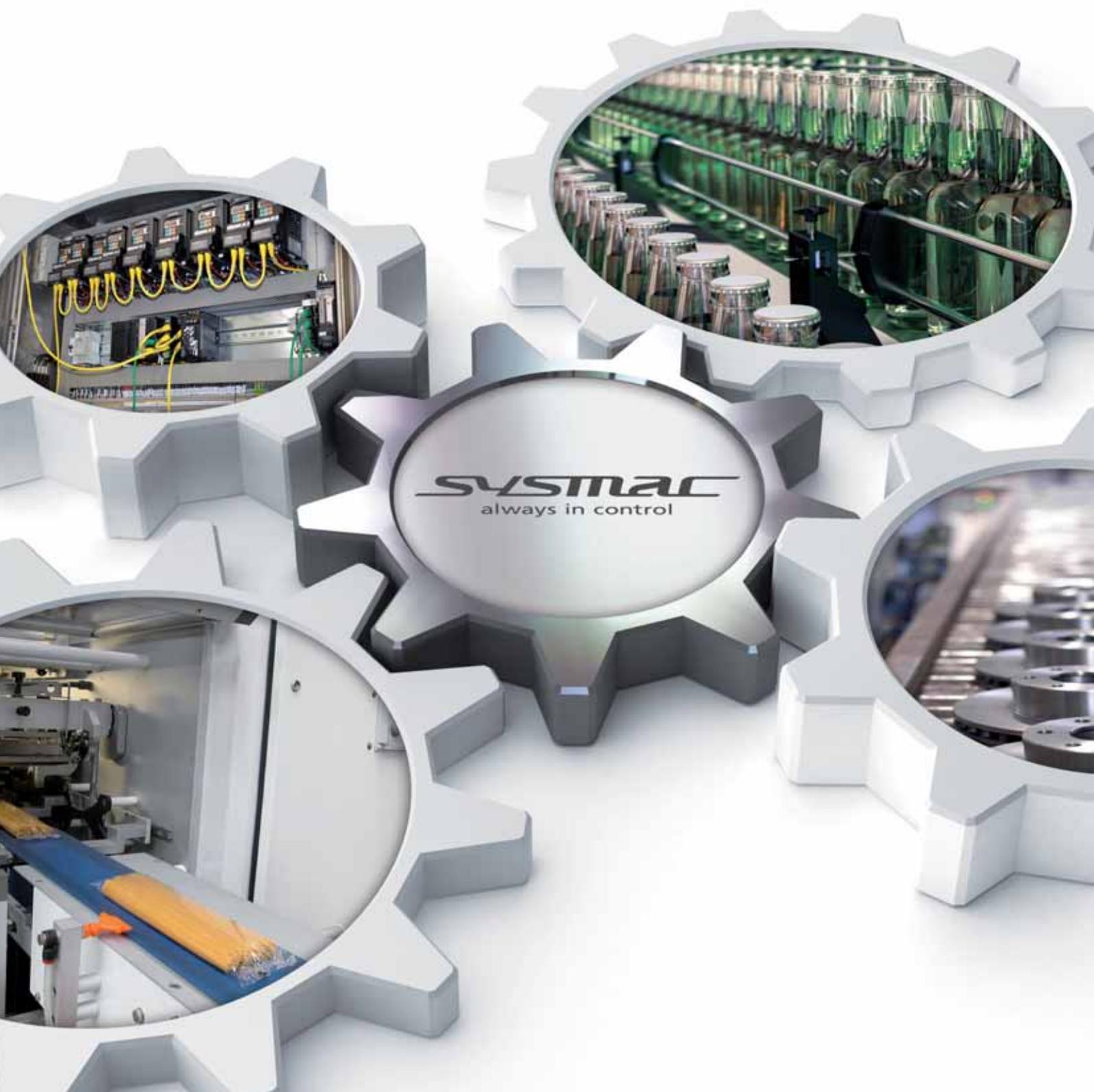


# Industrial Automation

## Capability Statement



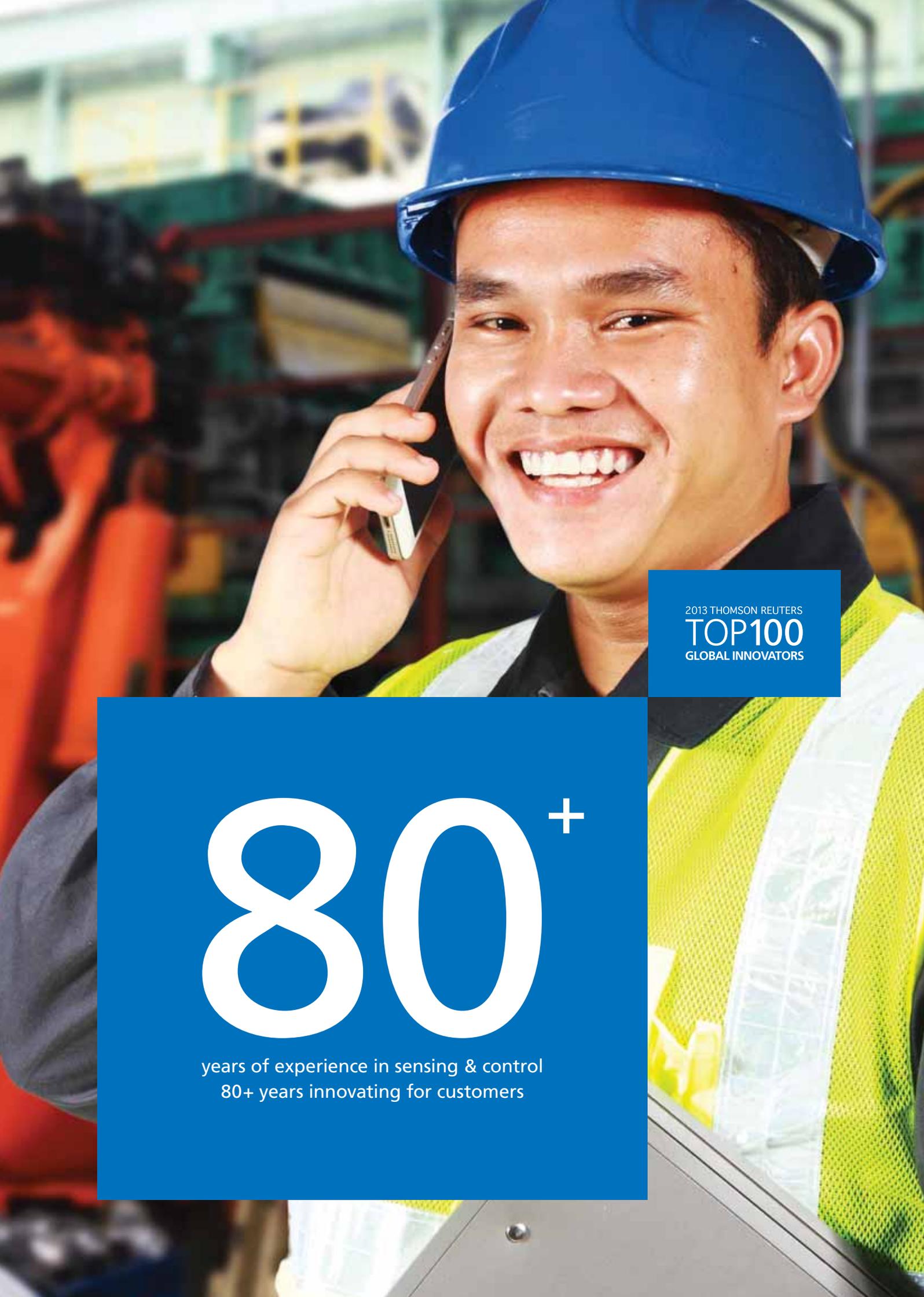
# Why innovation matters in a technology partner

In manufacturing, working smarter has always meant pursuing technology to deliver greater productivity, increased efficiency and improved sustainability. Omron has its heritage in technological invention, making things and bringing them to market fully tested to perform.

Since the dawn of the industrial age, commerce has been driven by those willing to push boundaries in seeking out new technologies. So every new system and device is created by Omron with the intention of taking your business into tomorrow... before your competitors arrive there.

With Omron as your technology partner, our pedigree for **innovation** and high standards of **product performance** will translate directly into your **competitive advantage** and **increased profitability**.





2013 THOMSON REUTERS  
**TOP100**  
GLOBAL INNOVATORS

# 80<sup>+</sup>

years of experience in sensing & control  
80+ years innovating for customers



US **\$500M**  
Annual Investment in  
Research & Development

**1,200**

employees dedicated  
to R&D

**11,000**

issued and pending  
patents

Even when market conditions are tough we invest heavily in R&D every year. Spending 7% of total revenue globally to give our customers a competitive edge.

Japan has a reputation for being the global leader in technological invention. Japan is synonymous with the highest standards of reliability and performance in manufacturing. When it comes to quality control, Japan still leads the world.

