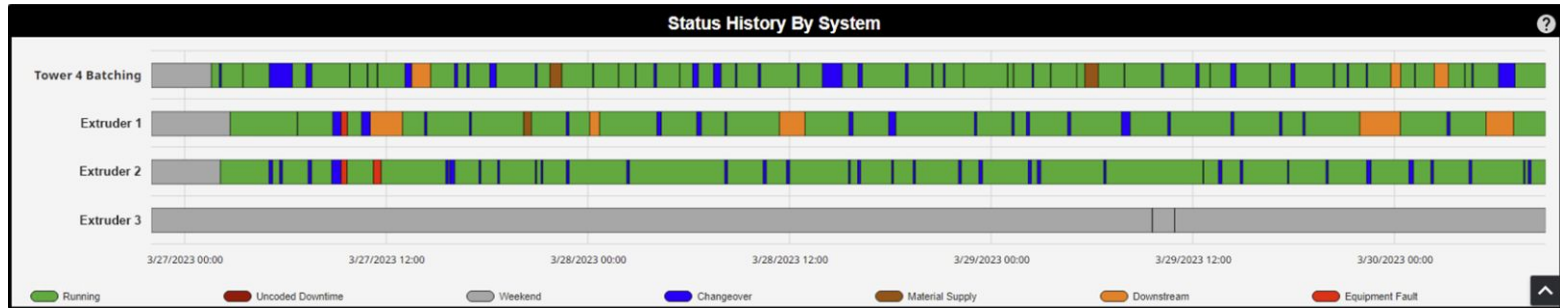
MES Project in Ignition

- Agile Development process exposing users to content quickly
- Bring Multiple Data Sources Together
 - ERP, NorthWind BatchLOGIX, Quality systems, etc.
- Make Data Easily Accessible
 - TVs, Desktop, Mobile
- Unlimited licensing allowed anyone access to the data wherever they needed it.



MES Project in Ignition

- Reduced plant floor paperwork and made it immediately available
- Improved accuracy of labor and machine clockings in ERP
- Streamlined communication between plant areas and area leads
- Gave operations team access to valuable data when and where they needed it

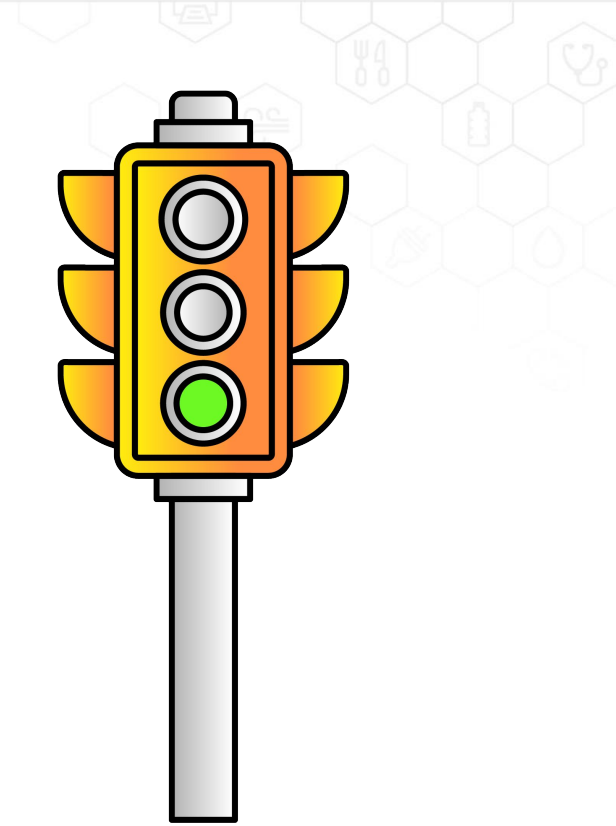


Group Discussion

What kinds of projects are looking forward to working on in the future?

How does the flexibility of Ignition help when you're showing it to customers?

Any closing thoughts?





Ready to Try Ignition for Yourself?

Download the full version for free at:
inductiveautomation.com



inductiveuniversity.com

*Ignition User Manual also available at:
docs.inductiveautomation.com*

International Distributors

Brazil	FG Automação Industrial	www.fgltda.com.br
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Contact International Distribution Manager Yegor Karnaukhov at: ykarnaukhov@inductiveautomation.com

Questions & Answers



Call us at: **800-266-7798** Email us at: accountservices@inductiveautomation.com



For Inductive Automation Australia, call: **1300 10 8088**

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