

Eliminate Surprises— Products work seamlessly with the DeltaV System



One of the fundamental building blocks of the DeltaV™ digital automation system is the ability to easily integrate commercial off-the-shelf technologies. Though integration with the DeltaV system is easily achieved, customers demand assurances these third-party products will cause no disruption to their plant operations. The Alliance Program delivers this assurance by selecting key products and submitting them to rigorous testing procedures. Products in the Alliance Program receive full support from Emerson, just like the DeltaV system.

Customers who purchase products from the Alliance Program can count on these benefits:

- Products certified to be interoperable with the DeltaV system
- Investigation of interoperability problems with Alliance products
- Global support contacts with Alliance partners
- Product longevity and stability with new revisions to the DeltaV system
- High value at reasonable cost through aggressive pricing agreements with Alliance partners.

Rigorous Testing to Assure Interoperability

Emerson Process Management provides valuable solutions for process control applications by creating a global network of third-party partners, the Alliance Program, to not only maximize the robustness of the DeltaV system,

but also to improve process automation management by reducing risk, cost and implementation time for you, the customer.

Whereas most alliance programs are nothing more than a “catch all” of products that may or may not work with the automation system, Emerson takes a unique approach. Only the products that provide the highest value to the DeltaV system are considered for the Alliance Program. We take great care to select products that meet our uncompromising standards and add value to your particular applications. These products are then submitted to our testing labs for evaluation and interoperability with the DeltaV system.

Emerson and Alliance Partners—Standing Behind Solutions

Emerson and our Alliance Program partners stand behind the combined solutions we offer around the DeltaV digital automation system. When you buy an Alliance product, you can rest assured that the product has been through Emerson’s strict approval process, which includes interoperability testing, vetting of partner manufacturing standards, and establishing a global support escalation process with contacts within the partner organization. Emerson will drive investigations with any Foundation or



Guardian support customer into any Alliance interoperability issue. All warranty issues are handled directly with the Alliance partner.

Reduce Total Product Lifecycle Costs

The Alliance Program is directed toward reducing total lifecycle costs by providing product offerings that cover a broad range of functionality. As Emerson introduces new functionality into the DeltaV system, the Alliance Program facilitates interoperability of products in the program with every new version. By extending the life of expensive capital equipment, the Alliance Program helps you reduce your total project cost.



“Our company recently developed a new FOUNDATION fieldbus device and submitted it to the major process automation companies for testing and evaluation. All these companies gave us great reviews and it passed testing. Except Emerson. Their testing group found a number of minor issues with the product, which we confirmed. We are very impressed with the thoroughness of their test cases and we are convinced Emerson has the most demanding test standards for Fieldbus in the industry.”

—Michael Hagen, Key Account Manager, R. Stahl

Through the Alliance Program, you can have confidence your existing Alliance products will remain compatible with future versions of the DeltaV system, thereby reducing total lifecycle costs.

High Value at Reasonable Cost

Emerson works closely with the Alliance partners to obtain very favorable pricing and procurement agreements for availability anywhere in the world. These agreements apply whether you purchase Alliance Program products on a regional basis through a distributor or direct.

Emerson—Considered It Solved

As an innovation leader, Emerson looks at problems from a different perspective. Where most people would believe offering an infinite number of products and partners

would benefit customers, Emerson takes a “less is more” approach. We’re not interested in product churn and obsolescence witnessed by the consumer market. We, like you, are interested in product longevity and stability. With this thought in mind, we release versions of the DeltaV system that are upgradeable and interoperable with installed Alliance products. As the DeltaV system is upgraded to resolve more of the challenges facing the process automation industry, we work with our partners to prolong the life of your investments in these fixed capital assets. Through the Alliance Program, you can rest assured the products from the program will remain interoperable with the DeltaV system now and into the future. At Emerson, we stand behind our selected Alliance partner products just as we stand behind the DeltaV system.

Emerson Process Management

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