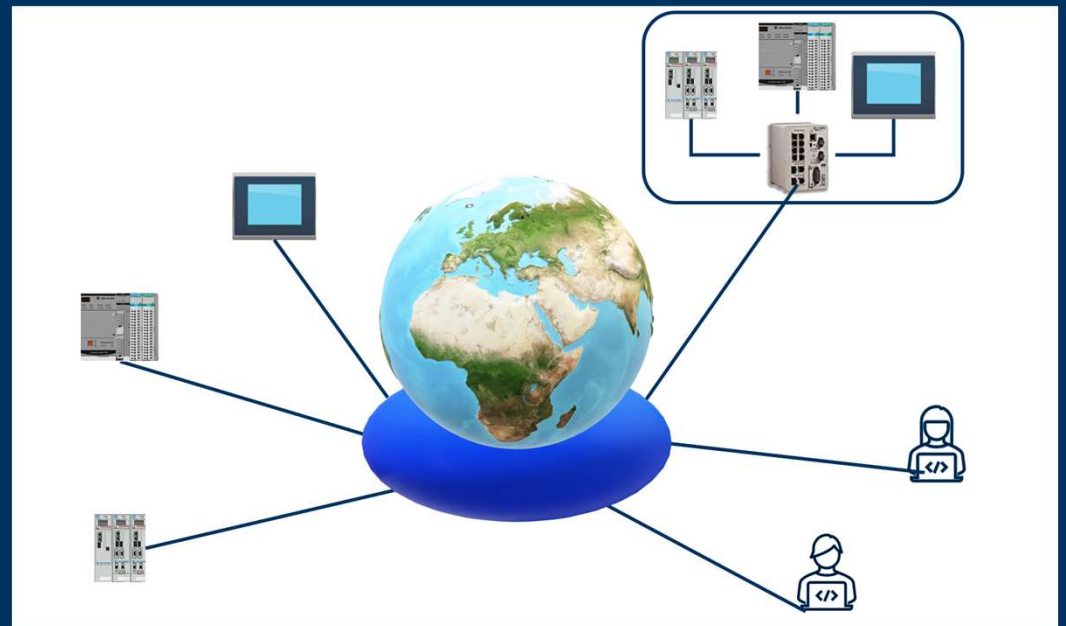


VIRTUAL

07 JUNE 2021

Remote Access brought to you by Wexoe



WEXOE

Who are **WEXØE** ?

- Established 1958
- 4 divisions
- >60 dedicated employees
- >3000m² warehouse & workshop
- Main location – Værløse (~25 min north of Copenhagen)
- Regional office, DK – Vejle
- Subsidiary office, SE – Lund



Who are **WEXDE** Industry?

- Delivering high-quality industrial automation with passion
- Partners with major industrial automation brands
- Local experts with broad industrial experience
- Delivering world class solutions
- Knowledgesharing
- Etc...



Today's host

- Jari Turja
- Commercial Engineer



Information



Stäng gärna av er mikrofon.



Ställ dessa i chattfönstret.



Besvaras efter webinariumet och skickas ut via e-post.



**Länk till webinarium kommer att skickas ut via e-post.
Dessa kommer även finnas tillgängliga på vår hemsida.
<https://wexoe.se/academy/>**

Remote Access – What about it

Who should be excited about Remote Access?

OEMs

- deliver machines all around the globe.
- deliver machines to locations hard to reach.
- deliver machines to factorys hard to access.

SIs

- deliver applications all around the globe.
- deliver applications to locations hard to reach.
- deliver applications to places hard to access.

