The food and beverage industry is facing new and pressing challenges every day, while maintaining most of the old challenges as well. Constantly changing consumer demands, reduced resources in factories, ever increasing need for sustainable solutions and the protection of brand equity are just a few of the challenges facing the industry.

As OEMs working in the Food and Beverage industry, this challenging set of market requirements means achieving a shorter time-to-market and higher productivity systems to assure product quality, personnel safety, flexibility, and regulatory compliance and product quality.

These demands require continuous innovations – not just in food and beverage products, but also in automation design and manufacturing.

Our knowledge of the food and beverage market, paired with our understanding of machine builder challenges in segments such as brewing, sugar, grains, and edible oils, can help make your company more competitive. Whether selling within the U.S., or shipping equipment overseas, Siemens can help. These all can help you create value and respond faster to these new market demands and developments, increasing your company’s ability to respond to market challenges while enhancing your company’s competitiveness.

Siemens portfolio offers security, system continuity and improved productivity. With a comprehensive set of products and systems from our Totally Integrated Automation portfolio, we help you to increase machine flexibility, reliability, sustainability and efficiency.

<table>
<thead>
<tr>
<th>Brewing</th>
<th>Sugar</th>
<th>Agribusiness</th>
<th>Consumer package goods</th>
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Siemens provides innovative solutions and expertise in customer categories and segments
Siemens products, systems and services offers these benefits for food and beverage equipment manufacturers

<table>
<thead>
<tr>
<th>Efficient</th>
<th>Reliable</th>
<th>Flexible</th>
<th>Cost-effective</th>
</tr>
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<tbody>
<tr>
<td>One integrated framework for all automation tasks, significantly reducing engineering time</td>
<td>Highest level of machine availability for minimized downtime</td>
<td>Flexible and modular systems help reduce engineering time</td>
<td>Cost-effective operation and monitoring</td>
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<tr>
<td>• More productive machine performance resulting from improved availability and quality of information</td>
<td>• More compact machines with cabinet-free operation due to SIMATIC PLC controllers and industrial HMIs with IP65 certification</td>
<td>• Open automation communication protocols allow for easier machine integration without changes to base architecture</td>
<td>• Time and cost savings during installation and start-up resulting from common communication platform. Standardized data interfaces, based on OMAC, can provide additional savings.</td>
</tr>
<tr>
<td>• Simplified connectivity to higher-level-systems (e.g. MES) through integrated Ethernet communication</td>
<td>• Higher machine availability as a result of integrated diagnostics</td>
<td>• Distributed, programmable safety technology allows for a highly flexible system with finely tuned performance</td>
<td>• Reduction of installation costs due to integrated safety, which combines standard and safety applications into one controller</td>
</tr>
<tr>
<td>• Reduced time to market resulting from efficient engineering software STEP 7 for configuration, programming and diagnostics</td>
<td>• Integrated failsafe functionality in SIMATIC S7 controllers and connected safety integrated devices fulfills the highest safety requirement within the food and beverage industry, ensuring the safety of workers and equipment</td>
<td>• Motion control systems allow for rapid changeovers and simplified integration of new products</td>
<td>• Integrated diagnostics significantly reduce downtime and increase OEE</td>
</tr>
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Siemens offers for food and beverage OEMs

**OEM Tools and Content**
- Extended warranty support
- OEM tools and investments to help train engineers on Siemens platform
- Specific solutions and libraries available for common packaging applications

**Global Coordination**
- Worldwide spare parts support through local distribution network
- Global, 24/7 technical support
- Free of charge hotline during business hours

**Co-marketing Development**
- Co-marketing promotions with Siemens investment
- Global network with Siemens Food and Beverage team

What makes Siemens automation solution unique? As an OEM and integrated service provider, we help take care of your equipment throughout its entire lifecycle. Whether you need an immediate response to a breakdown, planned maintenance, or leading-edge upgrades to improve the performance of your equipment over the long term – be sure to take advantage of our global engineering expertise coupled with our local service infrastructure. Siemens offers you a total solution supported by our OEM expertise.

To find out more about how Siemens delivers OEM solutions for the Food and Beverage Industry, contact your Siemens representative today.

**OEM.industry@siemens.com**