

Emerson's OEM Solutions Program advances sustainability.



OEMs
Maximize your solutions with a trusted partner.



System performance defines your reputation.

As an OEM your technology solutions are the foundation of today's industrial manufacturing infrastructure. But producing high-quality solutions for your end users requires reliable, secure, and technologically advanced products and a keen ability to deal with challenges that aren't always easy to overcome. The most prevalent of these challenges are highlighted below.

Challenges Facing Original Equipment Manufacturers

Technology

- Trouble keeping pace with the latest innovations
- Changing market and business expectations
- Maintaining overall equipment effectiveness (OEE)



Financial

- Difficulty gaining new customers
- Excessive/burdening engineering practices
- Lack of differentiation and high cost



Security

- Protecting IP
- Navigating cybersecurity threats
- Avoiding equipment failure on large projects



Suppliers

- Working with fewer suppliers to reduce cost
- Working with different suppliers around the world
- Dealing with fluctuating supplier prices



With increased technological complexity, it's becoming difficult to differentiate among competitors, manage shrinking budgets while demand increases, and avoid risk factors that can hinder your ability to provide and deploy reliable equipment to end users.



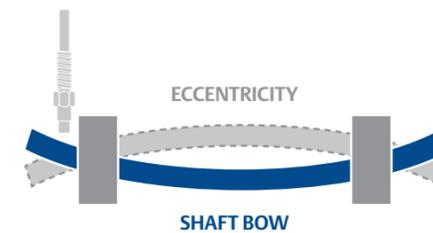
Collaboration and automation are the keys to innovation.

As an OEM, you're continually looking for innovative and efficient ways to meet and exceed your end users' goals and expectations. Whether it's specific flow rates, operator interface points, or precise components, there's a good chance that virtually every project you work on is different from the last.

This variability presents an opportunity—an opportunity to not only automate your processes to gain efficiencies, but to work with a trusted and reputable service partner that provides your organization with reliable, state-of-the-art technologies that you can leverage when deepening your end user relationships and attracting new business partners.

In the examples on the following page, you'll see how past Emerson business partners have been able to leverage our broad portfolio, deep expertise, and commitment to quality products and relationships to help other OEMs achieve progress.

Turbomachinery manufacturer develops shaft-bow detection algorithm



CHALLENGE: Increase reliability of systems during cold-roll startup and configure alerts at various rotor speeds for corrective action.

SOLUTION: Emerson's AMS 6500 Vibration Monitoring technology was integrated with over 200 turbines to detect shaft bow deviations and provide real-time insight into equipment conditions.

RESULT: Equipment health degradation is now detected earlier to ensure maximum uptime and more proactive asset maintenance and troubleshooting.

Mining manufacturer improves electric rope shovel monitoring



CHALLENGE: Ensure reliable monitoring and relevant data availability of planetary gear boxes and drives over difficult networking environments.

SOLUTION: Emerson's PeakVue, AMS 6500, and Machinery Manager software was used to zone-in to machine fault conditions and provide adaptive monitoring using predicates.

RESULT: The manufacturer was able to ensure a single-source supply to numerous pieces of mobile equipment and expand the solution to other assets at the mine site for increased leverage.

Oil and gas equipment manufacturer optimizes hydrogen filling stations



CHALLENGE: The equipment manufacturer needed to widen the flow range of its hydrogen filling stations specifically for heavy duty and smaller vehicles while looking to lower cost on key components and maintenance due to job site issues.

SOLUTION: The manufacturer worked with Emerson to implement a single meter to fit all of its filling stations while establishing tiered pricing with a global frame agreement.

RESULT: The manufacturer was able to save on maintenance costs, transaction costs per orders placed, and ultimately win more business from additional end users.

A Solutions Workshop

Emerson’s process simplifies and accelerates the evaluation of new technologies, providing insight into the measurable impact of those investments. This puts you on the path toward streamlining your projects and operational needs for short-term impacts and long-term rewards, including:

- Single point of contact to manage your relationship with Emerson and drive it to the next level
- One agreement
- Streamlined and predictable order entry and execution
- Reliable and repeatable delivery and support everywhere you and your customers are all over the world
- Cost effectiveness by way of purchase prices and our streamlined supply chain
- Tools to help you embrace self-sufficiency to select and price the right products for your application
- Purchase price incentives

As part of our program, Emerson has facilitate a collaborative forum in which Emerson experts partner with yours to define the best approach for the automation and digitalization of your technology platform. These sessions include performance metrics and requirements definitions, an introduction of application-specific technology options, technology pilots, and more.