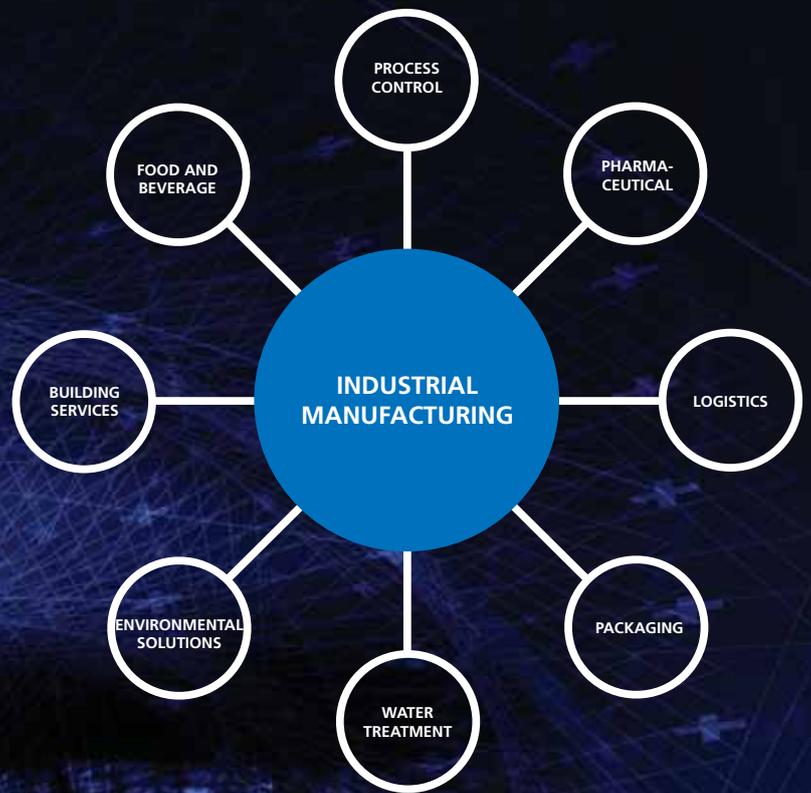
No other company epitomises Japan's reputation for quality and innovation like Omron. The integration of complex physical machinery with networks of sensors and software is a growing trend in industrial manufacturing and in a 2014 study, research company Appinions ranked Omron number 5 in the world's ten most influential industrial companies.

**2 years**

WARRANTY

Here in Australasia **reliability** is the number one reason our customers choose Omron over our American and European competitors.

Further testament to this reliability, Omron offers a **two year warranty** whereas the industry standard is 12 months.

The Omron logo is displayed in a white, bold, sans-serif font against a dark blue background with a network of glowing white lines and nodes.

The Omron brand is recognised for quality and reliability. Omron technologies deliver better performance, greater productivity and increased efficiency – and they're built to last.

**Our technologies include:**

- Sensing and Control Technologies and Solutions
- Network and FieldBus Solutions
- Operator Interface and SCADA Solutions
- Mechatronic Solutions
- Quality Inspection Solutions
- Tracking and ID Solutions
- Safety Sensing and Control Solutions

