OPEN INDUSTRY 4.0
ALLIANCE

Talkers talk,
we implement

OPEN INDUSTRY 4.0
ALLIANCE & GOALS

At the Open Industry 4.0 Alliance, we create customer value together by implementing existing standards and developing interoperable Industry 4.0 solutions and services. To achieve this, we follow a common framework, co-developed and powered by a group of industry leaders, from the sensor to the cloud.
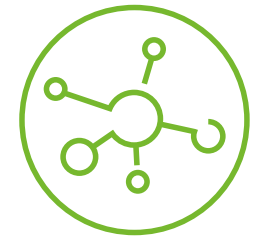
| DELIVER CUSTOMER VALUE TOGETHER | DEVELOP INTEROPERABLE PRODUCTS AND SOLUTIONS | ENSURE OPERATORS, OEMS & OI4 ECOSYSTEM COLLABORATE | ESTABLISH A COMMON FRAMEWORK & SEMANTICS | CREATE A VIABLE ECOSYSTEM |

WIN-WIN
FOR EVERY STAKEHOLDER OF THE DIGITALIZATION ECOSYSTEM

- Faster scaling for OI4 members
- Easier scaling for operators & OEMs
- Utilization of existing standards provided by other associations

VALUE PROPOSITION
OI4 MEMBERS

Potential OI4 members approach the OI4 Alliance when they want to build business-ready solutions for the digitalization of plants, factories, and warehouses. To meet market requirements, they pay attention to relevant industry standards and their implementation within end-toend customer use cases. For many prospects today's map of OI4 members represents a relevant set of their existing business partners already.

In alignment with standard bodies and associations, the OI4 Alliance provides advisory, guidance, source code, a toolbox, documentation, partner test facilities, and final approval of offerings, as well as market access through OI4 app stores*. The community feeds a knowledge base and, in return, learns from each other. This allows members to find the right entry point for digitalization activities, shape existing offerings and build new ones.

*coming soon – no purchasing functionality. It will point to vendor website.

The OI4 members value 'best of breed' thinking and help end customers prevent vendor lock-in. They understand that common standard bodies are limited and see that other associations or initiatives serve a specific industry only. They want to go down to the product level.

The OI4 Alliance delivers value to members by enabling a faster time to market, reduced risk of failure, increased market awareness, and, thus, increased revenue and customer satisfaction.

VALUE PROPOSITION
END CUSTOMERS

End customers approach OI4 members with a need for interoperable solutions to digitalize their plants, factories, and warehouses to achieve higher OEE, resilience and sustainability. Their digitalization requests include both the production assets as well as the produced goods.

The OI4 Alliance delivers value to end customers by offering a focused and agile digitalization approach, with a single-entry point using futureproof solutions based on industry-leading standards.

Our end customers value the 'best of breed' thinking, which means preventing vendor lock-in. Customers can choose the products that best suit their problems without the need to write interfaces.

End customers profit from unique OI4 deliverables like implementation advisory, partnership, guidelines, end-2-end solution architectures proposals, and check points which enable end customers to create an RFQ. The OI4 network will help finding well-tuned solution partners.

Within projects the OI4 Alliance offers additional implementation advisory based on community experience, reference projects, network activities and ready-made use case solutions by the ecosystem partners.

