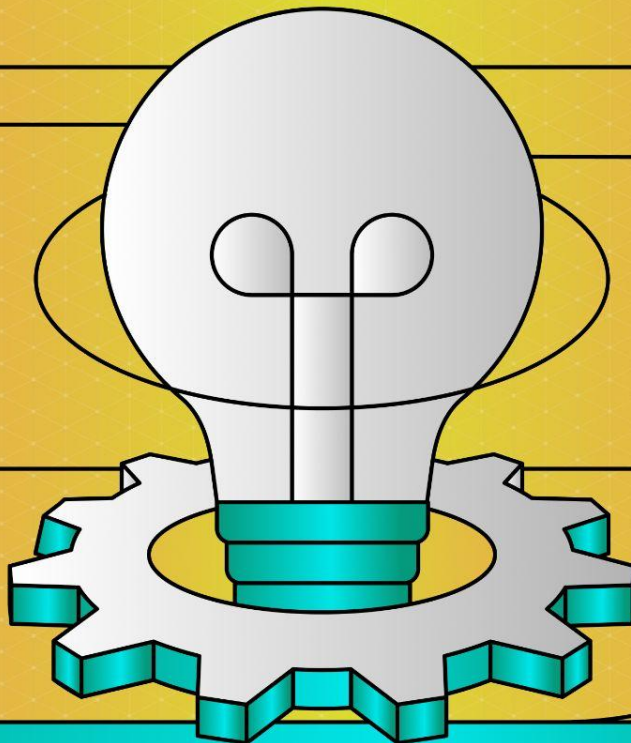


# Going 'All-In' With Ignition: Insights From Leading Integrators



# Moderators



**Don Pearson**

Chief Strategy Officer  
*Inductive Automation*



**Chris Fischer**

Integrator Program Manager  
*Inductive Automation*

# Guest Panelists



**Scott Whitlock**

President/CEO  
*Flexware Innovation*



**Evelyn Granizo**

Senior Project Engineer  
*ASE Global*



**Remus Pop**

Partner  
*Concept Reply US*

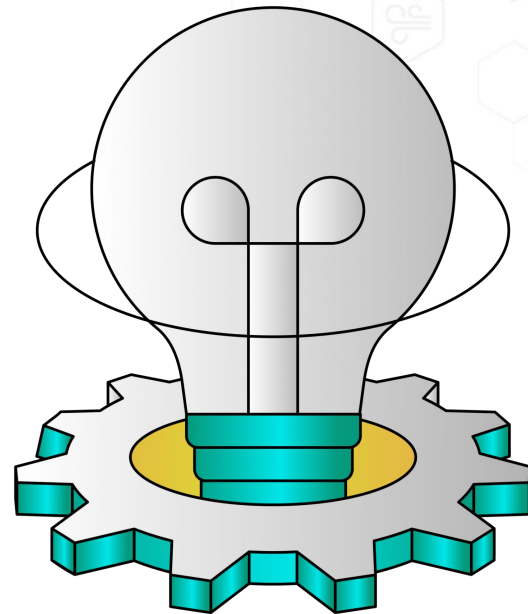


**Chris Taylor**

Managing Director  
*BIJC Limited*

# Agenda

- About IA & Ignition
- The Importance Of Integrators
- Group Discussion:
  - Starting With Ignition
  - Going All-In
  - Cross-Industry Usage
  - Bottom-Line Impact
  - Ignition in the Future
- Integrator Program (w/ discussion)
- Audience 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

# The Importance of Integrators

- Inductive Automation has integrator roots: We were founded in 2003 by Steve Hechtman, who worked as an integrator for over 25 years.
- Steve combined IT and SCADA technologies to create software that solves the pain points of traditional SCADA software.



**Steve Hechtman**  
Founder & Exec. Co-Chair

# The Importance of Integrators

“Our dedication to integrators is unique in the industry, and it comes from our history and understanding of the crucial role they play.

“Our integrators are experts in Ignition and their particular verticals, but more importantly, they are the ‘final mile’ in connecting our software to the plant floor.”



**Colby Clegg**  
CEO



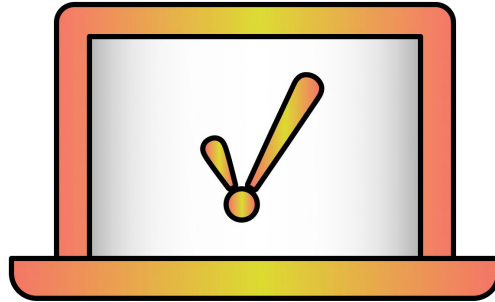
# The Importance of Integrators

- Integrators act as guides on the Digital Transformation journey.
- They understand the plant floor and the latest technologies.
- They build a strong relationship with customers and a deep understanding of their needs.
- They know Ignition and how to leverage it for their customers.



