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MANNHEIM, GERMANY, JULY 26, 2018

# ABB Control Technologies and Actemium sign global cooperation agreement

The collaboration is expected to deliver joint solutions that will enable customers to benefit from leading automation solutions that are tailored for their individual needs wherever they are in the world.

ABB Control Technologies, the market leader in Distributed Control Systems (DCS) for over 15 years, and Actemium, the VINCI Energies brand dedicated to industry and worldwide major player in industrial processes, signed a global agreement in June to significantly expand their existing relationship.

The purpose of this agreement is to enable customers to access best in class control and automation solutions combining the strengths from both companies: global reach, deep domain expertise, extensive product offering, market leading engineering capabilities and most importantly, a strong portfolio of industrial digital solutions.

The collaboration agreement is focused on industries with a high growth rate, usually characterized by short product cycles and quick launch times. These industries include life sciences, food & beverage, specialty chemicals and data centers, where the two companies will work together to implement digital solutions in integrated distributed control and manufacturing execution systems.

Actemium's offering covers the production facilities' lifecycle and is designed to improve the industrial performance of customer's sites. ABB is experienced in optimizing production with digital control solutions and has a long track record in hybrid industries where continuous processes and discrete manufacturing coexist. Their combined offerings with tight integration between business-level resource planning and local process controls historically is proven to deliver process improvements for customers.

"Our two companies characterize a formidable partnership", said Ilpo Ruohonen, Managing Director of ABB Control Technologies. "ABB offers a vast digital DCS system agnostic portfolio: from real-time control, with ABB Ability System 800xA, to manufacturing execution solutions, with ABB Ability Manufacturing Operations Management. To complement this, Actemium has a lot of system integration experts on the ground in almost every corner of the world. This gives more customers access to ABB products and services globally but with the local and bespoke flavor that Actemium can provide in the customers' locality. It means we will be able to further develop highly personalized offerings that are tailored to individual customer needs in hybrid industries."

"Several of our business units are long-term ABB partners and recognize that ABB has a deep understanding of customers' needs and delivers the right solutions for their production processes", said Wolfgang Thoma, Business Development Director at Actemium. "This motivated us to take the next step in our relationship to expand the collaboration throughout Actemium and to work on joint solutions for specific industries with a high growth rate."

**Pictures:**



**Caption:** From left to right: Ilpo Ruuhonen, Business Unit Managing Director ABB Control Technologies and Bernard Latour, Deputy Managing Director VINCI Energies/President Actemium Brand



**Caption:** From left to right: Harry Weigand, Manager Product Sales ABB Control Technologies Germany and Switzerland, Wolfgang Thoma, Business Development Director Actemium Brand, Ilpo Ruuhonen, Business Unit Managing Director ABB Control Technologies, Bernard Latour, Deputy Managing Director VINCI Energies/President Actemium Brand, Patrick Vergult, Managing Director Actemium Schweiz AG, Gregor Kilian, Global Product Group Manager Partners & Projects ABB Control Technologies, Fernando Cordeiro, Global Partner Development Manager ABB Control Technologies, Gero Lustig, Global Business Manager Life Sciences, ABB Control Technologies

**ABB** (ABBN: SIX Swiss Ex) is a pioneering technology leader in power grids, electrification products, industrial automation and robotics and motion, serving customers in utilities, industry and transport & infrastructure globally. Continuing a history of innovation spanning more than 130 years, ABB today is writing the future of industrial digitalization with two clear value propositions: bringing electricity from any power plant to any plug and automating industries from natural resources to finished products. As title partner in ABB Formula E, the fully electric international FIA motorsport class, ABB is pushing the boundaries of e-mobility to contribute to a sustainable future. ABB operates in more than 100 countries with about 147,000 employees. [www.abb.com](http://www.abb.com)

**ABB Control Technologies** is a recognized thought leader in process automation with best in class products, services and solutions for our customers. We are present in 36 countries and have installed over 35,000 systems in more than 100 countries. We drive business priorities by leveraging ABB industrial domain expertise, connecting assets, materials, people and processes to deliver values across the complete customer lifecycle. [www.abb.com/controlsystems](http://www.abb.com/controlsystems)

### **VINCI Energies**

In a world undergoing constant change, VINCI Energies focuses on connections, performance, energy efficiency and data to fast-track the rollout of new technologies and support two major changes: the digital transformation and the energy transition. With their strong regional roots and agile organizational structure, VINCI Energies' Business Units boost the reliability, safety and efficiency of energy, transport and communication infrastructure, factories and buildings. [www.vinci-energies.com](http://www.vinci-energies.com)

2017: €10.8 billion revenue // 69,400 employees // 1,600 Business Units // 53 countries

### **Actemium**

Actemium, a key player in the transformation to a smarter industry, is the VINCI Energies brand dedicated to industrial processes. Focusing on a continuous optimization of performance, Actemium accompanies customers in a smooth way into the new industrial era. The network, comprising more than 350 agile & self-learning Business Units specialized by market segment, enables a customized approach, presenting multi-technical, multi-site and multi-country solutions. Operating throughout the entire industrial life cycle, from design up to and including maintenance, Actemium innovates in order to support the long-term development of industrial customers, in a sustainable way. [www.actemium.de](http://www.actemium.de)

2017: €2.5 billion revenue // 20,000 employees / 350 Business Units / 40 countries

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