



# DeltaV™ Alliance Product Program

## Helping Customers Succeed by Providing a Complete Process Automation Solution.

Opportunities and challenges from the rapid changes in the technology landscape can be most effectively addressed by Emerson's innovative technology leadership and a network of alliances with complementary core competencies. Our DeltaV™ Alliance Product Program is focused on attracting and working with only the best-in-class companies to ensure interoperability of products, formal support and escalation process, and lifecycle stability of deployed solutions. Process automation customers who purchase products from the Alliance Program benefit from the one-stop shop approach leading to reduced risk, cost and implementation time.

### Product Interoperability Assurance

When you buy an Alliance product, you can rest assured that the product has been through Emerson's strict approval process. Whereas most alliance programs are nothing more than a "catch all" of products that may or may not work with the automation system, Emerson takes a unique approach. Only the products that provide the highest value and meet our uncompromising standards are considered for the Alliance Program.

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*"Our DeltaV Alliance Product Program provides a platform for Emerson and our best-in-class Alliance Members to provide customers with more options for seamless automation solutions."*

**Nathan Pettus, President,  
Process Systems and Solutions, Emerson**

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### Standing Behind Solutions

Emerson and our Alliance Members stand behind the combined solutions we offer which includes establishing a global support escalation process with contacts within the alliance member organization. Emerson will drive investigations with any Guardian support customer into any Alliance interoperability issue. This investigation will continue until the root cause is understood and path for resolution is defined collaboratively with the Alliance Member.

### Reduced Total Product Lifecycle Costs

The Alliance Program is directed toward reducing your total lifecycle costs by providing product offerings that cover a broad range of functionality with longer and stable product lifecycles. As Emerson introduces new functionality, the Alliance Program facilitates interoperability of products in the program with every new version. By extending the life of expensive capital equipment, the Alliance Program helps you reduce your total project cost. Through the Alliance Program, you can have confidence your existing Alliance products will remain compatible with future versions of our system, thereby reducing total lifecycle costs.

# ALLIANCE PROGRAM

## Emerson - Complete Process Automation Solution

As an innovation leader, Emerson looks at problems from a different perspective. Where most people would believe offering an infinite number of products and Alliance Members would benefit customers, Emerson takes a “less is more” approach. We’re not interested in product churn and obsolescence witnessed by the consumer market. We, like you, are interested in product longevity and stability. With this thought in mind, we release versions of our systems that are upgradeable and interoperable with installed Alliance products. We work with our Alliance Network to prolong the life of your investments in these fixed capital assets. One of the guiding principles of the Alliance program is to ensure a win-win for customers, Emerson, and Alliance Members and as a result we stand behind our Alliance products and solutions just as we stand behind our own system and products.

“Our long-term relationship with Emerson has been successful for both companies—but, more importantly, it has been a tremendous benefit for our customers. The combination of Pepperl+Fuchs explosion-protection expertise and Emerson technologies provides reliable, compatible solutions with global support.”  
**Lutz Liebers, COO – Process Automation, Pepperl+Fuchs**

## Alliance Members

### PLATINUM



### GOLD



## Join DeltaV™ Alliance Product Program

Emerson Alliance members benefit from increased market and channel visibility, confidence and credibility. Please send an email to [pss\\_alliances@emerson.com](mailto:pss_alliances@emerson.com) if you are a technology and market leader in the process industry with complementary competencies and would like to learn more on joining the Alliance Program.

### SILVER



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