

You



Rockwell
Automation

Building the Future Together

Why partnership is key to
EPC success in a world of
opportunity and challenge



EPC Partner

A ROCKWELL AUTOMATION PARTNER

BEGIN ►



A Changing EPC Landscape

Completing projects on-time and under budget will always be the foundation of sustainable growth for Engineering, Procurement, and Construction (EPC) firms. But new demands and expectations of EPCs upend traditional business models and emphasize the need to forge strategic partnerships to navigate complex challenges, including:



Changing Project Types and Business Models

EPCs today must compete to win projects of historic size and **cutting-edge digital capabilities**. All of this while increasing speed to market with less development dollars.



Expanding Measures of Success

Landing new business and expanding existing customer relationships requires EPCs demonstrate an ability to drive environmental sustainability, innovation, and the long-term competitiveness of customers.



External Uncertainties and Risk

EPCs must manage everything from cybersecurity challenges that come with digital transformation to supply chain, workforce, and ever advancing technologies.



Competition for Skilled Workers

While automation and digital transformation can elevate capabilities, the success of EPC companies still depends on a highly skilled workforce. Winning the war for talent is the key to future competitiveness.



Rethink the way you structure projects to increase success in a changing market. Leverage Rockwell to expand your capabilities and achieve new revenue streams.

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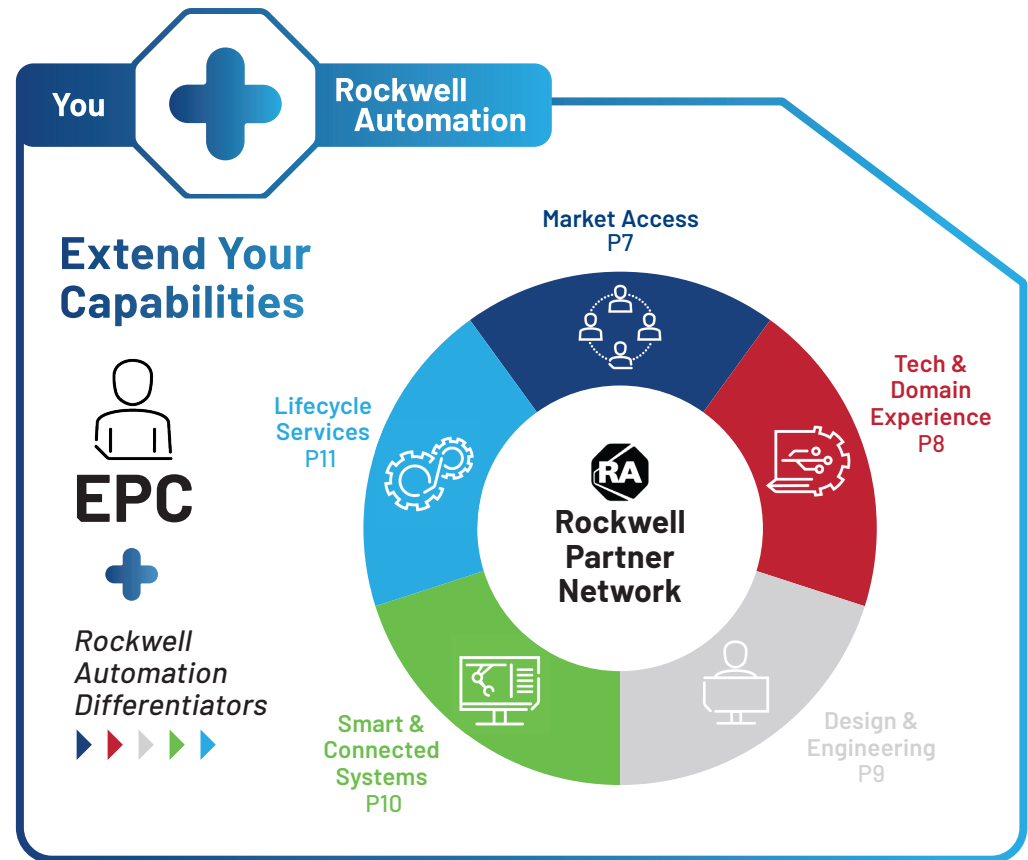


You + Rockwell Automation: Driving Change

To help you maximize opportunities in a changing landscape, Rockwell Automation created a unique program for EPCs. The Rockwell Automation EPC Partner Program has **one objective:**

To support EPCs in achieving their most pressing business objectives in a marketplace defined by greater opportunity and complexity.

