

The Alliance

Open Industry 4.0

Implementation



**Talkers talk,  
we implement**

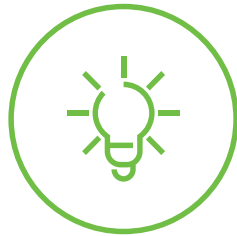
# OPEN INDUSTRY 4.0

## 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 O14 MEMBERS

**Potential O14 members approach the O14 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-to-end customer use cases. For many prospects today's map of O14 members represents a relevant set of their existing business partners already.

**In alignment with standard bodies and associations, the O14 Alliance provides** advisory, guidance, source code, a toolbox, documentation, partner test facilities, and final approval of offerings, as well as market access through O14 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 O14 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 O14 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 O14 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 O14 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 O14 deliverables** like implementation advisory, partnership, guidelines, end-2-end solution architectures proposals, and check points which enable end customers to create an RFQ. The O14 network will help finding well-tuned solution partners.

**Within projects the O14 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:



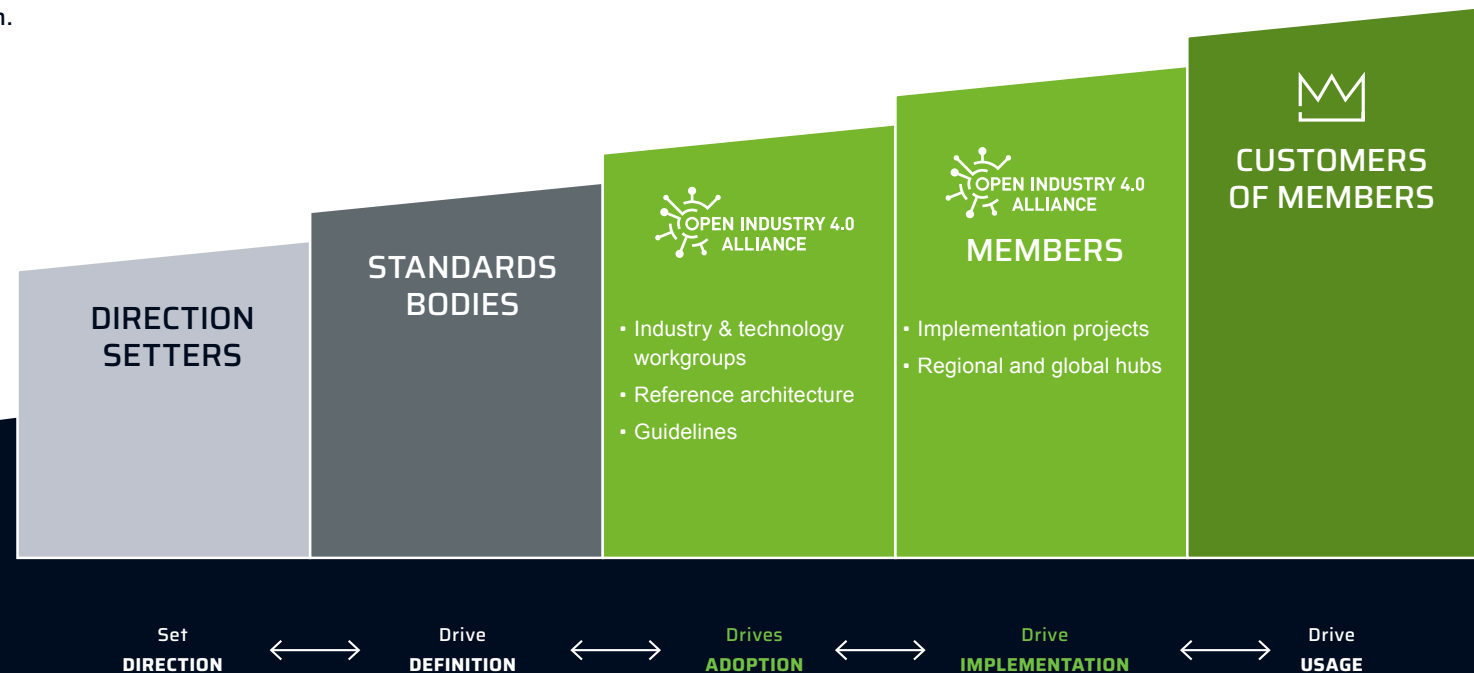
[youtube.com/watch?v=-2jpDLT3rYs](https://youtube.com/watch?v=-2jpDLT3rYs)

