

# 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.

**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.

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



<https://youtu.be/-2ipDLT3rYs>

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

**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.

**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.

