

# We enjoy driving the organisations of the future

DIGITAL INDUSTRY

# Nunsys Group

Subtítulo apartado

01

# About us

## Technological leader in value added solutions

We are specialists in the implementation of comprehensive technology solutions, we are experts in combining technological products in the area of infrastructures, communications, software, digital transformation, industry and cyber security, with the goal of offering unique solutions for both public and private entities.

Collaboration, innovation and our passion for what we do is reflected in each of the services we offer.





# Human team

We keep growing

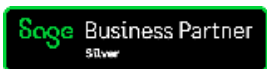
**2600 people, with a predicted business volume for 2023 of 230 million euros**

We have a presence throughout Spain and in international projects, with a unique portfolio of products and services, highly specialised and focussed on covering the needs of our clients to accompany them in their digital transformation process.

For us, it is vital that we provide all of our employees with the opportunity to develop both personally and professionally in a leading and exemplary company, enjoying an atmosphere of collaboration, creativity and responsibility.

# Partners

We are committed to having partnerships and to being a partner of the key global leaders in the technology sector.



# Offices in Spain and abroad

## Continuous growth

Our business vision is to become the leading Spanish technology company. To do so, we have a presence with certified teams throughout the national territory.

Currently, we have offices located in the provinces of A Coruña, Albacete, Alicante, Barcelona, Bilbao, Burgos, Cáceres, Castellón, Huesca, León, Logroño, Madrid, Málaga, Murcia, Oporto, Oviedo, Palma de Mallorca, Pamplona, Salamanca, Santander, Seville, Tarragona, Valencia, Valladolid, Zaragoza, serving more than **7000 clients**.



# International projects





# Our DNA

SECTORIZATION and SPECIALIZATION our differential values

## 25 years of experience

The team of professionals is consolidated on more than 25 years of experience, oriented towards excellence

## International experience

Our team of engineers and consultants have carried out projects in more than 40 countries: multicultural management

## Human team

**250**

INDUSTRY  
ENGINEERS

**230**

COMMUNICATIONS  
ENGINEERS

**315**

SAP  
CONSULTANTS

**200**

BUSINESS  
APPLICATIONS  
CONSULTANTS

**90**

CLOUD  
CONSULTANTS

**110**

CYBERSECURITY  
CONSULTANTS

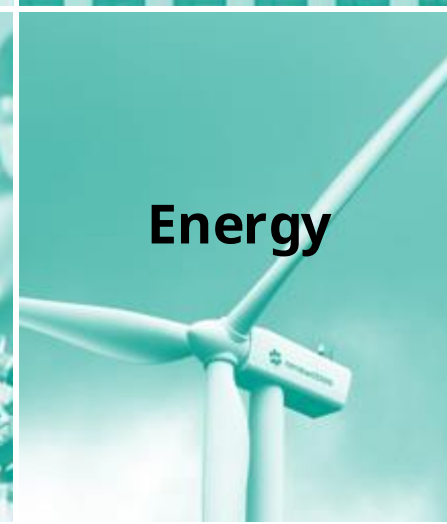
**190**

IT MANAGED  
SERVICES  
CONSULTANTS

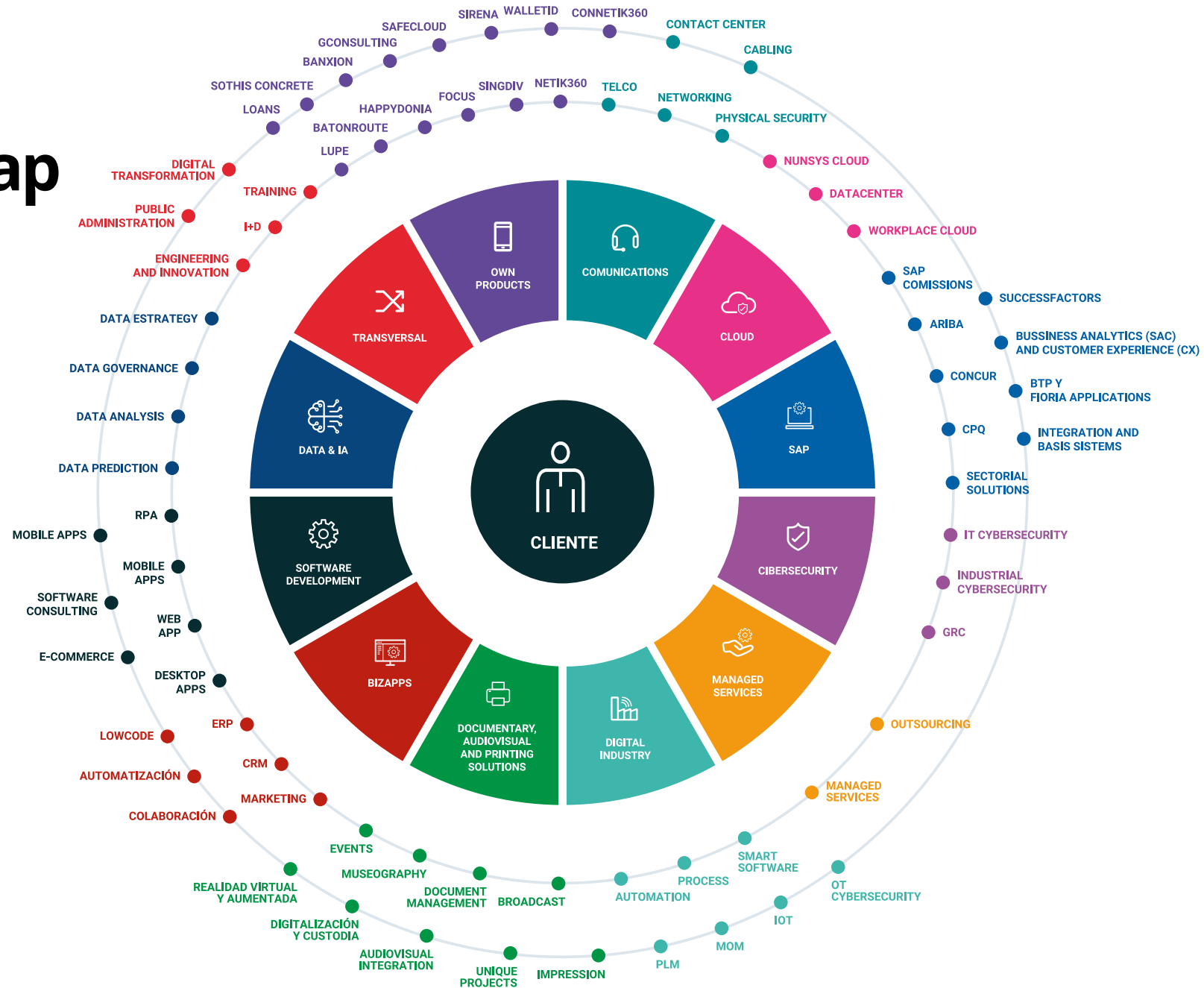


# Sectors

SECTORIZATION and SPECIALIZATION our differential values



# Mind map



# Services

## Support 24x7 (NOC) y Cybersecurity (SOC)

- **Location:** Valencia, Madrid, Barcelona, Medellin
- Different **time coverage:** 8x5, 12x5, 24x7
- **Multilanguage:** Spanish, English, German
- **Multichannel:** User portal, telephone and email
- Guaranteed **SLAs**
- **Qualified operators** (high % ITIL).
- **Contingency plan and continuity of service**