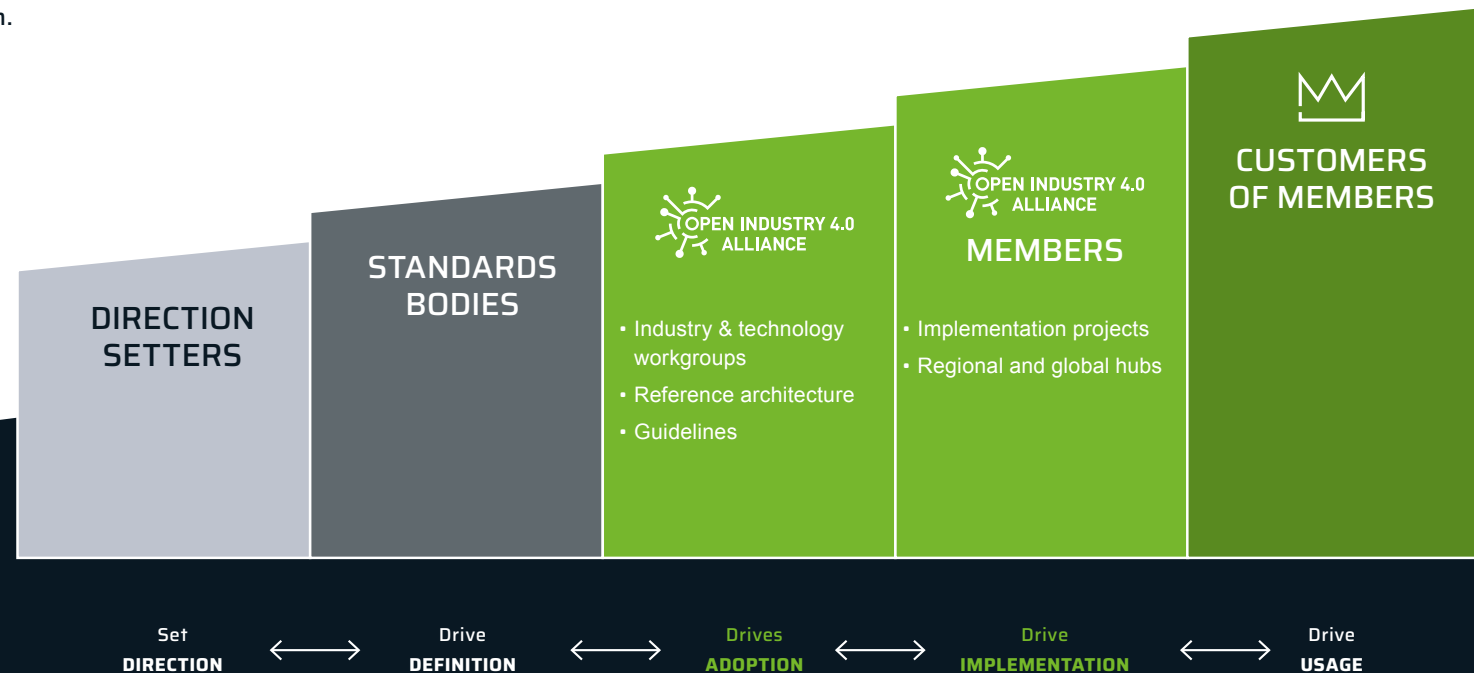**Learn more** in the short video with **Georg Kube**:

youtube.com/watch?v=-2jpDLT3rYs

OPEN INDUSTRY 4.0 ALLIANCE
IMPLEMENTATION ALLIANCE

The Open Industry 4.0 Alliance implements based on existing standards and prepares the implementation „How-To" in the facilities of end customers.

As the direct link to the customers, OI4 translates requirements between all stakeholders in the digitalization ecosystem.

DIRECTION SETTERS

STANDARDS BODIES

OPEN INDUSTRY 4.0 ALLIANCE

- Industry & technology workgroups
- Reference architecture
- Guidelines

MEMBERS

- Implementation projects
- Regional and global hubs

CUSTOMERS OF MEMBERS

Set
DIRECTION

Drive
DEFINITION

Drives
ADOPTION

Drive
IMPLEMENTATION

Drive
USAGE

We are partnering with other associations that are setting the direction of the market, defining & owning standards, and testing them. With that, we jointly ensure the market readiness and secure the lifecycles of Industry 4.0 products & solutions which are applied regionally or globally. Our international footprint is growing via international project hubs and partnerships.

INDUSTRY & TECHNOLOGY
WORKGROUPS & THINK TANKS

Members of the OI4 Alliance are working jointly in various workgroups. Industry think tanks, which serve as the direct link to customers, translate market requirements while considering existing regulations into Industry 4.0 use cases.

