



SERVICE & DISTRIBUTION  
GmbH  
INDUSTRIAL AUTOMATION



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GLOBALLY CONNECTED. LOCALLY COMMITTED.

# CORPORATE BROCHURE



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WHY WE HAVE AN ANSWER TO EVERY QUESTION.

## WHAT WE DEMONSTRATE



We show ...  
... **EXPERTISE.**

We offer ...  
... **FLEXIBILITY.**

We deliver ...  
... **COMMITMENT.**

We master ...  
... **SERVICE.**

We demonstrate ...  
... **RELIABILITY.**

We value ...  
... **CUSTOMER PROXIMITY.**

HAVE WE MET? LET US INTRODUCE OURSELVES.

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## WHO WE ARE

Since our foundation in 1996, we have provided holistic support to customers throughout Europe with our expertise in solutions and services for industrial automation. Headquartered in Krefeld, our team has now grown to more than 50 people. Developing further as a company and enhancing our customers' productivity are our constant focus. As a 100% subsidiary of McNaughton-McKay Electric USA, we are fully committed to the idea of holistic distribution. We, the distributor, form the crucial link between the customer and supplier, with a focus on reliable service.

WANT TO KNOW WHAT WE ARE BEST AT? LET'S GET STARTED.

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## HOW WE IMPRESS



Expert consulting and high-level training – that is what we stand for. After all, your expert staff are our success. Our team trains you and conducts key account and supply chain management at the very highest level. Combined with expertise in technology and standards, we take an innovative and professional approach to consultancy. This allows us to support you throughout the entire procurement process of the components, deliver on time, integrate the products on site, and develop the very best solutions for you. With our experience, our close links to the North American market and our professional supplier network, we are your ideal partner locally with access to your global end customers.

**GLOBALLY CONNECTED. LOCALLY COMMITTED.**



**McNAUGHTON-McKAY**  
ELECTRIC COMPANY

OUR PARENT COMPANY MCNAUGHTON-MCKAY

## INTRODUCES ITSELF



Our parent company McNaughton-McKay is one of the highest performing distribution organisations on the North American market. Founded in 1910 and now with around 1,300 employees, it has always been focused on offering customers innovative electrotechnical products and long-term solutions and services.

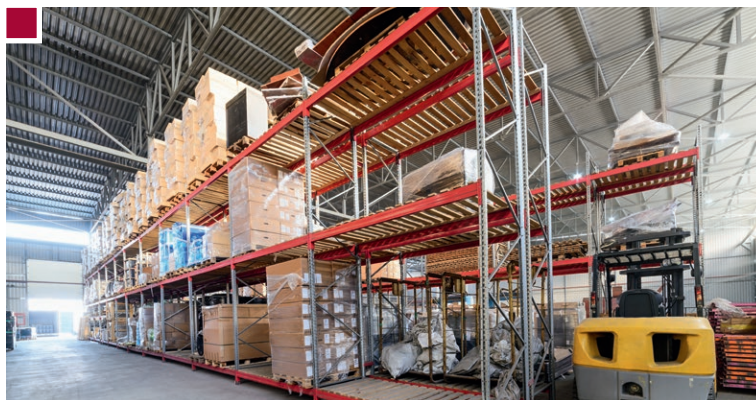
With its headquarters in Madison Heights (MI) and more than 46 branches in seven US states, McNaughton-McKay is not only one of the largest distributors of automation technology, but also one of Rockwell Automation's closest and longest-standing partners.

OUR DIVERSITY FOR YOU

## PORTFOLIO

McNaughton-McKay offers an extensive product portfolio from more than 450 manufacturers. That allows us at S&D to offer you fast and, above all, easy access to industrial automation and network technology, drive and servo technology, process solutions, and many other product fields from the North American market.

Alongside the portfolio of Rockwell Automation, McNaughton-McKay also offers the entire supply spectrum from Panduit, nVent HOFFMAN, Osram Sylvania, Thomas & Betts, Mersen, Appleton, Lithonia, SolaHD and many more partners.



LOCAL BENEFITS FOR

## OUR GLOBAL NETWORK



We joined McNaughton-McKay as a direct subsidiary in 2007 and remain the only branch outside the United States to this day.

As a global link between numerous North American manufacturers and customers of all sizes and from every sector in Europe, we at S&D have been responsible for the European market ever since.

Our high-performing parent on the ground in the USA gives us direct access to comprehensive services, always with the highest priority.

YOU talk to us in your own language and during your usual business hours; WE take care of the rest during North American working hours. That enables you to save

valuable time, benefit from our long-standing expertise, and enjoy low-cost delivery routes between Madison Heights and our warehouse in Krefeld, Germany.

To ensure that you can deliver at short notice, our parent company maintains multiple logistics centres. It stocks a market value of more than EUR 160 million – a figure that is rising all the time.

Your end customer is located in the USA and needs another component on site after delivery of the machine or switchgear cabinet? No problem for us! You can place the order with us in Europe and our parent company will deliver conveniently in the USA.

DO YOU VALUE PARTNERSHIP BASED ON TRUST?  
YOU'VE COME TO THE RIGHT PLACE.