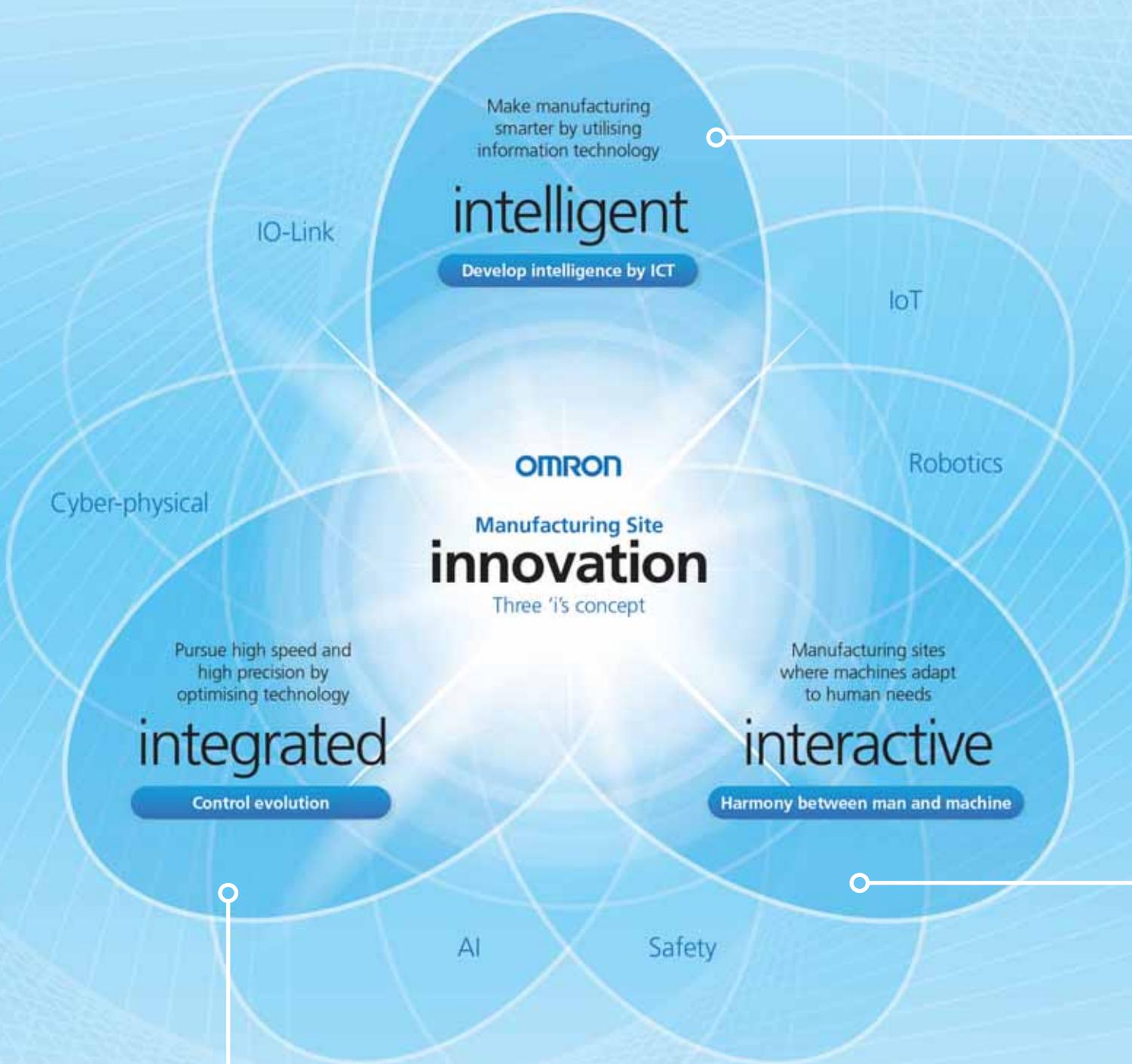
**Omron offers more than 200,000 product lines including:**

- Sensors
- Switches
- Safety components
- Relays
- Control components
- Automation systems
- Motions & Drives
- Energy Conservation Support
- Environment measure equipment
- Power supplies
- Robots

Our value proposition:

Superior technology,  
the best software and  
unrivalled support.

# Connect to the possibilities of the IoT era with Omron as your innovation partner



## **Integrated** control evolution

The capabilities of our modern controllers are already astounding. In addition to all their control functions, they also control synchronise servo systems. They'll even perform complicated algorithms, like controlling robots. That's why Omron created a brand new controller from the ground up. One that utilises the latest in technology and executes all disparate control functions on one platform.

# Manufacturing innovation in the age of the *Internet of Things* (IoT)

## Intelligent

information innovation

Did you know that by 2020 an estimated 34 billion devices will be connected to the internet. Up from 10 billion in 2015, that's a CAGR of 28%.•

Big data brings opportunity for **better manufacturing decisions** and Omron has already arrived, with database connectivity in our controllers.

• Business Insider Report, 6 Nov 2015

## Interactive

harmony between man and machine

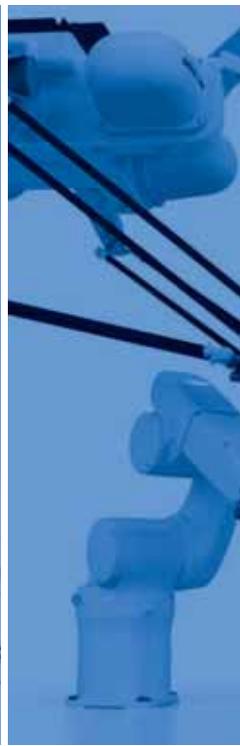
As well as consulting services, Omron sees the productivity offered by giving personnel free access to work areas, including robots. That's why Omron is developing a 3D safety vision system, one that does both visual inspections and ensuring worker safety is maintained. Omron is also collaborating on the associated safety standards.

A significant milestone in the evolution of modern manufacturing has been the rapid adoption of the internet and cloud computing. Specifically the ability of systems to now handle 'big data'.

This fourth significant step in the industrial revolution, coined the *Industrial Internet of Things* (IIoT) is well and truly upon us.