## After-sale

- **Specialized After-Sales Team**



# UNE Digital Industry

Subtítulo apartado

02



# Our DNA

SECTORIZATION and SPECIALIZATION our differential values



# Digital Industry

## ISA - 95

**PLM**, towards **virtual start-up** in the industry.

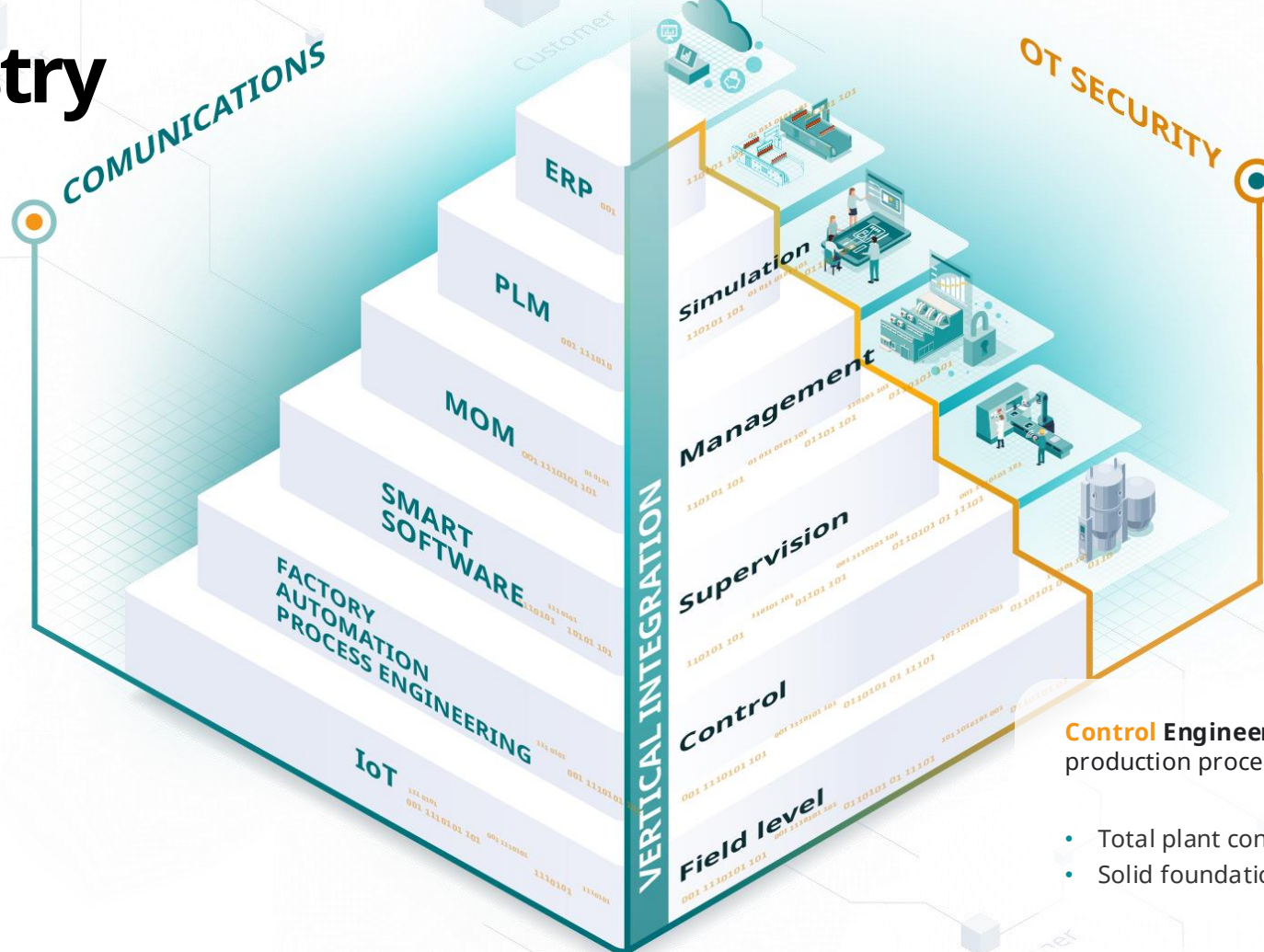
Using a **virtual model** we can reduce investment costs Before and after real execution

**MOM** consulting for the entire supply chain

From raw materials to delivery of the finished product. Going through production control, quality, traceability and advanced analysis through AI

Support 24/7

Innovation



By providing the control layers with **Supervision** functionalities, we are able to make decisions in real time through advanced analytics

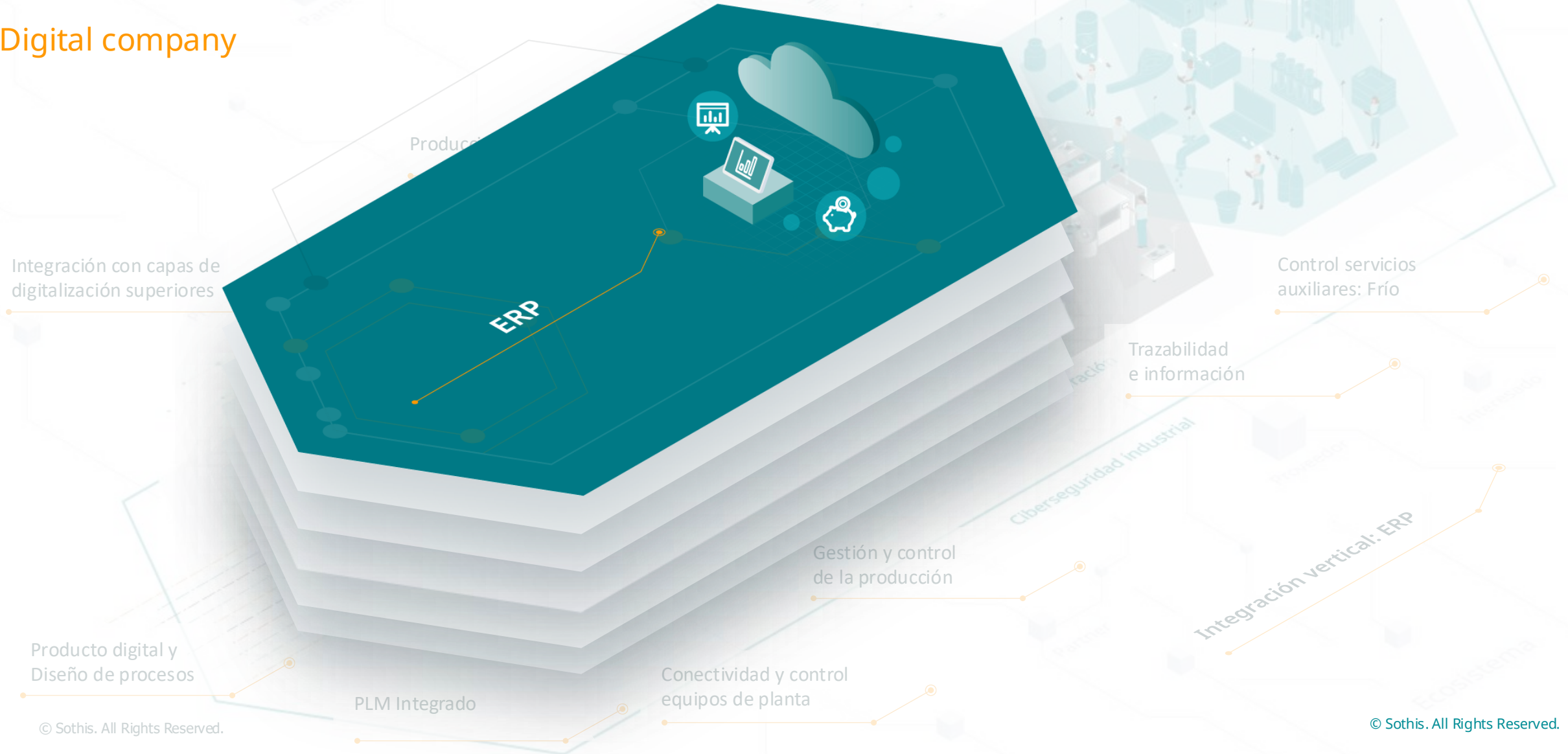
**Control Engineering** for the Automation of production processes:

- Total plant control
- Solid foundation for effective digital transformation

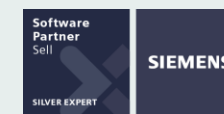
**Electrical, Mechanical and Fluid Engineering**

# Maximum flexibility and digital integration

## Digital company







# Strategic Relationship with SIEMENS

- **Siemens Gold Partner FY 2021 y 2022**
- Distributor with **the highest sales volume** in FY 2018, 2019, 2020, 2021 and 2022 in **MOM projects**.
- **Best Partner in MOM for EMEA** (Europe, Middle East and Africa) in FY 2018 and FY 2021.
- **Premium Solution Partner** in **WinCC OA**.
- Solution Partner in **Automation Drives**.
- **PLM Partner** for Tecnomatix and Teamcenter.
- **Cloud Partner** for Mendix and Mindsphere.
- **Solution Partner** in Spain for Siemens Digital Logistic SDL.
- **System Integrator** for Food and Beverages.
- **Expert Partner** in Spain and Portugal:
  - EXECUTION (MES): Process / Discrete.
  - APS: Planning & Scheduling.
  - RD&L: Laboratory (LIMS), Specification and Formulation.
  - Manufacturing Intelligence.