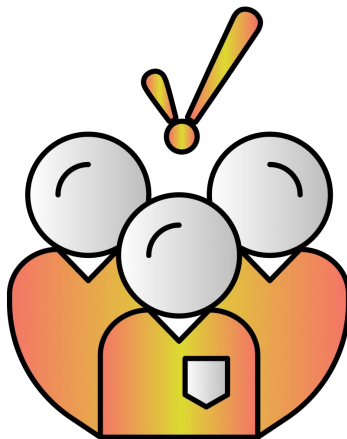
# Group Discussion - Starting With Ignition

*When did you start using Ignition, and why?*



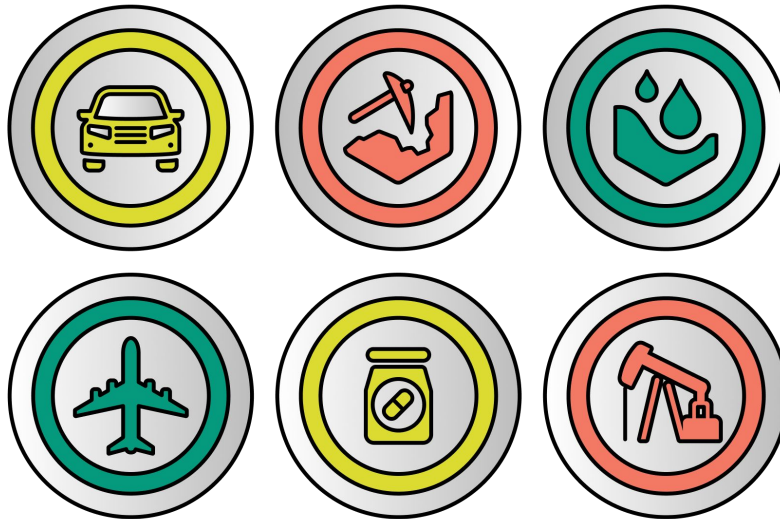
## Group Discussion - Going 'All-In'

*Why did you decide to go all-in on Ignition?*  
*How has that changed your business?*  
*How has it helped your customers?*



## Group Discussion - Cross-Industry Usage

*Has Ignition helped expand your cross-industry abilities? How?*



## Group Discussion - Bottom-Line Impact

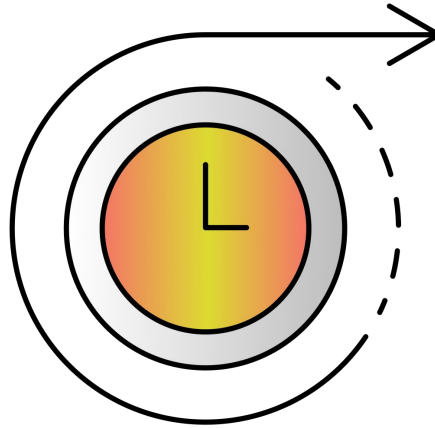
*Where does Ignition have the greatest impact on a company's bottom line?*





## Group Discussion - Ignition in the Future

*How do you envision your company  
using Ignition in the future?*



# Integrator Program

- Tech support is always free
- Substantial discounts
- No upfront costs, no obligations
- Strong certification program
- Co-marketing opportunities
- A listing on [inductiveautomation.com](https://inductiveautomation.com)

## Program Levels

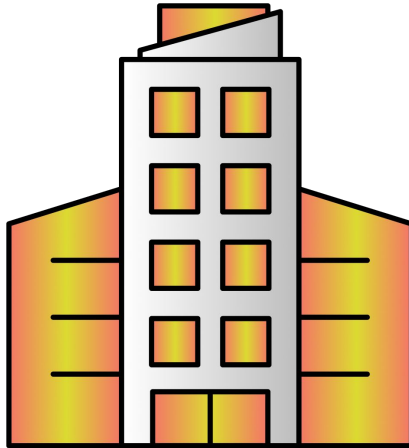


Grow your integration business with Ignition.

Learn more and apply at: [inductiveautomation.com/integrators/join](https://inductiveautomation.com/integrators/join)

# Integrator Program

*How has being in the Integrator Program helped your company?*





**Ready to Try Ignition for Yourself?**

Download the full version for free at:  
**[inductiveautomation.com](https://inductiveautomation.com)**



**[inductiveuniversity.com](https://inductiveuniversity.com)**

*Ignition User Manual also available at:  
**[docs.inductiveautomation.com](https://docs.inductiveautomation.com)***



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Contact International Distribution Manager Yegor Karnaukhov at: [ykarnaukhov@inductiveautomation.com](mailto:ykarnaukhov@inductiveautomation.com)

# Questions & Answers



Call us at: **800-266-7798** Email us at: [accountservices@inductiveautomation.com](mailto:accountservices@inductiveautomation.com)



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

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