In this new age of IIoT, manufacturers need to innovate or face the prospect of fading into history. By partnering with Omron you can leverage off our cutting edge innovations like AI (Artificial Intelligence) and our ILO + R +S framework: Input, Logic, Output + Robotics & Safety. We are the *IIoT Partner of Choice* to not only survive against tough competition, but prosper in this new age.







# A new alliance driving the destiny of robotics



In the age of The Industrial Internet of Things Omron has seen the rise of interest in robots and rapid uptake by many facets of industry.

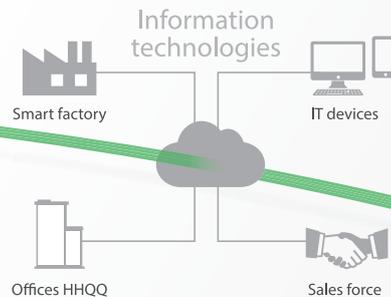
Most believe robots to be the future for manufacturing as they improve efficiency and are set to resolve issues of both labour and skills shortages. We have already positioned our control platforms around their usage and are investing heavily in them.

In line with this philosophy, Omron acquired Adept Robotic Systems in late 2015. Adept are the leading supplier of industrial robots to the North American market, with a global installation base in excess of 78,000 units.

Omron now has access to Adept's complete robotic range, which includes both fixed and mobile robotic units, along with their extensive range of programming and simulation software. The entire product range will be dual branded Omron and Adept to signify the amalgamation of Omron's dedication to quality and Adept's highly regarded innovation.



Control, configure and visualise the entire machine with a single software tool that gives power and efficiency to develop and create like never before.



Big Data



SQL-Database

**SYSMAC**  
always in control



Machine Automation Controller

EtherNet/IP™

HMI



NA Programmable Terminal

Software



Sysmac Studio

**Ethernet - Factory Automation**

- Peer-to-Peer controller communication
- Interface with Sysmac Studio, NA HMI or SCADA software
- Database connection for Microsoft SQL Server, Oracle, IBM DB2, MySQL and Firebird
- FTP server

**EtherCAT**

Motion



G5 Servo drive

Inverter MX2 V1

I/O



NX I/O

Safety



NX Safety Control

Vision



FH

FQ-M

Robotics



Delta robot



# The heart of automation

## Omron's NX and NJ Machine Automation Controllers (MAC) deliver openness in every function, scalability to every application

Released in 2011 incorporating Intel's i7 Core and ATOM CPUs, these purpose built controllers are built for speed and power.

For customers to integrate devices more easily our MACs use standard open networks. Two RJ45 ports are provided; for Ethernet/IP<sup>2</sup> and EtherCAT<sup>3</sup>, thereby utilising industry's best established and fastest standards. EtherCAT's Distributed Clock feature synchronizes field devices such as I/O and servo axes down to 125  $\mu$ S. It also supports FSoE<sup>4</sup>, for safety-rated devices to connected over standard Ethernet.

We also support IO Link (IEC 61131-9), a new sensor network specifically created for IIoT, that adds process details to add greater value.

Programming languages supported by MACs are verified as being compliant to the PLCopen and IEC 61131-3 standards, giving users immediate familiarity, of a very broad standard.

