



# Weidmüller's Automation Solutions Network

Providing service excellence for our customers

## What is Automation Solutions Network?

The Automation Solutions Network and its members, Applied Solutions Engineers, bring to our customers an advanced level of consultation about our products and solutions.

Automation Solutions Network members are not only subject matter experts of product knowledge, they also know how to apply these products for their intended applications. We know the market, we know our industrial customers, we know controls and we know how our products are deployed for maximum effectiveness. We use this knowledge to align products and services to solve problems and optimize solutions for our customers.

### Automation Solutions Network Services

The Automation Solutions Network is a group of technology professionals who support customers with the following services:

- Technology Migration
- Site Surveys
- Technical Discovery
- Application Consultation
- Programming
- Integration
- Demonstrations/Training
- Technical Validation
- Solution Selling
- IIoT Consultation



## Solutions in Detail

**Technology Migration** includes outlining a plan to replace an existing PLC/Control system with a Weidmuller control system.

This involves outlining a methodology to facilitate replacing any control system to another control system through rapid replacement of cabling/interconnects and finally, programming migration that converts legacy code into Codesys for running on Weidmuller platforms.

**Site Surveys** provide a mapping of an existing control system in order to understand complexity. Surveys are also conducted in preparation to scope out a RF radio installation to optimize antenna locations and radio types.

**Technical Discovery** describes the method of active listening to identify opportunities to apply product or technical knowledge to identify or solve a problem for the customer.

**Consultation** provides an opportunity for a two-way conversation between the customer and Automation Solutions Network to discover options and alternatives to address any knowledge or methodology gaps about our automation products.

**Programming Services** from the Automation Solutions Network provides a resource to program/code a solution to validate a Weidmuller-based solution in the environment and with the desired operating performance of the system.

**Integration Services** tie all parts of a solution together, hardware and software, in the working system to ensure all the components work together to meet the desired requirements.

**Demonstrations and Training** offer hands-on applications and instruction on how our components and products operate. Demonstrations and training convey how to set up, install, configure and use our products.

**Technical Validation** provides proof that the selected or configured solution or idea meets all desired requirements against the specifications.

**Solution Selling** is bundling a recognized opportunity into a packaged, programmed, configured and operating solution.

**Industrial Internet of Things Consultation** utilizes our team of experts to survey your machine / cabinet design and offer options mapped to benefits of IIoT to your design, your business and/or your customers.

We can provide a differentiated value proposition that combines technology with people to help you manage and deploy your remotely deployed products and services.

**Want to learn more about our Automation Solutions Network?**

Contact us today! Email: [oneASN@weidmueller.com](mailto:oneASN@weidmueller.com)

**Weidmuller, Inc**

821 Southlake Blvd.  
Richmond, Virginia 23236  
Telephone: (800) 849-9343  
Website: [www.weidmuller.com](http://www.weidmuller.com)  
Email: [customerservice@weidmuller.com](mailto:customerservice@weidmuller.com)

For more information, visit our website:  
[www.weidmuller.com/ASN](http://www.weidmuller.com/ASN)

