WELCOME TO THE WORLD OF FOCUS-ON

A SAMSON & KROHNE COMPANY









FOCUS-ON is built on the SAMSON and KROHNE values and DNA. SAMSON, founded in 1907 in Mannheim, Germany, is a specialist in valves for the process industry. While KROHNE, founded in 1921 in Duisburg, Germany is a process instrumentation specialist.

The first seed for a potential partnership had already been planted a few years earlier, but it was in 2017 that the CEOs of both companies - Dr. Andreas Widl and Mr. Stephan Neuburger - signed the contract for an ambitious collaboration called: **FOCUS-ON**

We are very proud to be part of this once in-a-lifetime opportunity. Hard work, commitment, and major team effort made it possible to place a rock in the river and forever change the flow.

In the past

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focus on individual components



In the future





FOCUS-ON VoF | Kerkeplaat 12, 3313 LC Dordrecht, The Netherlands

FOCUS-1

$F {\sf low} \ O {\sf ptimized} \ C {\sf ontrol} \ U {\sf sing} \ S {\sf ensors}$



FOUR(4) key functional areas



SIMPLIFY your PROCESS (and it looks good)



The Evolution of Modularity

 $4 \rightarrow 1$

Control

Pressure

Temperature

Flow



Sensitive integrated thin-film PT (pressure temperature sensors) on inlet and outlet for novel control applications

Novel multi-reflection ultrasonic transducers for accurate flow measurements (on inlet) that enables disruptive control possibility **Dynamic flow control**

SAVINGS

Less flanges – shorter inlet run (4D in – 0D out) – shorter piping

Communication routes

Measure, Control, Alarms & Diagnostics



The Revolution comes through smart algorithms

FORUS ON

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Digital Twin

advanced algorithms onboard powered by 4-core processors enable modeling of measured data and ensuring process can continue in case of sensor malfunction

On-board Models

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- Reduce mechanical redundancies
- Real-time monitoring
- Process continuity

Communication and Control



APM Studio

Dashboards / FocusONDashboard FocusON1

smart

SUPER

08-54-10

301.20

301.10

S KAMATERA

IBM Cloud

Enterprise Resource

Planning

Manufacturing Execution

Basic Automation

Field level

Asset Management

Microsoft Azure

Google Cloud Platform

un amazon

Valve Position & Temperature

08:54:05 — Position Temp

Air Supply

Pressure

08:54:05

- Temperatur

And Contractions

Benefits across entire lifecycle

Integration of components

- allows reduced engineering and specification effort
- less flanges, shorter piping
- → up to 33% savings vs. traditional solution

Communication matters

2

3

4

- novel control philosophies reduce I/O & PLC/PID costs
 a valve 'finally' controls flow
- → better control quality and loop efficiency

Higher transparency on field

- customized alarms for device & process parameters
 digital models make mechanical redundancies obsolete
- real-time view of device & process
- → powerful information enables optimization

AIM TO SIMPLIFY AUTOMATION PYRAMID where possible)

Costs

Reliability

Productivity

FOCUS ON

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OEM Process Skids

Pharma and Biotech