As a member of the EPC Partner program, an EPC adds the capabilities of Rockwell Automation and an unparalleled network of OEMs, system integrators, technology and digital leaders, distributors, and strategic alliance partners. The result for EPCs: the skills and experience to differentiate themselves and drive sustainable business performance.





The collective force of the partner program delivers value at each stage of the project lifecycle. From identifying the value of a project and building a business case through project execution, and operations and maintenance, the Rockwell Automation EPC Partner Program drives:

Simplification

Efficiencies in design, pricing, lead time considerations, technology selection, integrations, and personnel lower project risks and position EPC customers for long-term success that generates repeat business.

Collaboration

Delivering a highly automated, sustainable, digitally future-proof project demands skills that may not be native to EPCs in an ever-changing landscape.

Innovation

EPCs need technology expertise to build optimized, modern, highly automated, digital-ready plants that their customers demand.

+ Innovating Today's Processes and Creating the Next Generation Systems for Tomorrow

Conceptual Design

Business Case Planning (FEL 0)*

Traditional Design (FEL 1-3)*

Execution

Operations & Maintenance

Built in Sustainability, Digital, & Security

Modernization & Lifecycle Extension

Breadth of Portfolio & Relationships

Partner Network Ecosystem + Acquisitions + Investments

Smart & Connected Systems

Workforce Planning & Development

Education & Capabilities

Design Tools & Support

Solution Consulting Support

Cloud-Based Design & Simulation Tools

*FEL stands for front-end loading (pre-project planning). FEL 0 assesses the opportunity. FEL 1-3 extends from scope definition through initial engineering.



Delivering EPC Objectives & Outcomes

EPC leaders understand that the increased complexity and challenge of their work must ultimately result in familiar outcomes, including:

Capital Efficiency

Profitability depends on delivering projects under budget.

Innovation

EPCs must leverage and seamlessly integrate the most advanced technologies and build a digital foundation flexible enough to take advantage of technology breakthroughs.

Business Growth & Profitability

EPCs must expand their market share, diversify revenue streams, and ensure consistent profitability.

Project Excellence

EPC reputations are built on a consistent track record of meeting Day 1 performance objectives—creating trust and repeat business.

Build Resilience

EPCs face the risk of designs failing to deliver as expected, rising IT/OT cybersecurity risk, and geopolitical uncertainty.

Operational Effectiveness

When any project delay can cost millions and upend profit margins, on-time delivery is foundational to EPC success.



The Rockwell Automation Difference

Guided by a deep understanding of the unique set of challenges and opportunities EPCs face today, Rockwell Automation's EPC program delivers a difference across five key areas:



Market Access

Access to more potential clients than possible on your own



Technology & Domain Expertise

Technical tools and on-demand design support to speed the design and estimating process



Design & Engineering

Decades of engineering experience and expertise to help you meet the specific needs of customer



Smart & Connected Systems

Access to smart and connected systems that converge plant-level and enterprise networks, and securely connect people, processes, and technologies



Lifecycle Services

Integrated industrial analytics, transformative technologies, and unparalleled domain knowledge for you and your customer

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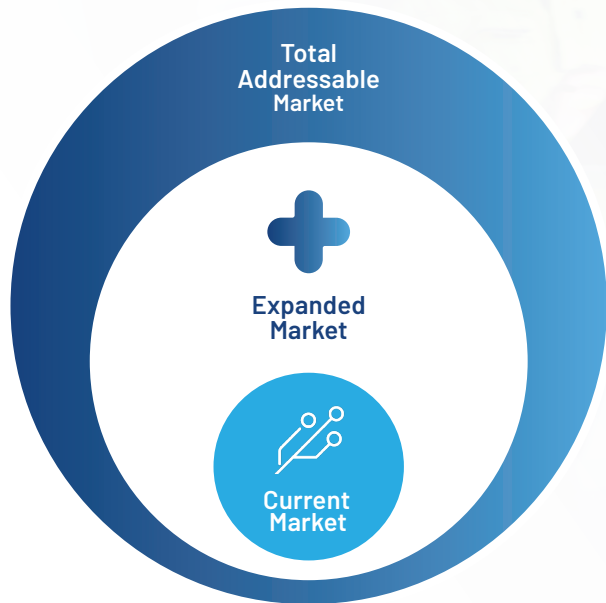


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Innovative Business Models

The Rockwell Automation EPC Partner Program empowers EPCs to achieve their most important objectives at each stage of the project lifecycle while exceeding the expectations of customers. The partner program uniquely multiplies the capacity of EPCs to win and execute projects through improved:



Market Access

Sustainable business growth requires EPCs to deploy innovative business models and apply advanced technologies and capabilities.