# They already trust us...

## Digital Transformation Projects



# Success stories

03

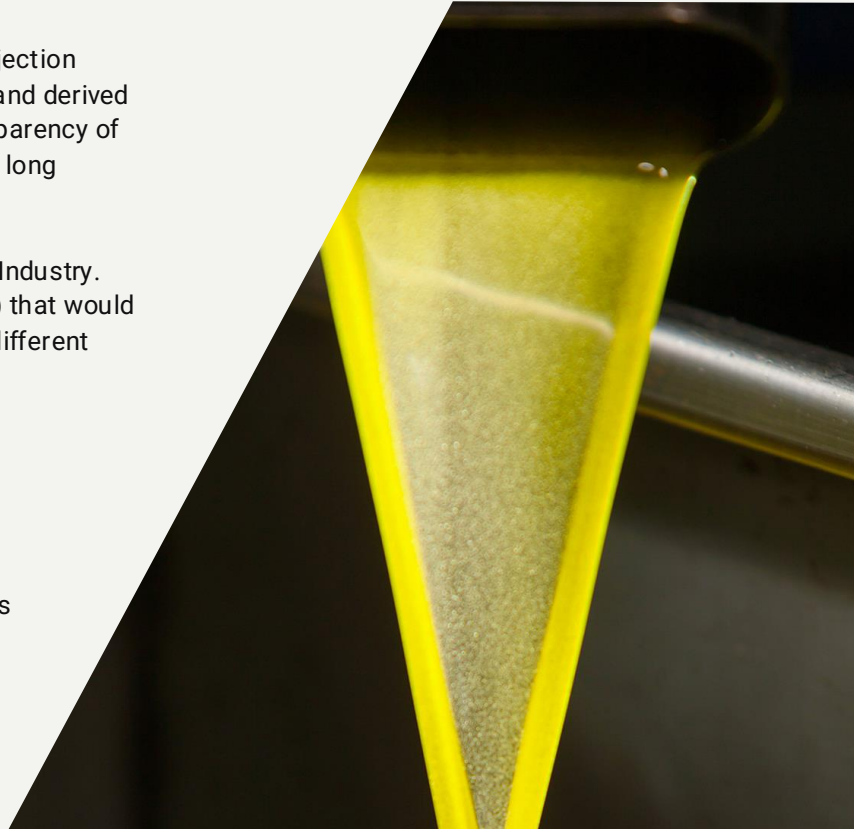
# Olive Oil

## Challenge

Leading Spanish company in the olive oil sector with international projection dedicated to the treatment, transformation and marketing of olive oil and derived products. Its differential value lies in its efforts to guarantee the transparency of its processes to achieve a product of exceptional quality thanks to its long history and in-depth knowledge of the Industry.

Compliance with strict quality regulations is a key feature in the Food Industry. Therefore, the company needed a laboratory management tool (LIMS) that would allow integration with its ERP system to facilitate the planning of the different resources.

On the other hand, they needed to automate some administrative tasks such as the control of oil tanks, the collection of samples during the production processes and the integration of these operational tasks with the laboratory system.



"Part of the success of the project lies in choosing a reliable partner that offers an innovative solution for the present and a guarantee for the future"

Spain



# Olive Oil

## MOM System Solution Siemens Opcenter



Connection with ERP and integration  
with laboratory instruments (LIMS)



GENERATION OF QUALITY  
CERTIFICATES AND KPIs



AUTOMATIC EXECUTION AND  
VALIDATION OF SAMPLES AND  
RESULTS



ONLINE CONTROL TEST  
MANAGEMENT



TOTAL TRACEABILITY SYSTEM  
IN WAREHOUSES



INTUITIVE INTERFACE





# Olive Oil

## MOM System Solution Siemens Opcenter

Opcenter is Siemens' production operations management tool. In this project, we expanded the scope of the MES tool with the Opcenter Specification module to gain greater control over product traceability. What else do we get?

- Single integrated data repository, covering all plants and details of raw materials, BOMs, products, and packaging.
- Integration with the ERP system, increasing the company's overall efficiency.
- Automation of analysis, results collection, and validation. Sending daily reports to involved users.
- Automatic online controls and report generation

**The result is a guarantee of quality and traceability throughout the entire process, from the receipt of raw materials to the delivery of the product to the customer.**



# Meat

Greater efficiency thanks to the complete digitalization of processes

**Period: 2021/2022**

## Client Profile

A company with over 35 years of experience in the meat industry and one of the largest food groups in Portugal, with a turnover of over €48 million and a team of over 250 people..

## Project Challenge

The client, undergoing a period of expansion, needed a global partner to develop the transformation process for its new facilities, in order to increase control and management over its production.

Objetivos del cliente

- Increase control over production.
- Provide greater flexibility to your production lines to quickly adapt to the market.
- Streamline the launch of new products.
- Comply with strict food regulations.
- Complete real-time control and visibility of business assets, processes, and costs.

## Applied solutions

- Sothis Smart Meat

## Result

- Fully optimized production process integrated into a single platform.
- Elimination of information silos and complete real-time production visibility.
- Guaranteed full traceability, material genealogy, and food safety certification.
- Ease of production control and management for two new production lines, six new packaging lines, and more than 1,000 different product references.



"Thanks to integrated production process management on a single platform, we will be much more productive and guarantee the traceability of our products."

Portugal





# Snacks

## Increasing access to information

**Period: 2019/2020**

### Client Profile

Spanish company dedicated to the manufacture and distribution of snacks and beverages in more than 40 factories around the world.

### Project Challenge

The main objective was complete control of the different production processes in its manufacturing plants.

### Client objectives

- Collect and process all plant data in real time from more than 40 different factories.
- Virtual simulation and validation of new product manufacturing processes.

### Applied solutions

- Siemens Opcenter y Tecnomatix

### Result:

- Simulation, validation, and optimization of different processes and capabilities in a fully virtual environment thanks to the Digital Twin.
- MES system for the automatic capture and integration of information from manufacturing plants.
- The ROI is €1.12, and the investment was recovered in 3 to 6 months..

**“With Sothis, we were able to implement a solution that helped us maximize our production by optimizing our resources.”**

Spain



# Dairy

## Streamlining the launch of new products

**Period: 2019/2021**

### Client Profile

Company with over 60 years of experience in the dairy industry across more than 10 production centers in Spain.

### Project Challenge

Implementation of a specialized production management system in production plants

### Client objectives

- Facilitate the collection and processing of information collected directly from the plant.
- Implement a laboratory management system (LIMS) compatible with your ERP.
- Digitize plant orders to minimize paper use and prevent errors and mistakes in production reports.

### Applied solutions

- Siemens Opcenter

### Result:

- 📄 Real-time analysis and automatic reporting of production and quality KPIs.
- 📄 Downtime between stations was reduced by 60%, enabling optimization of new launches and deliveries.
- 📄 Quality audits were managed automatically in less than 2 hours.



**“With Opcenter we reduced the Quality Audit Processes from 2 weeks to 2 hours”**

Spain



# Drinks

## Increasing quality levels

Period: 2019/2021

### Client Profile

A Spanish company with a significant international presence, dedicated to the manufacture and distribution of more than 60 varieties of beverages. Its factories are leaders in technology and innovation.

### Project Challenge

The company needed to integrate all the systems of its four main production plants to manage them centrally and ensure process traceability.

### Client objectives

- Facilitate the collection, processing, and real-time access to information at the plant.
- Digitize sample collection processes.
- Complete control of production throughout the entire process, ensuring integration with other systems and regulatory compliance.

### Applied solutions

- Siemens Opcenter

### Result:

- Automatic execution of packaging and sample controls and automated upload of results.
- Automatic control of the production process, centralized repository for the single, digital management of all production centers.
- Optimization of quality processes, streamlining the process of obtaining COAs.



"We used to manage product specifications with a fairly complex solution. Now, thanks to Opcenter's single repository, these problems have disappeared."

Spain



# Bread and Pastries

Full control and automation to produce 8,000 loaves of bread per hour

**Period:** 2019/2021

## Client Profile

Food retail company with more than 1,500 stores across the country.

