

ProLeiT  
is now part of

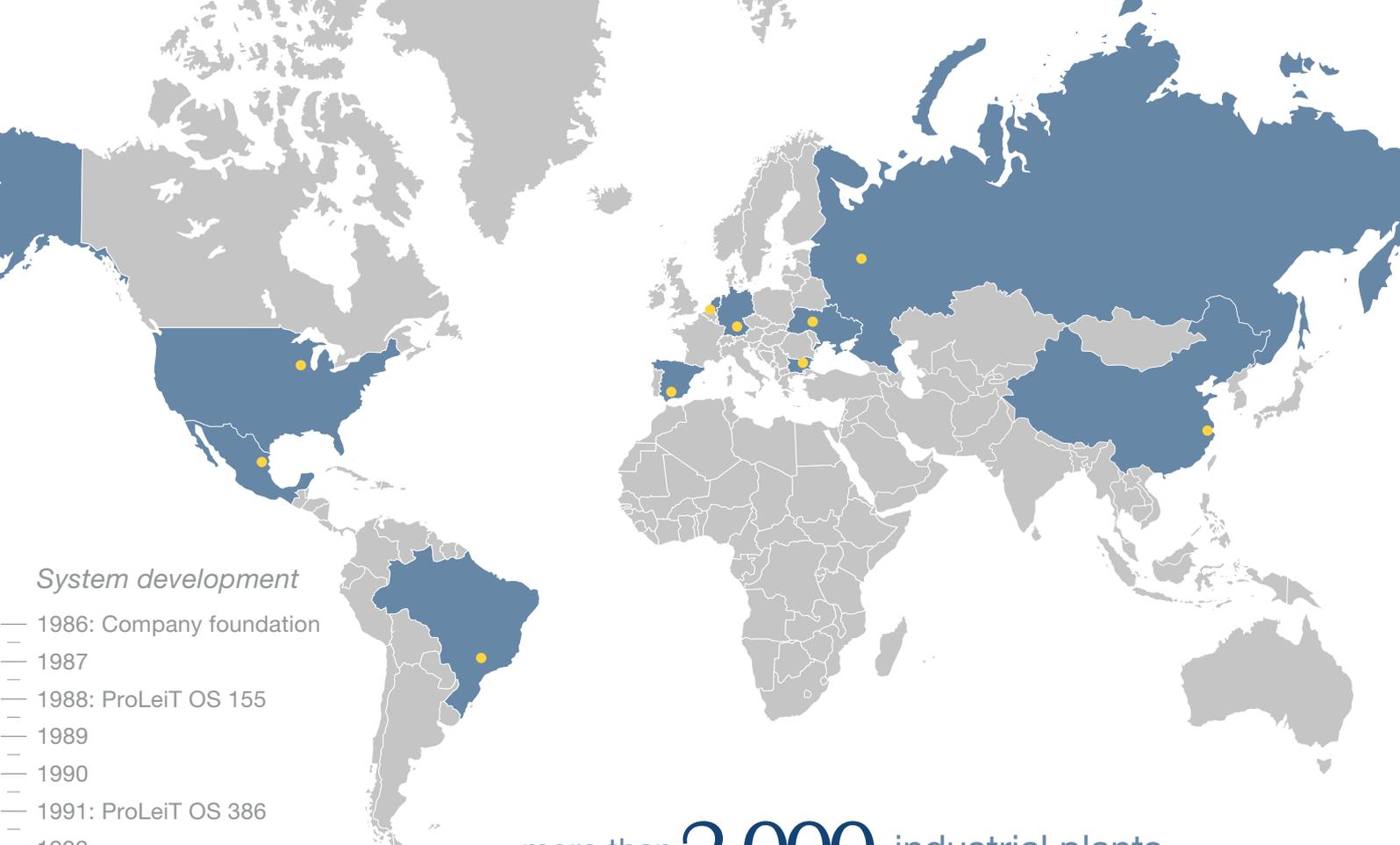
**Schneider**  
Electric

**ProLeiT**



## Certified OEM Solution Program

Service, PCS and MES for machine and  
plant manufacturers



*System development*

- 1986: Company foundation
- 1987
- 1988: ProLeiT OS 155
- 1989
- 1990
- 1991: ProLeiT OS 386
- 1992
- 1993
- 1994: ProLeiT OS-NT 1.0
- 1995
- 1996
- 1997: brewmaxx 2.4
- 1998: ProLeiT OS-NT 4.1
- 1999: ProLeiT OS-NT 5/5.1
- 2000: Plant iT / brewmaxx V5.2/V5.3
- 2001: Plant iT / brewmaxx V5.4
- 2002: Plant iT / brewmaxx V6
- 2003
- 2004: Plant iT / brewmaxx V7
- 2005: Plant iT / brewmaxx V7.1
- 2006: Plant iT / brewmaxx V7.12
- 2007
- 2008
- 2009: Plant iT / brewmaxx V8/V8.1
- 2010: Plant iT / brewmaxx V8.2
- 2011:
- 2012
- 2013: Plant iT / brewmaxx V9.00
- 2014
- 2015
- 2016
- 2017: Plant iT / brewmaxx V9.50
- 2018: Plant iT / brewmaxx V9.60
- 2019: Plant iT / brewmaxx V9.70
- ...

