

SMART FACTORY EQUIPMENT CHECKLIST

To become a 'smart factory' it's vitally important that when purchasing equipment, the following questions form part of the procurement process, to prevent any surprises further down the track:

- √ *Is the PLC/HMI/SCADA code available for you to modify?*
- √ *Is it password protected and if so, will you know what it is?*
- √ *Do you **OWN** the source code or at least a perpetual license?*
- √ *Is it in English? (always a favourite!)*
- √ *Is it easy to understand and well written (object-oriented)?*
- √ *Can it communicate via Ethernet and is connectivity and an Ethernet-module configuration included in the price?*
- √ *What key parameters are available for extraction into (say) a site-based historian/SCADA/MES system (temperature, pressure, flow, power, water, gas etc)?*
- √ *What performance parameters does the vendor recommend be monitored and/or stored?*
- √ *What brand / model is the PLC and **do you already have the vendor software for it** as well as programming experience, or will you have to outsource or train internal personnel?*
- √ *Can recipes / programs be remotely selected by (for example) an Execution system?*
- √ *Can the recipes / programs set-points be written to (for example), to have dynamic values from an external master-data source?*

If vendor IP becomes an issue, they can issue you with a perpetual license for their code, or keep the code in escrow, or several other methods to ensure you keep their code secure. One way is to have any passwords in an envelope taped inside the control panel, on which the warranty expiry date is written. If it's opened before the expiry date, it voids the warranty!

Simple really ☺

Find a way to make it work or FIND ANOTHER VENDOR!

There's no excuse in this modern world of connected systems, IIoT, Industry 4.0 and smart factories, to have a piece of kit unable to communicate within a smart factory context, simply because of a belligerent vendor.

In the end though, the purchasing decision lies with you, the customer, so make sure it's a wise one! After all, you're going to want the kit to last you a long time ...

I have over 44 years' experience in manufacturing starting my journey in Dec 1975. The last 20 years have been dedicated to helping manufacturers of all sizes utilise smart factory concepts, so I've experienced first-hand the positive change these investments have made, both on profitability, longevity, sustainability and culture.



My passion and experience are valued by organisations such as Coca-Cola Amatil, Sanitarium Health & Wellbeing, Frucor Beverages, Parmalat Australia, Tomago Aluminium, CSR Limited, as well as various industry bodies and educational institutions.

I have presented and facilitated Industry 4 workshops to organisation such as Wilmar Sugar, CSR, Ingredion, TrendPac, Beak & Johnston, Cook Medical and Visy Industries, to industry bodies and events such as SIRF Roundtables, Best Practice Network, AUSPack and APPITA, as well as educational institutions such as UTAS and UQ. I am also an Adjunct Professor of Engineering at UTS, specifically responsible for industry liaison for smart manufacturing and Industry 4.0.

For more information regarding a tailored **keynote** for your business:

<https://realisepotential.com.au/smart-factory/smart-factory-keynotes/>

For more information on Industry 4.0 **workshops**:

<https://realisepotential.com.au/smart-factory/smart-factory-workshops/>

Digital transformation for manufacturing is not for every business, so below are some criteria for self-selection and my 'ideal customer'. Don't hesitate to contact me though if only some of these apply:

- Annual revenue over \$10M
- A manufacturer (food is my specialty!)
- Privately and/or family-owned
- Located in ANZ
- Innovator or early adopter in your field especially around new product development
- Culturally aligned with wanting to explore *smart factory initiatives*
- A forward-looking culture, rather than rear-view
- Want to be seen as a **supplier of choice**
- Committed to digital transformation across the manufacturing supply chain
- Board / Management leadership interested in smart factory initiatives and Industry 4.0
- Capacity to embark on a 'pilot project' for 2-3 months
- Want to uncover **the money being left on the table each week** and develop a plan to reduce this in 3-6 months

If this sounds like your business, then I can help. You can contact me via:

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