## Project Challenge

The client required a partner to provide support in engineering, automation, and production management to ensure their new factory was fully automated and controlled for the production of more than 8,000 bars per hour.

## Client objectives

- Increase production capacity to 8,000 loaves of bread per hour.
- Traceability control throughout the entire production process.
- Centralized management of specifications and recipes.
- Real-time plant visibility and elimination of paper usage.
- Less than 1% tolerance on the original recipe.

## Applied solutions

- Ingeniería de Procesos, Siemens PCS7, WinCC y Opcenter MES.

## Result:

- Target production, as well as comprehensive control over batch traceability.
- Real-time control and visibility of the process and recipe management.
- 0.2% tolerance on the original recipe.
- Production capacity optimization, allowing for a 20% fluctuation, thus adjusting to possible changes in demand.



**“Having a global partner from process engineering to the highest levels of data capture and production execution makes us much more productive.”**

Spain



# Factory Automation

Development of complete multi-format  
robotic production lines with plant computing  
technology

05

# Factory Automation



## mechanical Engineering

Development of automated production lines  
Integration of customized robotic lines  
Design of the 3D virtual commissioning solution for design and operation  
2D manufacturing and assembly plans



## Control Engineering

Customized scheduling  
Flexible and open scheduling  
SCADA monitoring system implementation  
Analysis and control software (verification of production efficiency by work shift and time slot)



## Robotics

Creation of a “virtual or robotic worker” that will be able to perform one or more repetitive tasks in the same way as a person would.



## Solution



## Industrial machinery

Design of custom-made (turnkey) industrial machines to automate the desired production process.

## Electrical Engineering

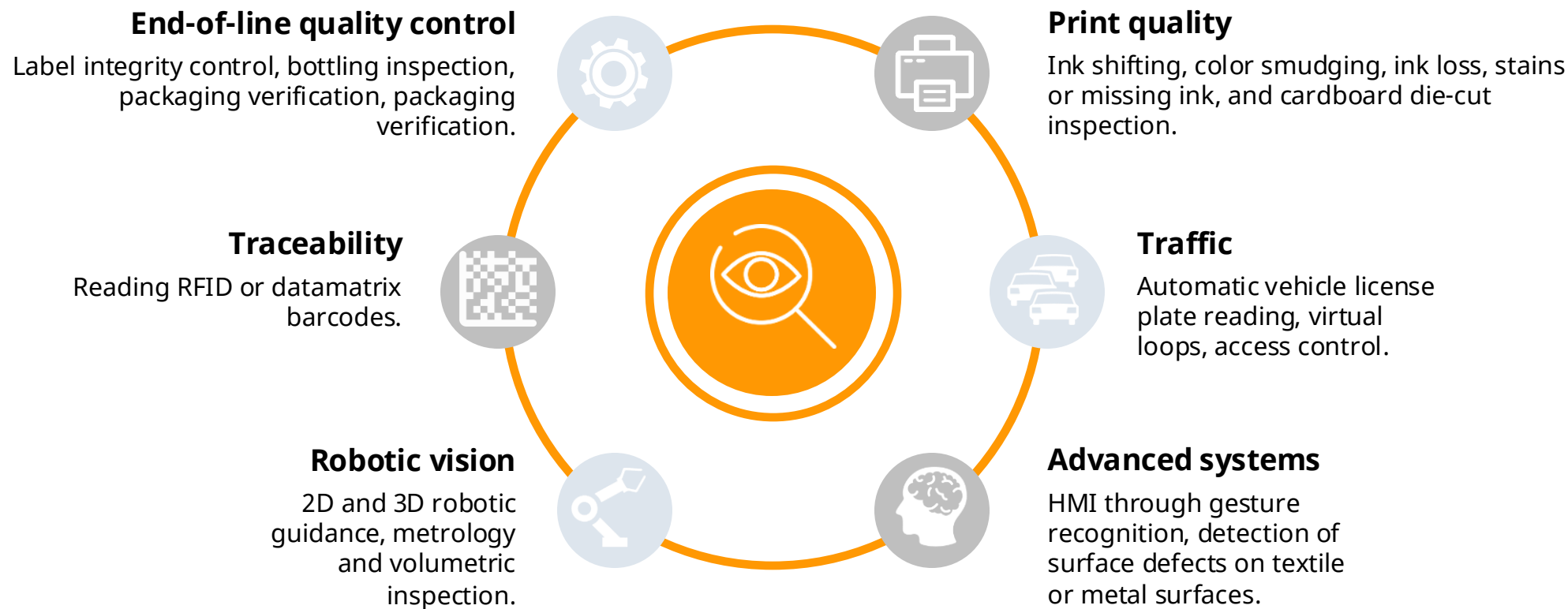
Electrical schematic development with EPLAN  
Electrical cabinet design and manufacturing  
I/O Link communication technologies



## Machine Vision Engineering

Customized inspection solutions  
Use of Deep Learning technology  
Specific statistical analysis software

# Computer vision





# Smart Software

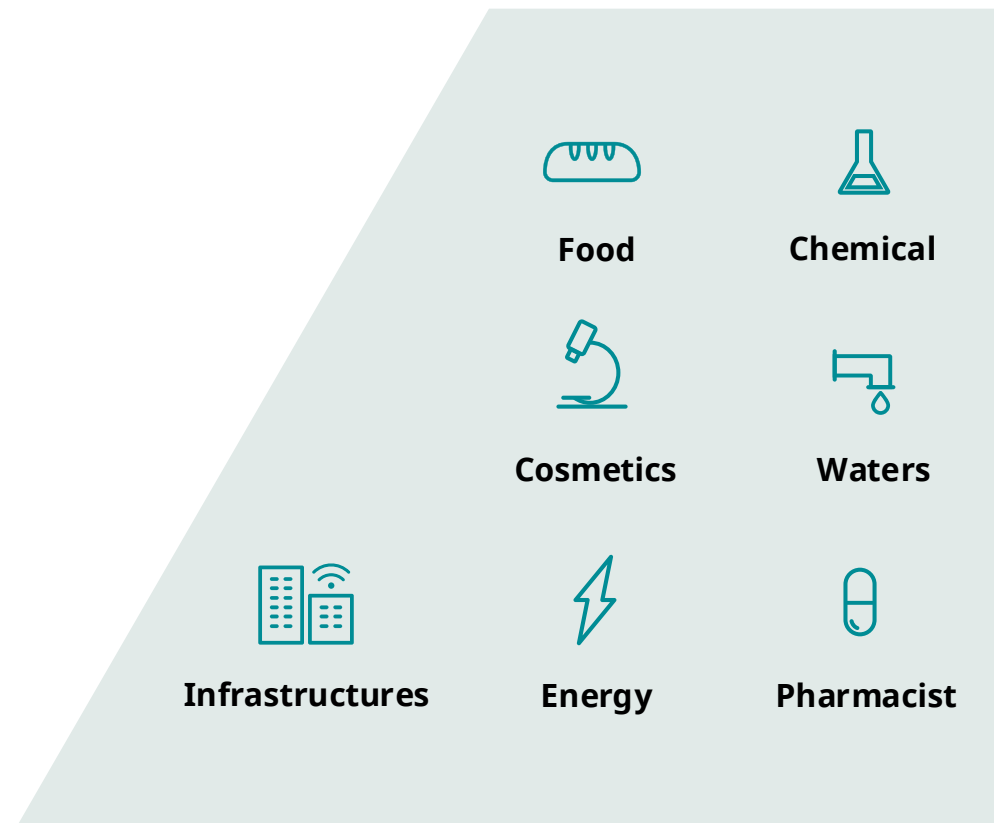
Complete control of the data that truly matters. Extract data to optimize your production lines and processes.

06

# SIMATIC WinCC Open Architecture

Siemens' cutting-edge software for controlling and monitoring automated processes

SIMATIC WinCC Open Architecture combines the most demanding SCADA requirements into a single system: vendor- and platform-independent. It's known as the "SCADA of all SCADAs" because it enables scalable solutions and unlimited global access via the web, and even through native iOS and Android user interfaces.



