

# Automation that connects us

Be inspired by flexibility





## What our customers appreciate about us – openness and flexibility

### **That's what makes cooperation with us so easy**

There are many reasons why you should count on Saia Burgess Controls when it comes to automation. One of our partners put it best: «When I want to leave all automation options open and stay flexible in the long run, I pick SBC and Saia PCD.»

He is not the only one. Many system integrators, original equipment manufacturers, batch machinery manufacturers, planners and operators see it just like that. Basically all those we cooperate with. This is because, for forty years now, we have been offering them products enabling them to automate what they want. In Swiss quality. That's what we mean by openness and flexibility.

And that's why it is so easy to do business with us. Quite simply, it is profitable for you, for us and for your customers.



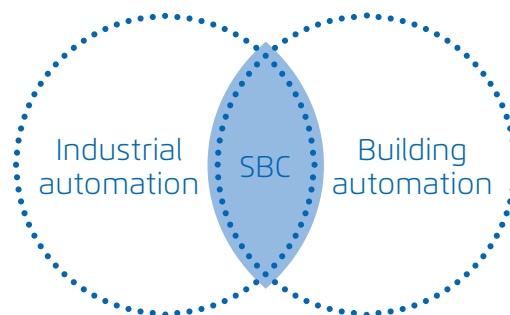
# We are not competitors – we are partners

## For building, industrial and infrastructure automation

We are repeatedly asked why we do not develop any solutions. The answer is simple. We leave that to the many system integrators, original equipment manufacturers and batch machinery manufacturers that we cooperate with. We deliver the technology and products and they implement the solutions: a clear division of tasks, perfect cooperation and no competition between us. That's why we do not talk about our customers but about our partners. And partners do not compete against each other.

Why is that also interesting for planners, operators and builders? From us and our partners, you get an automation solution that is easy to control and can be expanded, modified and adjusted without great cost and effort. Clearly separated products and services make matters transparent and plannable. That pays off.

Whatever type of automation? Whatever type, no matter whether it involves the automation of buildings or industrial plants or infrastructures such as energy, water, district heating, district cooling, traffic and tunnels.