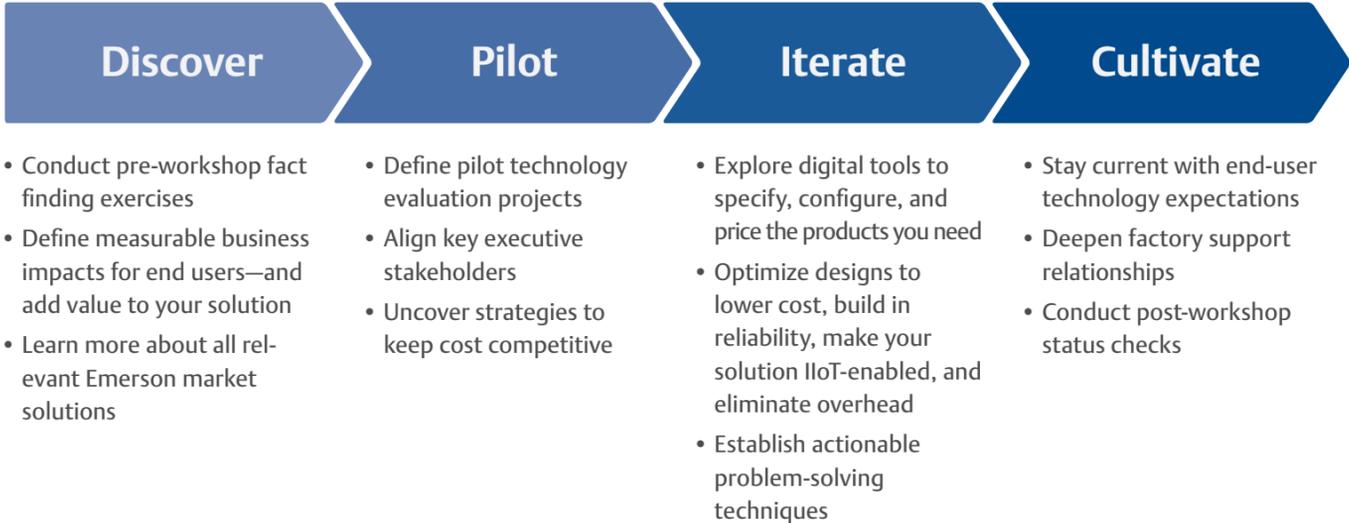
Recommended workshop participants

- Technology leaders
- Application experts
- Engineering managers
- Project engineers
- Business development specialists
- Emerson executive sponsor
- Emerson industry experts
- Emerson subject matter experts



By recognizing your current challenges and partnering with an expert that specializes in technical selection and optimization, you’ll be better equipped to determine a plan of action and turn risk into reward.

Workshop methodology: A pathway to performance



Accelerate ROI, optimize production, and harness the digital revolution.

Leveraging a broad portfolio for your engineered solutions is only half of the equation. With rapidly changing technology landscapes, you need to ensure that the technology choices you make are reliable, easy to integrate and support, and bring you an advantage. That's where partnership becomes critical, and Emerson's expertise can deliver predictable success through key initiatives and solutions outlined here.



Restore confidence in project time and cost predictability with Project Certainty

Combine innovative technology and engineering tools to lower your project costs, improve schedule reliability, and respond to end user change requests effectively.



Safely optimize performance for end users to differentiate from your competitors

Help your end users achieve Top Quartile performance, and unlock additional performance data and service revenue streams for your company by using pervasive sensing and analytical software technologies independent of end-user systems.



Enable Top Quartile Performance in capital projects with Project Certainty. [Learn more »](#)

Access the industry's most complete portfolio of technologies for process, hybrid, and discrete applications.

With a nearly 130-year reputation as a leader in providing technologies that drive better operational performance in control and asset management systems, measurement and flow instrumentation, final control devices, safety instruments, and more, Emerson's portfolio is backed by deep technical experience and global services.

These include over 5,000 project services and engineering personnel worldwide, 84 educational service locations, nearly 4,000 lifecycle services personnel, and 212 service centers spanning North and Latin America, Europe, Asia Pacific, and the Middle East and Africa.

When combined, the scope of Emerson's industry-leading automation portfolio and services is well positioned to better serve your needs, no matter which industries you serve, where, or to what degree of complexity.

Measurement Instrumentation



- The broadest range of measurement and analytical technologies for process clarity and insight.

Valves, Actuators, and Regulators



- Control, regulate, and isolate your process with certainty using highly reliable technologies.

Control and Safety Systems



- The systems and software that provide the decision integrity to run your operation at its full potential.

Solenoids and Pneumatics



- With the broadest range of solenoid and pneumatic products, Emerson solutions are found in a wide array of industries and applications, from Oil and Gas to Packaging.

Asset Management



- Asset management solutions to improve availability, profitability, and safety.

Operations and Business Management



- Delivering best-in-class business and operations software maximizing profit and operational efficiency.

Electrical Components and Lighting



- The widest range of lighting fixtures, electrical fittings, plugs and receptacles, controls, panelboards, and more.

Precision Welding and Cleaning



- Welding and cleaning solutions designed to meet the application needs of your manufacturing processes and laboratory environments.

World-class automation and operational improvement is just a call away.



For information on scheduling your own Emerson Engineered Solutions Workshop, learning more about Emerson technologies and services, visit [Emerson.com/OEM-Solutions](https://www.emerson.com/OEM-Solutions).

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