# SIMATIC WinCC Open Architecture

## Benefits

### EFFICIENCY

- Reduced time to market
- Minimized downtime
- Reliable decision-making for increased productivity

### INNOVATION

- Fast access - 24/7
- Flexible availability of plant data
- Intuitive and safe operation

### POLYVALENT

- Global support according to the highest quality standards

### OPEN

- Easy integration into the IT world
- Quick integration of existing hardware

### SCALABLE

- Support for expanding existing plants at any time
- Solutions for all industries
- Investment protection



# SIMATIC WinCC Open Architecture

## Characteristics



**Philosophy unique data**



**Alarm management**



**Data management**



**Multiplatform and  
multilingual**



**Integration of process  
chambers**



**Writing data from one plant  
server to another**



**Event-driven system**

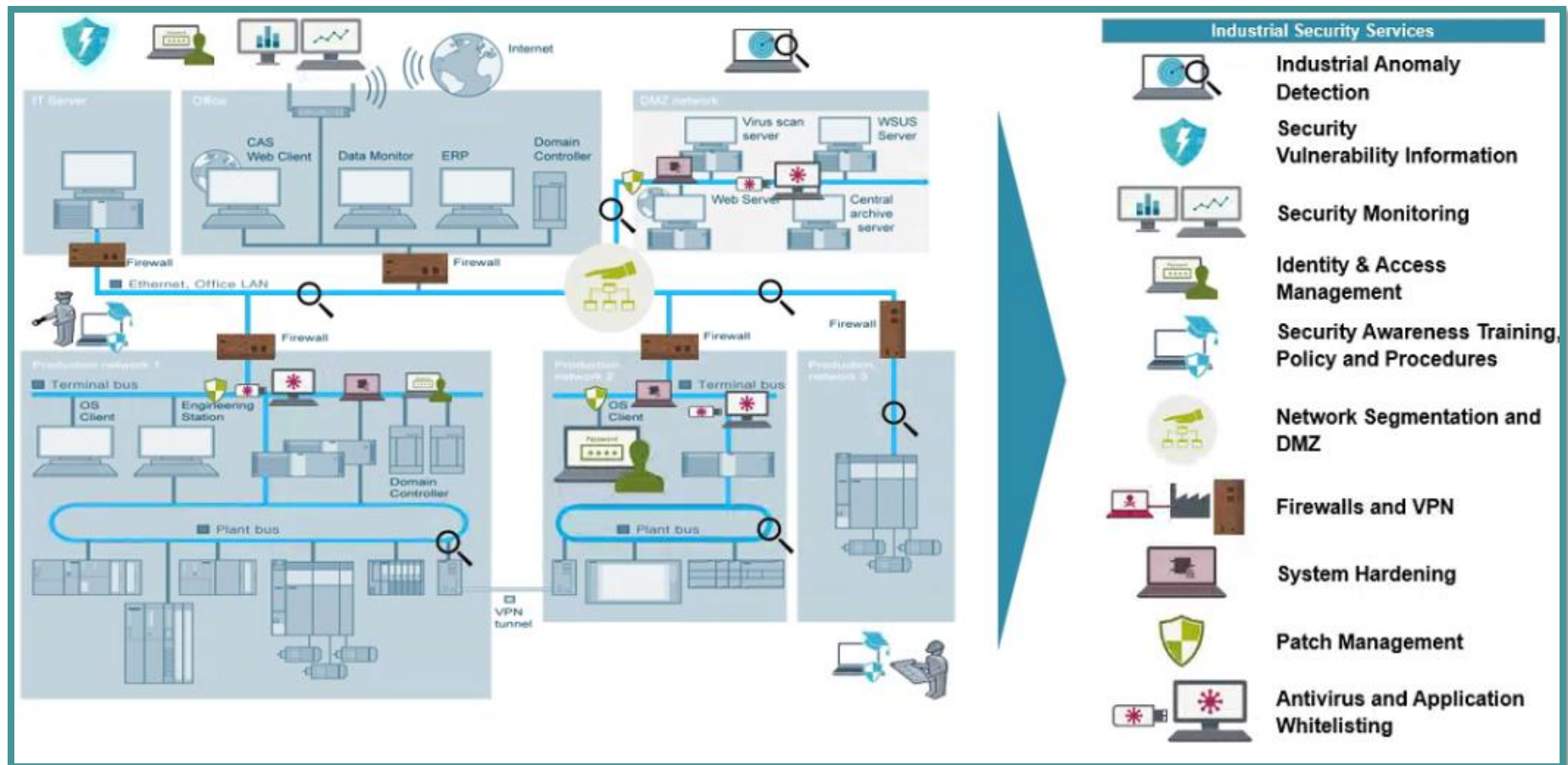


**Control of one plant from  
another plant**



**Preparation of reports with  
joint data from both plants**

# Industrial Safety



# IoT

## MindSphere - Cloud

- Secure solutions from the design process through production and operation for connecting devices, storing data, and developing and running applications on a managed services platform.
- Extensive options for connecting devices, businesses, and databases that support a wide variety of IoT-ready assets.
- Open Platform as a Service (PaaS) with numerous options for data exchange using Siemens' open APIs and cloud-native accessibility.
- Rapid development of robust, industry-driven IoT solutions with advanced analytics capabilities.
- Combined global scalability of Siemens as the number one automation provider and the world's largest cloud service providers, including Amazon Web Services and Microsoft Azure



# Energy management

## Plant Energy Manager - EnMPRO

Monitors the energy efficiency of the entire plant and performs cost center accounting to optimize energy procurement.

Demand forecasting

Energy cost calculation

Energy purchasing managers

Energy efficiency





# Agile application development

## Low code

The Mendix platform is designed to accelerate the creation of applications that help connect cross-departmental processes and contribute to achieving business objectives in an agile manner.



Maximum productivity



Rapid implementation



Results-oriented



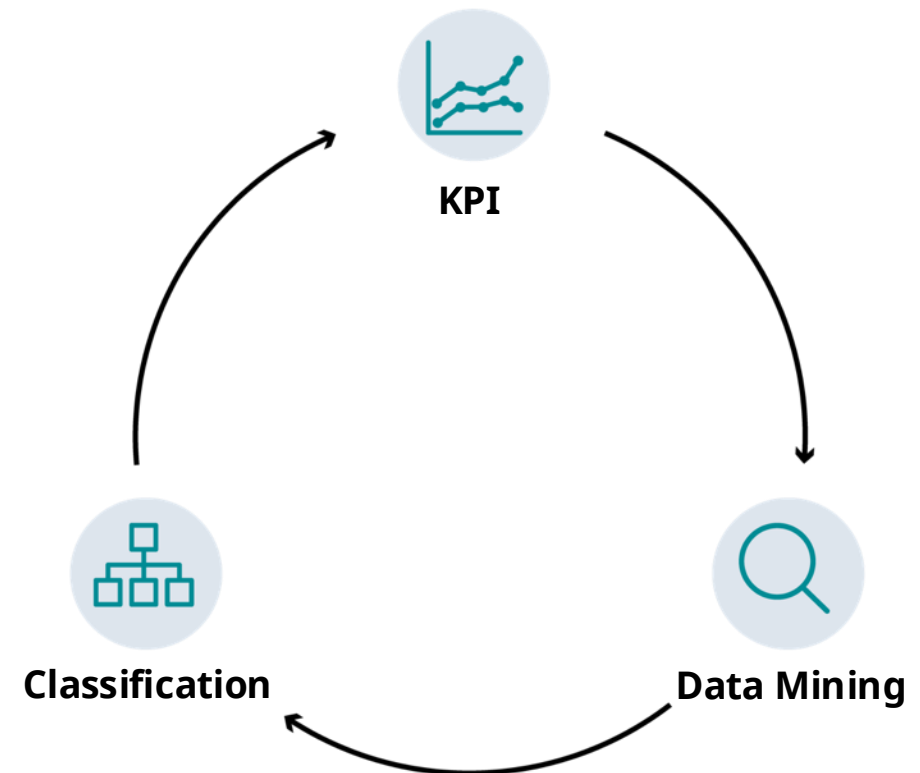
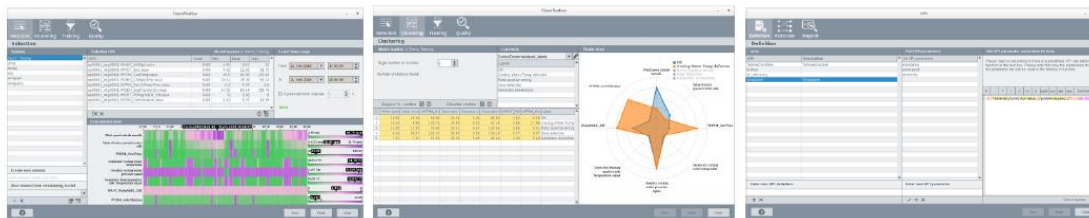
# Intelligence and Data Analysis

## KPI

- Definition and Configuration of Performance Indicators

## DATA MINING

- Data mining tools
- Possibility of incorporating a BI/Analytics solution
- Big Data analytics offers important inputs for improving venue operations by establishing a correlation between infrastructure and attendee behavior





# MES/MOM

07

# Industry Challenges

Let's put things into context...