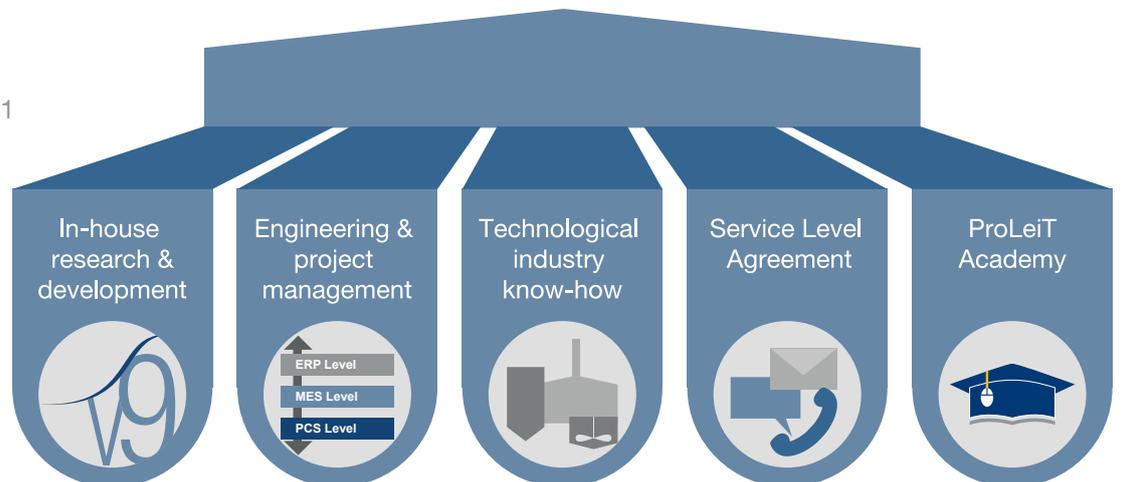
more than **2,000** industrial plants  
in more than **110** countries

more than **500** employees 

**10** international subsidiaries

**4** national subsidiaries

## Scope of services



# ProLeiT AG

More than 30 years of experience and solutions from a single source

## About ProLeiT

We have been ensuring innovative production processes, technologies and, of course, the success of our customers since 1986. Just two years after the company's inception, we presented PROLEIT OS 155 – our first in-house developed, PLC-based process control system, which we still support to this day. The current products Plant iT and brewmaxx are now in their ninth generation.

Through its ten subsidiaries outside Germany, the ProLeiT Group has become an internationally established company. Our process control systems are now used in over 1,600 production plants in more than 100 countries. Our products have in fact become the standard tools for a variety of company groups from numerous industries.

As a medium-sized company and solution provider for the process industry, we offer a unique portfolio, consisting of in-house system developments, a highly-qualified workforce with technical and engineering skills, as well as our own 24/7 hotline and a dedicated training centre. These factors have ensured growth, successful projects and high customer satisfaction for over 30 years.

The requirements of the respective customer groups are reflected in ProLeiT's corporate structure. Besides our very own development department, academy and support department, we have also established industry-specific project departments (so-called 'centres of excellence') where technical, process and electrical engineers, dairy experts, master brewers, food technologists and chemical and pharmaceutical technicians work in close cooperation with integrated partners, universities and, above all else, our customers.

## Industries

Our solutions, which incorporate the skills and wide-ranging expertise of our staff, partners and customers, are generally applied in the following core industries:

- Beverage industry
  - Soft drinks
  - Mineral water
  - Fruit juices
- Brewing industry and malting sector
- Dairy industry
- Food industry
  - Baking industry
  - Confectionery industry
  - Aroma, food ingredients and spices
- Animal feed industry
- Pharmaceutical industry
- Chemical industry
  - Construction material industry
  - Washing products and cosmetics
  - Varnishes and paints
  - Fine chemicals

## Range of services

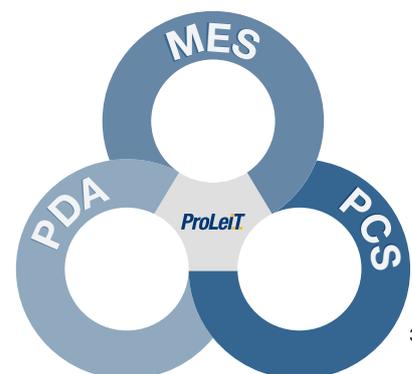
For many years, we have been the partner of choice for our customers from the machine and plant manufacturing industry. In addition to advice and guidance, we also offer innovative automation solutions – from production data acquisition (PDA) and process control systems (PCS) to manufacturing execution systems (MES). We ensure you can offer software solutions that are tailored to your machines and plants as well as to the individual requirements and needs of your customers.

Plant iT provides you not only with a process control system but also with a solution bursting with industry know-how and MES functions. Plant iT enables your technicians to optimise plants through the configuration of parameters without the need for programming skills. Our systems are available as a multi-platform solution for use with Siemens and Rockwell controllers.

brewmaxx, the Plant iT industry solution for breweries, is used to fully automate breweries and malthouses. Thanks to many years of fruitful cooperation with our customers, universities and machine and plant manufacturers, ProLeiT has become one of the leading providers of control systems and MES solutions in this sector.

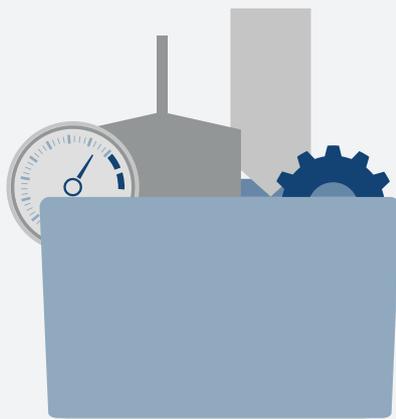
## Project management

On the basis of our experience and the internationally recognised IPMA standards, we implement projects systematically, professionally and reliably. The industry-based corporate structure at ProLeiT ensures our dedicated team of experts helps you get to grips with planning, implementing and monitoring project-specific activities. Using company-wide tools, we can continuously measure the quality of our work and the progress that has been made and optimise project management processes efficiently and effectively in the long term.



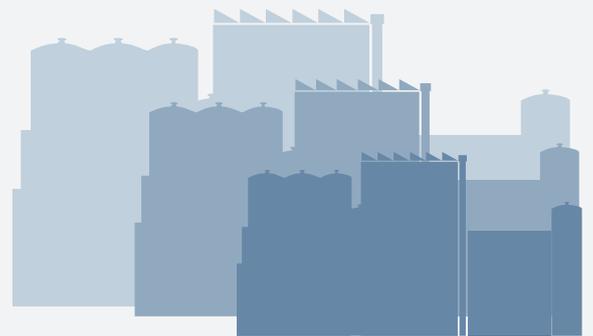
# OEM Solution Program

Discover more about our program, which is tailored specifically to the needs of machine and plant manufacturers.



