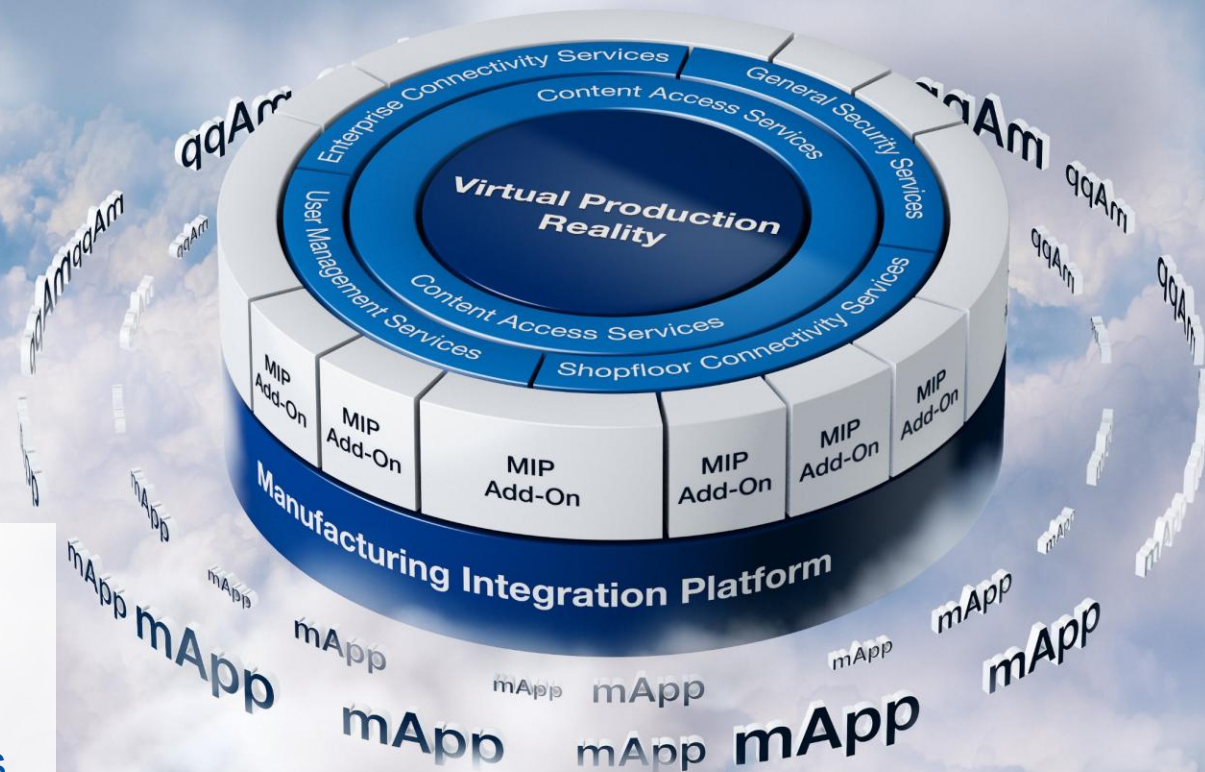


Manufacturing Integration Platform (MIP)

Benefits for Supplier in the MIP Ecosystem

(mApp Developer, Machine Manufacturers, Business Consultants, System Integrators, Hardware Suppliers)

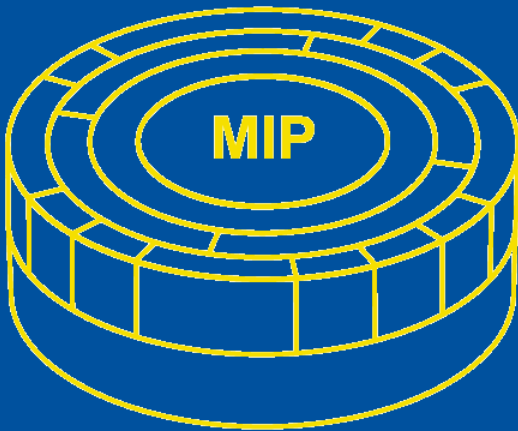


The MIP is an **open platform** for the manufacturing sector. The MIP is used as a central information and data hub in **production** and for all connected processes. All applications communicate using a **common information model** guaranteeing global **interoperability**.

