

Press release

Lenze launches open automation platform NUPANO

Aerzen, 13 October 2022. Machine manufacturers are longing for new sources of revenue. They are under increasing pressure to stand out from the competition by offering additional digital services, but they often lack the appropriate resources and the necessary know-how. Lenze can provide a solution for this dilemma: it is a new open automation platform called NUPANO. The platform offers a space for digital innovations for machines and systems, and it also provides access to new business models – all without requiring any prior knowledge of information technology (IT) from the user. In NUPANO, Lenze deploys tried-and-tested open IT architectures and technologies.

Economic success in machine manufacturing increasingly depends on a company's ability to stand out from the rest by offering additional digital services. "Anyone who doesn't do this will lose growing streams of revenue to software companies, and gradually find themselves reduced to being a supplier of parts," says Werner Paulin, Head of New Automation Technology at Lenze. The automation specialist intends to use NUPANO to give the machine manufacturing industry the means to take full advantage of the opportunities that come from the convergence of operational technology (OT) at the machine control level with the endless possibilities of modern IT, thereby tapping into new sources of revenue. Lenze's NUPANO platform offers open standards and easy handling, and it deploys the highest standards of security to safeguard industrial expertise.

As Lenze's experts have observed over the last few years, many companies would like to have digital business models for their machines and systems. "This is true of all sectors, from intralogistics to line automation," reports Werner Paulin. "They often have the right ideas, but there is a lack of know-

how, of skilled personnel, and in some cases a lack of technological understanding for new business models.” Lenze’s open automation platform is a key technology that can be used without any prior knowledge of IT. This is what sets NUPANO apart from other platforms on the market.

Competitive edge instead of commodity apps

The platform’s machine and app management system contains both in-house applications and public software modules. But the main focus is clear: “Our customers expect a platform to provide them with a competitive edge, they don’t want to download public commodity apps,” explains Paulin. Such apps are available on Lenze’s platform, but they are not the main source of value creation for the machine manufacturer.

For many companies, revenues from digital services are not yet a reality.

“Typically, they sell a machine and hope to see the customer again in fifteen years. This revenue is brought in once and, in many cases, there is no recurring revenue yet,” Paulin says. Lenze wants to change that with NUPANO.

Getting into the machine via the digital twin

Cutting-edge companies that have already developed their own apps can simply upload them to the platform. This is made possible by NUPANO’s open standard. Applications can be tested together on the platform, and a release workflow and a lifecycle strategy are created for the customer’s entire machine park. “We immediately supply a lifecycle management system for all the apps and their versions, and we use open IT standards. That is a great advantage of this platform,” says Werner Paulin reassuringly.

A crucial factor for success in the machine manufacturing industry is that the open automation platform allows users who have no specialist knowledge of IT to use the applications and even to implement, expand and update them. This is why the platform developers placed a special focus on the user experience (UX). On NUPANO, the customer now finds both the applications and an overview of his machines as digital twins. Just by using drag-and-drop, the user can merge the two worlds of OT and IT. “We have to install the software easily and efficiently in 1,000 machines or more per year, otherwise we are not

delivering any added value to our customers,” Paulin emphasizes. The applications are transferred to an industrial PC via the digital twin in the system. From there, the applications are run by NUPANO Runtime. “That is the point where NUPANO and PLC Runtime come together.”

Already, the first customers are ready to use NUPANO. They are bringing their applications with them or having new ones developed. “The feedback from discussions with our customers is positive. Many of them have been looking for a platform like this,” says Paulin proudly.

The digital press kit, including images, can be found on our [website](#).

About Lenze

Lenze is a leading automation specialist and focuses on designing efficient and sustainable processes for production and material flow. For over 75 years, the company has been a pacesetter in automation and a strong partner at the side of its customers from the machine and plant manufacturing industry. With the help of a triad consisting of electrical engineering, software and a platform strategy, Lenze supports its customers in digitization and helps them to cut costs, optimize the utilization and lifecycle of machine systems and reduce their energy consumption. Lenze's portfolio consists of high-quality mechatronic solutions, powerful systems made of hardware and software for machine automation, and digital services for the machine and plant manufacturing industry.

The Lenze Group, headquartered in Aerzen, employs around 4,000 people globally and is represented in 45 countries. The company generated revenue amounting to 830 million euros across the Group in the 2021/2022 financial year.

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