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## US AND OUR PARTNERS

We have chosen our long-standing partners carefully so that we can work together on equal terms, based on mutual trust. As a result, we can offer state-of-the-art innovations and solutions, compiling an individual package for you. We value intensive and professional collaboration with our partners and pass on our combined expertise to you.

Power electronics, remote maintenance, energy distribution, switchgear cabinet construction, automation, cable components – just a few of our partner's specialist fields that can contribute to your solutions. Our goal is to enjoy success as partners. Globally and locally.



**You can find further partners on our website at [sud-gmbh.de](http://sud-gmbh.de)**

Rockwell Automation is our close, long-standing partner in industrial automation. Over the decades, together we have established collaboration based on trust and coordinated down to the finest detail – so that we can offer you the best possible support. From small deliveries of spare parts to large-scale global projects – we are here for you, together.

Today, Rockwell Automation's portfolio extends from classic automation technology to state-of-the-art software solutions and comprehensive products and services for cybersecurity.

You tell us what you want and need, and we work with you to develop the perfect solution.

**(Find out more on Page 10).**





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OUR PARTNER ROCKWELL AUTOMATION

## INTRODUCES ITSELF



Rockwell Automation is one of the world's leading providers for industrial automation and the digital transformation. We combine the creativity of people with the performance of technology in order to extend the limits of what is humanly possible and make the world more productive and sustainable.

Rockwell Automation is headquartered in Milwaukee, Wisconsin, USA. The company employs around 24,000 people, supporting customers in more than 100 countries.

YOUR ADDED VALUE WITH OUR PORTFOLIO PARTNER

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## BENEFITS FOR YOU

Our focus on technological innovation, specialist expertise, integrity and corporate responsibility forms the basis of our success. With the products and services it offers, Rockwell Automation offers greater productivity in every phase of the industrial automation life cycle. We integrate controls and information solutions throughout the company to help industrial companies and their employees achieve greater productivity. That is how we are making “The Connected Enterprise®” a reality.



WE KNOW WHAT YOU NEED

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## TARGET GROUPS / FOCUS MARKETS



Around the world, we use proven, repeatable, scalable solutions to meet the requirements of all sectors in industrial automation.

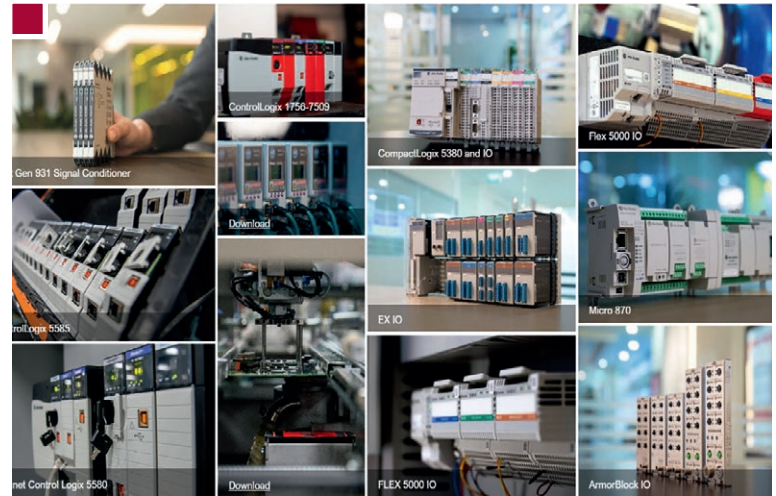
We have the expertise it takes to tackle the specific challenges you face in industrial automation and integrated IT solutions worldwide.

OUR DIVERSITY FOR YOU

## PORTFOLIO

Rockwell Automation provides industrial automation and information solutions. Its top brands Allen Bradley® and FactoryTalk® are known the world over for their outstanding performance.

Smart manufacturing is the gateway to the digital transformation. Connected, intelligent devices enable transparent processes and the availability of real-time data. Analyses and data allow optimised decision-making. Seamless creativity creates new possibilities for efficient collaboration.



WE ARE UNIQUE

## THE PARTNER'S USP



Our focus on technological innovation, specialist expertise, integrity and corporate responsibility forms the basis of our success.

The Connected Enterprise® links production lines, resources, equipment and company IT in order to transport context-dependent information accurately to where it is needed. This enables companies to make quicker and better decisions, achieving a new level of business intelligence. Both productivity and global competition are optimised.



[rockwellautomation.com/de-de.html](http://rockwellautomation.com/de-de.html)



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OUR PARTNER SECOMEA

## INTRODUCES ITSELF

A tablet displaying the Secomea Prime dashboard. The dashboard includes a 'Total SiteManagers Online' bar chart showing 6502 online and 48 offline. It also features sections for 'Offline SiteManagers', 'Signal Quality', 'Current Activity', and 'End of Life'. The background of the slide shows various industrial sites: Hong Kong (03.05), Berlin (19.05), Shanghai (03.05), Stockholm (12.24), and Milano (19.05).