## Special OEM classes

Our main mission is to provide the best possible support we can and as such we develop individual class libraries for your respective industries and technologies.



## Solutions for all plant sizes

From a single station system to a multi-range server system – we offer the perfect solution for every job.



If desired, our competent team of experts is available 24 hours a day, seven days a week to help you with any questions and problems.



Benefit from our experienced team of advisors who will be able to give you advice and support on a whole range of sales matters.



To guarantee your staff are well prepared for the full range of responsibilities they will have to undertake, they can participate in courses at our in-house training centre in Herzogenaurach, Germany, or at their place of work. Qualified and experienced trainers offer a range of courses for various fields of application.



### Subcontratación

If you want to develop your staff capacity to the full, we can provide you with flexible and tailored help. Our technicians and engineers ensure your products are implemented in line with your design brief and quality standards.

### Una solución con su propio

logotipo

powered by ProLeiT

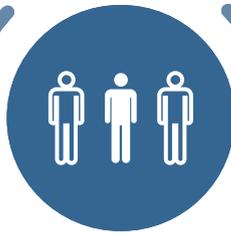
We offer you the opportunity to incorporate your corporate design in our software solution.

## Comprehensive

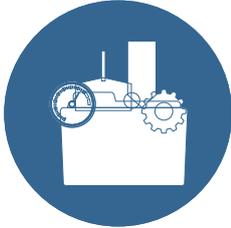
## new user program

We will accompany you step-by-step as you become acquainted with our system – including the design and development of standard templates.

# OEM SOLUTION PROGRAM



## Detailed overview of the OEM solution program



An essential feature of 21st century customer requirements is the desire for a comprehensive digitisation strategy. Due to the growing flood of information, this ambitious target can only be met with suitable software and qualified personnel.

The solution to this is, on the one hand, our control systems, which make complex processes configurable and intelligible, and, on the other hand, our highly skilled workforce with the experience and the know-how you need. In our role as manufacturer, service provider, sales and training partner, we can respond flexibly and promptly to changes in the basic conditions. This is additionally supported by our flat organisational structure with very short lines of communication.

Our unique system architecture is also characterised by its high level of flexibility. The motto here is “parameterisation instead of programming”, which not only guarantees systems are engineered to a high standard, but also gives end users peace of mind and security when controlling and monitoring plants.

As part of our OEM solution program, partners from the machine and plant manufacturing sector profit from the following services:

### Individual class library

We offer machine and plant manufacturers, in particular, the frameworks for the joint development of individual automation classes. We run workshops to show you how to program standardised system classes which can then be distributed evenly between your machines and plants. As a result, individual programming can be minimised and the flexibility of staff deployment maximised.

### Solutions for micro plants

Our scalable products offer solutions from single station systems to multi-range server systems. For instance, our system is ideal for package units. Pre-configured templates enable fast entry into engineering roles and offer a high level of reuse for different projects. Demands and customer wishes can be met easily and intuitively by selecting and configuring parameters. Needless to say we also help you create individual templates and thus secure your technological know-how. Our overall solution is further enhanced by an attractive OEM licence model for micro plants.

### Service and support

We do not leave you alone with your questions and problems. If desired, you and your customers can take full advantage of our 24/7 support service with qualified specialists, guaranteeing all-embracing support with fast response times. Ticket tracking allows you to view the processing status of your ticket and add comments at any time. We offer our certified OEM partners a special service in order to respond to emergencies in the quickest time possible (Service Plus). We additionally provide a service manager for your key accounts who, together with the end customer, manages activities and resources effectively and produces regular reports.

You are automatically informed of new items of significance via email. Never miss an update again and stay up-to-date with the latest developments. Furthermore, you have access to our knowledge database for research purposes and can download specially prepared files (e.g. latest software releases) from your individual download area.

Besides these information services, we also offer you and your customers a system monitoring service to observe not only servers and PCs but also networked PLCs. System monitoring makes the operating behaviour of an IT infrastructure and its individual components transparent and provides not only information on the as-is state and history but also on trends and tendencies. If critical situations occur, persons responsible for the system are informed accordingly, thus identifying potential hardware and software failures in advance and eliminating system weaknesses immediately.

### **Sales support**

As a certified OEM partner we ensure you are fully supported in all matters relating to sales, e.g. sales and product training. Our experienced staff offer you targeted individual support regarding our system platform and its licence arrangements. Furthermore, you can activate digital access to our product-specific brochures or order printed copies of publications. We ensure you offer your customers comprehensive advice, thus meeting customer needs and demonstrating the added value of the overall 'machine and software' package. Our 'partner days' give attendees the opportunity to learn all about the latest product developments, product applications and future trends and to participate in workshops.

### **Training and upskilling**

At the ProLeiT Academy, our in-house training centre in Herzogenaurach, employees, customers and partners attend classes with experienced trainers and gain knowledge about various areas of application. Besides standard product training, special OEM training courses (new user training) are held throughout the year. Course contents include, for example, plant modelling to standard ISA 888, process image creation, sequence procedures, web reporting and PLC programming.

Courses take place in Herzogenaurach or at your place of work. Moreover, we offer tailored webinars. The respective supporting centre of excellence is responsible for organising project-specific training courses. The OEM workshops at our annual 'partner day' are also held under the guidance of expert lecturers from the ProLeiT Academy. This is where you can gain an overview of specialist topics such as web applications, reports with the aid of SSRS technology (SQL server reporting services) or practical solutions for individual application needs.