You



Rockwell Automation

Rockwell Automation's EPC Partner Program coupled with recent acquisitions and investments provides you access to more clients than possible on your own.

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EPC Partner

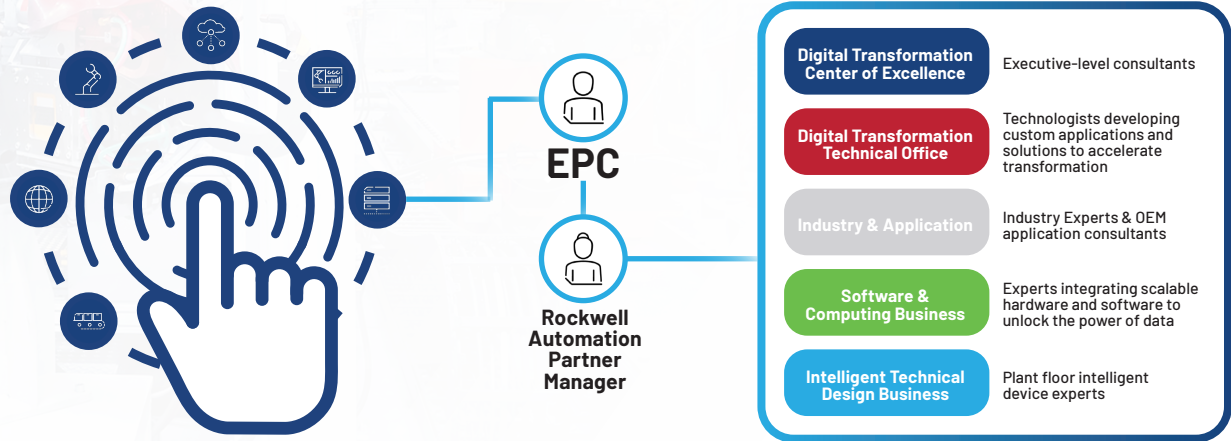
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Combining Experience & Advanced Technology

A Legacy of Technology & Domain Experience

Changing market dynamics require EPCs to produce cutting-edge engineering designs for complex projects at previously unheard-of speed. Shouldering this additional risk is only part of what is required to win new projects and expand existing relationships. EPCs still must move quickly to deliver accurate estimates throughout all project engineering phases.



Rockwell Automation's digital twin, simulation, and OEM expertise help you produce advanced, low-risk and tested designs that exceed project objectives.

