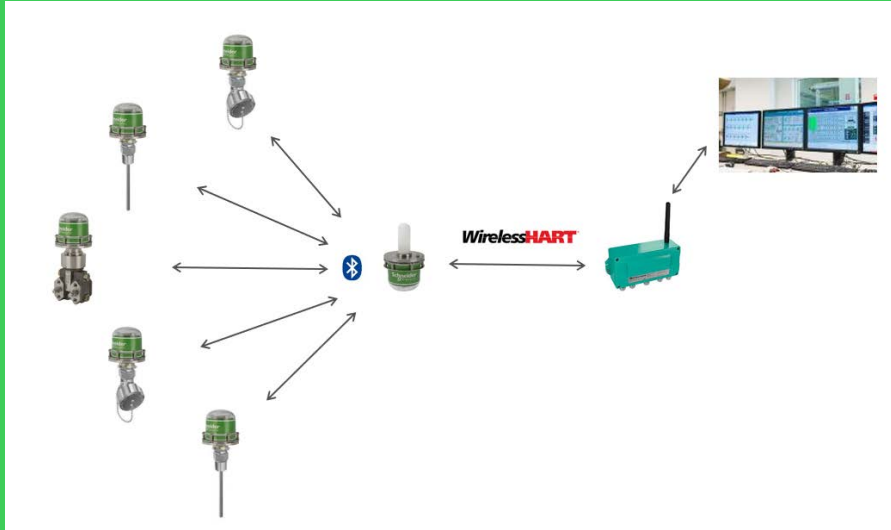




# IAN Promotion H2 2020

Boost IAN in EMEA



IAN promotion Q4

Strategy

Target Markets

Applications

Application Examples

Support

# Global Instrument Area Network Promotion

Q4 IAN Sales incentive – Earn Additional GM%

- **Our partners will receive an additional 15% Net Discount on IAN sales**
- **Framework**
  - Book €25K Net Sales until 30-03-2021
  - Purchase the Full IAN Demo Case # B1280LJ for € 2.100,-, or # B1280 NP (temp) or # B1280NQ (pressure) for € 1.380 (Demo Case counts towards total sales)
  - Partner with the greatest sales will receive full credit refund for Demo Case



# IAN promotion

## Strategy

- Push IAN at all possible applications for Pressure, Differential Pressure, Temperature, (hydrostatic) Level and Flow (with primary element) in **NON Hazardous** applications.
- The promotion is valid until 30-03-2021