### **Subcontracting**

Do you have to turn down projects as your staff capacities are fully stretched or the implementation and complexity of the functions is not your core area of expertise? The solution is to extend your team's expertise and capability with the help of ProLeiT. The support provided by our experienced technicians and engineers can help you cope with an increased number of projects without you having to employ staff permanently. It therefore gives you the opportunity to plan your own projects and award the respective work packages to our specialist departments. You no longer have to worry about time-consuming initial training and individual on-the-job coaching thanks to successful collaboration with our specialists.

### **White label solution**

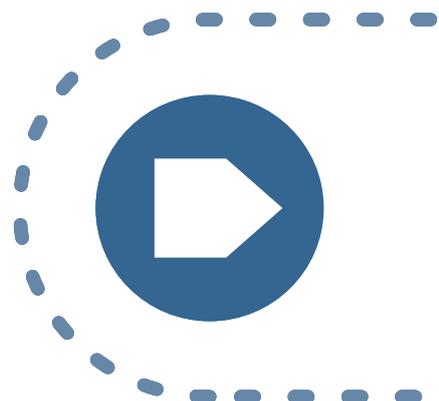
You are impressed by the quality of our solutions Plant iT and brewmaxx, but would like to brand the application with your own logo? Not a problem, as we can create our software with your logo and in some cases even adapt the graphical user interface (GUI) to your corporate design. Simply contact us for details.

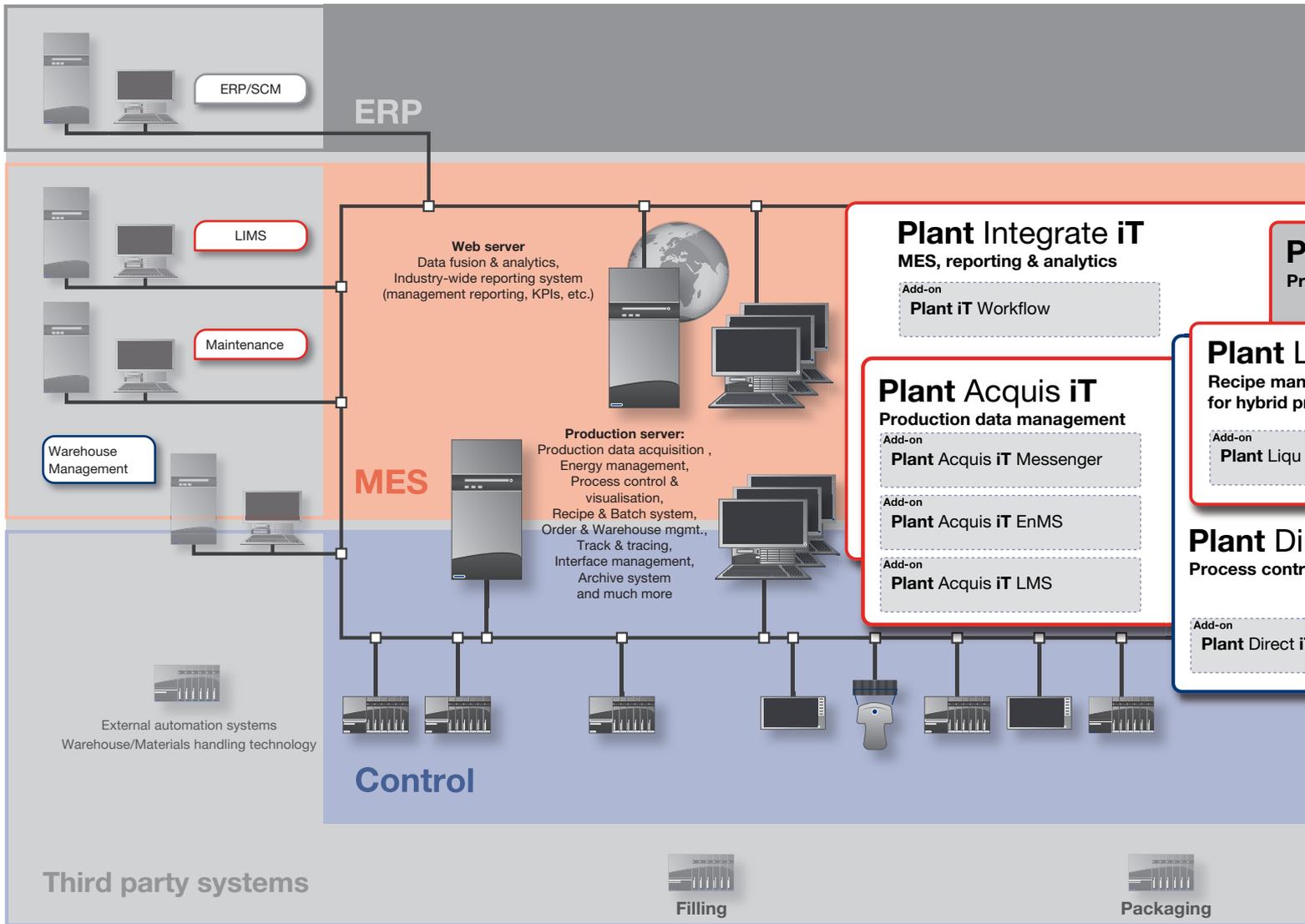
### **New user program for OEMs**

Changing old habits is hard work. Thanks to our tried-and-tested new user program for new OEM partners, you benefit from our step-by-step advice and tips when implementing our sys-

tem. You receive targeted engineering training and additional support during initial projects from a selected project engineer who is an expert in your field.

Together with you we ensure the switch from existing automation solutions is accomplished successfully – with a minimum of disruption. Thanks to our high level of standardisation, commissioning is prepared and executed to perfection. We additionally guarantee rapid response times if you ever require modifications during the project phase and at the plant.