**High quality standards**



**Pressure on costs**



**Quick adaptation to  
changes**



**Compliance with internal  
and external regulations  
and legislation**



**Immediacy and  
personalization of consumer  
demand**



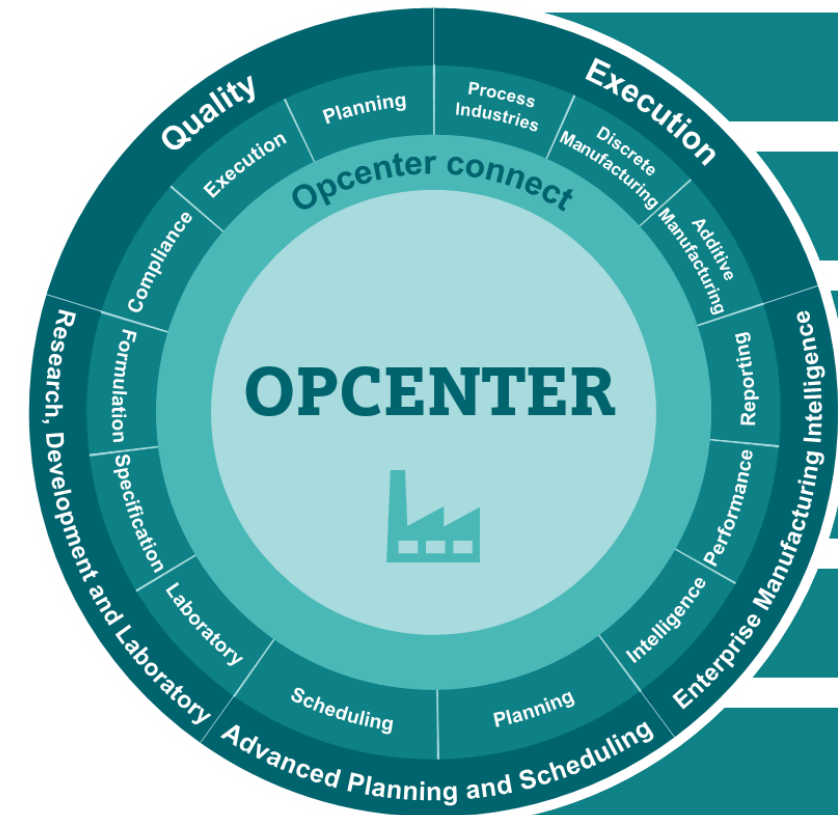
**Globalization and multi-site  
and multi-plant companies**

# MOM System

## ¿Why Siemens Opcenter?

- Customizable interface, enhancing the user experience
- Manage from wherever you want, whenever you want
- Extensible tool, facilitating vertical integration with other solutions, extensions, or updates according to each company's needs
- Cloud support, allowing real-time access to operations without interrupting operations
- Interoperability, increasing tool efficiency and faster data exchange between systems and automation
- Transforms production data into valuable information for your company
- Closed-loop system, ensuring continuous improvement throughout the entire value chain

Opcenter is the #1 leader for its comprehensive view of the entire value chain.\*



\*Fuente: Cuadrante Mágico de **Gartner** para Sistemas de Ejecución de la Producción 2019

# Opcenter – MES/MOM System

Siemens' integrated portfolio for production management





# PLM

Solutions for product lifecycle management

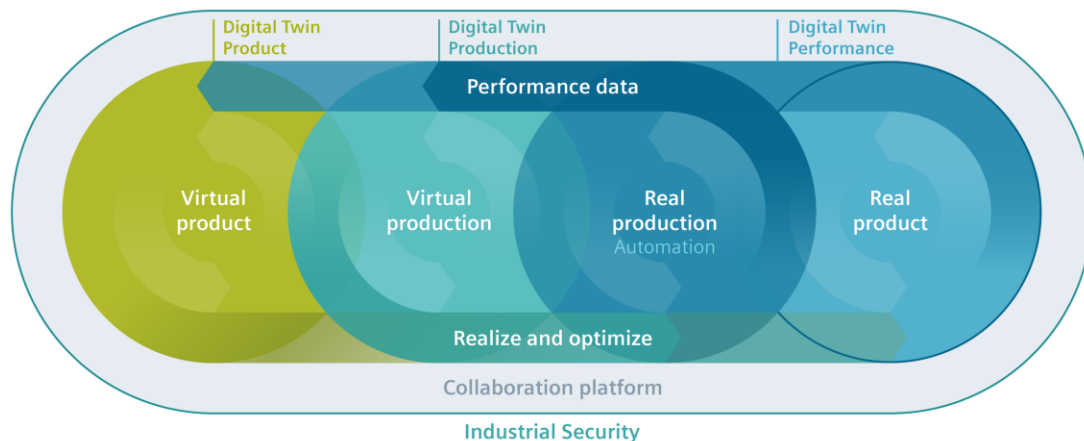
08

# Digital Twin

81

# Digital Twin

## Tecnomatix Plant Simulation and Process Simulate



Test your product virtually before launching it on the market?

With Tecnomatix, it's now possible.

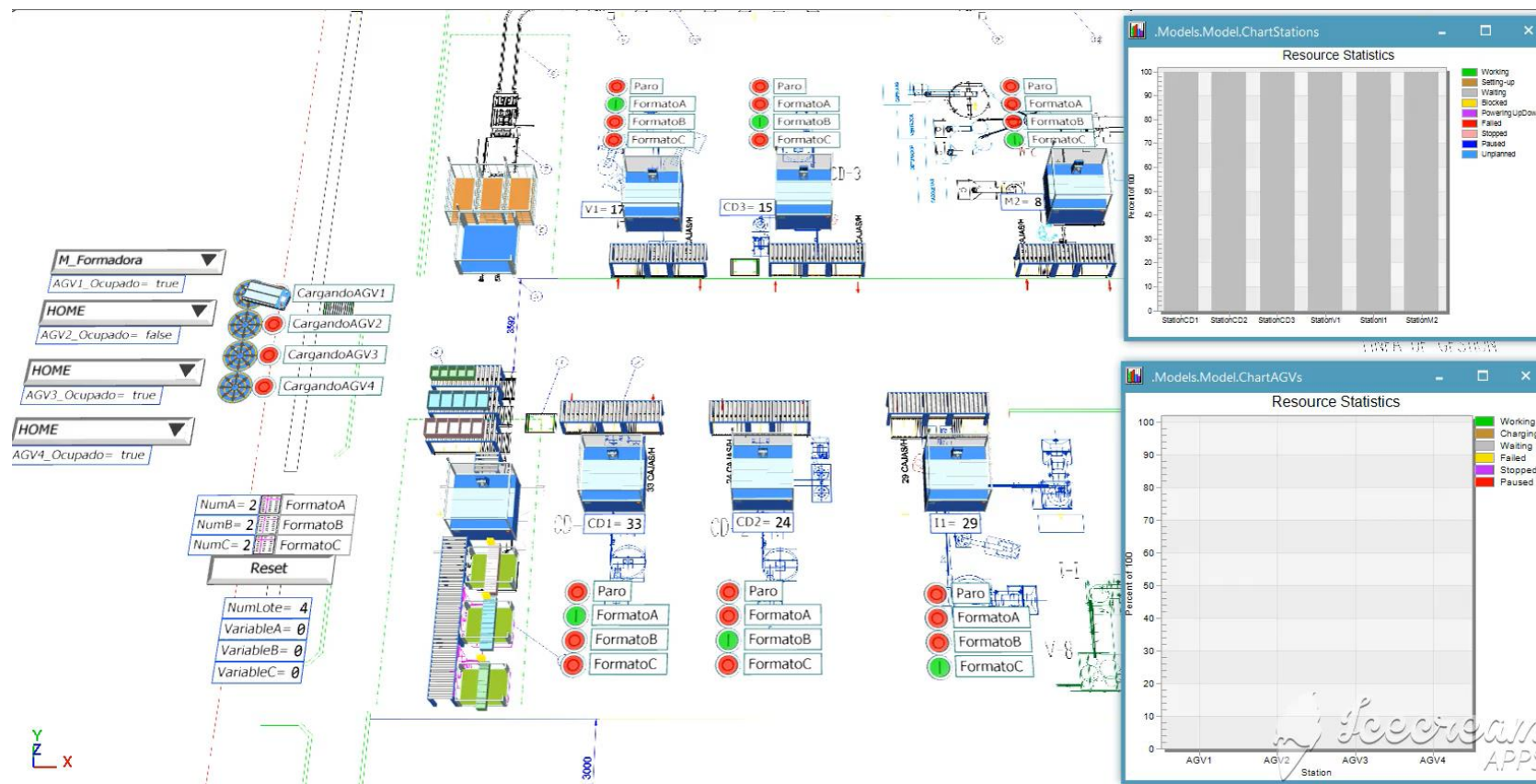
Detect, eliminate, and prevent problems that, if they occur, would lead to high costs and time consumption in the implementation of production systems.