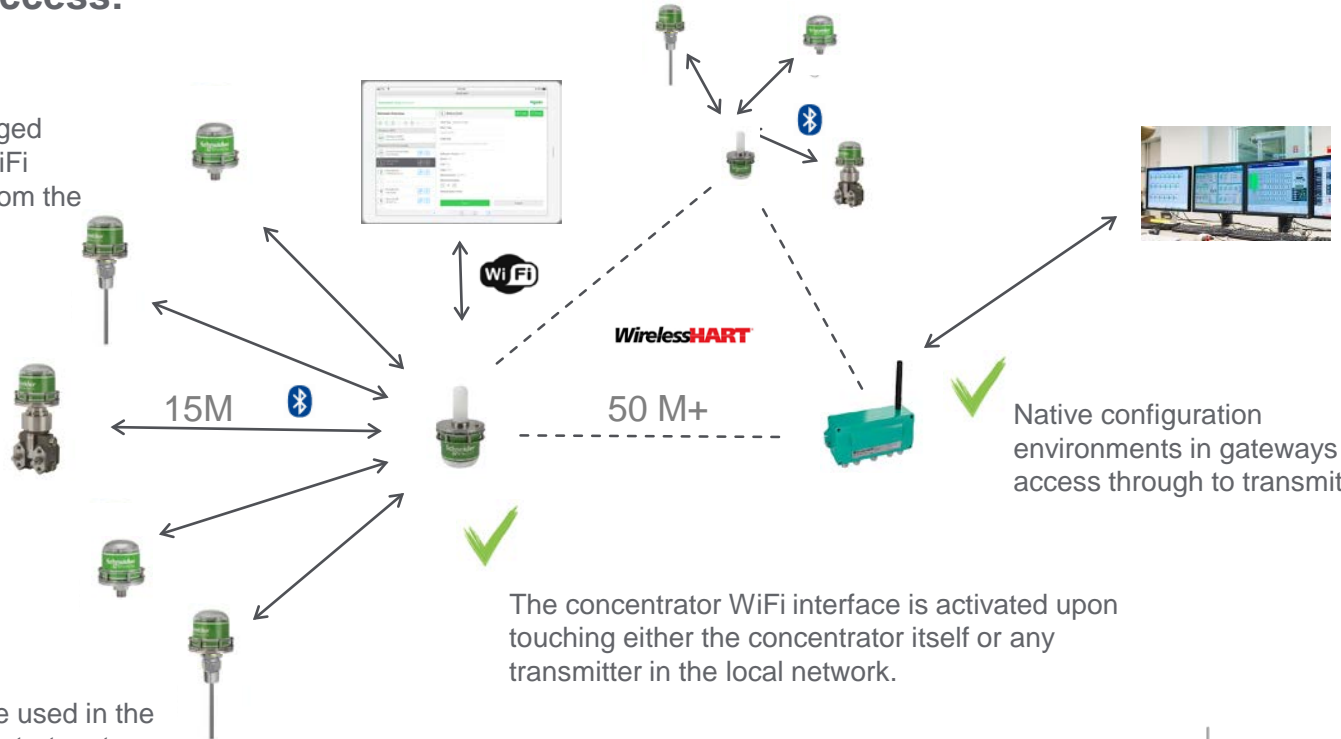


# IAN: The Basics

## Configuration and Access:



IAN Transmitters are managed through the concentrator WiFi interface, the Gateway or from the Host.



Powerful LED lights are used in the transmitters and concentrators to indicate connectivity during deployment.



Native configuration environments in gateways offer access through to transmitters.

The concentrator WiFi interface is activated upon touching either the concentrator itself or any transmitter in the local network.

# Process Instrumentation Wireless HART Platform IAN

## Instrument Area Network

### Process Monitoring End Nodes:

Pressure, DP, temp, flow.

Intrinsically safe (Class I - Div1, Zone 0/1)

