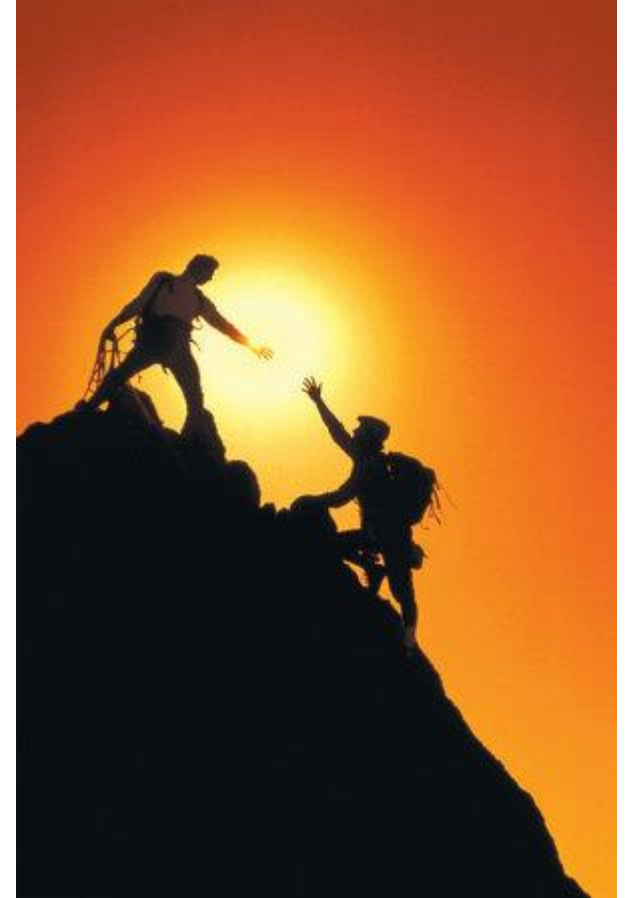


Achieving the Benefits of Digitalization in Electronics

Endress + Hauser Status Meeting, Maulburg, 11.2.19
Philipp Ruhemann, Technical Director

CircuitByte – Experts in Electronics

- ▶ We've been in the business for over 25 years (previously Router Solutions)
- ▶ We help our customers achieve the benefits of true digitalization from design to final assembly
- ▶ Full-service distributor, integrator, developer and training/support center for the Valor® product portfolio from Siemens and FactoryLogix® from Aegis
- ▶ Developer of BOM Connector™ used to improve BOM handling and cost calculation/ component sourcing
- ▶ Active member of several industry groups such as the SEF Smart Electronic Factory e.V.



Unser Team

- ▶ Kevin Decker-Weiss* - Sales Director
- ▶ Philipp Ruhemann* - Technical Director
- ▶ Marius Schäfer* - Development Director
- ▶ Silke Bühren – Technical Marketing Engineer
- ▶ Phil Frances Edelmann - Support Manager
- ▶ Nina Belazi – Technical Support Coordinator
- ▶ Florian Back – Software Developer
- ▶ Ion Caisin – Software Developer
- ▶ Devin Dow – Software Developer (US)
- ▶ Andreas Proske - Database Consultant
- ▶ Tobit Friedrich – Support
- ▶ Niklas Klewitsch - Support

* partner

***„Es ist nicht die Digitalisierung, die
Arbeitsplätze bedroht – sondern das
Versäumnis, an ihr teilzuhaben.“***

Bild Zeitung 7.9.2018

What's New?

- ▶ Since August 1, 2018, Router Solutions is CircuitByte
- ▶ This was a name change only. All business ID number are the same
- ▶ Since October 1 2018, the Valor products are part of Siemens Industry Software
- ▶ Siemens brings an unmatched company reputation and resources
- ▶ The Valor Process Prep, Valor Shopfloor and Valor IOT products will remain in the portfolio and we will continue to support these products, so all customer investments are "safe"
- ▶ There is a combined product called Camstar for Electronics which is planned for the future as an MES upgrade
- ▶ To round out our product line, CircuitByte has added the FactoryLogix tool from Aegis. We will concentrate here on the "Mittelstand" market
- ▶ BOM Connector continues to grow market share. Development team has been doubled in size

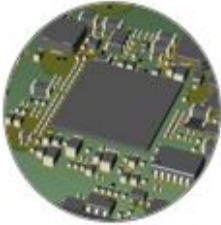
The Product Overview

Leveraging the Main Pillars of Siemens PL Software, to deliver End-to-End DM Solution for Electronics

SIEMENS
Ingenuity for life

ELECTRONIC

DESIGN



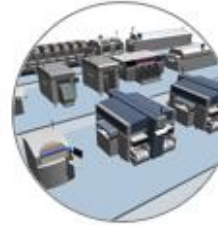
DFM, HAND-OFF



PROCESS
ENGINEERING



PRODUCTION
EXECUTION



XPEDITION

TEAMCENTER

TEAMCENTER
MANUFACTURING

CAMSTAR MES

MINDSPHERE



BOX - BUILD

MECHANICAL

DESIGN



VIRTUAL VERIFICATION



PRODUCTION
OPTIMIZATION



PRODUCTION
EXECUTION



Unique Selling Point – Valor IOT

Scalable, reliable, plug & play data acquisition and control

Collect and normalize yield, quality, performance, utilization data

Real-time normalized manufacturing data available to Enterprise applications



End-to-End Modular & Modern Platform

FactoryLogix™



L Logistics

Optimize and manage efficient material flow from the warehouse to production, and back.



P Production

Operator guidance, process flow tracking, routing control, quality and test data collection / diagnostics.



Integrations

- xLink – Factory asset connections
- xTend – System-to-system data exchange
- xStream – Scheduled data feeds
- API – Programmatic connectivity



Devices

inForce – for conveyORIZED processes
inCheck – Validates material setups in production
Mobile Logistics



N NPI

Fast, simple, controlled collaborative process engineering and production preparation.

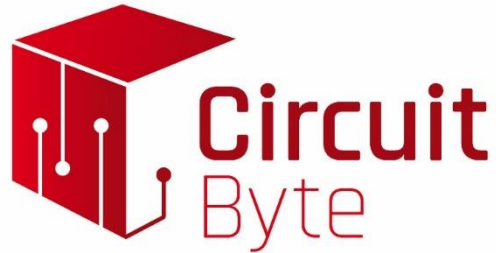


a Analytics

Reporting, alarming, real time dashboards, SPC, operations dashboards and mobile.

Summary





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