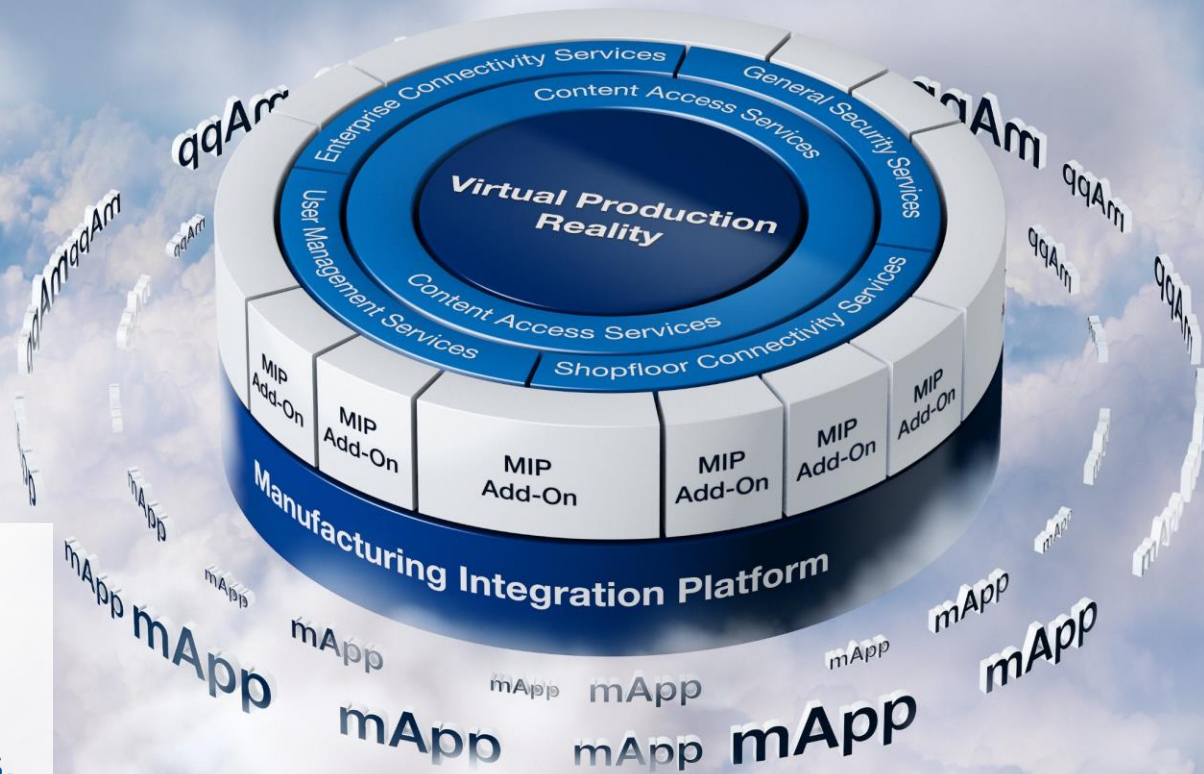


Manufacturing Integration Platform (MIP)

Benefits for Supplier in the MIP Ecosystem

(mApp Developer, Machine Manufacturers, Business Consultants, System Integrators, Hardware Suppliers)

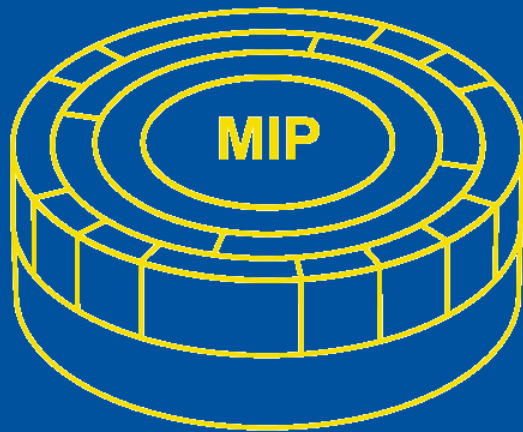


The MIP is an **open platform** for the manufacturing sector. The MIP is used as a central information and data hub in **production** and for all connected processes. All applications communicate using a **common information model** guaranteeing global **interoperability**.

MIP Simply Put

Profiting collectively from the **ecosystem** of the MIP ...

How does it work for me?