# 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.

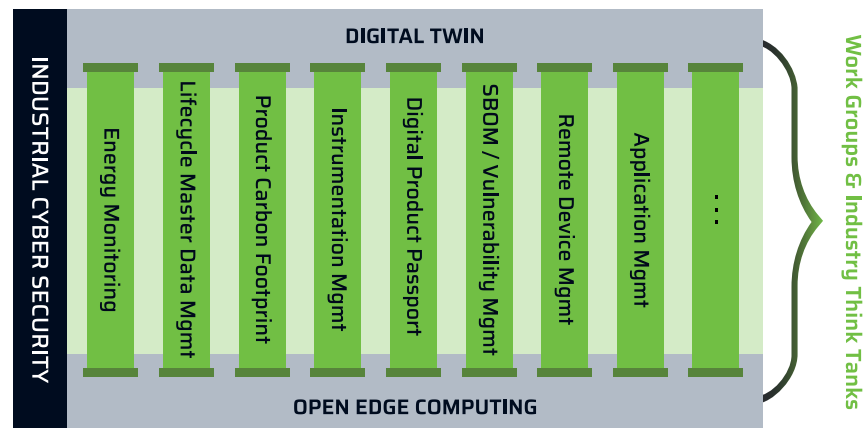


We are partnering with other associations that are setting the direction of the market, defining & owning standards, and testing them. With that, we jointly ensure the market readiness and secure the lifecycles of Industry 4.0 products & solutions which are applied regionally or globally. Our international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

## INDUSTRY & TECHNOLOGY WORKGROUPS & THINK TANKS

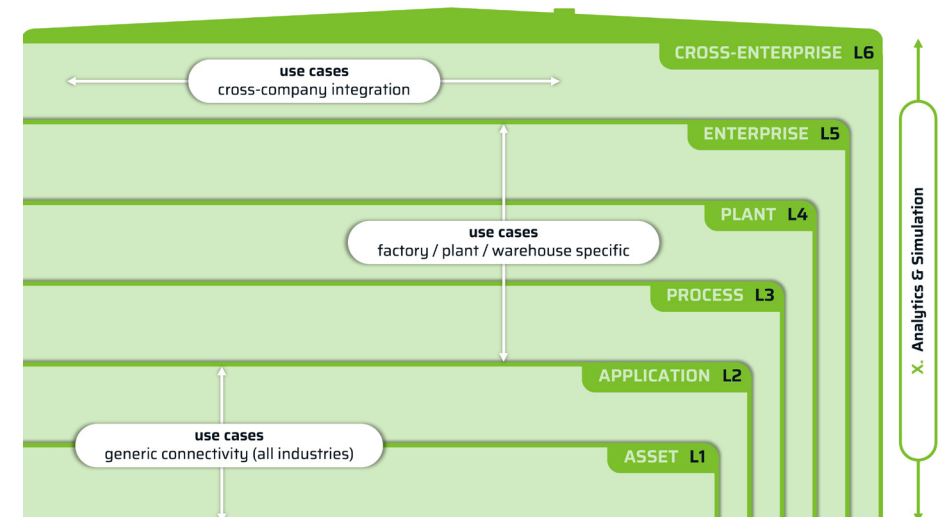
Members of the OI4 Alliance are working jointly in various workgroups. Industry think tanks, which serve as the direct link to customers, translate market requirements while considering existing regulations into Industry 4.0 use cases.

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.