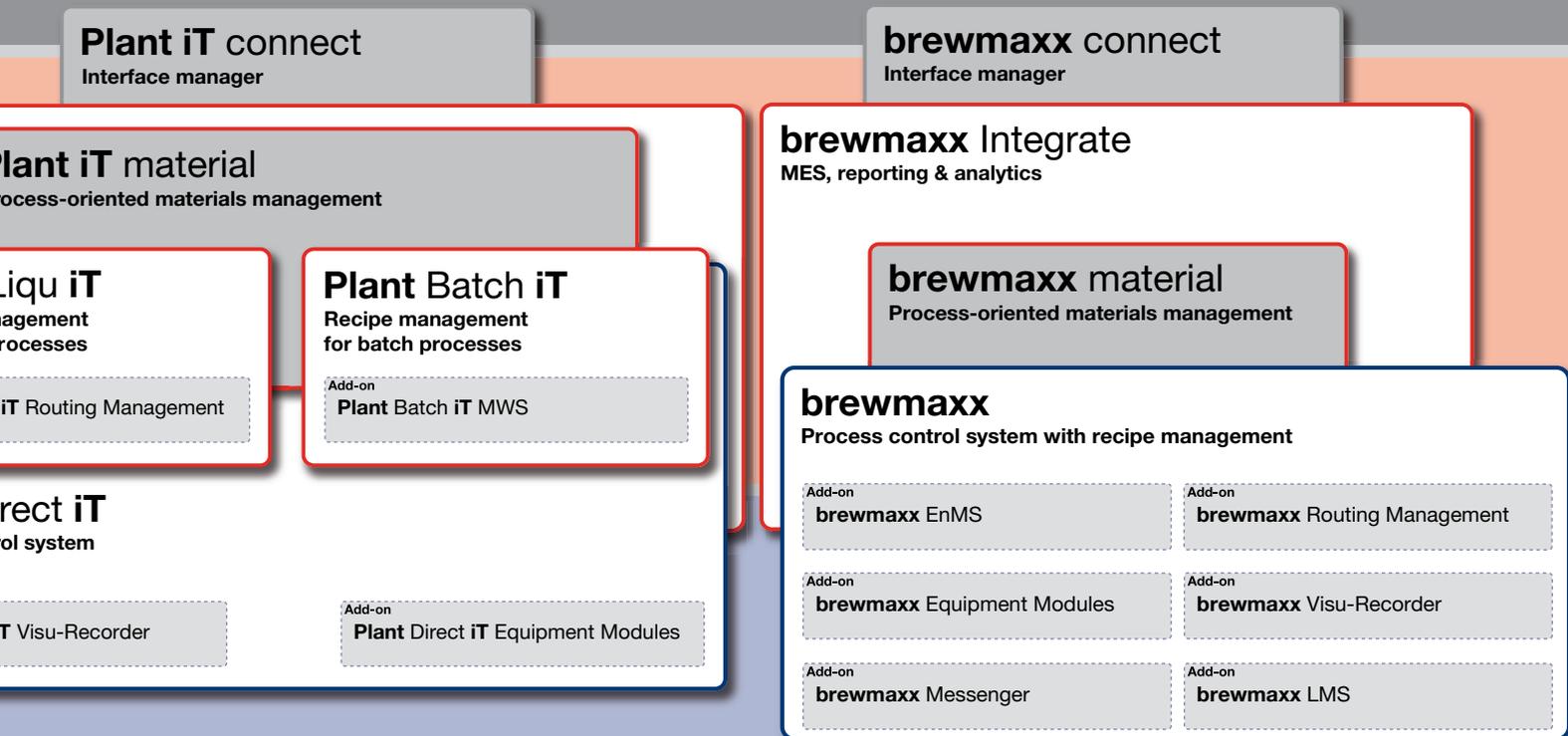
## Plant iT & brewmaxx

Our process control system Plant iT is available in various, industry-specific versions. The modular system architecture of Plant iT enables you to flexibly enhance licence coverage and the scope of functions. Integrated modules for, e.g., key OEE data, tank farm management, materials management, electronic batch recording and tracking and tracing are selected according to requirements and seamlessly connected to the control system and the MES.

Plant iT is not a simple SCADA solution but a PLC-based process control system with a high level of standardisation, exceptional user friendliness and wide

range of functions. Third-party software is not required to create process images. ProLeiT trained technicians are soon able to start up and optimise plants effectively and efficiently. Many of our customers use our control system with recipe management or the S88 compatible batch system, including materials management, and additionally profit from the standard interfaces to external ERP, LIMS and maintenance systems.

The individual system components can map all the process steps of a production plant and provide seamless and continuous automation with just one central database. The Plant iT and



brewmaxx basic systems as well as all the modules and add-ons have a central engineering infrastructure with a common database, a standard parameterisation interface and seamless integration. All the modules and add-ons can be extended at any time.

So-called equipment modules, which can be flexibly licensed, are available for individual requirements.

#### Basic systems:

- Plant Acquis iT (PDA)
- Plant Direct iT (PCS)

- Plant Liqu iT (recipe management for hybrid processes)
- Plant Batch iT (recipe management for batch processes)
- Plant Integrate iT (MES)
- brewmaxx (PCS for breweries)
- brewmaxx Integrate (MES)