Motivation

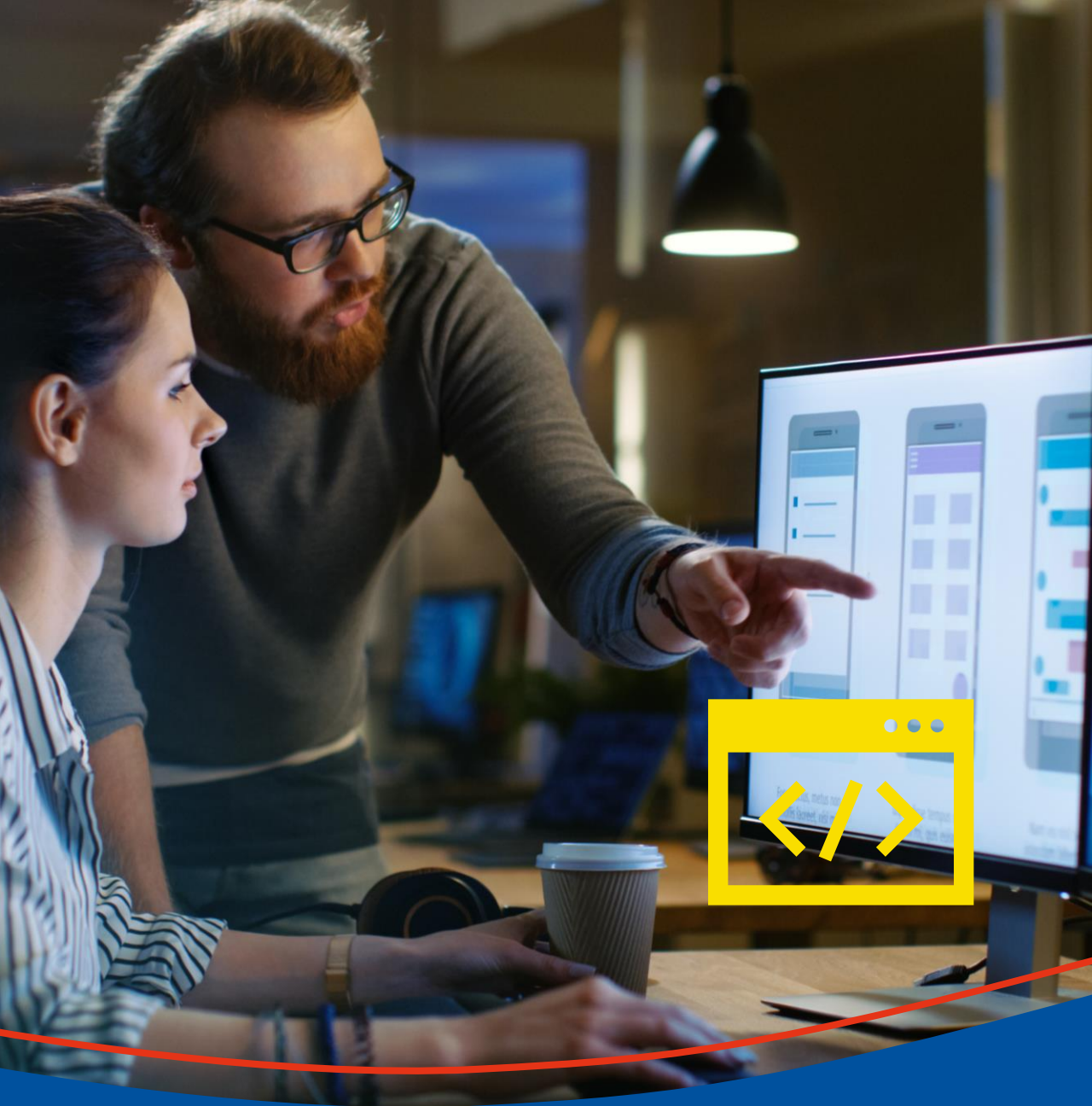
"We have already developed a **standard solution**. The question is, how do we get the data into our solutions? So far, we have to **synchronize** all the data first - that's **laborious** and takes time."

"We're just starting to develop an app. Do we really have to **do everything ourselves**? Aren't there any functional components or services we can use?"

"How do we get our part of the solution integrated into the **overall solution**? Who can furnish us with **services** for our products?"



**Your Issue as an
mApp Developer**



- Use existing basic services of the MIP.
- Profit from the MIP as a data hub in the Smart Factory.
- Present your solution in the MIP Marketplace
- Become a part of the MIP ecosystem.