**SECOMEA Prime**

### Dashboard

Total SiteManagers Online: 6502 online, 48 offline

Last 24 hours

Offline SiteManagers: 48

Signal Quality

Current Activity: 12 users online

End of Life: 2 SiteManagers EOL

Secomea is a Secure Remote Access solution designed for OT/ICS. Over 8,000 manufacturers and machine builders around the world use it every day across thousands of sites to reduce response time, improve cybersecurity, and prevent downtime.

## BENEFITS FOR YOU

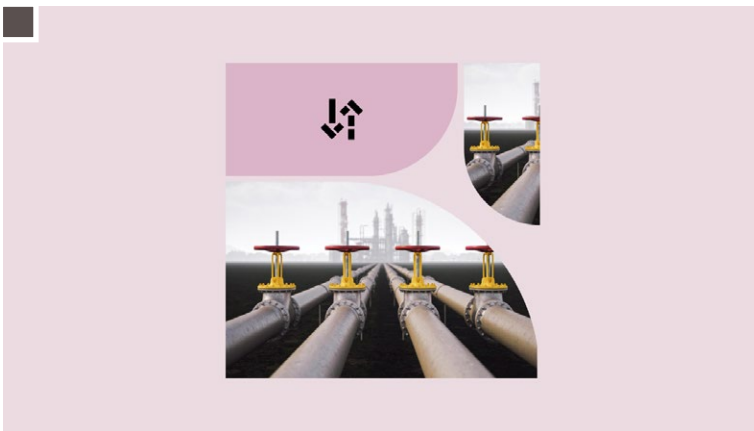
- Avoid long and costly trips: service machines in need of assistance remotely from wherever you are, reducing response times.
- Gain long-lasting trust as a security-conscious machine supplier: ensure acceptance for your preferred remote access solution and provide machine maintenance under the highest security standards
- Improve cost-efficiency: get the most out of your workforce's time and expertise by enabling your technicians to assess machine issues remotely
- Value creation and uptime: monitor machine status to anticipate failures, suggest part replacements, and perform predictive maintenance to avoid production interruptions.



Defending  
the factory floor

## WE KNOW WHAT YOU NEED

## TARGET GROUPS / FOCUS MARKETS



Secomea standardizes remote access for all the stakeholders in the manufacturing ecosystem. Asset owners, machine builders, technicians, service providers – all parties can rely on the same, unified solution to remotely access machines worldwide.

With 15+ years of experience catering to the needs of global machine builders, OEMs, and manufacturers, Secomea has been developed to account for every aspect of your operations – from enabling you to optimize your technicians' time to securing the best possible experience for your clients.

OUR DIVERSITY FOR YOU

## PORTFOLIO

- **Secomea Prime:** Your zero-trust platform to gain full oversight over remote access sessions and supervise user activities
- **IloT Gateway (SiteManager):** Plug-and-play hardware/software for PLC, HMI, SCADA, USB for both remote access and data collection
- **IloT Server (GateManager):** Seamlessly manage user access to assets with an intuitive drag-and-drop UI and check audit logs
- **Agentless Access Client (LinkManager):** Easily access industrial equipment from your browser from anywhere, with any device
- **Data Collection Module (DCM):** Collect data from your OT equipment and send it to your preferred cloud solution to turn it into insights



WE ARE UNIQUE

## THE PARTNER'S USP



- Secomea seamlessly integrates with your existing infrastructure as a turnkey solution for any industrial equipment, regardless of its brand or age
- Onboard both IT and OT people without needing hours of training
- Secomea's products are IEC 62443-4-1 and IEC 62443-3-3 certified, and security measures are based on ISO 27002, as attested in an ISAE 3402 report.
- Secomea is built on internationally recognized best practices (Zero Trust, Defense in Depth, Purdue model) and certified under IEC 62443-4-1 and IEC 62443-3-3
- Secomea offers a wide range of features purpose-built to support your compliance with changing regulations and to improve your cybersecurity posture





[secomea.com/de](http://secomea.com/de)