Minimize investment costs for your production lines, ensuring the achievement of expected results.

Virtual commissioning: Optimize the start-up by performing validations in a virtual environment.

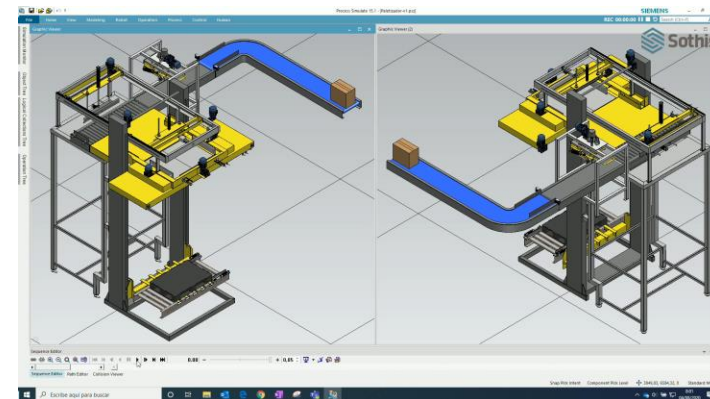
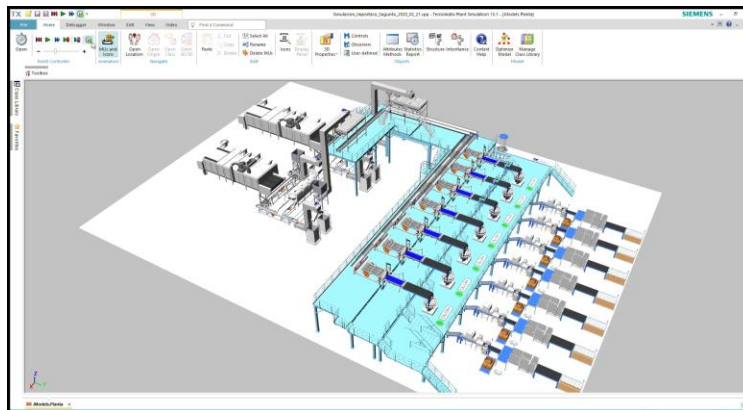
# Workflow simulation

What would you do if you knew nothing could go wrong?



# Intralogistics – Virtual Commissioning

Virtual commissioning



# Teamcenter

8.2

# Basic Teamcenter functionalities

## Design Management

MCAD and ECAD designs in the same environment

## Document Management

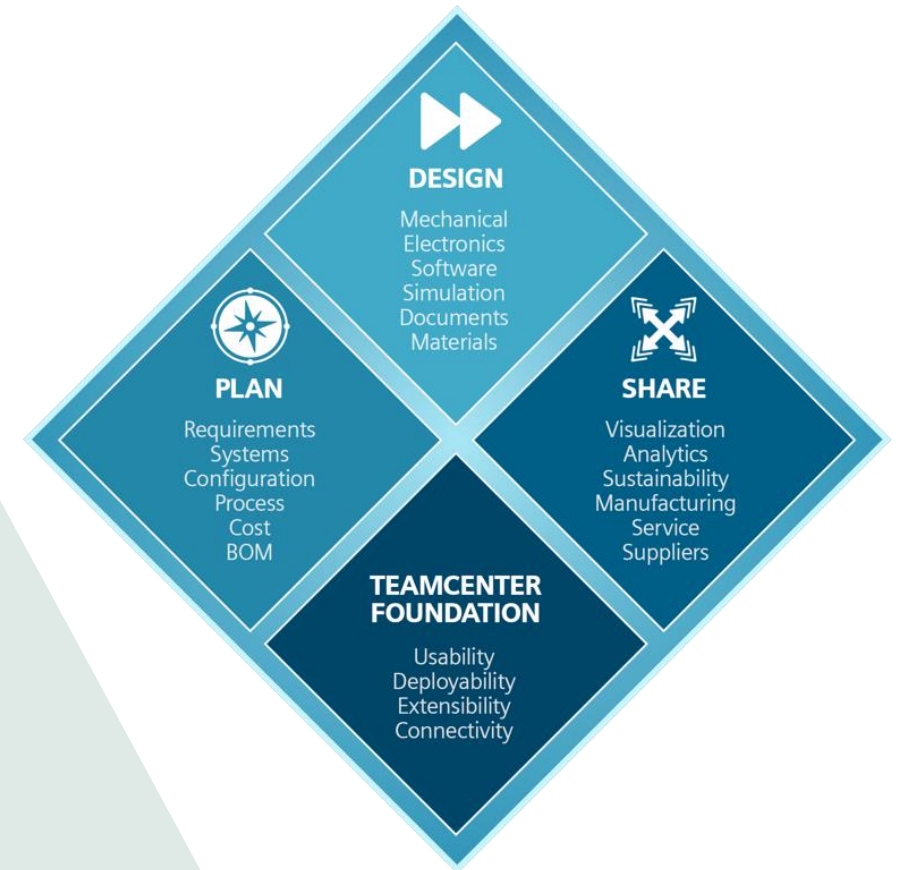
Manage documents and products simultaneously for better results

