

Yamatake Corporation

www.yamatake.com



"The terminal server capability of Wonderware software has enabled Yamatake to increase sales by 50% over the last four years."

*Hironobu Hirakawa
Development Manager*

Wonderware Software Helps Yamatake Create Value through Human-Centered Automation

Goals

- Implement a software solution aligned with the corporate mission to realize safety, comfort and fulfillment in peoples' lives while contributing to the global environment through "human-centered automation."
- Take advantage of an off-the-shelf solution that offers quick deployment and ease of use.

Challenges

- The corporation requires a software solution with enough versatility to interface with many different hardware systems worldwide.
- With over \$2.4 billion in global sales, Yamatake needs extensive and immediate technical support.

Solutions and Products

- Wonderware InTouch® HMI

Results

- With the Wonderware software's ability to support Yamatake's "Operation Anywhere" concept, the corporation has increased sales by approximately 50% over the last four years.
- Wonderware software's standardized, pre-built graphics have provided savings in engineering costs and development time.
- Yamatake customers are maximizing their existing system investments due to the Wonderware solution's easy upgrades and upward compatibility.



Tokyo, Japan – Celebrating a significant milestone often compels companies to review their history and consider their future. Yamatake Corporation marked its 100-year anniversary in 2006 and did exactly that. With 5,400 employees, 18 affiliate companies, 100 sales branch offices and a large engineering center in Japan, Yamatake has reached \$2.4 billion in yearly sales, providing innovative automation solutions to customers around the globe.

100 Years of History and a Vision for the Future

Since 1906, Yamatake has prided itself on meeting the demands of the present day while also keeping an eye on the challenges of the next generation. Over time, the changes in the industry have been immense. Automation in the early 20th Century looked quite different than it does today. But the common denominator throughout has been people.

To reflect this, Yamatake formed its azbil Group and adopted a new philosophy that recognizes the critical issues of today and the aspirations for the company's future while maintaining the central importance of people to the corporation's success.

With these priorities in place, Yamatake has moved forward to serve a wide range of industries. It provides instrumentation, engineering, operations and maintenance solutions to support oil, chemical, iron, steel, pulp and paper as well as automotive, electrical/electronic, semiconductor and food and beverage customers.

To succeed, Yamatake collaborates with select outside companies, including a partnership with Wonderware that has been in place since 1995.

A Versatile Platform for Growth

When considering options, Yamatake could have developed a proprietary software system, but instead looked to the benefits of an off-the-shelf solution. With Wonderware software, Yamatake could take advantage of powerful, proven standards that actually free engineers to work

more efficiently. Because of the software's built-in compatibility and connectivity as well as its intuitive graphical user interface, the engineers were able to produce designs quickly. Rather than focusing on learning the software, they were able to concentrate on their core competencies and on creating effective solutions for Yamatake's customers.

Yamatake's Harmonas-DEO product line name means "Harmonized Automation System – Dependable/Open." It's a distributed control system (DCS) built on the Wonderware software platform. Wonderware InTouch HMI enables Harmonas-DEO to integrate PLC and SCADA capabilities into the DCS for continuous batch and discrete process control.

Most importantly, Harmonas-DEO is web-based and aligns with Yamatake's "human-centered" philosophy. Its "Operation Anywhere" approach employs open standards like Windows®, Ethernet and others that remove the restrictions of place and time. With Wonderware software, Harmonas-DEO enables the control room of the present and the future.

The results speak for themselves. Wonderware software has contributed to Yamatake's impressive growth – the corporation's sales have increased 50% over the last four years!



Savings for Yamatake Result in Savings for Customers

Yamatake's rapid growth also might be attributed to another of its guiding tenets: to support not only its own assets, but also those of its customers and the community.

With Wonderware software, Yamatake enjoys reduced engineering costs and development time. The Wonderware Graphics Library supplies easy-to-customize, pre-built graphics that enable standardization and repeatability. Engineers can create designs quickly with drag-and-drop simplicity. This means set up and deployment of new systems is as efficient as possible.

And while these important capabilities give Yamatake a competitive edge to win current business, Wonderware also helps the corporation provide long-term value to customers. Wonderware software solutions are upward compatible, so all applications that have been created since 1995 will run on any current or future version of the software. This is a huge factor today as customers search out solutions that will conserve their investment costs and minimize potential risk.

Progress that Preserves the Environment

Another part of Yamatake's philosophy is to contribute to the global environment by decreasing environmental impact. One example of this is the company's commitment to increasing the efficiency of office buildings, production plants, hospitals, shopping centers and homes. Wonderware assists as Yamatake meets sustainability goals even as its solutions enhance safety, comfort and fulfillment in their customers' lives.

Elite Service and Support

It's understandable that a worldwide operation such as Yamatake has unique and far-reaching demands for service and support. As the largest Wonderware VAR/OEM customer, the corporation is a part of the Wonderware OEM Tech Advantage Program, which provides the highest level of technical support.



In cooperation with Canon IT Solutions, Inc., a Wonderware system integrator partner in Japan, Yamatake receives technical training and comprehensive support. This partnership ensures that Wonderware can fulfill its goal to keep customers' mission-critical applications operational at all times and to continuously improve.

A Powerful Combination of Products and People

As Yamatake moves into the next 100 years, it continues to grow as a worldwide leader in the manufacture and marketing of automation systems and equipment by focusing on value, service and sustainability. Wonderware is alongside with software solutions that bring a versatile and open platform for ease of use, swift deployment and upward compatibility as well as immediate and extensive technical support.

Future success will be possible because of the common strength that fuels both Yamatake and Wonderware – dedicated people working together to serve their customers.

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