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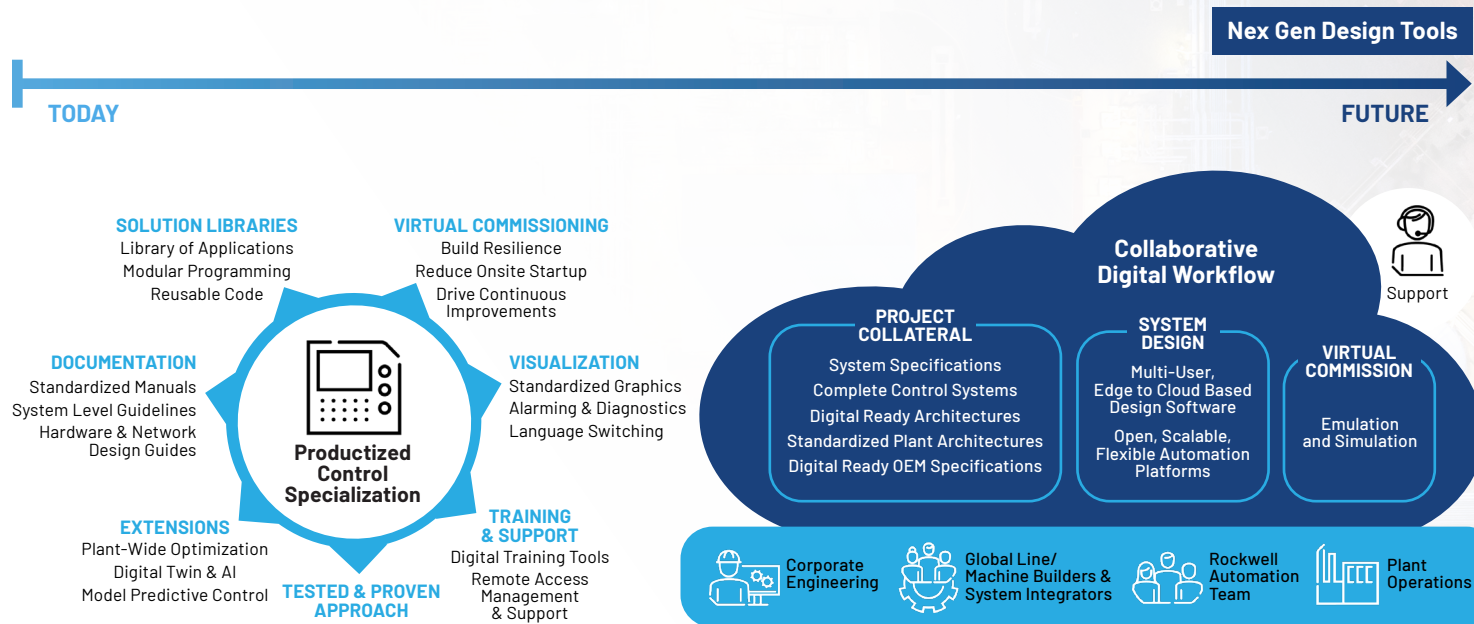
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Best-in-Class Design & Engineering

Design & Engineering

EPCs understand that moving quickly cannot come at the expense of quality during the critical design and engineering phases of a project. A big advantage to membership in Rockwell Automation's EPC Partner Program is access to standardized electrical, automation, information, and digital designs along with modular packaged solutions.



You



Rockwell Automation

Standardized designs, consulting services, and simulation tools help ensure that you produce designs that meet Day 1 customer performance goals quickly and with as little risk as possible.

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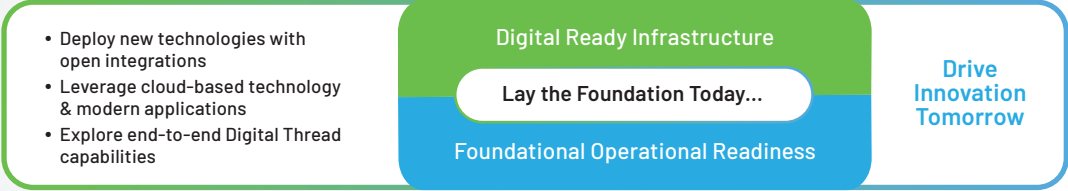




Delivering the Promise of Next Generation Manufacturing

Smart & Connected Systems

The application of current technologies that maximize the management and performance of plant assets is one tool for EPCs to differentiate themselves. But EPC success over the long-term demands building a digital-ready foundation that customers can use as a platform to drive ongoing operational, sustainability, and financial value. Advanced technologies available today and in the future can only transform manufacturing if they are designed and operated by skilled workers.



- Deploy new technologies with open integrations
- Leverage cloud-based technology & modern applications
- Explore end-to-end Digital Thread capabilities



