

# *Operationalizing Digital Solutions for Transformational Results*

With a proven knowledge of the best-of-breed manufacturing automation, productivity, maintenance and plant information solutions available on the market today, InSource Solutions guides businesses toward total process improvement — on the automation floor and across the business functions that support it. We provide a dedicated level of service rare in the industry, affording clients measurable results in lock step with their expectations and business vision.

## *Plant Intelligence Solutions to Propel Performance*

InSource provides customers across many industries a proven mix of products and services. We help our customers improve the overall performance of their plant intelligence systems by:

- Delivering time-tested solutions. We supply world-class solutions and have a lengthy roster of client successes to prove it
- Supplying proven standards-based products that help companies easily add business optimization, business integration and enterprise backbone capabilities to their own solutions
- Providing technical knowledge and superior service. Our industry is about service and expertise. InSource is superior in both categories. Our service commitment, deep technical knowledge and industry expertise is a powerful combination
- Reducing risk by ensuring the success of your solution. We stand behind our solutions, services, methods and strategies. Our partnership approach — it validates our philosophy and reduces risk. We offer only proven, flexible and highest-value solutions





# *Services to Keep Your Business Perfectly In Sync*

*In the manufacturing world, synchronization defines business success. Not just on the automation floor, but across every supporting business function — from finance to operations, strategic planning to purchasing. Every effort that supports the automation function must work in perfect synchronization to ensure that communications and processes support the ultimate goal: **keep your business moving.***

*InSource Solutions is your adept partner, providing the insight, experience and expertise to help businesses like yours drive continuous improvement initiatives — with proven world-class solutions. Today, those solutions are at work within some of the world's largest and most complex manufacturing environments.*

***“Customer service is crucial. When you have an issue or question, you need a single point of contact who is not only responsive, but knows your history. InSource consistently provided us the information we needed for a quick implementation.”***

*— Information Technology Manager,  
leading North American producer of tubular steel products*





# *Insight, Intelligence*

## *To Keep Your Business Moving*

Keeping your business running on a projected, efficient path requires preemptive planning and oversight. InSource Solutions provides the practical knowledge and proven solutions businesses need to synchronize their manufacturing processes and core operations. Our approach is focused to ensure your implementation success. We offer a range of products and services scaled to meet specific project requirements.

### ***Software and Hardware Solutions***

***Software Solutions.*** We'll guide your business to the most flexible, robust, modular, platform-independent solutions available. We identify and partner with the best-of-breed suppliers offering more integrated modules that can take your solution much farther — beyond the point solution.

***Hardware Solutions.*** InSource delivers a wide variety of peripherals, specialty products and computers that cover the range of technologies required for plant intelligence solutions in nearly every industry — and in a broad spectrum of industrial applications. From fault-tolerant servers to industrial computers, networking equipment to the latest pre-integrated devices, our best-in-class products comprise the latest proven hardware solutions to add strength, greater functionality and flexibility to your overall plant intelligence solution.

### ***Training & Support & Maintenance***

We deliver a level of technical support and local training unchallenged in the industry — ensuring a solution moves beyond theory to full implementation within your organization. The right solution and its successful integration into the enterprise rely on our clients' abilities to use and monitor it appropriately. Our comprehensive, hands-on training program helps you navigate the solutions. And our support network is there when you need it, too — as long as you need it.



## ***Professional Services***

First, we see ourselves as a business partner. Prior to any solution recommendation, we'll assess your environment and assets, review your business challenges and objectives. Our goal — to ensure proper alignment of resources and goals with an overall solution strategy. That consultative approach spans the life of our relationship with you.

***Project Definition.*** We begin with a comprehensive analysis of your current environment, your business objectives and your industry challenges.

***Application Technology Analysis.*** Our experienced consultants assess your current environment to determine the most effective technology strategy for your business.

***Deployment Assistance.*** We work with your staff and/or systems integrator partners to ensure a well-defined, effectively managed and rapidly deployed project.

***Adoption Coaching.*** A solution is only powerful if you and your staff are empowered to be self sufficient over the long term. We provide the manufacturing intelligence and professional services to ensure solutions not only function when deployed, but that you are trained and fully enabled to support the system through future enhancements or projects — with or without our help.

***“The training services are excellent — particularly the webinars. We’re able to test drive the solution first and obtain hands-on experience with the product. This helps facilitate our overall selection and decision-making process.”***

– ***Controls Engineer,***  
*energy information technology company*







# *Travel Your Own Path*

## *Plant Intelligence Tools Guide Your Success*

Today's marketplace is saturated with productivity and automation solutions. Add the complexities of your unique industry and operations, and the challenge of improving operational productivity while determining the right course for your business becomes nearly daunting.

InSource customers benefit from insight and practical working knowledge of the most flexible, scalable and self-supporting solutions for today's manufacturing environments.

Whether you're in the business of making chocolate chip cookies or homogenizing milk, producing cancer-treating drugs or processing waste water, we know the careful balance needed to ensure profitability in your unique manufacturing environment. Our experience is seasoned in this area and we can lead your team toward the best tools that enable results, including:

*SCADA/HMI (Human Machine Interface)*

*Digital Dashboards for Manufacturing*

*Plant Performance Monitoring*

*Industrial Computers & Enclosures*

*Cloud Analytics*

*Digital Twins*

*Workforce Optimization*

*Engineering Information*

*Software Change Management*

*Asset Management*

*Production Tracking*

*Batch Management*

*Shift Handover*

*Plant Historian*

*And More.....*

*"Credibility, longevity — and a proven track record — this is what we look for in a company. This is what we found with InSource."*

*—Corporate Engineering Manager,  
international snack food company*



## ***Industry Specialization***

InSource Solutions guides your business toward the latest technology products available to enhance decision making, improve uptime and ensure rapid, precise improvements. We've focused our efforts to best serve these industries:

***Pharmaceutical***  
***Food & Beverage***  
***Utilities***  
***Wood Products***  
***Metals***  
***Consumer Products***

***General Chemicals***  
***Plastics/Converted Materials***  
***Automotive***  
***Minerals/Mining***  
***Textiles***  
***Water/Wastewater***

## ***Helping You Meet Today's Challenges — Managing Compliance***

**FDA CFR 21 Part 11 regulation**

**EPA/EPD reporting requirements**

Evolving compliance mandates have become a way of life in the manufacturing environment. Responding to them quickly and effectively — and controlling the escalating costs associated with meeting new regulations — is challenging, at best.

Only by managing your organization's data, business processes, forms and records can you meet the growing number of regulations today... and tomorrow. To achieve the operational compliance and control goals for your manufacturing sites, InSource helps businesses:

- Enforce compliance in a near real-time manner through quality controls
- Demonstrate compliance through data capture, integration, analysis and reporting
- Better manage exceptions and processes by synchronizing communications and consolidating data in real time

