INNOVATION BW 2020
Innovationspreis Baden-Württemberg
Dr.-Rudolf-Eberle-Preis
Preisträger 2020

FORCAM
smart factory experts

CORPORATE NEWS

New offer for SMEs: Smart Factory as a Service – a complete solution at a fixed monthly price

- Companies receive a complete Smart Factory operation including service and support
- Companies can get started after just a few days - no new IT resources required
- Ideal for small and medium-sized manufacturing companies (SMEs) with 10 machines or more
- Stability through proven IIoT technology from FORCAM in Ravensburg, Germany
- Security through Microsoft Azure cloud infrastructure in EU data center

Ravensburg, April 2021 - FORCAM, the smart factory specialist based in Ravensburg, Germany, is offering manufacturing companies a new complete solution for digital manufacturing. As a software-as-a-service solution, the [FORCAM FORCE SAAS](#) offering is particularly interesting for small and medium-sized enterprises (SMEs): they receive all the benefits of a smart factory - hardware, operation, cloud infrastructure, service and support - from a single source and at a fixed monthly price.

The solution based on FORCAM technology, awarded the Baden-Württemberg Innovation Prize in 2020, and the [Microsoft Azure Cloud](#) is ready for use within a few days. FORCAM FORCE SAAS fits into existing IT structures, companies do not have to invest any additional resources. The software is available via the Internet, the required hardware comes by mail – a so-called Edge Gateway as well as an I/O box for the acquisition of machine signals.

"With our SaaS solution, companies launch their smart factory in no time on a central production platform," explains FORCAM Product Manager Maurice Fackel. "Factory teams easily connect a wide variety of machines, get real-time visibility into machine performance, and increase efficiency through precise analytics and standardized reporting."

Higher efficiency through real-time analyses on all factory screens

Oliver Hoffmann, Co-CEO and CSO of FORCAM: "Our solution collects signals from a wide range of machines, converts them into usable data and sends them to the cloud. From there, factory teams receive visualized analyses on their screens, which they can use to accurately qualify operating states in real time. This creates transparency and leads to greater efficiency and significant cost benefits."

Dr. Andrea Rösinger, Co-CEO and CTO of FORCAM: "For smart, data-driven manufacturing, small and medium-sized enterprises need a simple, quick-to-implement and cost-effective solution. Software as a Service is the way to optimize efficiency and productivity quickly and sustainably, while being able to calculate with costs that are reliable for planning."

Oliver Scheffert, Partner Lead ISV & Innovation/Transformation at Microsoft Deutschland GmbH: "The FORCAM offering enables small and medium-sized enterprises to benefit from the advantages of the cloud such as secure infrastructure, regular updates and flexible scaling. As Microsoft, we are pleased that this solution strengthens the innovative power of medium-sized businesses in Germany."

The Smart Factory cloud solution for SMEs - the key benefits at a glance

The FORCAM FORCE SAAS offer is aimed in particular at small and medium-sized companies, starting from around ten machines. The advantages of the integrated smart factory cloud solution are numerous:

- **Complete solution** - Companies receive a smart factory solution from a single source with which they can analyze all important key figures and optimize efficiency and processes in a data-driven manner.
- **Quick and easy installation** - The installation can be carried out by the company itself and operation can be started after a few days.
- **Reliable costs** - Companies can plan with confidence thanks to a transparent fixed monthly price.
- **Comprehensive service and support** - All maintenance services, service and support are included. Updates are available automatically. Requests or error messages can be made directly from the system.
- **Maximum stability and security** - Stability and security are ensured by full SaaS operation in the Microsoft Azure Cloud in a data center in the EU.
- **Reduced technology resources** - For companies, there is no need to build additional in-house IT resources.
- **Modular flexibility** - The solution can be configured step-by-step. Additional IT functions and applications from platforms such as Microsoft Power Automate can be easily integrated in the future via connectors or open interfaces (OPEN API) and used productively immediately. The modular character of the solution allows the implementation of various CIP scenarios.

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Modular IIoT solutions - the right offering for every need

The FORCAM FORCE SAAS solution is part of FORCAM's strategy to modularize its own offering. The FORCAM FORCE™ IIoT solution family includes FORCAM FORCE SAAS and two other members:

- ☐ FORCAM FORCE **IIOT** - Platform as a Service for free composition and collaboration of IT systems in hybrid IT infrastructures (On-premise / Edge; Corporate Cloud). The offer is aimed at medium-sized companies that want an individual IT architecture.

- ☐ FORCAM FORCE **EDGE** - comprehensive connectivity on the store floor. The solution for corporate groups digitally connects heterogeneous machines, a machine data model is available for real-time analysis in further systems such as SAP DMC or SAP ME/MII. To SAP Store

About FORCAM – www.forcam.com

In the era of the Industrial Internet of Things (IIoT), companies need an integrative IT architecture for manufacturing to significantly increase efficiency in production and planning. Based on the IIoT solution family FORCAM FORCE™, FORCAM offers modular products for data-driven manufacturing. The solutions enable comprehensive transparency through connectivity and through the digital twin of production, higher efficiency through edge and cloud computing as well as free composition and collaboration of IT systems. The basis is an open IIoT platform technology, which is rated as a leader by analysts and was awarded the Innovation Prize 2020 of the state of Baden-Württemberg. FORCAM technology is used by both large and medium-sized companies - including BorgWarner, Dynomax Aerospace, Howmet Aerospace, Kostal, Krones, Lockheed Martin, Richards Industrials, Schaeffler. More than 100,000 machines worldwide are monitored with FORCAM technology. The main shareholder of FORCAM is Dietmar Hopp. The company is headquartered in Ravensburg, Germany, with offices in USA (Cincinnati), England (Rugby) and China (Shanghai).

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