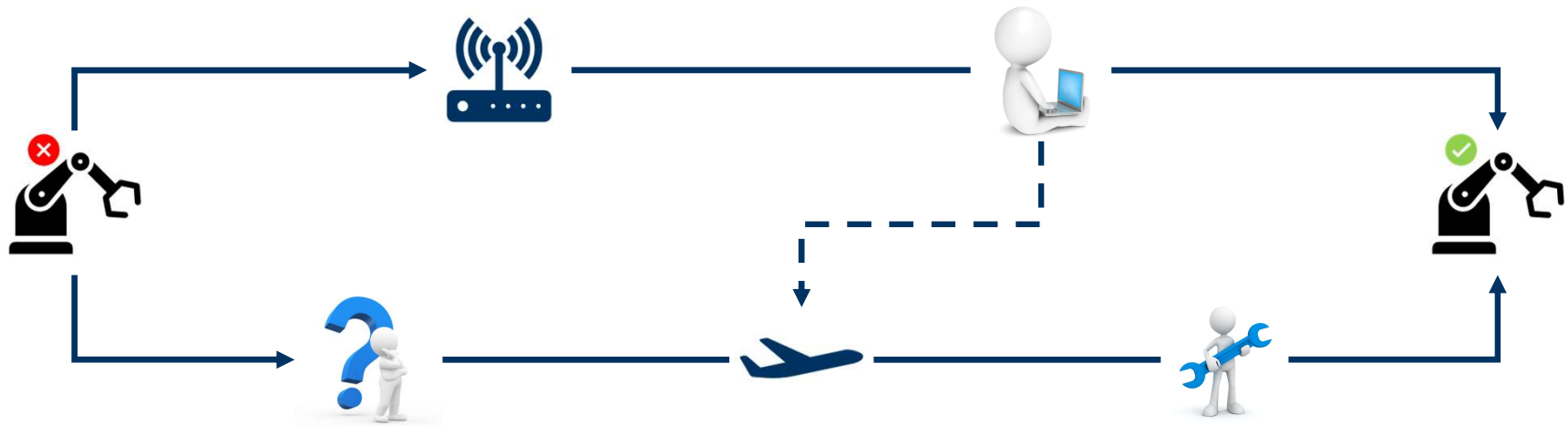
End-Users

- have machines from all around the globe.
- have machines hard to access.
- have production on multiple sites.
- can decide who & when access remotely

Wexoe

- happy to assist our customers to connect securely to their machines/applications.
- happy to assist our customers to get closer to their customers.

Remote Access



Remote Access bring several Benefits - OEM & SI

Support still involves a lot of traveling, time, and cost

Reduce costs by Remote Access:

- Reduce travel costs
- Reduce customer downtime
- Increase fix-on-first-visit ratio through smart diagnosis
- Optimize engineers' workload

Business potential:

- Expanding market share
- Predictive maintenance as a service
- Increase competitiveness with IIoT-ready machines
- Monitor performances & add new service revenues:
 - Live monitoring of KPI dashboard
 - Condition-based maintenance services



Solving above issues will lead to improved effectiveness and increased productivity, resulting in increased profitability.

Remote Access bring several Benefits – End-User

Support still involves a lot of traveling, time, and cost

Increase Productivity by Remote Access:

- Reduce machine/plant downtime
- Faster access to external experts
- Reduce travel costs
- High availability to production Live Data
- Monitor performances at Remote Sites:
 - Live monitoring of KPI dashboard
 - Condition-based maintenance services
- Streamline information flow between business units
 - Enabling informed real-time decisions.

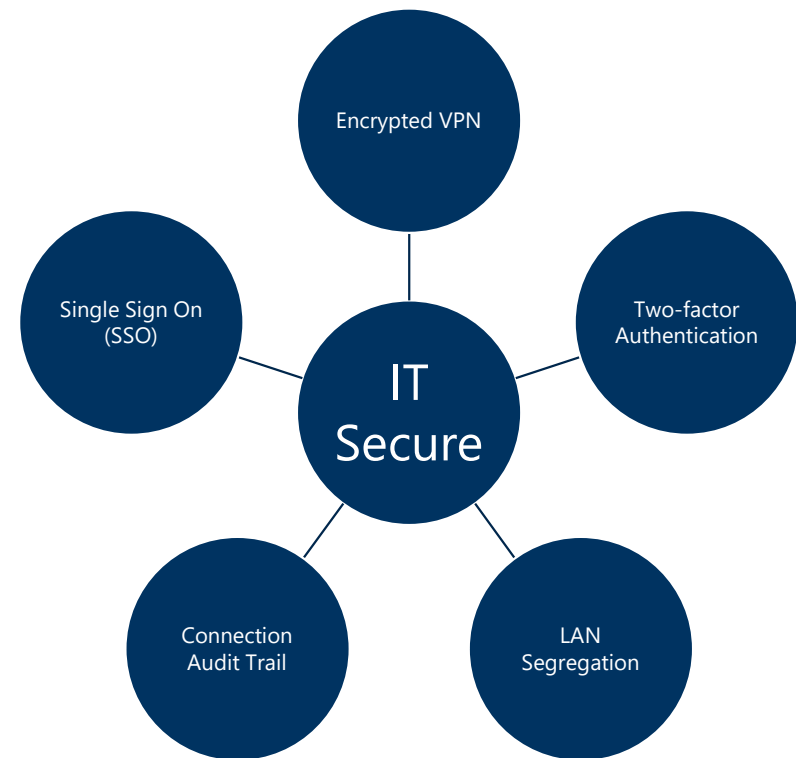
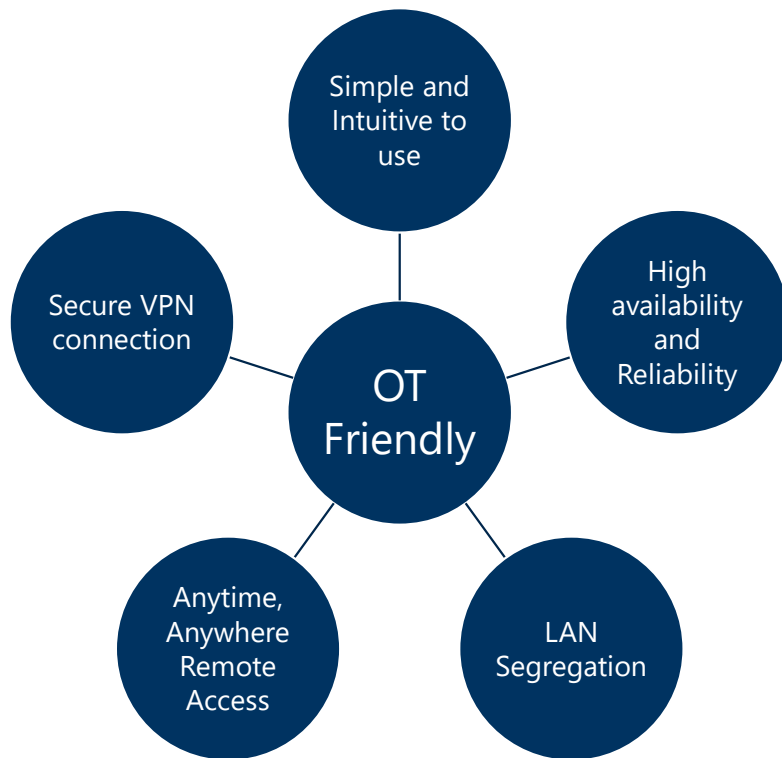