These use cases are driven by cross-domain project initiatives, based on reference guardrails and guidelines to ensure consistent solutions for both IT and OT.
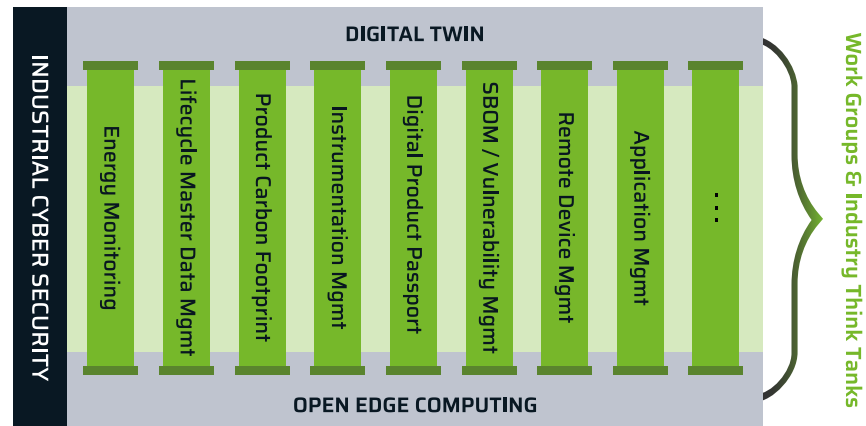
PROCESS HOUSE

OI4 stakeholders and operators should use the same language. OI4 Process House describes the use cases from business & technical perspectives, from the connectivity layer up to the cross-enterprise view.
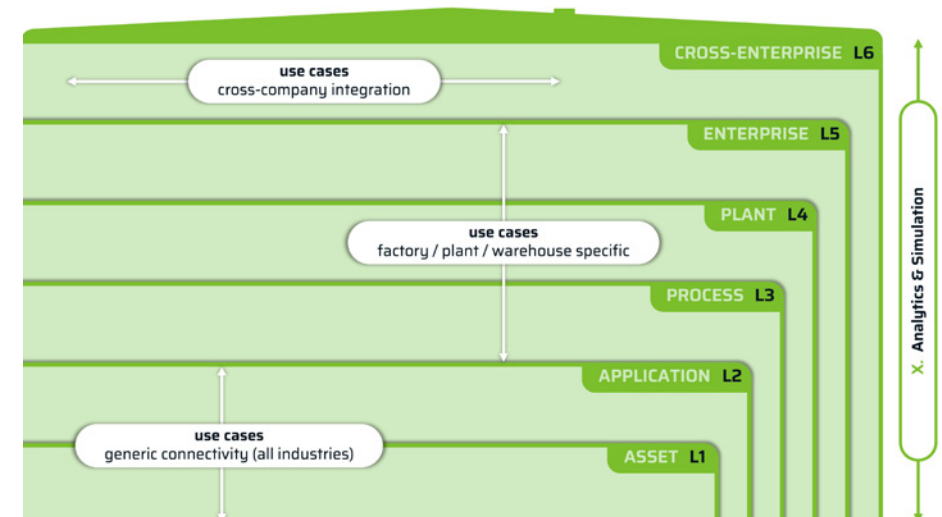
Learn more
https://openindustry4.com/fileadmin/Dateien/Downloads/OI4_ProcessHouse_V1.0.pdf

OI4 ARCHITECTURAL GUARDRAILS

INFORMATION TECHNOLOGY

CLOUD   ON PREMISE

4 ENTERPRISE BOUNDARY

CROSS COMPANY + DATA SPACES

3 OPEN ENTERPRISE

DIGITAL TWIN ENABLED APPLICATIONS, SYSTEMS, SERVICES & INFRASTRUCTURE

Applications

Digital Twin Access Management

COMPANY INTERNAL

Identity & Access Management

— [F I R E W A L L] —

OPERATIONAL TECHNOLOGY

2 OPEN EDGE COMPUTING

CONTAINER FRAMEWORK

Applications

OEC Registry

Message Bus

OT Connectivity

IT

OT

1 OPEN EDGE CONNECTIVITY

| OPC UA | HART | IO Link | PROFIBUS | PROFINET | Modbus | EtherCAT | . . . |

FACTORY   PLANT   WAREHOUSE

PHYSICAL THINGS

Machines, Compounds, PLCs, Vehicles, Gateways, Devices, Sensors & Actuators, ...