#### Module:

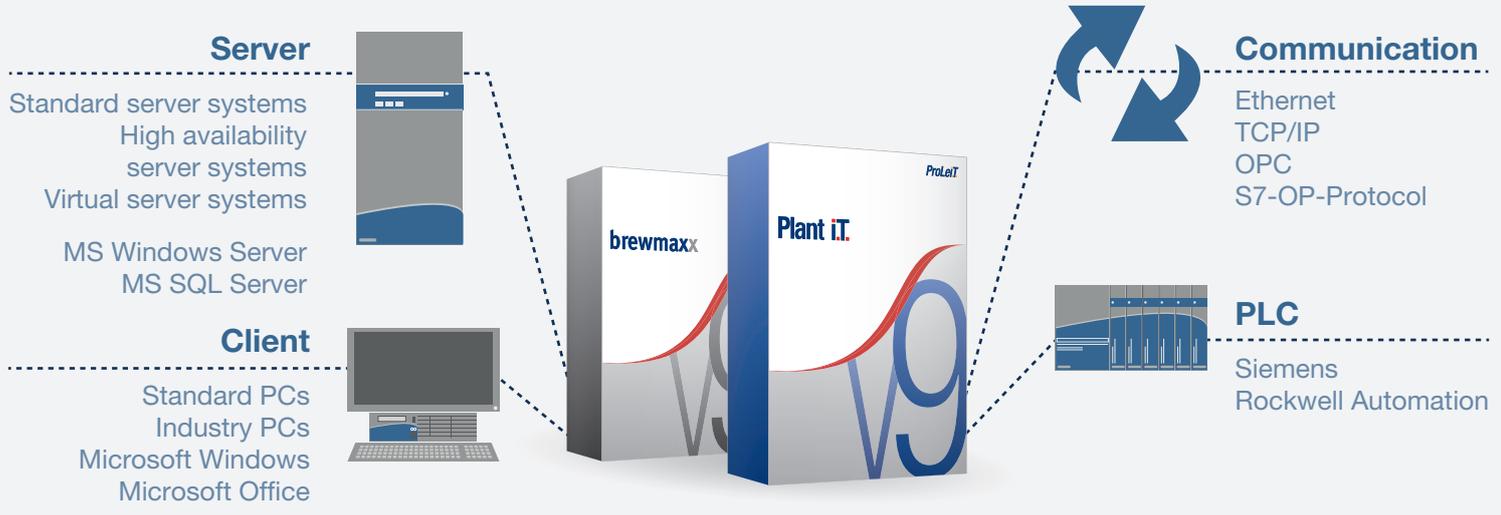
- Plant iT/brewmaxx connect (interface manager)
- Plant iT/brewmaxx material – (materials management)

#### Add-ons:

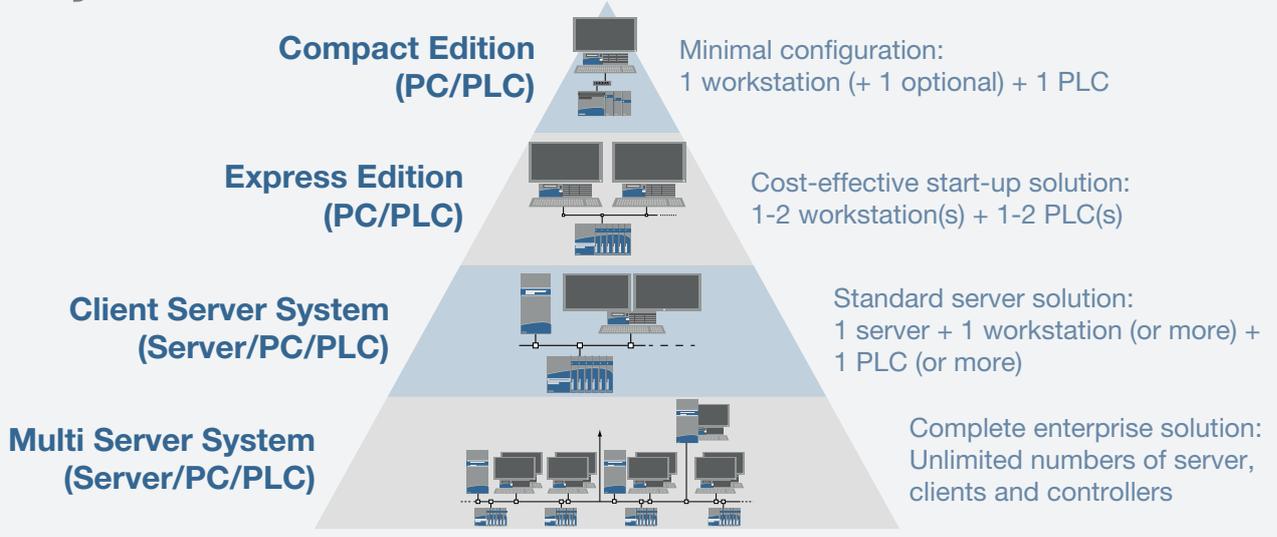
- Equipment modules (individual automation classes, adapted to certain machines and plants)
- Messenger (notification service for alarms/messages)
- EnMS (energy management system to DIN EN ISO 50001)
- Visu-Recorder (recording of conditions and processes)
- Routing Management (automated route control)
- Workflow (managing and monitoring automatic and manual processes)
- LMS (line management system)
- MWS (manual weighing system)

# Plant iT & brewmaxx

## Systems requirements



## Scalable system



## Scalable licensing

Licenses Sizes		
	Automation Objects	
		Data Points
unlimited	unlimited	unlimited
4,000	4,000	60,000
2,500	2,500	37,500
1,500	1,500	22,500
750	750	11,250
500	500	7,500
250	250	3,750
100	100	1,500

**Basic License**: 1x Server | 1x PLC | 1x Standard Client

**Extension Licenses**: Single Client, Power Client

# Your advantages as an OEM partner

## Scalable licence system

You do not always need all the elements of our software? No problem. Our flexible licence system is divided into many different segments of varying sizes and consists of basic systems, modules and add-ons that can be combined almost infinitely. Similar to a modular construction system, you can always choose the product with the right licence entitlements. We create individual packages for OEM partners that are tailored exactly to your specific goals and needs.

## Stand-alone MES

Our manufacturing execution system can be installed at a customer's place of work irrespective of our control system. Our MES solution provides you and your customers with maximum flexibility when it comes to selecting control and ERP systems. We ensure integration into existing third-party systems and summarise relevant information in our web portal with customer-specific analytics dashboards. We shed light on relations that are not necessarily visible or obvious through individual reports and therefore enable a whole new way of analysing data.