One-touch start-up confirmed with LED beacon

Configuration through CC, gateway or host

BLE 4.0 with 128-bit AES encryption

Direct attachment to process

-40 to +80 C , IP66

10 Year battery life



# Process Instrumentation Wireless HART Platform IAN

Instrument Area Network

## Central Concentrator:

Safe area only

One-touch start-up using LED beacon

Configuration through WiFi or Gateway or Host

Can handle up to 8 End Nodes

IEEE 802.15.4 radio, WirelessHART-7, 128 Bit AES encryption

Wireless HART compliance

Easy physical mounting to any structure

-40 to +80 C , IP66

5Year battery life



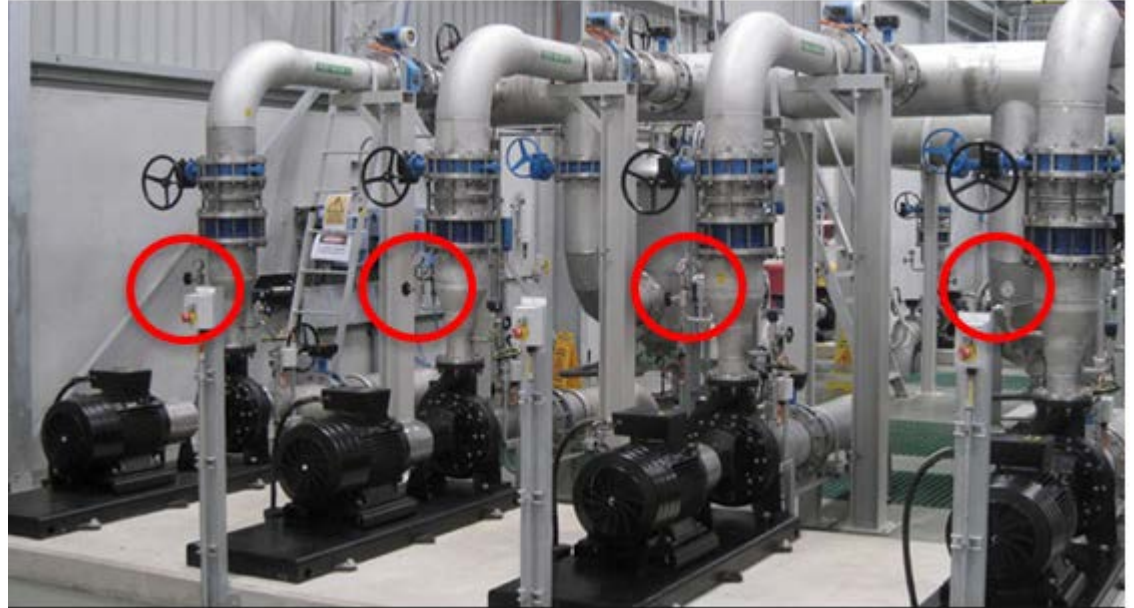
**WirelessHART**



# IAN promotion

## Target markets

- CPG & F+B
- P&P
- MMM
- WWW
- Skid builders
- Power
- General Industries





# IAN promotion

## Applications

- In the next 9 slides some applications have been described
- In all markets as mentioned there will be applications in:
  - Utilities
    - Pressure (air, steam, water, other gases)
    - Temp (air, steam, water, other gases)
    - Filter DP measurement
  - Temporary measurements
  - Measurements in Skids
  - Replacement of traditional measurements (NON hazardous)

# Pneumatic Level Replacement

## Challenge:

The customer needs to replace pneumatic flanged level transmitters on process day tanks. There is no power or instrument cabling near these level transmitters. They can not use traditional WirelessHART devices due to the metal that surrounds the installations.

## Solution:

Use the IAN model WDP10 with direct mounted 3" 150# PSFLT diaphragm seal and model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to the (existing) WirelessHART gateway.

## IAN Model Numbers:

- WDP10 w 3" 150# RF PSFLT
- WCC10



## Markets:

- Metals & Mining
- Specialty Chemical
- General Industries
- Water & Wastewater
- Pulp & Paper

# Level Measurement

## Challenge:

The customer needs to add level measurement to process water tanks but they do not have an existing process control system. Traditional process automation is too costly and complex for their measurement requirements.

## Solution:

Use the IAN model WGP10 direct mounted for open tanks and WDP10 for closed tanks and model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to the WirelessHART gateway. The gateway can be connected by Ethernet or RS485 to the Host.

## IAN Model Numbers:

- WGP10 (Open Tank), WDP10 (Closed Tank)
- WCC10, and a P&F WirelessHART Gateway



## Markets:

- Industrial Wastewater Treatment
- General Industries
- Water & Wastewater
- Pharma / Biotech
- Food & Beverage

# Filter dP Measurement

## Challenge:

The customer needs to measure the differential pressure across process filters. The filters are in remote areas of the plant without power or instrument cabling. The filters are in groups of 5 across the plant.

## Solution:

Use the IAN model WDP10 across the inlet and outlet of the filter and model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to the WirelessHART gateway. The gateway can be connected by Ethernet/IP to their existing AB Plant Logics PLC.

## IAN Model Numbers:

- WDP10
- WCC10 and a P&F WirelessHART Gateway



## Markets:

- Metals & Mining
- Specialty Chemical
- Industrial Wastewater Treatment
- General Industry
- Food & Beverage

# Rotating Kiln Temperature

## Challenge:

The customer needs to measure the temperature in multiple locations on a rotating kiln. The typical wired temperature transmitter will not work because of the rotating nature of the asset.