MIP Simply Put

Profiting collectively from the **ecosystem** of the MIP ...

How does it work for me?

A red line graph showing an upward trend, with a vertical line pointing to a point on the curve labeled 'Motivation'.

Motivation

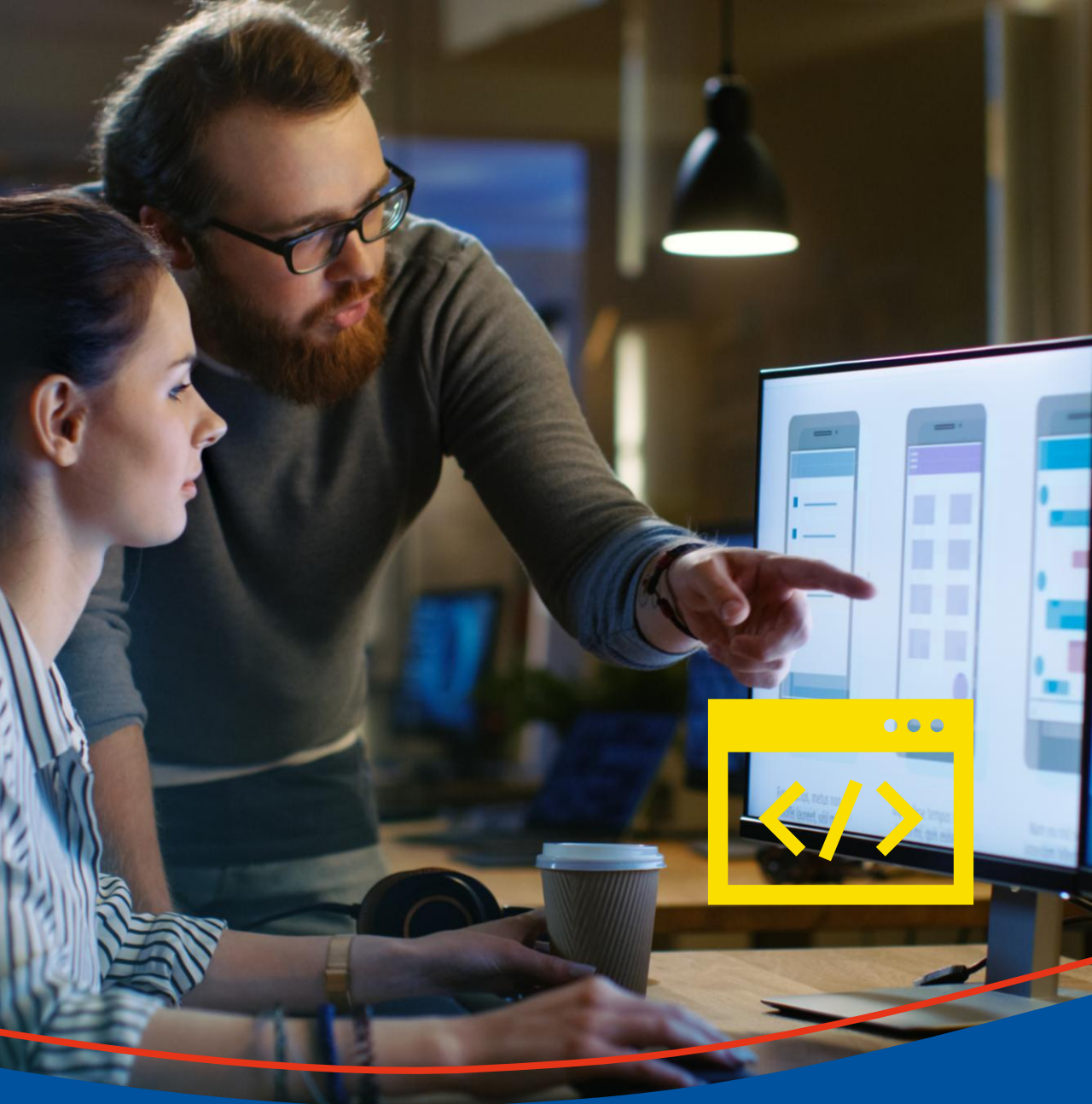
"We have already developed a **standard solution**. The question is, how do we get the data into our solutions? So far, we have to **synchronize** all the data first - that's **laborious** and takes time."