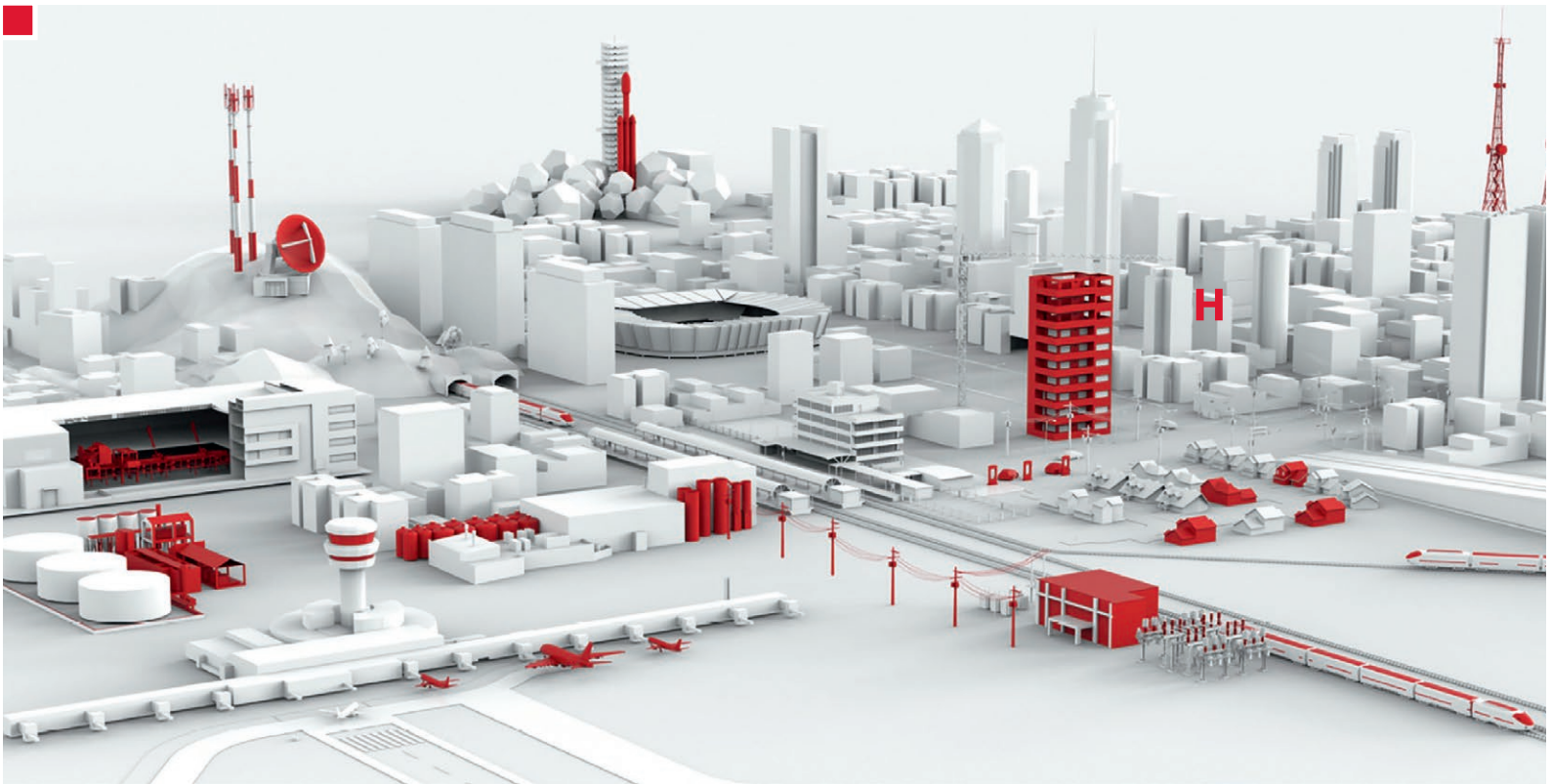
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OUR PARTNER NVENT HOFFMAN

## INTRODUCES ITSELF



nVent HOFFMAN is a global producer of standard and bespoke cabinet solutions and accessories. Its portfolio offers an enormous range, suitable for every company.

In addition, nVent HOFFMAN offers ideal solutions for optimising the cabinet design, switchgear cabinet operation, and construction site efficiency.

YOUR ADDED VALUE WITH OUR PORTFOLIO PARTNER

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## BENEFITS FOR YOU

Innovation is in our DNA. We want to do our very best to develop both our products and our support further. That allows our customers to remain competitive, enhance productivity and optimize profit.

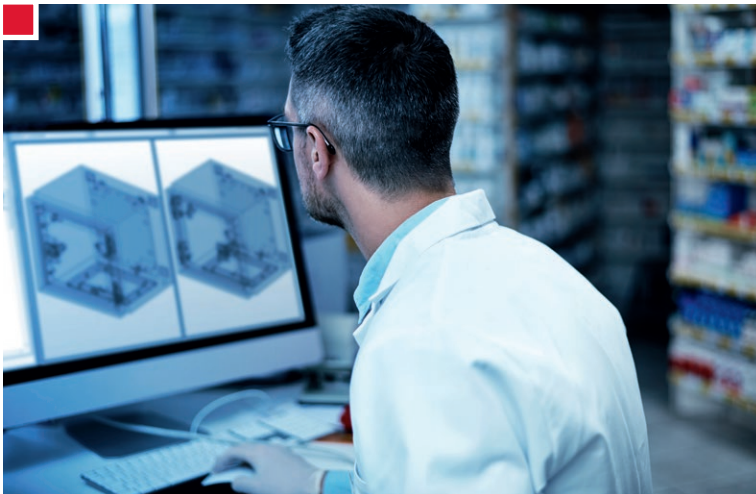
Our research and development work is shaped by three key development factors: fast installation, optimum protection and attractive design. This way, we can deliver premium cabinets, tailored to our customers' requirements.



WE KNOW WHAT YOU NEED

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## TARGET GROUPS / FOCUS MARKETS



With experienced product specialists and a global sales network, nVent supports its customers every step of the way and offers solutions for every requirement – from the very simplest to the most complex. The nVent HOFFMAN team makes every effort to provide the right product at the right time, in the right place, every time.