Our Solution for You as an App Developer

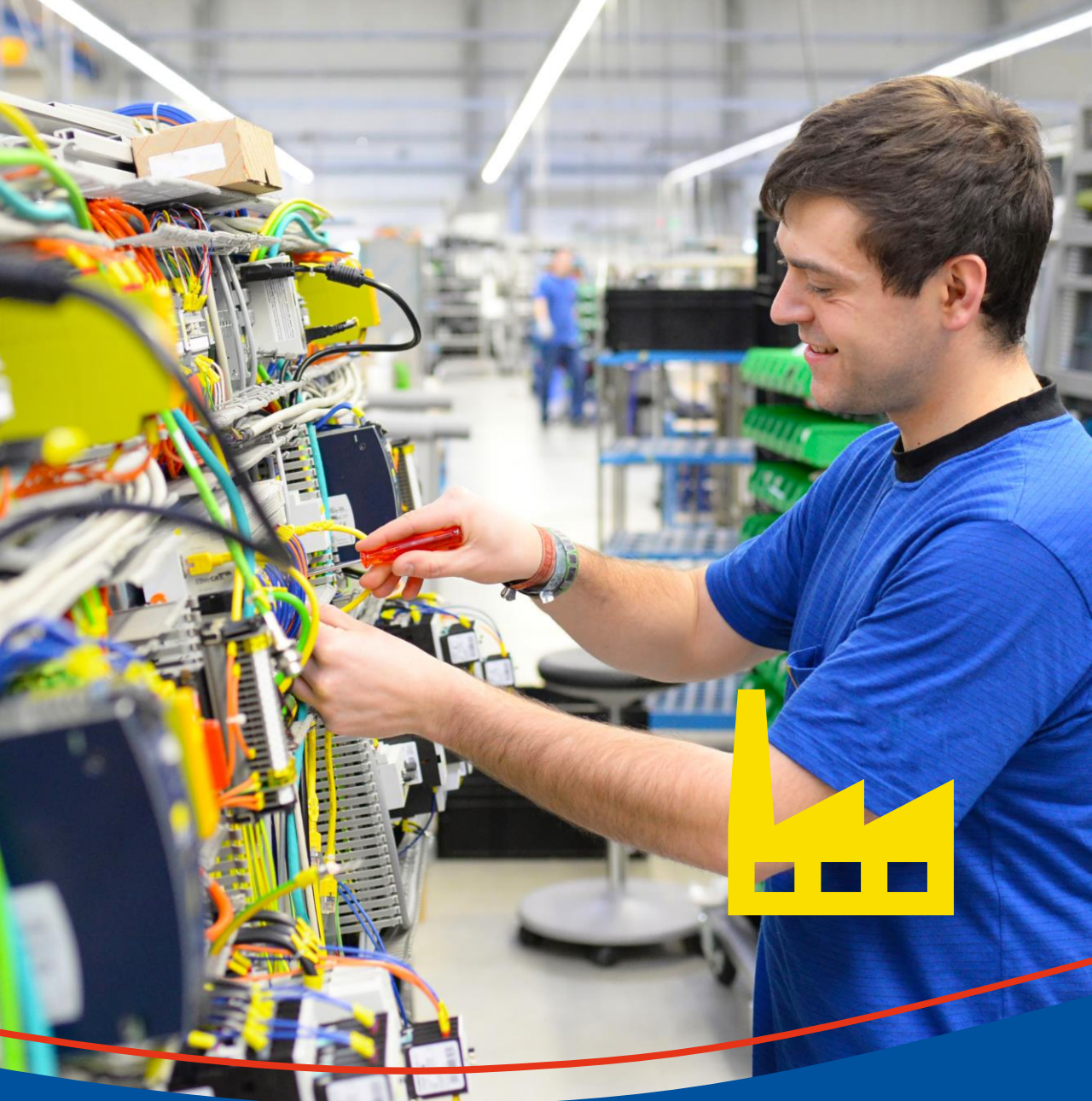
"Our customers want to buy applications **on top** of our machines - but we **don't have software developers.**"

"Our machine provide a **large amount of data.** But what do we do with it? We don't want to leave our customers alone, but offer **useful apps** to work with this data."

"Can we actually get **data from other systems** easily into our applications? That would be great!"



Your Issue as a Machine Manufacturer



- Profit from the MIP as a data hub in the Smart Factory.
- Make integration applications available for your machines.
- Access any data via basic services.
- Become a part of the MIP ecosystem.

Our Solution for You as a Machine Manufacturer

"Our customers **don't want to commit to just one** supplier. **Flexibility** continues to be a high priority."

"Our customers' requirements are often so **complex and unique** that no single supplier can meet them on their own."

"We're looking for a way to **reduce the number of complex interfaces** used by our customers."



