

Rotork reinforces the Open Integration network

Endress+Hauser and partners drive digitalization towards customer value

How can field instruments and components be easily integrated into automation systems? The answer to this question is becoming increasingly important as digitalization of industrial production progresses. The Endress+Hauser Open Integration partner program unites 13 manufacturers that want to ensure the streamlined interaction of their complementing products. Recently flow control specialist Rotork joined the partner network.

“Having Rotork join our partner program provides us with additional expertise in actuators, instrumentation and the larger flow control market,” said Jörg Reinkensmeier, Marketing Manager at Endress+Hauser. “We will exploit this potential together with all of our Open Integration partners giving our customers freedom of choice.”

The Open Integration cooperation partners test and document the integration of their offerings and how digitalization may be fully utilized within typical process automation applications. Users benefit in two ways by being able to combine the best of breed products for their plant operation as well as fast and smooth commissioning. Automation technology suppliers value the advantages of the Open Integration program as well, as they can ensure fine tuning of the combined offering well in advance of installing and commissioning at customer's sites.

Flow control specialist

Rotork is a market-leading global provider of mission-critical flow control and instrumentation solutions for oil and gas, water and wastewater, power, chemical, process and industrial (CPI) applications. Rotork helps customers around the world to increase operational efficiency, reduce environmental impacts, improve product quality and provide safer working environments.

“This program is a great opportunity to collaborate towards common customer benefits in a pre-sales stage and to extend our scope as a trusted partner in the market. The reliability and quality that we have come to expect from Endress+Hauser is also a key driver at Rotork. The company, and I personally, are looking forward to working together in the future to help our partners to provide premium flow control solutions,” said Armin Nagel, Head of Sales CPI EMEA at Rotork.

The Open Integration Network

13 companies have joined Endress+Hauser's partner program. Members are renown suppliers of control technology, fieldbus infrastructure, measurement technology or actuator technology like Auma Riester, Bürkert, Festo, Flowserve, Hima Paul Hildebrandt, Honeywell Process Solutions, Pepperl+Fuchs, Phoenix Contact, Rockwell Automation, Schneider Electric, Softing Industrial Automation, Turck and since the beginning of 2021 Rotork.



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The goal of the partner program is to provide added value for customers by ensuring the seamless integration of intelligent assets. (source: Rotork)



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Rotork is a leading provider of mission-critical actuators and flow control solutions. (source: Rotork)



EH_2021_Open_Integration_3.jpg (Rotork)
Armin Nagel, Head of Sales CPI EMEA at Rotork. (source: Rotork)



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Jörg Reinkensmeier, Marketing Manager at Endress+Hauser.

The Endress+Hauser Group

Endress+Hauser is a global leader in measurement and automation technology for process and laboratory applications. The family company, headquartered in Reinach, Switzerland, achieved net sales of over 2.6 billion euros in 2019 with a total workforce of 14,000.

Endress+Hauser devices, solutions and services are at home in many industries. Customers thus use them to gain valuable knowledge from their applications. This enables them to improve their products, work economically and at the same time protect people and the environment.

Endress+Hauser is a reliable partner worldwide. Own sales companies in 50 countries as well as representatives in another 70 countries ensure competent support. Production facilities on five continents manufacture quickly and flexibly to the highest quality standards.

Endress+Hauser was founded in 1953 by Georg H Endress and Ludwig Hauser. Ever since, the company has been pushing ahead with the development and use of innovative technologies, now helping to shape the industry's digital transformation. 8,000 patents and applications protect the Group's intellectual property.

For further information, please visit www.endress.com/media-center or www.endress.com

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