## BOM Management and Visualization

Manage and visualize your BOM to understand your product

## Process and Change Management

Optimize processes, track changes, and reduce costs

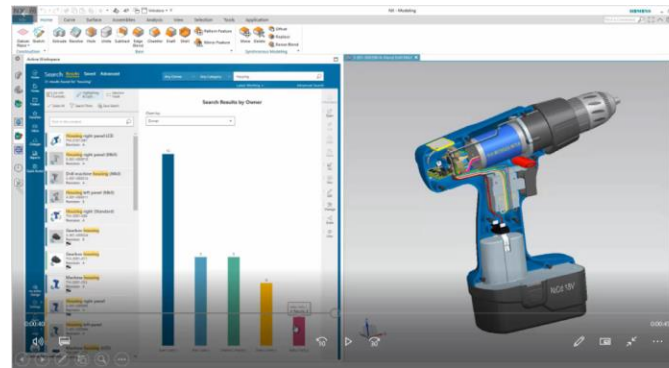




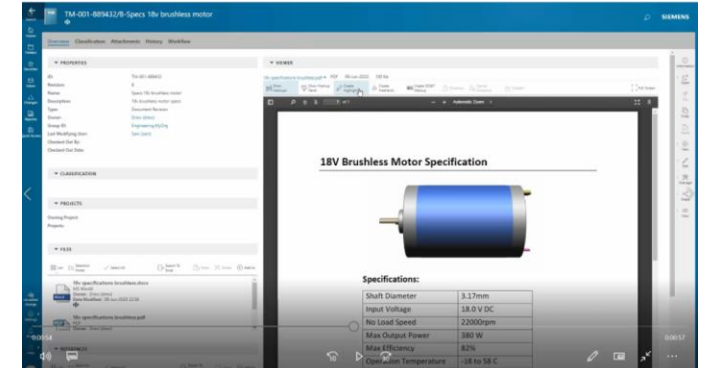
# Teamcenter



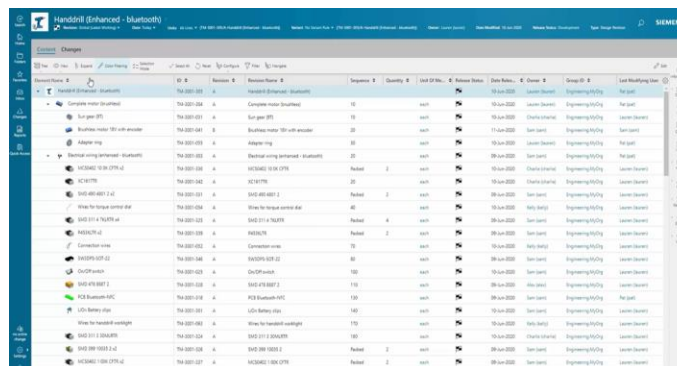
Navigation



CAD Integration



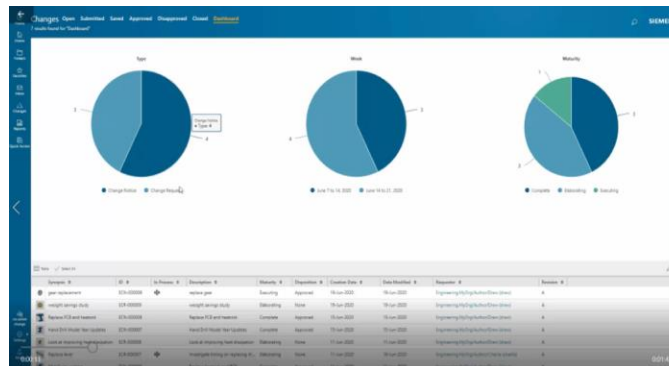
Document management



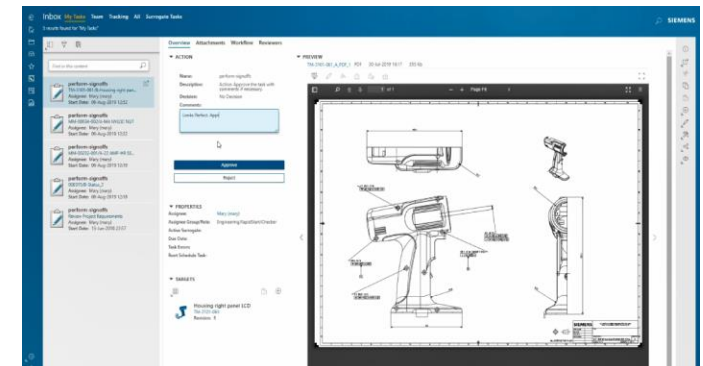
BOM Management

Item	Description	Quantity	Unit	Material	Location	Group	Last Modified
1	Complete motor (discontinued)	10	each	10-000-001	Engineering	10-000-001	10-000-001
2	Complete motor (discontinued)	10	each	10-000-002	Engineering	10-000-002	10-000-002
3	Complete motor (discontinued)	10	each	10-000-003	Engineering	10-000-003	10-000-003
4	Complete motor (discontinued)	10	each	10-000-004	Engineering	10-000-004	10-000-004
5	Complete motor (discontinued)	10	each	10-000-005	Engineering	10-000-005	10-000-005
6	Complete motor (discontinued)	10	each	10-000-006	Engineering	10-000-006	10-000-006
7	Complete motor (discontinued)	10	each	10-000-007	Engineering	10-000-007	10-000-007
8	Complete motor (discontinued)	10	each	10-000-008	Engineering	10-000-008	10-000-008
9	Complete motor (discontinued)	10	each	10-000-009	Engineering	10-000-009	10-000-009
10	Complete motor (discontinued)	10	each	10-000-010	Engineering	10-000-010	10-000-010

BOM Management



Change Management



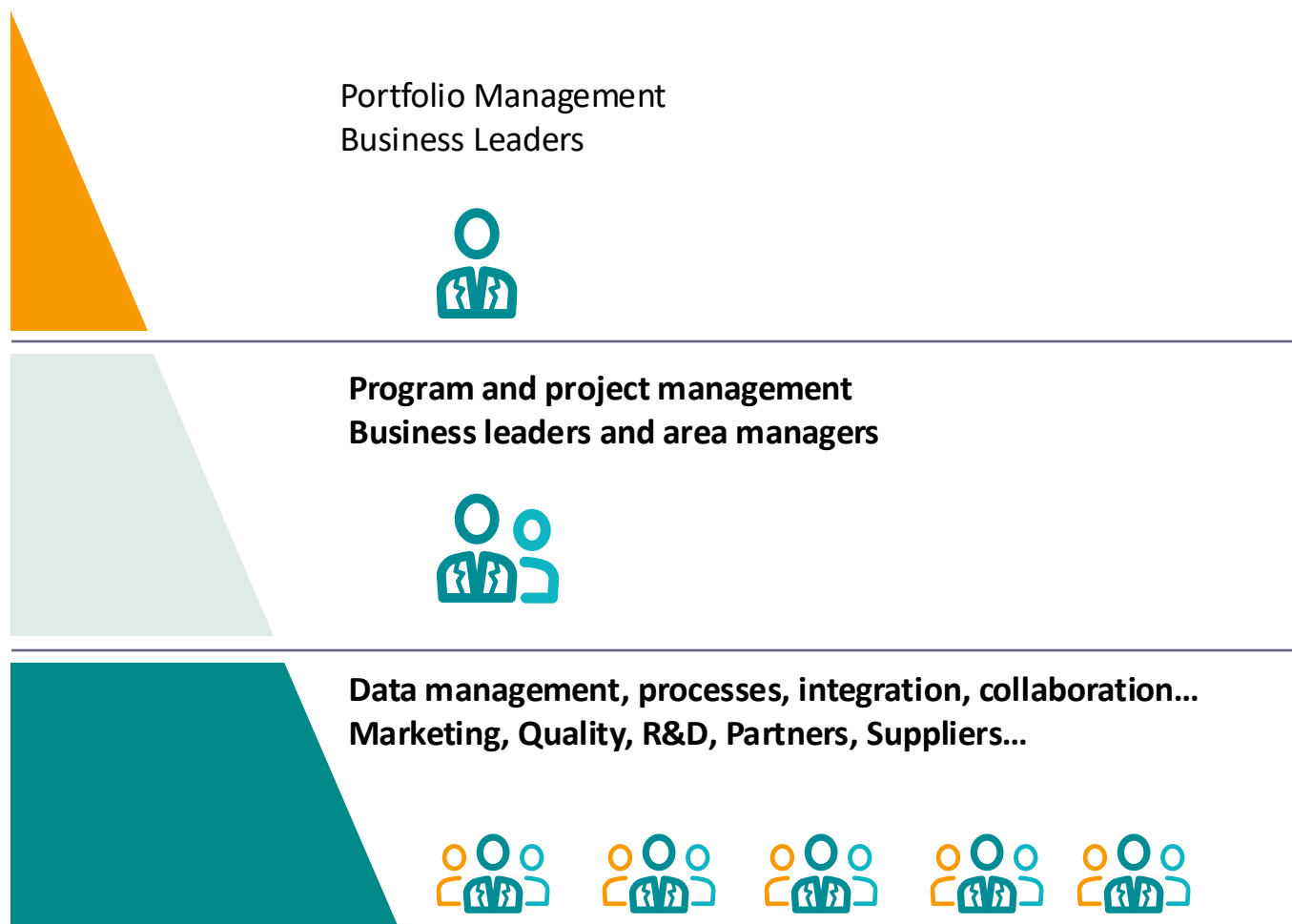
Processes and workflows

# What will we achieve with Teamcenter PLM?



**Make better decisions**  
**Coordinate processes**  
**Manage complexity**  
**Increase process visibility**  
**Streamline new launches**  
**Optimize operating costs**  
**Boost productivity and innovation**

# Connects planning and execution



- Integrated planning throughout the entire lifecycle
- Coordinated execution
- Deliverable management
- Portfolio visibility

## Fokker Services

500

Engineering changes managed per year



Certified electronic approval

1<sup>st</sup>

Leader in the marketing of various segments

# They already trust us...

## Digital Transformation Projects





**sothis**  
by **nunsys**  
GROUP<sup>®</sup>

[sothis.tech](https://sothis.tech)