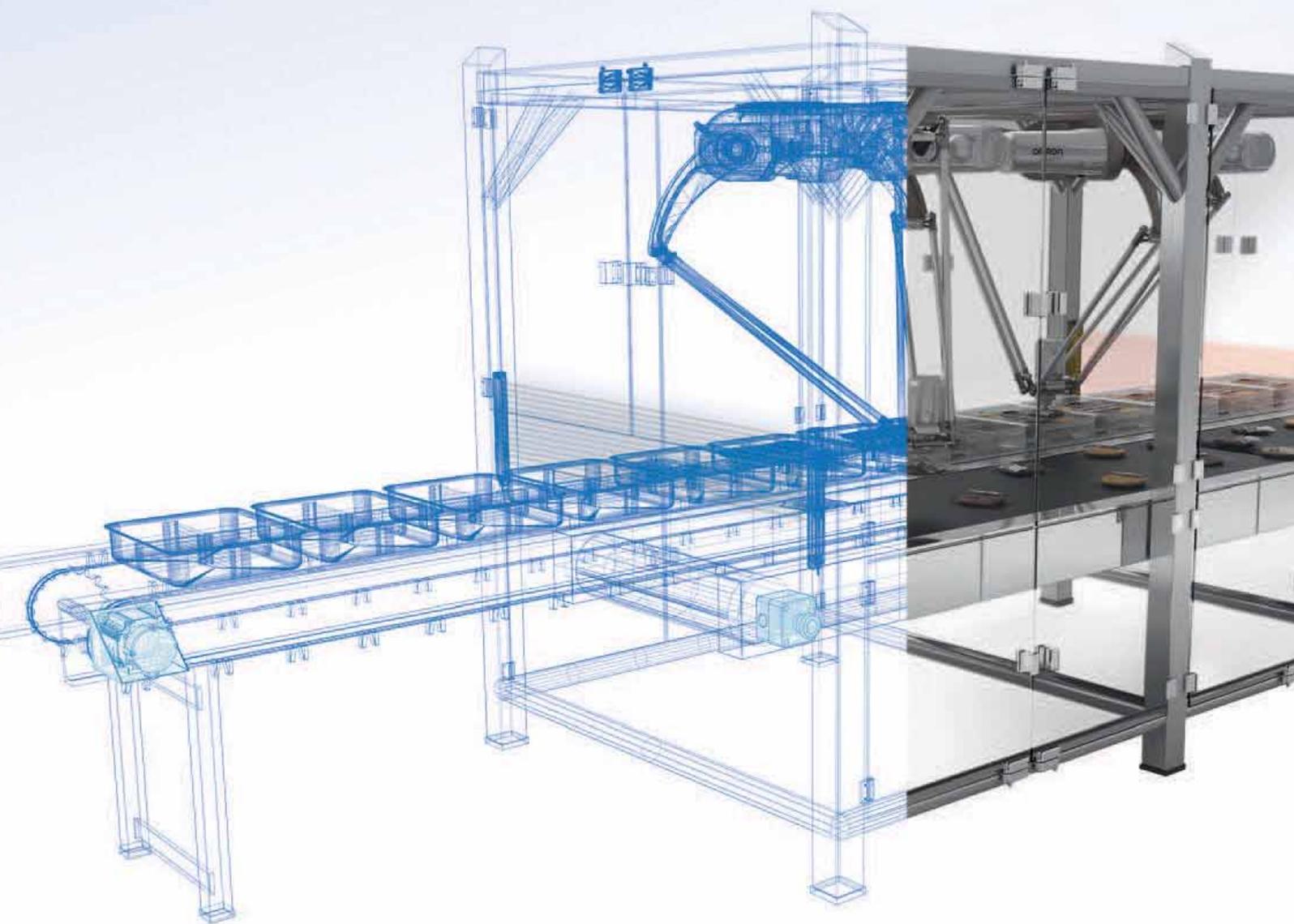
### Sensing



ZW Displacement Sensor

N-Smart Fiber/Laser/Contact sensor

Industrial Automation Programming Software –  
Another Omron competitive advantage.





Created to give machine developers complete control from a single IDE (Integrated Development Environment), **Sysmac Studio** integrates configuration, programming, simulation and monitoring in a simple interface.

---

This advanced software tool is the sole software required for the NJ-Series machine automation controller.

---

It brings together sequencing, motion, safety, vision, networking and even robotics – all onto a single platform.

---

Sysmac Studio is ideal for a wide variety of industrial applications including food & beverage, packaging, pharmaceutical and healthcare.

---

The Sysmac Automation Platform increases productivity and achieves significant cost savings by streamlining your processes with better awareness, greater control and precision.

---

# Better products with better integration. That's Omron.

Customers see great value in the forward and backward compatibility Omron builds into so many of its products. In industrial automation this can make a real difference to your bottom line.

Too many of our competitors, in a rush to get products out to market, are guilty of using their customers as beta testers. Omron's long standing philosophy is to release products that are fully tested and well engineered to not require modifications, firmware upgrades, etc.

Omron endeavours to future-proof its product releases so our customers come to expect the newer models still work together with earlier models.

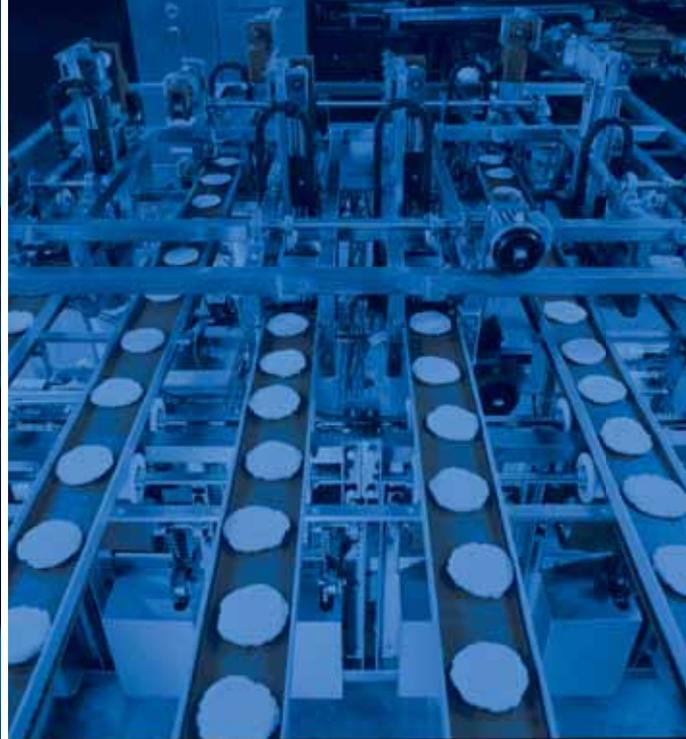
## **Excellent technical documentation**