From click-in technology to enhanced safety features on the cabinets, the products are designed for ease of handling. Each product line comprises numerous different constructions that, teamed with a wide range of accessories, make it possible to create many different configurations.

OUR DIVERSITY FOR YOU

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## PORTFOLIO

- Switchgear cabinets
- Wall housings
- Human-machine interfaces
- Climate management
- Cable management
- General accessories
- Power distribution
- Panel shop automation



WE ARE UNIQUE

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## THE PARTNER'S USP



- Continuous innovation
- Global product range
- Flexible, qualified staff near you
- Production near you



[eldon.com/de-DE](http://eldon.com/de-DE)



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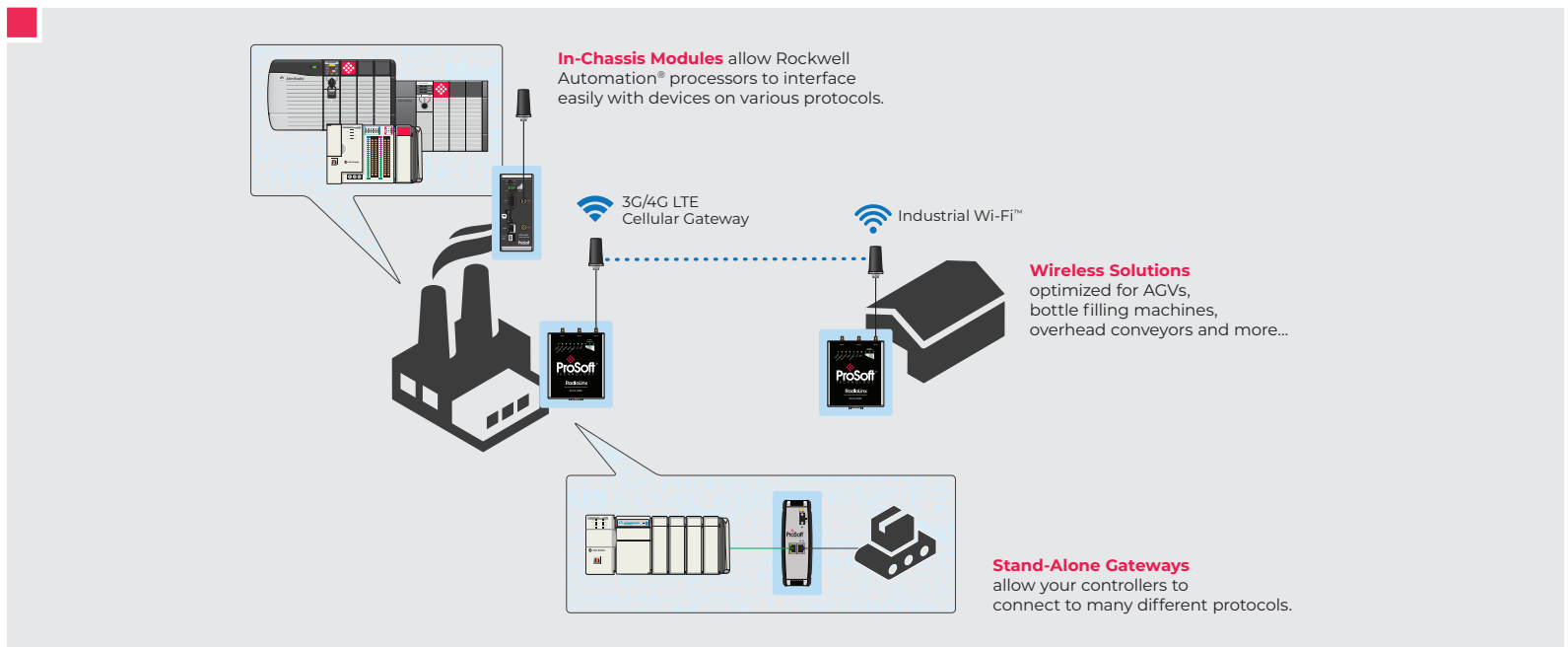
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[youtube.com/c/nVentHOFFMANIEC](https://youtube.com/c/nVentHOFFMANIEC)

## OUR PARTNER PROSOFT TECHNOLOGY

# INTRODUCES ITSELF



ProSoft Technology has been creating IIoT connections since the very first communication module, giving the solutions the reliability, security and flexibility that industrial applications need. Around the world, ProSoft listens to end users, system integrators and mechanical engineers, constantly focusing on achieving each of their business goals. The requirements include implementable data, ultra-fast communication and supporting the protocols of large industrial companies.

This knowledge contributes to innovative creations with a focus on the following key goals: ProSoft supports you in connecting your production facilities and in communicating extensive process data. In turn, this data supports your decision-making when it comes to increasing production and optimising use of resources.

## BENEFITS FOR YOU

- More than 100 different combinations for real-time protocol conversions help you to connect (supposedly) incompatible systems.
- Free technical support for the life cycle of your ProSoft product.
- Real-time control and security communication via wireless.
- More than 30 years of expertise and experience in industrial communication.