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Remote Access - Secure

Remote Access – Secure

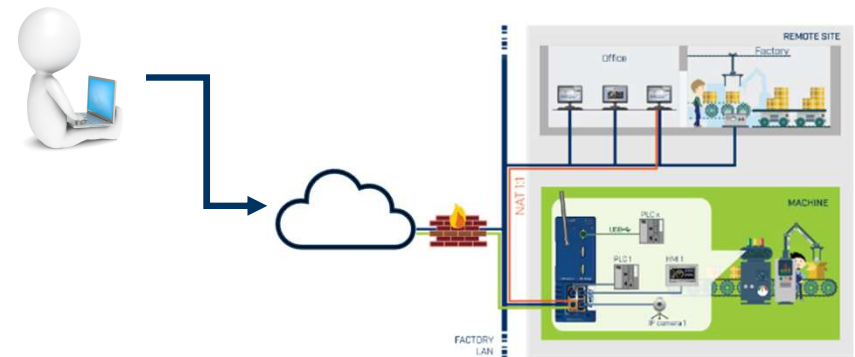
OT Friendly & IT Secure!



Remote Access - Secure

VPN connectivity / LAN Segregation

- Firewall friendly outbound connections
- Encrypted OpenVPN (TCP443 or UDP1194)
- LAN segregation: Reach only the devices you need
 - Not possible to access the factory network
- Maintain local VPN control with for example a key switch
- Connect to a specific machine cell

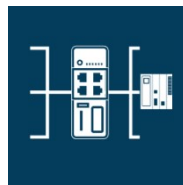


Remote Access - Secure

Acceptance from IT



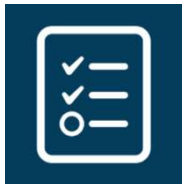
**Firewall
Friendly**



**LAN
Segregation**



**Customer
keeps control**



**Connection
audit trail**



**2-Factor
Authentication**

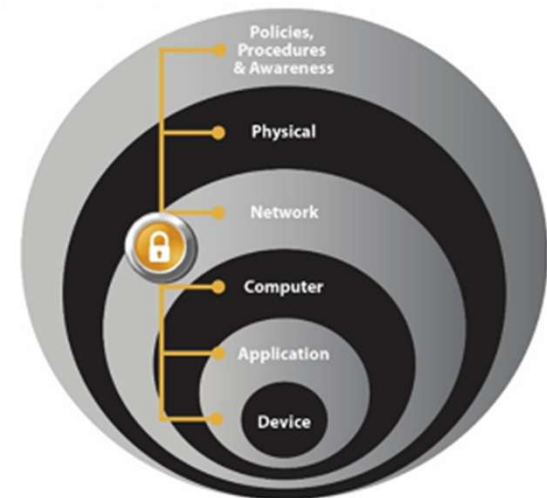


**IT
approved**

Security is our #1 priority



- Defence-In-Depth Security
- Our solutions are regularly audited and certified by 3rd party organizations
- Well-known Cloud providers



Remote Access

What to do with Remote Access?