"We're just starting to develop an app. Do we really have to **do everything ourselves**? Aren't there any functional components or services we can use?"

"How do we get our part of the solution integrated into the **overall solution**? Who can furnish us with **services** for our products?"



**Your Issue as an
mApp Developer**



- Use existing basic services of the MIP.
- Profit from the MIP as a data hub in the Smart Factory.
- Present your solution in the MIP Marketplace
- Become a part of the MIP ecosystem.

Our Solution for You as an App Developer

"Our customers want to buy applications **on top** of our machines - but we **don't have software developers.**"

"Our machine provide a **large amount of data.** But what do we do with it? We don't want to leave our customers alone, but offer **useful apps** to work with this data."

"Can we actually get **data from other systems** easily into our applications? That would be great!"



Your Issue as a Machine Manufacturer



- Profit from the MIP as a data hub in the Smart Factory.
- Make integration applications available for your machines.
- Access any data via basic services.
- Become a part of the MIP ecosystem.



Our Solution for You as a Machine Manufacturer

"Our customers **don't want to commit to just one** supplier. **Flexibility** continues to be a high priority."

"Our customers' requirements are often so **complex and unique** that no single supplier can meet them on their own."

"We're looking for a way to **reduce the number of complex interfaces** used by our customers."



**Your Issue as a
Business Consultant**



- Reduce the vendor lock-in for your customer.
- Focus instead on openness and interoperability.
- Provide your customers with maximum flexibility in selecting applications from the MIP Marketplace.
- Become a part of the MIP ecosystem.

Our Solution for You as a Business Consultant

"**Integration** is our core competence. But now and then we lack certain **softwares**. It would be great if we could **easily source that from somewhere**."

"If we provide a **custom solution**, then the **maintenance effort** is usually very high. Isn't there a way to **combine standard software** with each other individually?"

"We do not have **our own system**, but we are always looking for quality software that we can **integrate** for our customers."



**Your Issue as a
System Integrator**



- Take advantage of the variety of solutions on the MIP Marketplace.
- Profit from the MIP as a data hub and integration platform.
- Offer your customers only the best of the best.
- Become a part of the MIP ecosystem.

**Our Solution for You
as a System Integrator**

"We offer innovative **hardware components**. But without software, we can't add **real value**."

"How do we find **integrators** who want to use our hardware for their solutions?"

"How can we establish and explain the connection between our hardware and the **Smart Factory**?"