## Usability in process control technology and the MES solution

A maximum level of user friendliness is a key feature of all new developments. Even though our basic systems and modules execute different functions and have been developed for varying process areas and fields of application, all our control systems and MES solutions have an identical look and feel with a

standard operating philosophy which users quickly become confident with. In these days of increasingly complex processes, we can guarantee clear visibility of what is actually going on in production plants. The clearly arranged user interface, available in seven languages, also allows novice users to quickly take full advantage of the many capabilities. Designed for touch displays, all the dialogues in the process control system can be controlled via multi-touch gestures. Comprehensive documentation, including numerous examples, make the overall package even more special.

## High engineering standard

With our help you can develop and program automation classes for your machines and plants that contain your know-how and are only available to you. This offers you a high level of standardisation and ultimate programming freedom. On the basis of our extensive class library, your technicians can accelerate and optimise commissioning tasks.

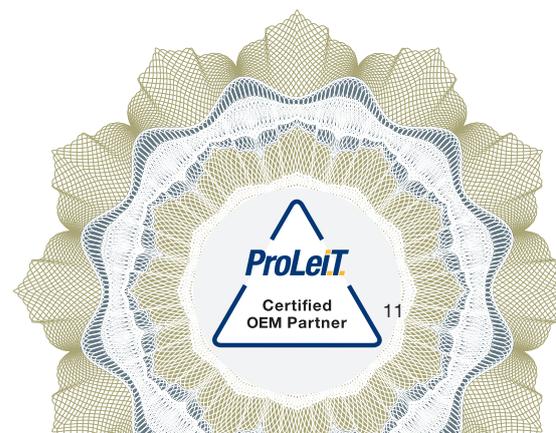
## Service and skills worldwide

We currently serve customers in more than 100 countries and operate overseas branch offices in key regions. Benefit from our local presence with trained staff and support in the respective national language or choose one of our international partners.

## Open system architecture

End customers increasingly expect a wide range of system integrators that automate their production plants and help them optimise processes in a relatively short period of time. Shift from proprietary software solutions to innovative and standardised control system and MES solutions which are well established in the market place, constantly further developed and meet the latest industry requirements. Provide your customers with the right solutions if they are looking for IT security, international standards (e.g. IFS Food) and further certification. We develop individual automation classes in close cooperation with you and integrate your technology in a standardised and future-proof system platform. Our worldwide partner network can then apply your technology for your customers to a defined standard of quality and within specified constraints.

In addition to your machines and plants, you offer your customers our innovative system solutions. Widen your business horizons and give your customers the freedom of choice that comes with manufacturer independence when acquiring software solutions.





**Amandus Kahl GmbH & Co. KG**  
Martin Kuber  
Software engineer

The main reason for choosing Plant iT is the excellent and unique combination of process control system and materials management in a single application. Plant iT enables us to realise a homogeneous automation structure, ensuring the need for just Plant Batch iT and SIMATIC S7. Thanks to Plant iT, we have been able to drastically reduce the number of required software products, while increasing the quality and reliability of the process and supplying our end customer with valuable functions for continuously improving the quality of processes and products.



**95%**

of our customers plan further projects with our system

**95%**

of our customers value our **adherence to deadlines**

**98%**

of our customers rate our **qualifications as good or very good**



**KHS GmbH**  
Hans-Jürgen Katzenbäcker  
Development and standardisation of process automation

Cooperation with the control system specialists from ProLeiT enables us to equip our tailored process plants with what we believe to be the best available solution for operation and control: Plant iT. The flexible modular design of Plant iT enables us to match the wishes of our customers during projects.

ProLeiT provides us with very friendly yet highly professional support – a brand of quality that our customers can trust.



**LTH Dresden**  
André Kiriasis  
Project engineer process technology & automation

ProLeiT has been an important process automation partner for a great number of years. Integrated engineering, in particular, is a key added value during the planning and commissioning phase. The current licensing options ensure ProLeiT together with Version 9 delves deeper into the field of individual and compact plants, which play a key role for us.

The experts at ProLeiT's 'Milk Industry and Beverages Centre of Excellence' are always on hand to provide support and deliver prompt assistance with any project-related queries. Targeted collaboration ensures better quality outcomes for all.



**95%**

of our customers would also recommend us to other companies

**98%**

of our customers praise **cooperation** with us



**Pentair Südmo GmbH**  
Thomas Schmidt  
Process automation

We really appreciate cooperation with ProLeiT as a system partner, as they are able to provide us with end-to-end support from software development to worldwide start-up and deliver specialist skills and experience in our core industries: dairy and drinks. The system is particularly popular among our customers and constantly being further developed.

ProLeiT provides standardised integration of the control level up to the ERP interface, compatibility with standard controllers (Siemens) and flexible service to meet all our needs: In-house programming carried out by ProLeiT or a third-party supplier.



of our customers are satisfied with our **complaints procedure**

**97%**



**Tophinke Automation & Gebäudetechnik AG**  
Remo Köthe  
MES manager

As system partner we obviously require a competent and reliable system supplier. ProLeiT guarantees all of this 100%, and thanks to the high-performance and well-engineered product Plant iT, we can establish a sustainable position in the market.

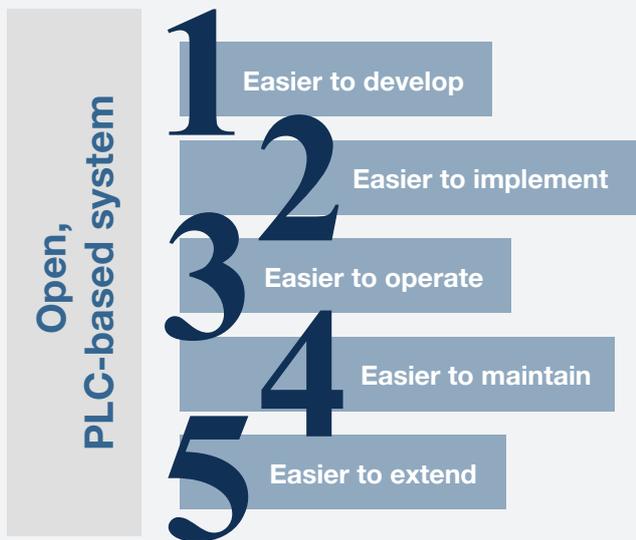
The industry know-how that ProLeiT brings to the table gives us the freedom to communicate on a level playing field. It means we are able to react quickly to customer requirements and develop professional solutions.