District heating

Building automation

Traffic & tunnels

Energy

Industry

# What no-one else offers you – transparent communication

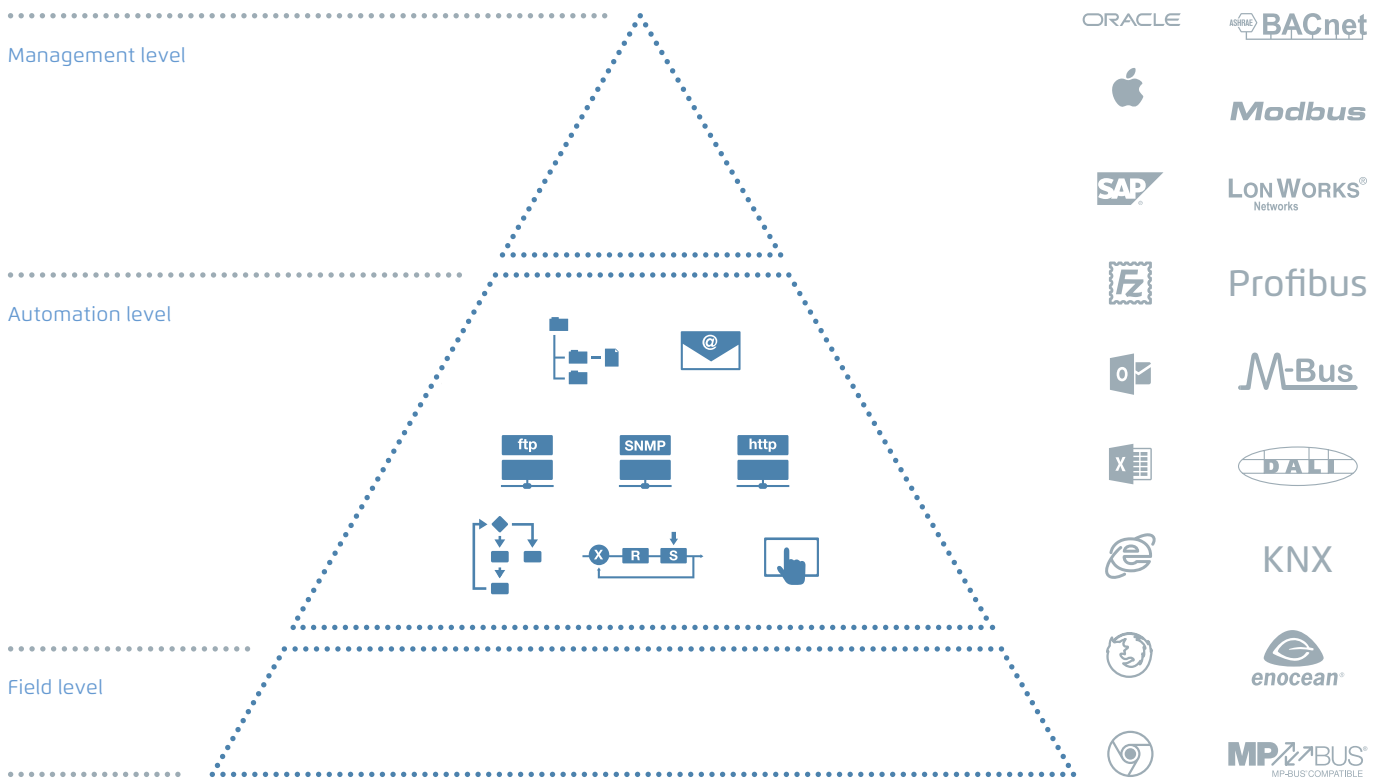


**Our success formula: PLC + (Web+IT) = Saia PCD®**

What does this openness and flexibility consist of exactly? Our automation pyramid makes this clear. In classic automation scenarios, the management, automation and field levels are cut off from the outside world. Other manufacturers charge a lot for proprietary software to handle this communication – for every little change, adjustment or extension that is required in the course of time. We don't.

Our automation pyramid lets messages through. Our automation stations are completely based on open standards. The interfaces provide you with the end-to-end communication that you need. And if they are not present, we will simply implement them for you.

After all, a key benefit of our programmable logic controllers is that they can be programmed in any way on demand. Operating and visualisation are based on Web HMI via a desktop, laptop or tablet computer or a smartphone – from wherever necessary.



Saia PCD technology is open for all standards, making it cost-effective, easy to service, user-friendly and profitable in the long run.

# Automation is not new – what is new is what we make out of it

## How we see innovation

Our product portfolio covers the whole range – from controllers, web HMI, operating, visualisation on the management level and consumption data capture via S-Monitoring to components and field devices such as sensors, drives, valves and frequency converters.

Our automation stations are undoubtedly at the heart of our portfolio. But many companies offer programmable logic controllers. What matters is what you make out of them. We have designed our Saia PCD automation stations to support all open communication standards needed to connect automation to communication, IT and the internet.

That is definitely innovative. And it is a good reason to choose Saia PCD controllers. They are more open than any others and allow automation to grow in line with your needs.





## Software

Our software components make engineering, automation and managing building-related systems quicker and easier and help you to carry out projects in an efficient manner.

supervisor  
Saia PCD®

Saia PG5

OPC®

Saia Visi.Plus

sbc connectivity

ASBAE BACnet



## Automation stations

We supply everything for lean automation, ranging from freely programmable Saia PCD1, 2 and 3 instrumentation and control devices to the Saia PCD1 E-Line with push-in terminals for easy installation.



## Web HMI

Everything you need to operate and visualise your installations – from programmable and non-programmable panels to Windows-based systems. Optimum visualisation so that you can keep track of your systems.



## Consumption data capture

Whether electricity, water, gas or heating, our S-Monitoring enables you to analyse the efficiency of your installations and optimise resource consumption. In new installations or in the course of retrofitting, with just a few measuring points or thousands of them.



## Components

We have an extensive portfolio of accessories for your automation, ranging from power supply units and field devices such as sensors, drives, valves and frequency converters to Ethernet switches and isolating amplifiers.