## Solution:

Use the IAN model WRT10 and model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to the WirelessHART gateway.

## IAN Model Numbers:

- WRT10
- WCC10 and a P&F WirelessHART Gateway



## Markets:

- Metals & Mining (CEMENT)
- Pulp & Paper

# Remote Pump Pressure Monitoring

## Challenge:

The customer needs to measure the line pressures at remote pumping sites. The current wireless solutions are either too costly or not robust enough for mining applications.

## Solution:

Use the IAN model WGP10 and model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to their existing WirelessHART gateway.

## IAN Model Numbers:

- WP10
- WCC10



## Markets:

- Metals & Mining
- WWW

# Skid Automation for OEM's

## Challenge:

The customer needs to measure the pressure and temperature on skids installed in manufacturing plants. The current wireless solutions available are too costly and too difficult to setup.

## Solution:

Use the IAN model WGP10, WRT10 and one model WCC10 central concentrator per skid. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to a WirelessHART gateway connected to their PLC using Ethernet/IP. The IAN solution allows for easy deployment in the OEMs customer locations.

## IAN Model Numbers:

- WP10 & WRT10
- WCC10 and a P&F WirelessHART Gateway



## Markets:

- Food & Beverage
- Consumer Package Goods
- General Industry
- Pharma / BioTech

# Automation for WWWW Plants

## Challenge:

The customer needs to measure the pressure and temperature in remote parts of plants. The location of the measurement devices don't allow good communication, however can be solved easy with additional CC's.

## Solution:

Use the IAN model WGP10, WRT10 and a model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to a WirelessHART gateway connected to their PLC using Ethernet/IP.

## IAN Model Numbers:

- WP10 & WRT10
- WCC10 and a P&F WirelessHART Gateway





# Measurements for Plant Utilities

## Challenge:

The customer needs to measure the pressure and temperature in remote parts of plants. The current wireless solutions available are too costly and too difficult to setup.

## Solution:

Use the IAN model WGP10, WRT10 and a model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to a WirelessHART gateway connected to their PLC using Ethernet/IP.

## IAN Model Numbers:

- WP10, WRT10
- WCC10 and a P&F WirelessHART Gateway



## Markets:

- All Markets

# Process Measurements

## Challenge:

The customer needs to measure the pressure and temperature of process equipment (heat exchangers, process vessels, cooling towers, etc.) The different Process equipment requires multiple measurement points.

## Solution:

Use the IAN model WGP10, WRT10 and a model WCC10 central concentrator. The IAN central concentrator will accept up to 8 measurements which simplifies the wireless architecture. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to a WirelessHART gateway.

## IAN Model Numbers:

- WP10, WRT10
- WCC10 and a P&F WirelessHART Gateway



## Markets:

- Food & Beverage
- Specialty Chemical
- Consumer Package Goods
- General Industry
- Pharma / BioTech
- Pulp & Paper

# Pneumatic DP Flow Measurement

## Challenge:

The customer needs to replace dP flow transmitters on primary flow elements. There is no power or instrument cabling near these flow transmitters. They can not use traditional WirelessHART devices due to the metal that surrounds the installations.

## Solution:

Use the IAN model WDP10 across the primary flow element and model WCC10 central concentrator. The IAN solution uses Bluetooth Low Energy to communicate to the central concentrator which communicates WirelessHART to the WirelessHART gateway. The gateway will be connected by Ethernet/IP to their existing AB Plant Logics PLC.

## IAN Model Numbers:

- WDP10,
- WCC10 and a P&F WirelessHART Gateway



## Markets:

- Food & Beverage
- Specialty Chemical
- General Industry
- Pulp & Paper

# Support

- For application, technical or commercial support please contact your Area Sales Manager
- For application and technical support please contact:
  - [gerrit.bruntink@se.com](mailto:gerrit.bruntink@se.com)

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