Example of applications:

- Troubleshoot, commission & program PLC Remotely
- View & Control Remote HMIs
- Connect IP Camera as your eyes
- Support Field Technicians during commissioning



LAN Segregation

Use the network without being “on” the network



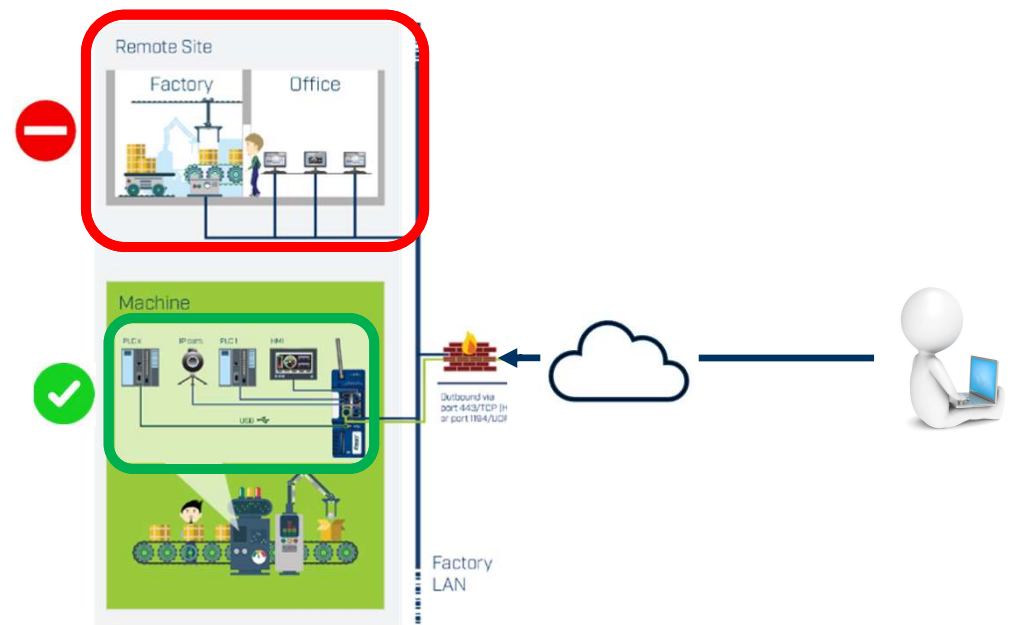
VPN Router creates LAN segregation



Remote Access is limited to devices on the machine



No access to the factory network!



Customer keeps control!

Key acceptance for end-user



VPN access can be controlled by the end-user



VPN access can be controlled with an external key switch or HMI button



This will increase the end-user's acceptance of the remote access solution



Remote Access - Scalable

User Management



Create and manage your account – Admin Role



User Management
Easily add (or remove) any person who needs to work with the machine



Remote Access - Summary

Remote Access - Summary

Moving from a reactive support to a proactive service



Cut travel costs



More competitive by provide better service



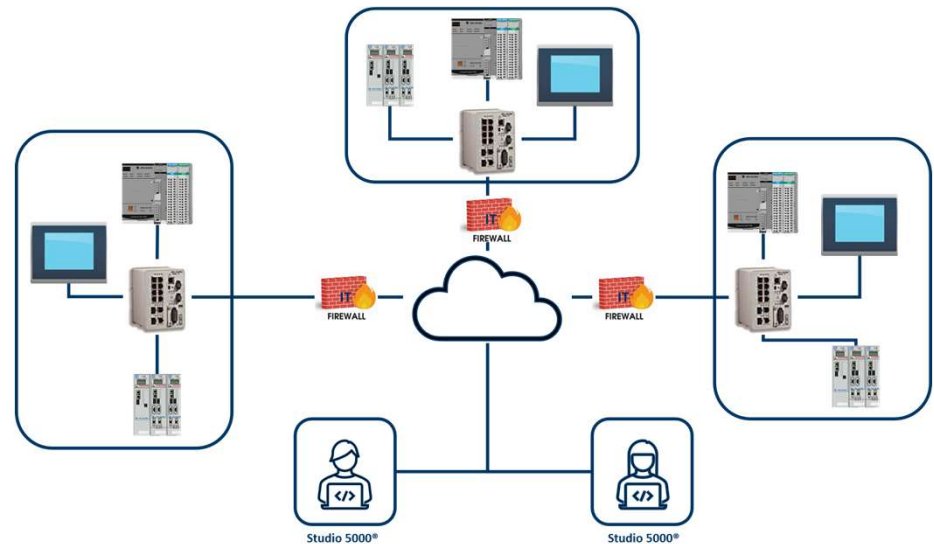
Reduce impact of emergencies



Optimize engineers' workload



Maximize machine uptime and productivity



WEXOE Industry

- We have the knowledge...
 - We have the people...
 - We have the solutions...
- ...that can support you all the way with your Remote Access application!

Don't hesitate to contact us at:

www.wexoe.se



WEBINAR

07 JUNE 2021

Tack för er uppmärksamhet

JARI TURJA

WEXIDE