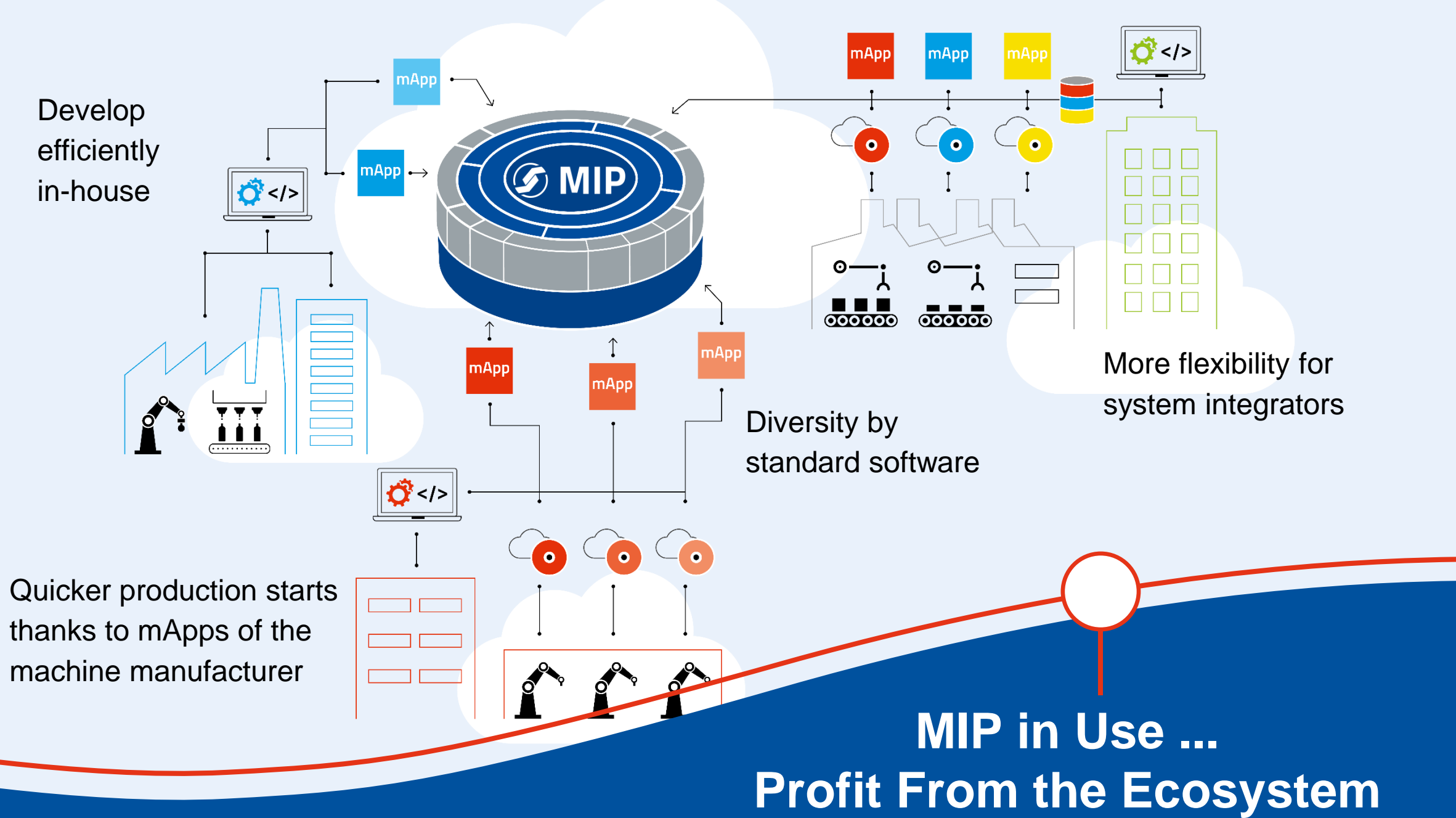


**Your Issue as a
Hardware Provider**



- Present your solution in the MIP Marketplace
- Cooperate with other partners from the network.
- Place your hardware in an innovative environment.
- Become a part of the MIP ecosystem.

**Our Solution for You as
a Hardware Provider**



- Each one supplies what they can do best!
- Small building blocks (micro services) compose the big picture.
- The ecosystem promotes diversity in the product range & flexibility for the user.
- Users apply what fits best (best-in-breed strategy).
- Vendor lock-in is greatly reduced by interchangeability of individual applications from different suppliers.



What Do the MIP & the Ecosystem Offer?



Become a
Partner



Make an **Offer**



Profit

**Into the Ecosystem in
Just Three Steps**

Partners in the MIP ecosystem have achieved all of this already:

- Greater exposure of your solution to a wider target audience
- Complement your own portfolio by making it compatible with solutions from the MIP ecosystem
- Network with other suppliers
 - Enter into new collaborations
 - Develop & establish new business models
- Focus on own core competencies
- Outsource other competencies to the ecosystem



What's the Point?

Do you want to profit from the
Manufacturing Integration Platform?