# Peace of mind and profitability – throughout the entire life cycle

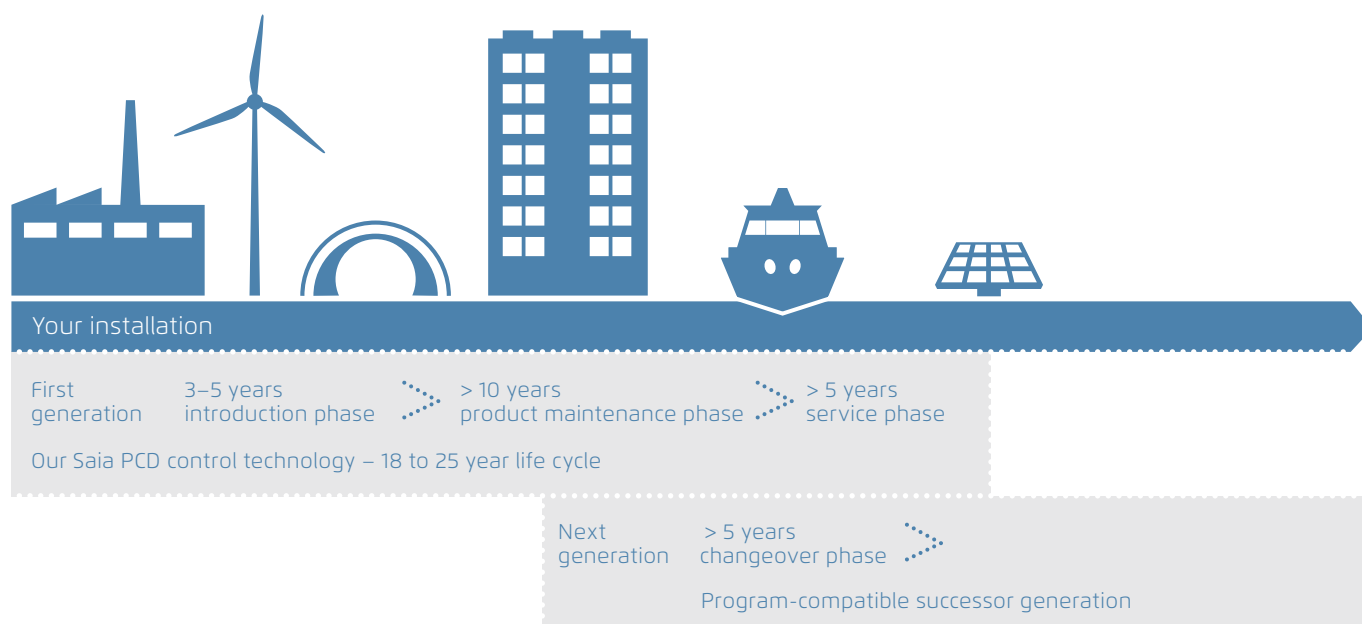


## Robust, compatible and portable

What about the cloud? What strategy will we be pursuing in the future? And where will we be in five years? At SBC, we think in quite different time frames. Our products are designed for life cycles of 20 years and more. In the phasing out stage, users can change over to the program-compatible successor generation. And that works. Even in the cloud.

How can we be so certain? Taking a look at the past confirms this. Since 1978, we have been producing automation stations that are robust, easily portable and compatible. Our operations are based on quality inspections that comply strictly with standards and on a unique manufacturing principle. We call it POM,

which stands for peace of mind and means that you can use our automation devices throughout a system's life cycle. You can adjust your controller to changing requirements at any time. Enjoy maximum reliability coupled with a long-term perspective. You can take our word for it.