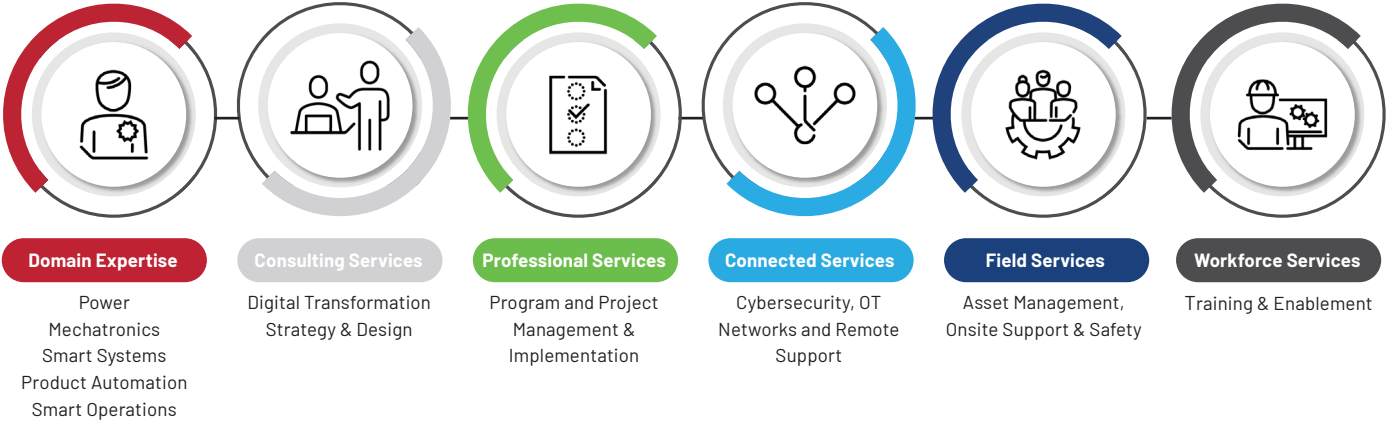
Building a Digital Ready platform today will allow the client to add Operational Applications "later" while avoiding any capital retrofit or installations cost. In other words, the house is prewired and future-proofed.

Enhancing Operational Effectiveness



Lifecycle Services

The best EPCs grasp that designing and building a project that delivers exceptional value on Day 1 is only part of how they build profitable long-term relationships with customers. New manufacturing facilities are living organisms that either improve and advance with the right tools and attention or atrophy from neglect.



The Rockwell Automation EPC Partner Program helps equip you to differentiate yourself by providing digital tools and services that elevate the skills of operators, ensure robust cybersecurity, and uncover opportunities for continuous improvement.

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When Your Customer Wins, You Win

End users expect on-time, under-budget projects that meet and exceed performance expectations. EPCs in the Rockwell Automation EPC Partner Program stand out because they have the capacity to deliver projects that also advance these pressing customer objectives:



Faster Time to Market

Along with early consulting with Rockwell Automation, EPCs in the partner program can apply IT/OT solutions, automation, control capabilities, digital twin emulation, and digital engineering consulting to help their customers move fast.



Operational Productivity

Rockwell Automation's EPC Partner Program enables EPCs to deliver leading automation, industrial internet of things (IIoT) and edge computing technologies that enhance productivity and reduce downtime.



People Enablement

EPCs can help customers address labor shortages by providing technologies and automation tools that enhance the efficiency and productivity of people while also delivering training that elevates their skills ahead of Day 1 operations.



Sustainable Operations

EPCs in the Rockwell Automation EPC Partner Program can reduce waste, energy, and water usage by deploying energy management, automation, digitalization, and renewable energy.





The Next Level: Industry 5.0

Joining Rockwell Automation's EPC Partner Program can help drive growth and profitability by enabling EPCs to navigate:



Changing Project Types & Business Models

Fluctuating prices, workforce shortages, project complexity, and scope changes all challenge EPC margins and growth.

Solution

Innovative new business models and an expanded menu of technologies and capabilities position EPCs to create value for clients, generate new opportunities, and exceed project goals.

Expanding Measures of Success

It is now a baseline expectation that EPCs deliver safe, on-time, and under-budget projects. EPCs are now measured on less traditional metrics like sustainability, innovation, and competitiveness.

Solution

EPCs need access to an ecosystem of technologies that can anticipate the unexpected and address issues before they become problems.

External Uncertainties & Risk

From high interest rates to supply chain and workforce challenges, EPCs are shouldering a high level of risk and uncertainty.

Solution

Diverse expertise and digital capabilities empower EPCs to accurately diagnose risks and innovate solutions that deliver competitive advantage.