**100%** of our customers rate our **flexibility** as good or very good

# Your benefits

Take advantage of our know-how and increase the value of your machines and plants through our software solutions. Achieve added value for your customers and create a unique selling point within your industries.



Our process control system is much more than just a traditional SCADA system.



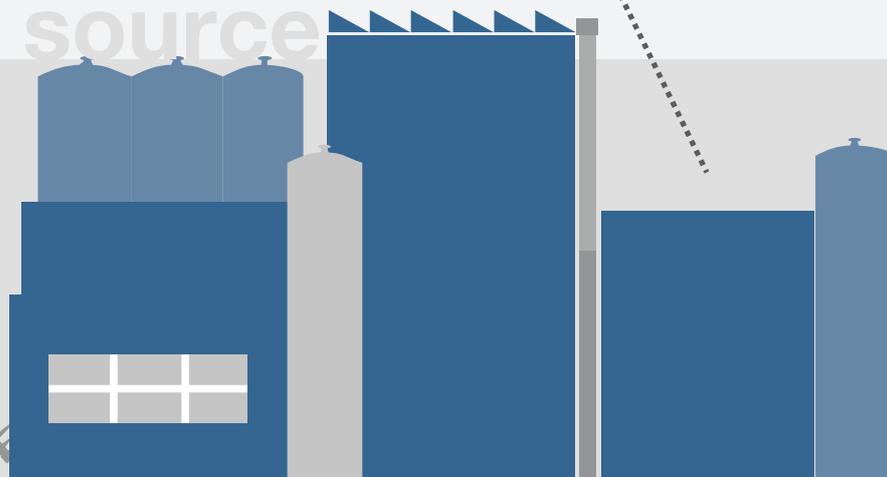
Outsourcing basic system development gives you the opportunity to focus on your key business objectives.

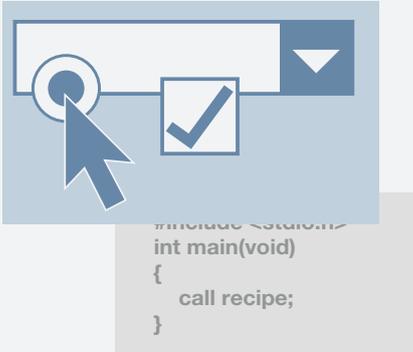
From one source

Planning/designing/project planning

Commissioning

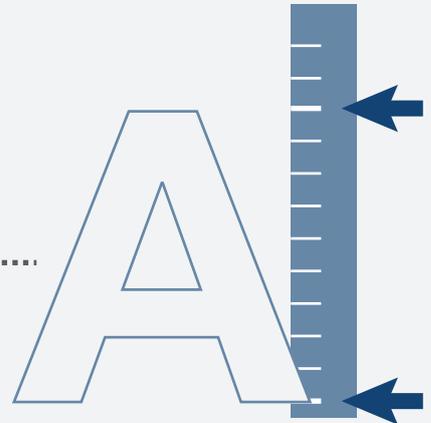
Training of all user groups



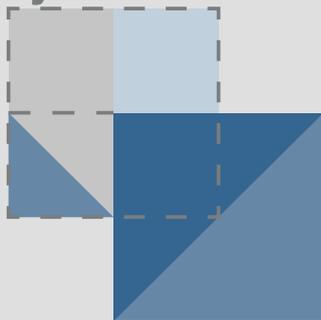


Why waste your precious time programming applications when you can simply configure and parameterise our system.

It forms the basis for a high degree of standardisation and allows you to enjoy programming independence.



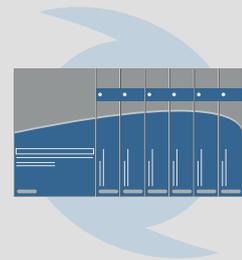
Modular construction system



Our modular construction system enables you to put together the ideal solution to meet your needs.

Our process control systems are designed for the hardware platforms of global market leaders.

Siemens

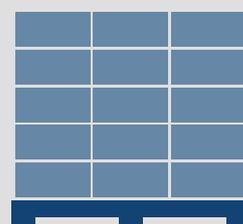
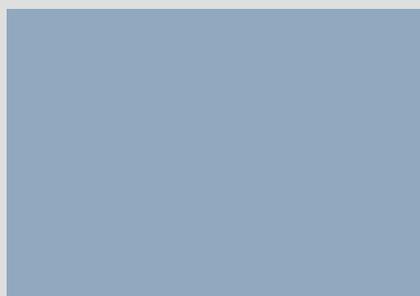


Rockwell Automation



The perfect solution for tomorrow's SMART factory is provided by our MES package. Thanks to our versatile MES functions, you can easily collect, prepare and present data in an understandable manner. We therefore offer a high degree of transparency for various topics such as order management, materials management and batch tracking.

A process control system from delivery and production to MES



ProLeiT  
is now part of

**Schneider**  
Electric

## About Schneider Electric

At Schneider Electric, we believe **access to energy and digital** is a basic human right. We empower all to **make the most of their energy and resources**, ensuring **Life Is On** everywhere, for everyone, at every moment.

We provide **energy and automation digital** solutions for **efficiency and sustainability**. We combine world-leading energy technologies, real-time automation, software and services into integrated solutions for Homes, Buildings, Data Centers, Infrastructure and Industries.

We are committed to unleash the infinite possibilities of an **open, global, innovative community** that is passionate about our **Meaningful Purpose, Inclusive and Empowered** values.

[www.se.com](http://www.se.com)

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### ProLeiT Group

Chicago/US – Enschede/NL –  
Kiev/UA – Monterrey/MX –  
Moscow/RU – Piracicaba/BR –  
Seville/ES – Shanghai/CN –  
Sofia/BG

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