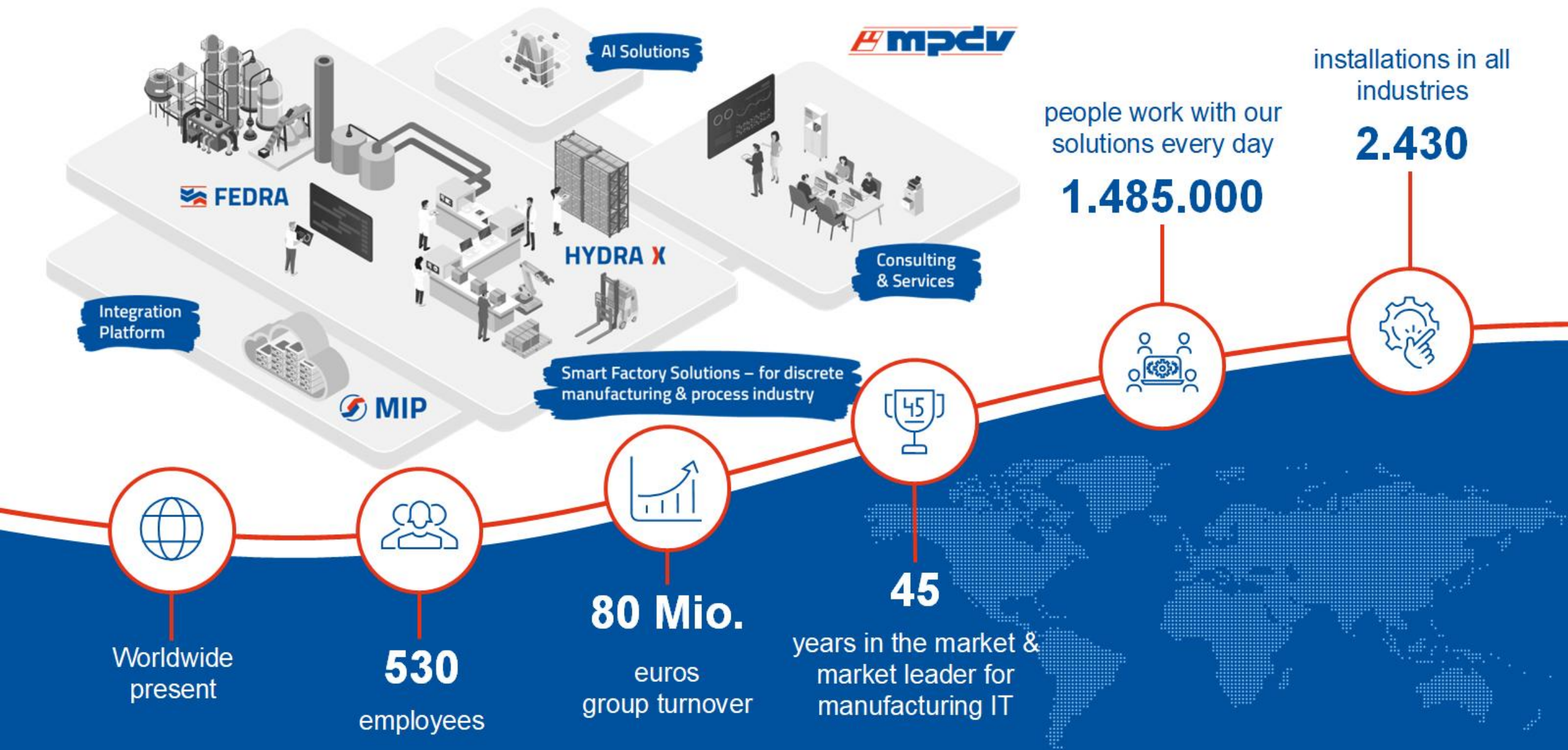
Contact Us Now!

A photograph of a modern industrial building complex. The main building is white with blue accents and multiple windows. A smaller building with a blue roof and large glass facade is on the right. The sky is blue with white clouds. A red line graphic runs across the bottom of the image, ending in a white circle.

About MPDV

WE CREATE SMART FACTORIES





Do you want to find out more about the ecosystem of the  MIP as a supplier?



WE CREATE SMART FACTORIES



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