WE KNOW WHAT YOU NEED

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## TARGET GROUPS / FOCUS MARKETS



### Target groups:

- System integrators
- Machinery manufacturers
- End users

### Vertical target markets:

- Entertainment
- Automated materials handling and logistics
- Automotive industry
- Food and beverages
- Mining
- Metals

OUR DIVERSITY FOR YOU

## PORTFOLIO

- Wireless radio devices
  - Control systems
  - Weather-resistant and ATEX-certified
  - Safety-over-wireless for control systems
- Modules within housing
- Independent gateways
- Modernisation of used devices



WE ARE UNIQUE

## THE PARTNER'S USP



### ■ Technical customer service

A wide range of teams are on standby in every region, offering technical support free of charge throughout the entire product lifespan.

### ■ 3-year guarantee

ProSoft offers you a 3-year guarantee on all its products.

### ■ Optimised configuration

The add-on instructions and profiles of most of the modules and gateways within housing allow you to conduct integration into the Logix architecture.

### ■ 30 years of experience in industrial communication.





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OUR PARTNER GRACE TECHNOLOGIES

## INTRODUCES ITSELF

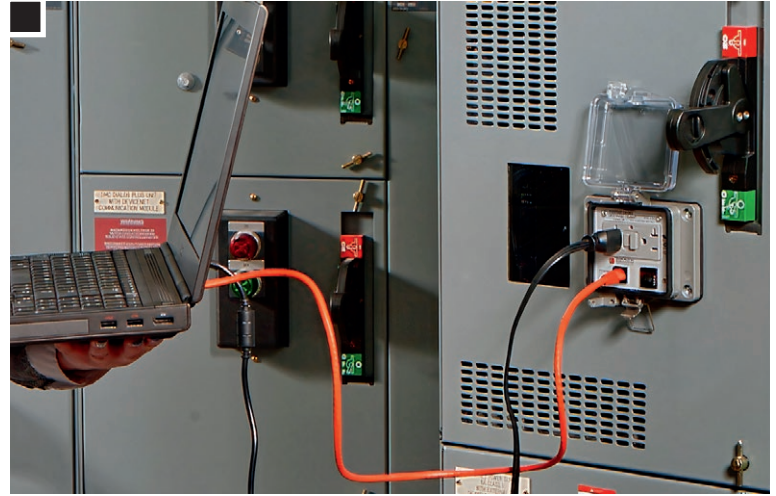


Grace Technologies makes maintenance safer, smarter and more productive by both developing and producing the most innovative electrical safety products and predictive maintenance solutions. The products are sold worldwide via a global sales network with a sales presence in more than 60 countries. Grace believes that a reliable and safe system is a profitable system.

Grace engineers develop intuitive solutions for a large number of application challenges that commercial sectors face today. With everything from its GracePort switchgear cabinet interface connections and GracePESDs voltage indicators and portals to its GraceSense™ devices used to monitor the system status, Grace helps to create a safer, more productive and therefore better future every day.

## BENEFITS FOR YOU

The advantage lies in working to achieve practical methods in order to keep staff away from live parts before, during and after maintenance work. Every Grace product line enhances the productivity of staff, as they feel safer while maintaining the equipment. With their unique development, the products support our customers in protecting their staff and devices from the damaging effects of electrical energy. Their predictive findings also support the maintenance programs themselves..



WE KNOW WHAT YOU NEED

## TARGET GROUPS / FOCUS MARKETS



GracePort is aimed at large companies with strict safety programmes that forbid opening the switchgear cabinet without the appropriate PPE. With safety standards increasing all the time, many customers are already adding GracePorts to the specifications for their projects or for all electrical and automation devices they procure.

Companies with active electrical safety programs that ban employees from accessing switchgear cabinets without having checked first that they are not live, benefit enormously from our GracePESDs solutions.

OUR DIVERSITY FOR YOU

## PORTFOLIO

The GracePorts shift the communication port of a switchgear cabinet of a PLC, industrial computer or VFD from inside the switchgear cabinet to outside.

By installing Safe-Test Point™ or the voltage checking station, customers found that the duration of their work in the lockout-tagout (LOTO) area was reduced.

The GraceSense™ Hot Spot screen is a continuous, non-conductive temperature monitoring device that detects potential hot spots and alerts staff to anomalies on electrical devices.



WE ARE UNIQUE

## THE PARTNER'S USP



- **Thought leadership** – Over 20 years in business, the company has brought together the brightest and most forward-thinking minds under one roof.
- **Mass customisation** – Bespoke solutions are available for every application.
- **Fast delivery** – Grace is able to integrate specific texts, cables, unique logos or any user-defined configuration.
- **Easy to do business with** – The company motto is “Easy to do business with.” Grace demonstrates this every single day.



[graceport.com](http://graceport.com)



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OUR PARTNER DYNICS

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## INTRODUCES ITSELF



DYNICS was founded in 1988 as Ann Arbor Technologies. Renamed DYNICS in 1997, it now has more than 20 years of experience in developing premium hardware solutions. The systems are designed, built and maintained at the company headquarters in Ann Arbor, Michigan. DYNICS is proud of its products MADE IN AMERICA.