The Next-Level: Industry 5.0

New Business Models

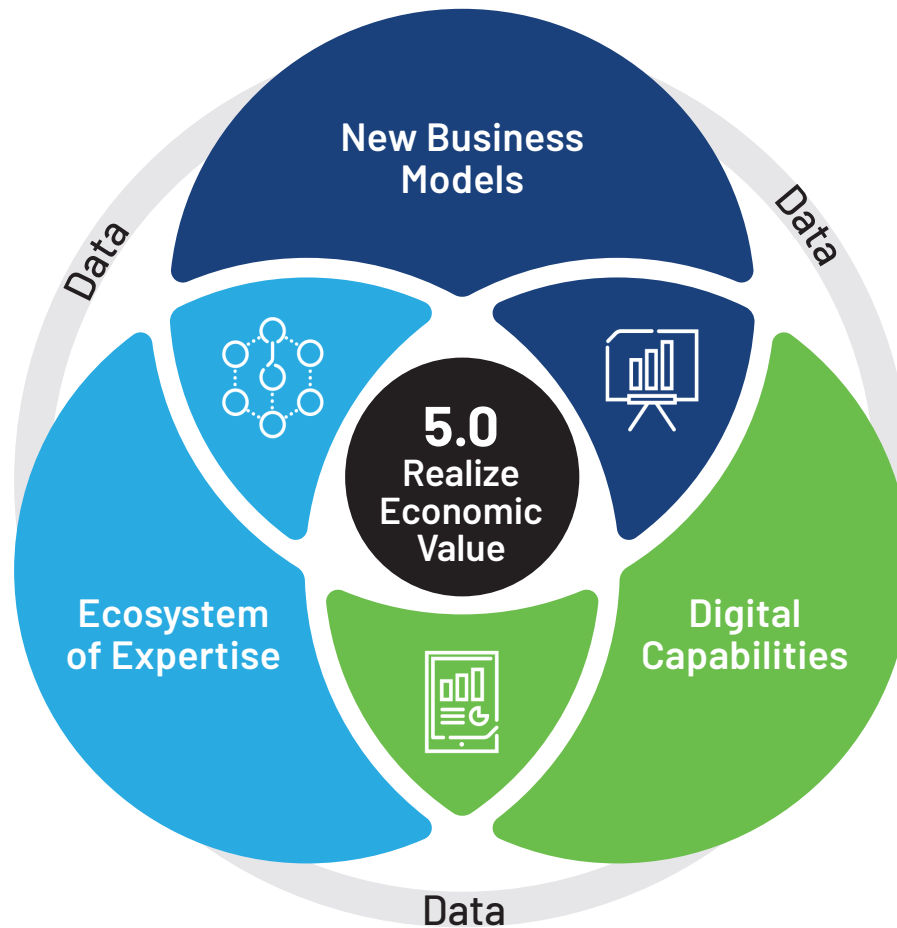
Create value for clients, generate new opportunities, and exceed project goals.

Ecosystem of Expertise

Anticipate the unexpected and solve problems before they become problems.

Digital Capabilities

Diagnose risks and innovate solutions that deliver competitive advantage.



Digitally Evolve



Gain Competitive Advantages



Enable Industry 5.0





Real World Success

High-Tech EPC Rockwell Automation:

Partner approach reduces risk, speeds timelines, and wins new business

An EPC with a long and successful track record serving customers in the high-tech industry, was looking to construct new facilities for a semiconductor client. As would be expected, the EPC wanted to ensure the project was on schedule, high quality, and completed at as low a cost as possible. The schedule, in particular, was a challenge because of global supply chain constraints and a shortage of technical resources. To help its client reduce the project’s risk, the EPC worked with Rockwell Automation to deploy a turnkey Facilities Monitoring System (FMS) and to expand its partnership with local installation contractors. The benefits to the EPC’s semiconductor client were reduced risk and an accelerated project timeline. For the EPC, the partnership approach resulted in a \$38 million contract.

Life Science EPC Rockwell Automation:

Increased production, reduced waste, decreased downtime

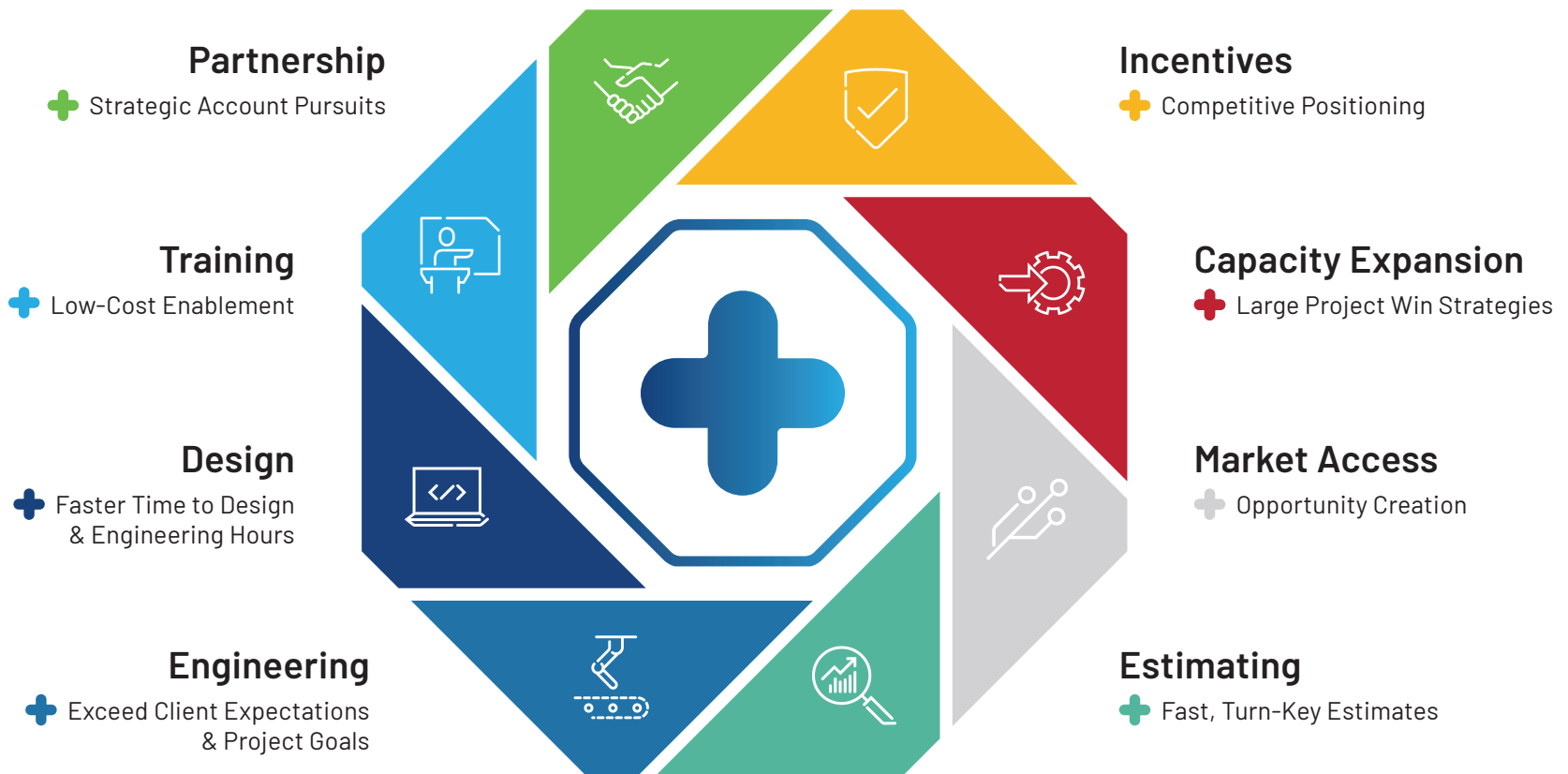
Maximizing the revenue and profits of innovative new pharmaceuticals requires acting fast because patents expire quickly. An EPC specialized in working with life science companies partnered with Rockwell Automation to help its customers speed the time between product inception and reaching the market. To do that required reducing existing islands of automation, decreasing the time needed to gather and clean data, and streamlining system deployment. The EPC worked with Rockwell Automation to standardize digital libraries of tested code, to leverage data analytics to provide insights that improve operations, and to create testing environments to identify problems before deployment. The results include increases in production throughput of between 10 and 20 percent, decreases in energy use, scrap material, batch release time, and maintenance and downtime investigations of as much as 30 percent.





Partnering For Success

Doing it alone is not a recipe for EPC success. Joining Rockwell Automation's unique partner ecosystem of OEMs, system integrators, and technology and digital partners gives EPCs what they need to deliver long-term value to their customers and achieve their own strategic and financial objectives.



YOU + ROCKWELL AUTOMATION

To learn more about how joining Rockwell Automation's EPC Partner Program can provide the broad range of expertise, experience, and capabilities EPCs need today, please visit rok.auto/epc and fill out the form to get the conversation going.

Discover more with these resources:

[EPC Program](#)

[Advanced Manufacturing Report](#)

[Case Studies](#)

[Webinars](#)

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