

SIEMENS

Ingenuity for Life



Siemens and Interlate Partnership

For the benefit of our customers

Recently, Siemens and Interlate signed a Memorandum of Understanding (MoU) to collaborate and create valuable productivity outcomes for mining companies. This first-of-its-kind industry partnership in Australia will offer the full suite of data-driven productivity services for the industry.

We are excited about this partnership and its potential and therefore, together, we would like to let you know what this means for you and the industry.

Exciting partnership and joint value

This MoU lays the foundation for us to deliver richer productivity improvement solutions for our clients – especially as the resource sector looks to optimise total cost of ownership from capital investments. Combining Siemens' global footprint and capability and Interlate's unique delivery model will allow us to offer mining companies holistic productivity improvement solutions for processing plants. We will combine our individual technology, data analytics and process expertise, to develop predictive and prescriptive solutions to help optimise the total lifetime value of critical assets in the mining sector.

Our expanded range of productivity and asset optimisation solutions will continue to be protected by state-of-the-art data security and protection systems. Using real time systems to become an integrated extension of site capability with 24/7 visibility

of operations will help prevent underperformance and minimise the impact of unforeseen circumstances.

Cyber security is an essential enabler for digitalization and data driven productivity services. People and organizations need to trust that their digital technologies are safe and secure; otherwise they won't embrace the digital transformation. Digitalization and cybersecurity must evolve hand in hand. That's why together, Siemens and Interlate will ensure that cybersecurity is not an afterthought.

Our customer will be able to innovate and realise their digital potential with a security approach that enables them to focus on their core business.

We will initially focus on the mining industry and then look at other asset intensive industries such as oil and gas, food and beverage and water/wastewater to offer *a full suite of real – time productivity improvement solutions regardless of equipment brand.*



Michael Freyny, Head of Siemens' Digital Factory and Process Industries & Drives Divisions in Australia and New Zealand (left) and David Meldrum, Interlate CEO and Managing Director (right).



What does this mean for Siemens clients?

Siemens has been operating in Australia for over 146 years. We take a long-term view to the market and understand the importance of being here to support our customers over the operational life of projects. This MoU is a big step forward in combining our product and process knowledge with Interlate's ability to turn data into real-time predictions and optimisations.

Siemens can currently support the mining industry with existing digital services including cloud based condition monitoring solutions for drive trains as well as our comprehensive industrial security services portfolio.

As the fourth largest mining country in the world, how we apply digital technologies to progress the industry is important not just for the sector and Australia, but globally as well.

What does this mean for Interlate's clients?

Interlate is currently transforming the mining sector by creating predictable outcomes, reducing operating risk and increasing competitiveness. This is being done by harnessing the power of the Industrial Internet of Things (IIoT), tightly integrated with expert human skills and world leading technical innovation. Interlate will continue to deliver this data-driven productivity improvement using our unique real-time analytics model.

Helping companies turn assets into real value to improve productivity is the primary goal of this partnership and together, we look forward to working with you to help your organisation achieve more.

Michael Freyny
Executive General Manager

Siemens Ltd
Digital Factories and Process
Industries and Drives

David Meldrum
Chief Executive Officer
Interlate