### **Our mission**

DYNICS offers top solutions in production automation and innovative hardware and software solutions. They give our customers the opportunity to expand their brand and optimise their relationships with their customers. With cost-efficient system designs and increased productivity, the solutions give producers a competitive advantage.

DYNICS continuously enhances its products with extraordinary maintenance and customer services, offering state-of-the-art products. Talented employees in the DYNICS team allow the company to meet the customers' requirements.

YOUR ADDED VALUE WITH OUR PORTFOLIO PARTNER

## BENEFITS FOR YOU

We at S&D are the preferred partner across most of the European Union for all DYNICS products and services. S&D was able to establish contact with premium customers on our behalf, allowing us to advance key projects in their own countries. In addition, S&D also offers technical customer service for maintenance and warranty matters at regional level. This removes the need to return devices to the USA.



WE KNOW WHAT YOU NEED

## TARGET GROUPS / FOCUS MARKETS



Although the main customers for DYNICS products are in the automotive segment, we also hold a strong position in food & beverages, pharmaceuticals, and the oil and gas industry.

OUR DIVERSITY FOR YOU

## PORTFOLIO

The industrial solutions from DYNICS combine the performance and flexibility of an integrated computer system in all our computer modules.

The power supply is generated from state-of-the-art components, offering greater performance with less heat development.

Performance is further enhanced by connecting multiple FRONT screens with BACK computer housings, combined with the configuration tailored to your industrial requirements.



WE ARE UNIQUE

## THE PARTNER'S USP



- From the choice of E/A ports to housing colours and screen-printed logos, DYNICS offers customer-specific solutions.
- Operating system images approved by the customer can be provided so that each unit is pre-installed with an audit-controlled operating system image. As a result, the end user receives a truly plug-and-play solution.
- DYNICS offers the sector's longest lead time for 7" to 24" monitors: 5 years!
- Support of global sales network.
- Extended guarantees on all products.
- Developed and produced in the USA.





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OUR PARTNER HAMMOND POWER SOLUTIONS

## INTRODUCES ITSELF



Hammond Power Solutions (HPS) is a North American producer of throttles, transformers, and active and passive filters. North America's largest producer of dry transformers, HPS offers an extensive range of standard transformers and customer-specific developments for numerous application fields.

Employing more than 1,400 people at sites in Canada, the USA, Mexico and India, HPS offers transformers (VPI/cast resin/oil) from 50 VA to 50 MVA.

In order to meet the constantly growing global requirements regarding the quality of supply networks, HPS has massively expanded its range of dV/dT filters, sinus filters and active harmonic filters.

Collaboration with S&D has created a reliable supply chain for European customers – from product consultancy and quotes to logistics execution and warehousing.

YOUR ADDED VALUE WITH OUR PORTFOLIO PARTNER

## BENEFITS FOR YOU

HPS products meet the highest standards of efficiency, safety and reliability, as confirmed by UL/CSA and IEC/ATEX certification. Product properties defined down to the last detail, reliable manufacturing processes and strict product testing at all production sites guarantee that every HPS product meets the high quality standards the company sets itself. Customer-specific solutions are implemented in close consultation between the user and the project team at HPS.

Hammond Power Solutions is a member of the National Electrical Manufacturers Association and a Bronze Technology Partner of Rockwell Automation.



WE KNOW WHAT YOU NEED

## TARGET GROUPS / FOCUS MARKETS



HPS offers an extensive range of standard products for a wide spectrum of applications. These include complex multi-pulse transformers for drive technology and ATEX & IECex-approved transformers for applications in the oil and gas industry. Under the heading "Power Quality", HPS also offers active (AHF), passive and dV/dT filters. In addition, HPS develops and produces customer-specific designs which, needless to say, also meet the strict requirements of UL/CSA approval.

OUR DIVERSITY FOR YOU

## PORTFOLIO

- Low-voltage distribution transformers
- Medium-voltage distribution transformers
- Control and automation transformers
- Power Quality products (passive and AHF)
- Specialist products
- Bespoke products



WE ARE UNIQUE

## THE PARTNER'S USP



At Hammond Power Solutions, safety and reliability are the top priority. What could be more important for a transformer?

Continuous investment in staff development and production facility equipment has made HPS a pioneer in its sector.

Thanks to an ambitious and well-planned company structure, HPS has been able to successfully develop further throughout more than 100 years of company history, offering the perfect product solutions for the constantly changing requirements of its customers worldwide.

Strategic partnerships and the HPS corporate and product strategy secure the long-term global availability of the products.



[hammondpowersolutions.com](http://hammondpowersolutions.com)



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## OUR PRODUCTS

### PROGRAMMABLE LOGIC CONTROLLERS



With multi-disciplinary control solutions that concentrate on controls and E/A and are combined with add-on device portfolios, you can provide an intelligent and secure integrated architecture system for discrete process and movement applications.

### INPUT/OUTPUT PERIPHERALS



You can choose between chassis-based E/A solutions that can be integrated into all Allen-Bradley controls, or E/A solutions that are positioned locally in the application.