BECOME A MEMBER

Whether you're planning to implement cloud infrastructure on shop-floors, want to learn about the latest technology for your connected industry challenges, or simply want to join the best ecosystem for open source implementation – we've got you covered. We are the Alliance.

ENVISION

First of all, we would like to welcome all new potential members. We will give the candidates insight. We will show them the core concepts of our vision. Choose a time and date – and we will have our first conversation.

EXPERIENCE

We want you to have direct access to our resources and experience our mindset first-hand. Get to know our community tools and have talks with members from your branch of business. Take a look into our process by joining a free demo-session for a member's first implementation project.

ELEVATE

At this point, you have all the background information you need. Whether you want to participate is up to you. All the knowledge you have gathered up to this point is freely available to you. And we have nothing against passing it on.

IMPACT

Fully entered, fully a member. Let's begin with your personal first implementation project. In a free demo we will give you all the things you need to start building your vision. Be it tech- or service-related. Our expert members will guide you through.

JOIN US

We've got you covered. Join us in our mission for seamless end-to-end integration and explore our benefits today – by scanning the code below.

→ **Scan me**
openindustry4.com/join-us/

OUR PARTNERS

Partnerships play a crucial role in the success of the Alliance. Check our partners on the way to Industry 4.0!

→ **Scan me**
openindustry4.com/about-us/our-partners/

SUCCESSFUL PROJECTS

We don't talk for hours, we set things in motion now. Read all the news about cases, where we reached project goals fast and were cost efficient using our technological approach.

→ **Scan me**
openindustry4.com/success-stories/

MEET THE TEAM

We are always ready to support you in your mission and the success of your Industry 4.0 projects.

→ **Scan me**
openindustry4.com/about-us/our-team/

CONTACT INFORMATION

Open Industry 4.0 Alliance
info@openindustry4.com

YOUR NOTES

GET INSPIRED **BY THE POWER OF OUR MEMBERS AND PARTNERS**
from machine builders to sensor providers

OPEN ALLIANCE

Our members

AIM Agile IT Management	ARBURG	appmodule	Schneider	AUCOTEC	awinia	beamex	BECKHOFF	Beijer Electronics
BIZERBA	Boehringer Ingelheim	BotCraft	brightly	bürkert	BUSCH	CAPTRON	cdmm	cedalo
conplement	COPADATA	coreflux	Cybus	diva e	DSC	dunkermotoren AMETEK	ecos	EMERSON AVENTICS
endian	EH Endress+Hauser	ENISCO FORCAM	Esperia	FESTO	FLECS	FOCUS ON	GEA	reinhart
GFT	handtmann	Harro Höfliger	HEITKAMP	hilscher	HiveMQ	HYDAC		IndustryApps
industrie informatik	InterSystems	IT4BI	ITQ	janztec	JRS Fibers for Life	KAESER KOMPRESSOREN	KNF	komax
KORNERTS GROUP	Kübler	KUKA	Lenze	logiccloud	Meta-Level	Microsoft	M&M	mpdv
MULTIVAC	MURR ELEKTRONIK	NOVATEC	NOVAZOON	NRX AssetHub	NTT DATA	OPTIMA	PEPPERL+FUCHS	PHOENIX CONTACT
PROSYS OPC	REPLY CONCEPT	samson	SAP	schwer	Schmid Engineering GmbH	SIEMENS	soffico	softing
software AG	stemys	Sulzer	TeamViewer	T4SM	TNO innovation for life	TOSIBOX	TRANSACTION NETWORK	TRENDINGS + HARTECT
TRUMPF	TTTech Industrial	TVARIT	ZPULS	Uhlmann UHLMANN GROUP		UReason	VEGA	WAGO
weber	Weidmüller	WIBU SYSTEMS	WIKA	XITASO	YOKOGAWA	40FACTORY		

Our partners

CAMPUS SCHWARZ WALD	DEXPI	digital twin	digiZ	DIRA	ECLASS	RX	IDTA	inIT TH OWL
LNI4.0	MIX	owl maschinenbau	PACKAGING VALLEY	SCALEit				

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WE
GROW

→ **Overview of our members**
openindustry4.com/about-us