Your Issue as a
Business Consultant



- Reduce the vendor lock-in for your customer.
- Focus instead on openness and interoperability.
- Provide your customers with maximum flexibility in selecting applications from the MIP Marketplace.
- Become a part of the MIP ecosystem.

Our Solution for You as a Business Consultant

"**Integration** is our core competence. But now and then we lack certain **softwares**. It would be great if we could **easily source that from somewhere**."

"If we provide a **custom solution**, then the **maintenance effort** is usually very high. Isn't there a way to **combine standard software** with each other individually?"

"We do not have **our own system**, but we are always looking for quality software that we can **integrate** for our customers."



Your Issue as a System Integrator



- Take advantage of the variety of solutions on the MIP Marketplace.
- Profit from the MIP as a data hub and integration platform.
- Offer your customers only the best of the best.
- Become a part of the MIP ecosystem.

**Our Solution for You
as a System Integrator**

"We offer innovative **hardware components**. But without software, we can't add **real value**."

"How do we find **integrators** who want to use our hardware for their solutions?"

"How can we establish and explain the connection between our hardware and the **Smart Factory**?"

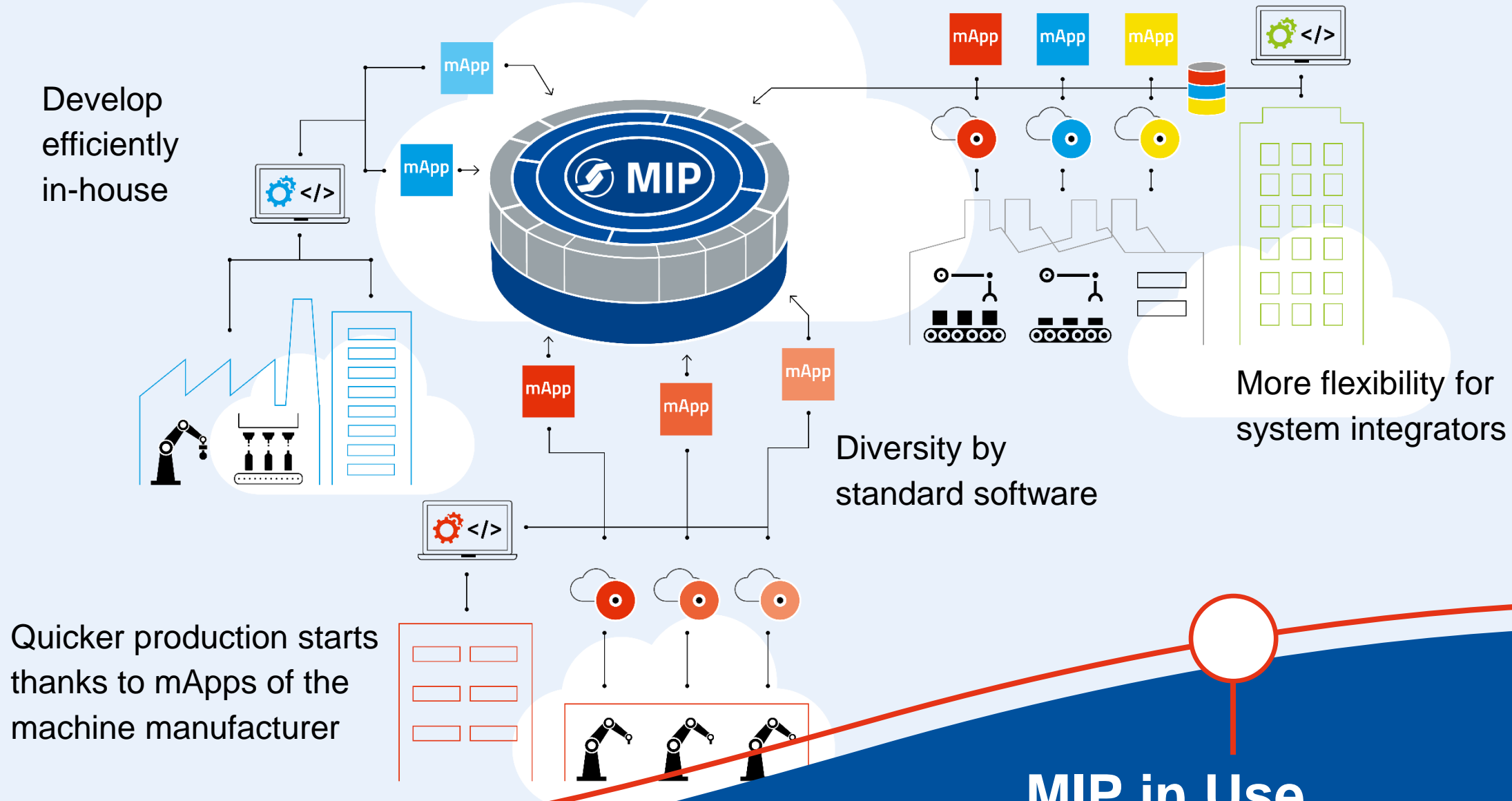


Your Issue as a
Hardware Provider



- Present your solution in the MIP Marketplace
- Cooperate with other partners from the network.
- Place your hardware in an innovative environment.
- Become a part of the MIP ecosystem.

**Our Solution for You as
a Hardware Provider**



MIP in Use ... Profit From the Ecosystem

- Each one supplies what they can do best!
- Small building blocks (micro services) compose the big picture.
- The ecosystem promotes diversity in the product range & flexibility for the user.