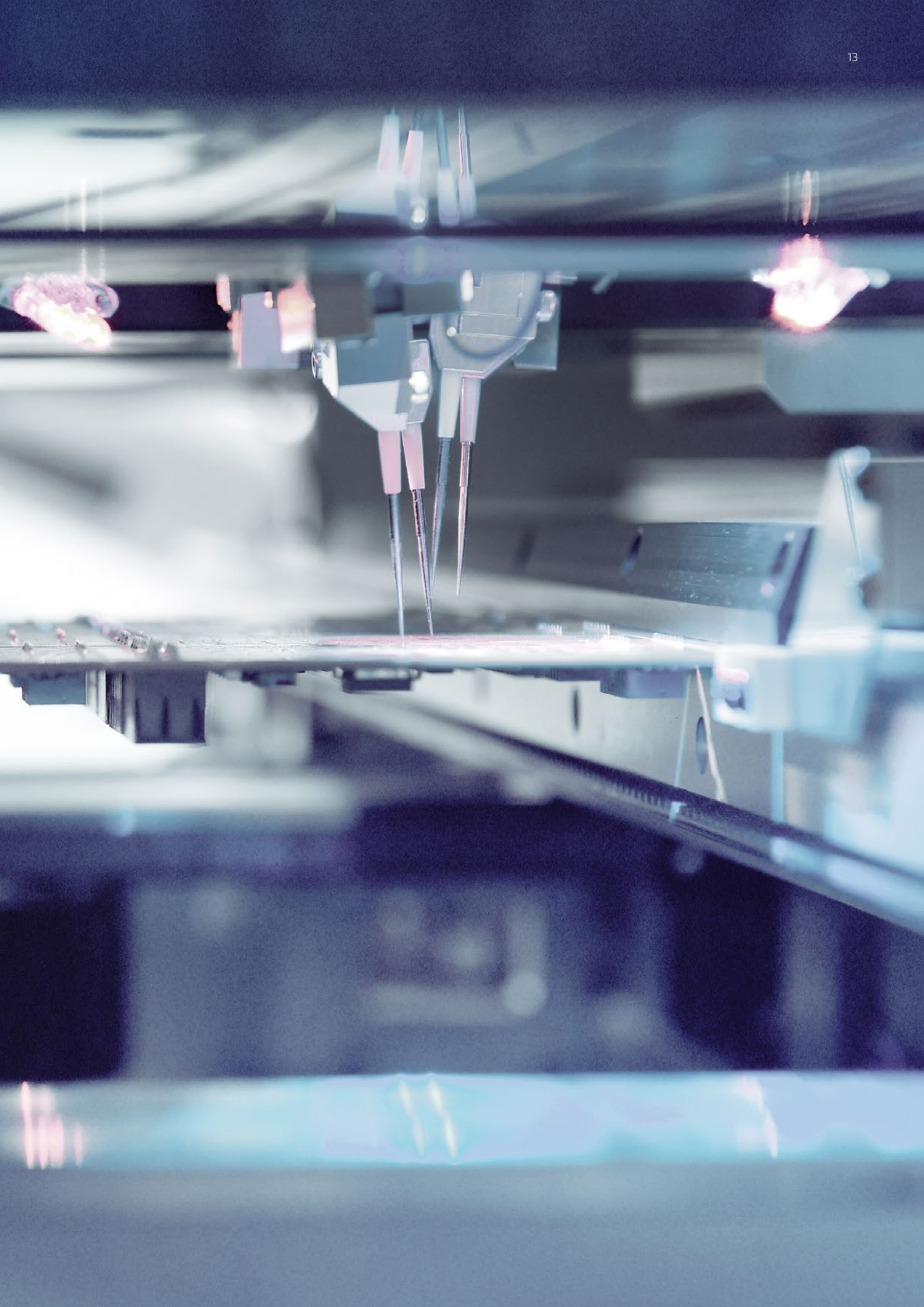
## With us, you can get everything from a single source – all over the world

### **Swiss quality made in Murten**

What is the key to our product quality? The fact that our product development, manufacturing, assembly, logistics and support activities for our partners and customers are in one geographical location. That makes the difference.

Here in Murten we develop and produce software, firmware and hardware under one roof according to strict standards. That is precisely why we can also fulfil make-to-specification orders quickly and reliably. We manufacture our products on state-of-the-art, environment-friendly machines and can flexibly adjust our production capacities to our order situation. Our quality management system, which is certified to ISO 9001, ensures this.

We are committed to lean production and avoid unnecessary paths. Final assembly is based on SMD lines without any intermediate storage: a machine-assembled board is a product that is ready for shipping and is reliably delivered on time by our logistics organisation to our core markets in Europe, or anywhere else in the world where we are involved in projects.





# At home in Switzerland – presence in Europe and everywhere else in the world

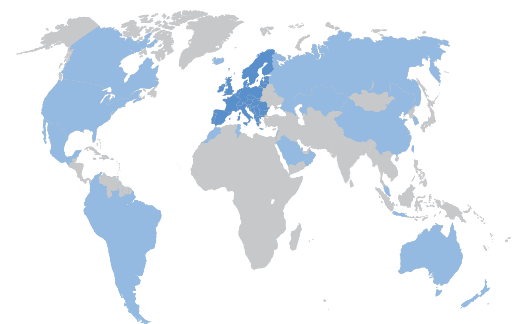
## **SBC – a Honeywell International company**

Saia Burgess Controls is the flexible automation specialist. Drawing on open standards, we develop and manufacture modular open- and closed-loop control products for buildings, industry and infrastructure, and market them internationally.

Our products are characterised by durability, compatibility and portability. They help to increase profitability, sustainability, convenience and energy efficiency throughout the entire life cycle. For everyone involved – whether partners, planners, operators or users.

With our range of products and services, we are one of the pillars of the Home and Building Technologies (HBT BMS Europe) division of Honeywell International, to which we belong. The goal of HBT is to increase profitability, efficiency and safety and to conserve the environment through automation technology and services. Our products set standards in this field. Together with Honeywell International, we have the financial power to support large-scale projects at any time and at any place and, via our logistics organisation, to be present wherever our products are needed – throughout the world.

Maybe for you in the near future.



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