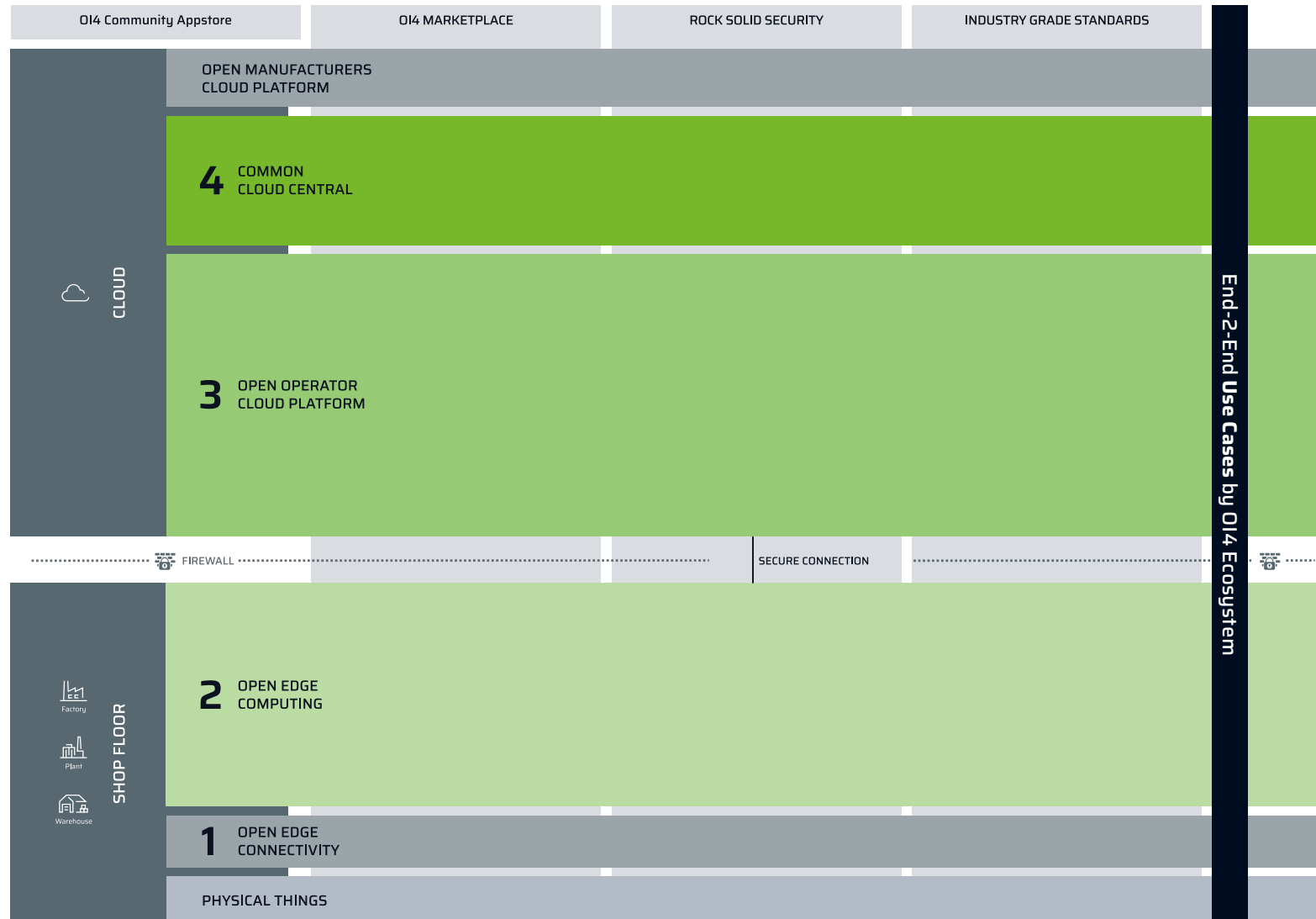


Learn more

[https://openindustry4.com/fileadmin/Dateien/Downloads/OI4\\_ProcessHouse\\_V1.0.pdf](https://openindustry4.com/fileadmin/Dateien/Downloads/OI4_ProcessHouse_V1.0.pdf)

# OI4 REFERENCE ARCHITECTURE

The technical basis of the Open Industry 4.0 Alliance is a flexible & modular approach to implementation.



## MORE DETAILS

- Decoupled technology layers oriented on PI4.0 RAMI Model.
- OI4 Implementation Guidelines explain technology layers and aspects which are the basis for open & interoperable solutions.

# 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/](https://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!

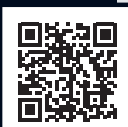
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## SUCCESSFUL PROJECTS

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/](https://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.

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## CONTACT INFORMATION



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# GET INSPIRED BY THE POWER OF OUR MEMBERS AND PARTNERS

from machine builders to sensor providers



## Our members



## Our partners



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**WE GROW**



→ Overview of our members  
[openindustry4.com/about-us](https://openindustry4.com/about-us)