SIEMENS and MES
Siemens –
4 Sectors cover the global trends

Industry

Infrastructure & Cities

Energy

Healthcare

1) Sector-led Business Unit 2) IPO planned
Industry Automation Division – A leading position in automation technology and industrial software

Industry Sector – Industry Automation Division

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>SIMATIC S7 (PLC)</td>
<td>Process Instrumentation</td>
<td>SIRIUS Control Components</td>
<td>Digital Product Development (NX)</td>
<td>Industrial Solutions</td>
</tr>
<tr>
<td>SIMATIC PCS 7</td>
<td>Process Analytics</td>
<td>SIPLUS Customized Solutions</td>
<td>Digital Manufacturing (Tecnomatix)</td>
<td>Municipal Solutions</td>
</tr>
<tr>
<td>SIMATIC IPC</td>
<td>Industrial Identification</td>
<td>SINVERT Photovoltaic's</td>
<td>Collaborative Data Management (Teamcenter)</td>
<td>Health Science Solutions</td>
</tr>
<tr>
<td>SIMATIC HMI</td>
<td>Industrial Communication</td>
<td></td>
<td></td>
<td>Aquatics and Leisure Solutions</td>
</tr>
<tr>
<td>SIMATIC IT (MES)</td>
<td>Solutions Factory &amp; Process Aut.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

© Siemens AG 2013 All rights reserved.
Industry Automation’s Portfolio – Full support for the entire production workflow

Manufacturing Industries | Process Industries | Life Sciences Industries

MES

Product Design/Engineering | Production | MRO

© Siemens AG 2013 All rights reserved.
Page 4
Siemens Industry MES Software Profile

Division
- Siemens Global MES Software Solution
- Integrated within Siemens Automation Systems
- HQ – Genova, Italy
- Workforce of 750, 400 R&D engineers
- Strong expertise in ERP and PLM integration
- Value-Added Services with 24/7 hotline, web technical support, remote support

Products
- Manufacturing Operations Management including Manufacturing Execution Systems and Manufacturing Intelligence Software & Services

Market presence
- > 500 worldwide global accounts in many industry niches (Process, Discrete & Life Sciences)
- > 10,000 concurrent users
Siemens MES Global Reach
MES Organizational Setup - North America
Adapting manufacturing operations to variable markets

**Dynamic markets** with increasing demand variation, raising prices of energy and raw materials, quality and environmental regulations, **place significant challenges upon manufacturers**.

If they want to compete in the market, they are forced to **achieve the highest level of resilience** in global operations, while at the same time maintaining cost efficiency, quality and speed.

This is possible at the single plant level – or at the enterprise level, where companies are organizing **networks of plants with varying capabilities**.

It takes **an innovative vision** on implementing and managing manufacturing IT in general, and Manufacturing Execution Systems in particular.

The application of integrated manufacturing strategies will help realize manufacturing responsiveness.
The crucial role of an INTEGRATED system

Product Development (PLM), Business Management (ERP) and Execution (MES and Automation) must work together

The Strategic needs of Manufacturers

- Make-to-Individual
- Reduce global Time-to-Market
- Increase productivity and optimize costs in the plant
- Support Global Plants
- Provide visibility to all levels within the Supply-Chain
- Standardize business processes to let the system provide higher quality

The MES role:
One full Closed-Loop Integration between PLM, ERP, MES and Shop Floor

SIEMENS is in a unique position to support these INTEGRATION requirements
Product meets Production

- Siemens portfolio covers the whole chain from Product Lifecycle Management to Manufacturing Execution to Automation

- Such a powerful portfolio allows Siemens customers to enable a seamless information flow from Engineering to Execution and back

- It provides the Strategic Infrastructure to enable Manufacturers to achieve concrete benefits in all aspects of the Manufacturing process from Design to Delivery
Siemens Industry Software for MES today: SIMATIC IT Portfolio

Production Suite
Production management and execution

R&D Suite
Integrating R&D and manufacturing processes, workflows and data

Intelligence Suite
Real-time data monitoring and historical data collection in a unified environment

Industry Libraries
- Discrete Manufacturing
- Process Industry
- Life Sciences Industry

Value Added Services
A broad concept of Customer Care

Scalability
Efficiency
Profitability
Consistency
Flexibility
Visibility
Quality
Transparency

© Siemens AG 2013 All rights reserved.
Siemens & SIMATIC IT Differentiators

- Only company to offer a seamless product and knowledge portfolio from conceptualization to hardware

- Unmatched dedicated resources focused on MES proliferation

- Product architecture founded on ISA-95 MES international standard
  - Promotes true interoperability

- Offers multi-dimensional customization via product configuration

- Multilingual Translations
  - User interfaces configurable in any language (i.e. multi-byte Kanji)
Key Features

- ISA-95 as Siemens MES Standard
- Cross industry standard software
- Flexible and Scalable
- True ERP collaboration through interoperability
- Lower cost of ownership
- Fast to roll-out
- Secure existing investments
- Easier compliance with regulations
- Totally integrated in the Siemens offering for automation, from the machine to the corporate level

SIMATIC IT offers significant benefits improving manufacturing operations
Customer Benefits

- Optimized processes and integration
  - Shorter time to first revenue

- Optimized Production, Quality, Inventory and Asset performance
  - make your plant the strongest link in the Supply Chain

- Integrate the production operations into the business and into R&D/Engineering operations
  - maximum collaboration between organizations and systems

- Information visibility at every level
  - Real-time evaluation capabilities to drive performance, enable innovation efficiency and enforce brand value

- Facilitate application roll-out to several plants
  - fast ROI and low TCO

Achieving optimum market and production responsiveness with SIMATIC IT
Contacts

For more information, please, visit our website:
www.siemens.com/simatic-it

For more information, please contact:
marketing.simatic-it@siemens.com

siemens.com/mesmarketplace