

## Value Proposition OI4 MEMBERS



**Potential OI4 members approach the OI4 Alliance** when they want to build business-ready solutions for the digitization of plants, factories, and warehouses. To meet market requirements, they pay attention to relevant industry standards and their implementations within end-to-end customer use cases. Many of them find themselves within today's map of members, as the OI4 Alliance represents a relevant set of their existing business players.

**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.

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

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