A library of over 2,000 documents has been created in the popular PDF format for easy customer access. Omron is meticulous in the way it maintains every document so users always have the latest, most up to date information.

## **Large stock holdings means fast local delivery**

Why wait weeks for the product you ordered to be shipped from overseas? Omron's consolidated stock holding for Australia and New Zealand exceeds \$10M and is distributed throughout our offices.

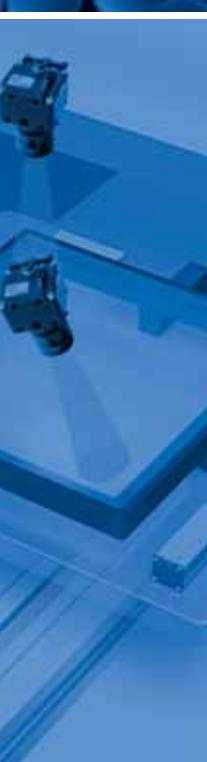




Connectivity  
that's reliable, fast  
and seamless



Everything  
you need  
for machine  
automation



200,000  
products  
delivering Input,  
Logic and Output

# Excellent customer service: Essential, not optional.

The value of innovative technology can only be realised with excellent customer service and support. Omron realised a long time ago that the best technology in the world means nothing without total customer support. Good service is also part of our DNA.

## **A dedicated Customer Service Centre (CSC)**

Omron has a well organised CSC with engineers, technicians and sales people to take orders and help you realise the value in the products you buy. The large majority of our people are electrical engineering qualified with many years industrial experience.

## **We don't charge for support**

Our telephone support from our Customer Service Centre is free (1300 7 OMRON or 1300 766 766) and available during business hours.

## **Access products and technical support 24/7**

24 hour support is also provided. Calls outside of work hours may attract a service charge. It's the same with urgent product supply – an out-of-hours service fee must apply as personnel are required to attend to your special order.





Customer Training Facility, Sydney.

### **Support teams at the ready in every major city**

Omron customers can quickly get help with programming and general technical support anywhere in the region. In each major city Omron has teams of engineers and sales representatives ready to assist customers.

### **On-road engineers**

Many of our engineers have 'graduated' through our Customer Service Centre. This policy of promoting from within ensures staff are motivated and Omron has total confidence in its staffs' capabilities. We train our engineers thoroughly with several internal training sessions per year as well as overseas training courses.

### **Cost effective programming services**

Our engineers regularly provide programming services on request. With the convenience of an hourly rate, Omron customers are able to commission very small jobs, like tweaking timer values, economically.

### **High value training services**

Regrettably for our industry many of our competitors seek to profit heavily from their training, charging two to four times what we do! Not only is Omron's training of the highest standard and affordable, we will also customise training courses for you, at no extra charge.

Full day training is around \$450 + GST..

Energy efficiency delivers you 'more with less' as well as working for the benefit of society.





# Meeting the challenge with sustainability and efficiency.

At Omron we are always looking to improve our energy efficiency so you can improve performance and efficiency.

Within Omron there is also a strong focus on environmental management practices to reduce CO<sup>2</sup> emissions, while increasing its production.

Omron Group's **Green OMRON 2020** vision is in line with its core value of 'working for the benefit of society'. At present, the OMRON Group is striving to achieve its **Green OMRON 2020** environmental targets, set for fiscal 2020.

## **Green OMRON 2020 focuses on six key areas:**

- Minimising energy/resources for business activities, while promoting recycling/reuse for reduction of waste.
- Offering our customers environmentally warranted products that help reduce negative environmental impact throughout their life cycle.
- Assessing environmental impact of the entire supply chain ranging from procurement of raw materials to production, sales and distribution, and strive to reduce its negative impact on the environment.
- Expanding acquisition of ISO 14001 certification and establish a multi-site ISO registration system, while reducing environmental risk and ensuring legal/regulatory compliance.
- Promoting education and activities that encourage all employees to heighten their ecological awareness and upgrade the level of environmental preservation activities they are involved with.
- Proactively release information on Omron's environmental activities and results, plus promoting our social and community contributions.

