SOLVING OEM PAIN POINTS THROUGH THE IIOT

Introducing Honeywell’s Connected OEM
The blind manufacturer

The costs of concealment

The promise of Industry 4.0: Lower costs, higher revenue

No need to reinvent the wheel: Picking the right partner

Bringing it together with Connected OEM

Taking the work out of IoT
More than anything else, it's the installed base that determines an original equipment manufacturer's reputation and success. And, for too many OEMs, those assets are outside their control. Once equipment leaves their doors, it's out of sight – even if it's not out of mind.

- Maintenance, servicing, and troubleshooting suffer. Without health data from installed assets, OEMs are reliant on end-users to approach them for spot services – sometimes too late to address the issue leading to site downtime.

- Design enhancements have to rely on limited sample points gathered from recurring failures. Improvement is essentially a reactive process and opportunities are lost.

- Consumables and parts sales are lost. After delivery, consumables are often replaced by local vendors.

- New service models such as outcome-based service contracts remain out of reach due to a lack of performance data.

That presents challenges across the business and over the equipment lifecycle:
For OEMs and end-users, this lack of visibility means higher maintenance costs, lower reliability, poorer designs, and suboptimal operations. Ultimately it raises the risk of downtime with consequences for the operator’s revenue and the equipment manufacturer’s reputation and repeat business.

Frequent site visits add to service costs; troubleshooting times escalate with limited data; and undetected deviation from design limits can lead to lower operating performance and long-term damage to assets.

Where users send asset data to OEMs to address these issues, methods such as USB drives, emails or FTP sites may risk exposing sensitive asset data.

For OEMs and their customers, looking to boost overall equipment effectiveness, cut costs, maximize revenues and explore new business models with IIoT technology, ambition and reality are often far apart.
THE PROMISE OF INDUSTRY 4.0:
LOWER COSTS, HIGHER REVENUE

The industrial Internet of things, combining smart sensors, connectivity and analysis tools, can address these issues. Delivering improved performance, efficiency and reliability, it opens opportunities to cut costs and generate new revenue streams for OEMs.

- Multi-asset, multi-site connectivity to the installed base enhances maintenance, servicing and troubleshooting and often eliminates the need for site visits. Visibility of the installed base accelerates identification, diagnosis, troubleshooting and resolution of asset health and condition related issues remotely.

- Capturing asset and performance data provides a rich pool of information for OEM R&D teams to analyze and interrogate. Data on site conditions, asset symptoms, deviation from design parameters, and past failures can inform proactive design improvement ideas.

- Monitoring key asset parameters enables OEMs to forecast demand and provide on-time delivery of consumables. Timely maintenance and replacement of spares and consumables also improve asset availability and helps avoid unplanned downtime.

- Transparent performance data supports outcome-based service contracts and equipment as a service business models.

With visibility of the installed base and historical asset data, OEMs can drive improvements in overall equipment effectiveness (OEE), boost services and parts business and reduce avoidable maintenance costs.
NO NEED TO REINVENT THE WHEEL: PICKING THE RIGHT PARTNER

The key question for OEMs is not just how connectivity can address their pain points but who they can count on to deliver it.

IoT technology is not usually a core competency for OEMs focused on equipment design. Achieving business goals and meeting end-user expectations requires seamless execution, as well as robust technologies.

Whatever their application, to realize the technology’s potential, OEMs need partners that bring together IIoT know-how with expertise in industrial operations and automation.
Honeywell’s Connected OEM is the simple, secure IoT solution for OEMs. It’s a customizable, end-to-end platform to get devices online and provide visibility of installed assets.

Using Honeywell’s ControlEdge™ PLC and RTU, Connected OEM provides users with native Cloud connectivity with the MQTT protocol for easy integration with the existing and new equipment. It also comes with embedded cybersecurity certified for ISASecure EDSA Level2.

Data from sensors on installed equipment across sites is securely transferred to the Cloud through an intermediate modem or smart gateway. Connectivity can also use an independent cellular network without tapping through plant networks to minimize threats.

Using Honeywell’s proven Experion platform, it offers an effective scalable solution to help make IIoT visions a reality.

Connected OEM delivers quantifiable savings and revenue opportunities, from cutting travel and site visits to boosting performance and sales. To discover the return you could see, why not try our free Value Calculator?
TAKING THE WORK OUT OF IOT

Connected OEM combines market-leading technology, expertise and implementation services tailored to your Industry 4.0 goals: Remote equipment monitoring, improved asset management maintenance, data-driven design decisions, and identification of new revenue streams from spares and consumables.

The solution is built on deep IoT expertise and decades of experience in industrial processes and automation. With full implementation and a tailored solution, OEMs can focus on their core competencies. You bring the vision, Honeywell gets you and your assets online.

It’s Honeywell’s industrial Internet of Things platform, Cloud historian and visualizations and rules-based alerts and notifications in one simple, subscription-based service – fully delivered.

A versatile platform, easy execution, a single solution – and powerful results. Contact us today to find out more or watch our demo video to see Connected OEM in action.
THE FUTURE IS WHAT WE MAKE IT.