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RED LION®
Connecting You to Your Data

INDUSTRIAL DATA UNLOCKS THE PROMISE OF DIGITAL TRANSFORMATION

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It's an exhilarating time for industrial enterprises. The US is seeing considerable growth from reshoring and infrastructure projects are thriving. Although inflation and labor shortages are introducing new stresses, that pressure is accelerating the uptake of new optimizations and automations.

The most momentous change, however, is Artificial Intelligence (AI). The pressure's on for industrial businesses to digitally transform and harness AI to forge ahead in the modern industrial landscape. Seizing the moment will bring added precision, clarity, and foresight to business decision-making to maximize production and value. The baseline for those discoveries is, of course, data.

INDUSTRIAL DATA FOR A NEW ERA OF PRODUCTIVITY

For many industrial companies, this is where the dream of digital transformation dissolves into a series of question marks. The predominant question is: "How can we get data from our industrial systems?" Those who run small-to-medium-sized operations have far-reaching goals, but the stakes are high. No matter how much capital there is to play with, digital transformation is a substantial investment.

For industrial leaders, digital transformation is a messy business. It's not ones and zeros, instant uploads, and seamless connectivity. There's the physical world to contend with. Industrial equipment might be bolted to factory floors in isolated regions or scattered through remote areas plagued by extreme weather. A single operation might encompass hundreds of pieces of legacy equipment in manufacturing facilities dotted across the country.

Industrial companies are eager to embrace data and leverage digital tools to grow, learn, and scale. But, they need no-nonsense ways of extracting data from operational technology (OT) to succeed.

TACKLING THAT TREACHEROUS FIRST MILE

As with most significant change opportunities, the first mile is the hardest mile. It's a challenge to access industrial data platforms from remote and rugged field sites. Any system worth the investment needs to be robust and resilient to survive those conditions and derive and deliver data.

Furthermore, a lot of perfectly well-functioning industrial and manufacturing processes have evolved over decades. Old machines that have stood the test of time are fixed to plant floors alongside state of the art equipment. That wild mix of legacy and new technology is commonplace but complicates data extraction.

Industrial companies need simple data access solutions that can speak across their systems, however varied, unique, or outdated. Without them, data stays locked away.

ACCESS, CONNECT, VISUALIZE

Many enterprises consist of decentralized assets. To derive insights, they need to **access** equipment installed on site and securely bring data to a central location. That might involve access to older controllers and remote field sensors actuators and integration with multi-vendor environments.

Whether it's robots in an automotive plant or wind turbines across a vast geographical area, those assets need to **connect.** Installations need ruggedized networking solutions and industrial Ethernet switches to direct and secure outgoing data without interruption. Once that reliability is achieved, those can plug into analytics engines and optimization programs to drive industrial efficiency.
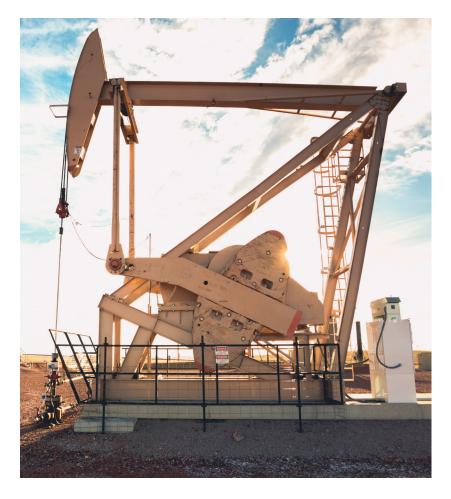
Finally, companies need to **visualize** data, to make it actionable on site and beyond. Operators need durable and flexible industrial panels to integrate data across multiple devices, protocols, and the cloud.

OUT OF THE BOX SOLUTIONS TO BRIDGE OT AND IT

Access, connectivity, and visualization devices might seem like separate elements, but together they form the critical bridge between operations and information. OT and IT departments have traditionally had different priorities and strengths, but the right hardware and software configurations put them on the same path.

Red Lion has worked with industrial systems and data for 50 years. We've seen IT emerge, and we understand the evolving needs of both IT and OT audiences. For OT and IT to serve each other, enterprise connectivity solutions need to be simple to use, resilient, intuitive, and secure. They need to be durable and deployable right out of the box.

As a networking router, protocol converter, advanced IIoT (Industrial Internet of Things) gateway, and scalable edge controller, FlexEdge® is an all-in-one platform that bridges OT and IT – connecting assets, delivering data, and improving productivity at the edge. As a networking router, protocol converter, advanced IIoT (Industrial Internet of Things) gateway, and scalable edge controller, it's an all-in-one platform that bridges OT and IT – connecting assets, delivering data, and improving productivity at the edge.

DATA ISN'T MAGIC

Companies across sectors are seizing the moment by investing in digital technology to make operational improvements. The way industrial companies can get results from those investments is through data.

People who've worked in the industrial space for as long as we have are hardwired for different kinds of challenges and solutions. We're entering an amazing new era of AI-powered productivity, but no matter how dazzling it might seem, data isn't magic.

Industrial companies need someone who understands the particularities of industrial data and can traverse that treacherous first mile. They need someone who can access data in hard-to-reach spaces and from legacy technology that works well for a reason. They need someone who knows how to deliver that information efficiently, securely, and intact, to different communities of users.

They need a trusted partner to unlock the promise of digital transformation to maximize value from that investment. We are that partner. We are THE Industrial Data Company™.

To discover how Red Lion products can help you securely access, connect, and visualize your industrial data, visit www.redlion.net.

About Red Lion

Red Lion is focused on being THE Industrial Data Company™. We empower industrial organizations around the world to unlock the value of data by developing and manufacturing innovative products and solutions to access, connect and visualize their information. Red Lion's global manufacturing and support facilities serve customers in factory automation, alternative energy, oil and gas, power and utilities, transportation, water and wastewater industry segments. We provide scalable solutions for cloud connectivity, edge intelligence and asset management, industrial Ethernet switches and industryleading panel meters and operator panels, to make it easy for companies to gain real-time data visibility that drives productivity. Red Lion is part of Spectris plc, the experts in providing insight through precision measurement.

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