# New to Omron?

Here's an overview of why you should put our products and service to the test



innovation

connectivity

reliability

endurance



- Sensors
- Switches
- Safety Components
- Relays
- Control Components

**200,000**  
PRODUCTS

- Automation Systems
- Motions & Drives
- Energy Conservation Support
- Environment Measure Equipment
- Power Supplies



**2**  
Year  
warranties

**80%**

**80%** of our products are sold directly to clients Omron is able to pass on

**significant cost savings**

smooth + seamless  
upgrade path



**LONG  
PRODUCT  
LIFE-CYCLES**

Complimentary  
software  
updates



**OMRON  
SOFTWARE  
PRODUCTS**

**NO**  
software license renewal fees,  
or complicated software  
support contracts.

**Unlimited-time  
licensing**

Meaning the license is  
yours to use forever.



**Products  
In Stock.  
Here & Now.**

Over \$10M massive  
warehoused stock in AU/NZ.  
Why wait weeks for  
others to ship from  
overseas?



**RETURNS**

Our goods returns policy is  
considered to be fair and  
reasonable.



### CUSTOMER SUPPORT CENTER

Omron invests in on-going staff training.



## Online Customer Resources

Knowledge Base "myOmron"

Latest product news

Technical product specifications

Supporting product documentation

E-Store coming soon

Events calendar

E-Data product catalogue DVD

Customer references & case studies



### Our Engineers

experienced, knowledgeable, available

Easy to contact and easy to deal with. Please tell us if we are not.



**Training**  
on-site  
or at key Omron locations.



### NEXT DAY DELIVERY

Efficient sales and logistics teams = **rapid and responsive delivery.**



### PRODUCT SUPPORT

at no extra cost  
+ comprehensive solutions support

*Intelligent Automation  
at a highly competitive price*

**100%**  
confidence

in our equipment and systems

**OMRON**

▶ [omron.com.au](http://omron.com.au)

**QA**

Quality Assurance  
Our procedures and quality system are accredited to ISO9001:2000.

Let's start a conversation

Australia wide

1300 766 766

New Zealand

09 358 4400

◆ Perth

Adelaide ○

Shepparton ◆

Bendigo ◆

Geelong ◆

Albury ◆

Melbourne ○

Warragul ◆

◆ Hobart

○ Brisbane

○ Newcastle

○ Sydney – Head Office

○ Canberra

○ Auckland

○ Wellington

○ Christchurch

○ SALES CENTRES

◆ DISTRIBUTORS

**OMRON**

# OUR OCEANIA NETWORK

## **Australian Customer Service Centre**

Tel: 1300 7 OMRON

Fax: 1300 434 682

## **Sydney (Oceania Head Office)**

Unit 6, 108 Silverwater Rd  
Silverwater NSW 2128

## **Melbourne**

Suite 3, Building B  
18-24 Ricketts Rd  
Mount Waverley  
VIC 3149

## **Brisbane**

Unit 1, 8 Ives St  
Murarrie  
QLD 4172

## **Adelaide**

Office 16, 33 Warwick St  
Walkerville SA 5081

## **Auckland (NZ Head Office)**

65 Boston Rd  
Grafton Auckland  
Tel: (09) 358 4400  
Fax: (09) 358 4411

## **Christchurch**

Unit 1A, Washington Way  
Christchurch  
Tel: (03) 366 5091  
Fax: (03) 366 5090

## **Wellington**

Tel: (04) 566 4577  
Fax: (04) 569 5163

[omron.com.au](http://omron.com.au)  
[omron.co.nz](http://omron.co.nz)  
[store.omron.com.au](http://store.omron.com.au)

# Thinking globally, working locally.

Omron is a trusted name in automation and as an Omron customer you are connected to the human potential of over 39,000 people working at 210 locations throughout the world.

Founded in Osaka, Japan in 1933, Omron is a work leader in sensing and control with more than 80 years experience. The Omron Corporation is one of the world's leading technology companies with annual sales exceeding A\$9 billion worldwide,

In Australia and New Zealand, we are Omron Electronics Pty Ltd.

We deliver technological solutions to many types of industry in the Asia-Pacific region;

## **Experience in your industry**

- Aerospace
- Airports
- Automotive
- Building and construction
- Chemical
- Education
- Energy
- Food and Beverage
- Machine tools
- Manufacturing
- Medical
- Metal and mining
- OEMs
- Office automation
- Packaging
- Pharmaceutical
- Robotics
- Rubber & plastics
- Security
- Transport
- Warehousing
- Water

**OMRON**