- Users apply what fits best (best-in-breed strategy).
- Vendor lock-in is greatly reduced by interchangeability of individual applications from different suppliers.



What Do the MIP & the Ecosystem Offer?



Become a
Partner



Make an **Offer**



Profit

**Into the Ecosystem in
Just Three Steps**

Partners in the MIP ecosystem have achieved all of this already:

- Greater exposure of your solution to a wider target audience
- Complement your own portfolio by making it compatible with solutions from the MIP ecosystem
- Network with other suppliers
 - Enter into new collaborations
 - Develop & establish new business models
- Focus on own core competencies
- Outsource other competencies to the ecosystem



What's the Point?

Do you want to profit from the **Manufacturing Integration Platform?**



Contact Us Now!

A photograph of a modern industrial building complex. The main building is white with blue accents and multiple windows. A smaller building with a blue roof and large glass windows is on the right. The sky is blue with white clouds. A red line graphic runs across the bottom of the image, ending in a white circle.

About MPDV

WE CREATE SMART FACTORIES





**Market
leader**

for IT solutions in production



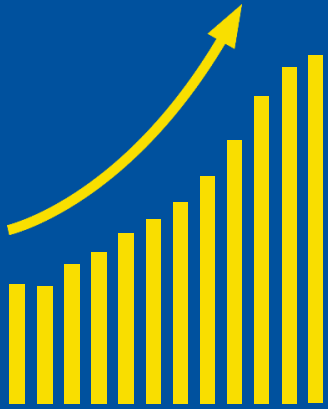
Over
45 years
project experience



We are at your side on the way to the Smart Factory

regardless of
your **size** and **industry**

Who are we?



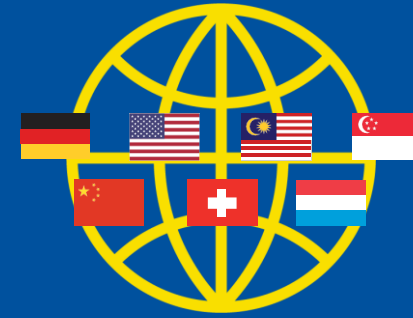
73 Mil

Euro group turnover



520

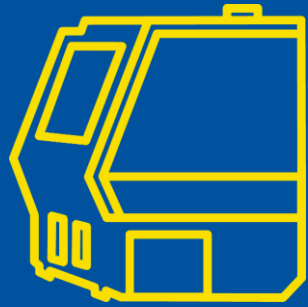
Employees



13

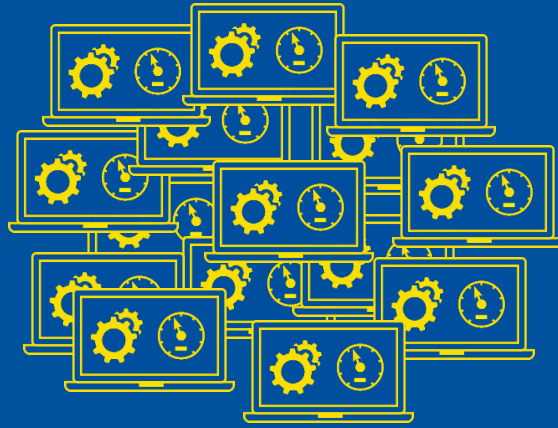
Locations worldwide

Basic Information



100,000

Machine connections
worldwide



1,100,000

People work with MPDV
systems every day



1,750

Installations

Basic Information

Do you want to find out more about the ecosystem of the  MIP as a supplier?



WE CREATE SMART FACTORIES



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Contact