### OPERATING DEVICES / GRAPHIC TERMINALS



The Rockwell Automation graphic terminals and industrial PCs offer robust electronic interface solutions in a wide variety of sizes, operator input options, storage options and configurations.

### POSITIONING CONTROLS / SERVO TECHNOLOGY



Our solutions are designed to make machine design simpler, offer enhanced system flexibility, and improve overall performance. The Kinetix servo drives can be integrated seamlessly into the Logix platform.

### DRIVE TECHNOLOGY



All PowerFlex AC and DC drives in our portfolio are designed for flexibility, productivity and user friendliness.

### ENGINE CONTROL



Our IEC and UL protectors can be used to switch from direct to alternating current.

## OUR PRODUCTS

### SAFETY TECHNOLOGY



Our innovative safety products and solutions not only optimise the operation of your machines, but also increase the efficiency, productivity and safety of your employees.

### INDUSTRIAL SWITCHGEARS



Industrial switchgears from Allen-Bradley offer proven, predictable performance throughout the product's entire life cycle. Reliable solutions that increase the efficiency and performance of your machine or plant.

### POWER SUPPLY UNITS



We offer a wide range of power supply units. From switching power supplies to uninterruptible power supplies and transformers, all our products are designed for reliable operation.

### CONTROL AND SIGNALLING UNITS



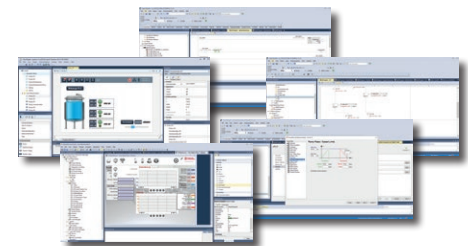
Our acoustic and visual signalling units include horns, loudspeakers, beacons, flashes, panel light bars and light towers. They all help to reduce downtimes by signalling malfunctions and material shortages and warning staff of hazards.

### SENSOR TECHNOLOGY



The sensor technology portfolio includes proximity sensors, photoelectric sensors, limit switches, safety switches, radio frequency identification devices (RFID) and safety components and systems for users.

### SOFTWARE



Every FactoryTalk service focuses on improving your business development. From the design and commissioning stage to the data needed by management: We create value for every user in your business.

## OUR PRODUCTS

### SWITCHGEAR CABINETS / AIR CONDITIONING



nVent HOFFMAN is a leading producer of systems that safely and reliably protect electronic controls and mission-critical electrical systems in industrial data communication and commercial construction and government applications.

### GATEWAYS



Our industrial gateways from ProSoft Technology connect a large number of protocols in order to ensure reliable communication within your application and beyond.

### INDUSTRIAL COMPUTERS AND MONITORS



The industrial solutions from DYNICS and ROCKWELL combine the performance and flexibility of an integrated computer system in all our computer modules. Power is supplied by state-of-the-art components.

### REMOTE



Secomea has the ready-to-use solution that includes all software and hardware components you need for your remote maintenance tasks – from remote programming and troubleshooting to data-led decision-making.

### OT/NETWORK AND COMMUNICATIONS TECHNOLOGY



Because we understand the challenges that OT applications have to tackle in your production environments, we offer you a broad spectrum of professional products, including in network and security solutions.

### NETWORK SECURITY / INFRASTRUCTURE



We offer network and security solutions to connect your OT together and beyond with the rest of the company, typically IT. We support you in choosing the best network architecture, design and implementation.



## OUR ADDED VALUE FOR



Demands on IT and OT departments have grown exponentially in recent years, while their role also increasingly crosses into multiple departments.

A closer look at the prioritisation within this role reveals that some of the demands contradict one another: confidentiality vs integrity vs availability vs safety?

Which hardware meets the specific requirements of a production environment? Which actions need to be conducted and which must never be automated? Does it really make sense to manage and hold responsibility for the enterprise and production network centrally?

We use many years of practical experience to answer these questions and many more, and work with you to develop a secure and available OT network that meets your personal requirements and those of IEC 62443 and helps to increase your KPIs.

### OUR APPROACH

#### ■ Network infrastructure

- Network segmentation
- Definition of zones and connections
- Securing devices and access
- Network documentation

#### ■ Collecting and managing data

- Data collection (Syslog & sensors)
- Filtering and managing log data
- Investigation, analysis and reporting

#### ■ Analysing weak points

- Assessment of security weak points
- Best practice and policy tests

#### ■ Securing integrity

- Determination of changes in real time
- Elimination of security gaps
- Reporting and analysis to adhere to requirements

## OUR BUILDING BLOCKS FOR REDUCED

### NETWORK STANDARDISATION & SEGMENTATION



If you are constantly on top of the hardware you use, you enable the shortest possible reaction times for stocks of key spare parts and divide your production network into highly secure and self-sustaining zones.

### NETWORK MONITORING



Create an up-to-date asset overview quickly and easily, save a blueprint of the network structure you want, and gain intelligently prioritised and summarised recommendations for action from our tools, so that you can constantly improve your network.

### SECURE REMOTE ACCESS



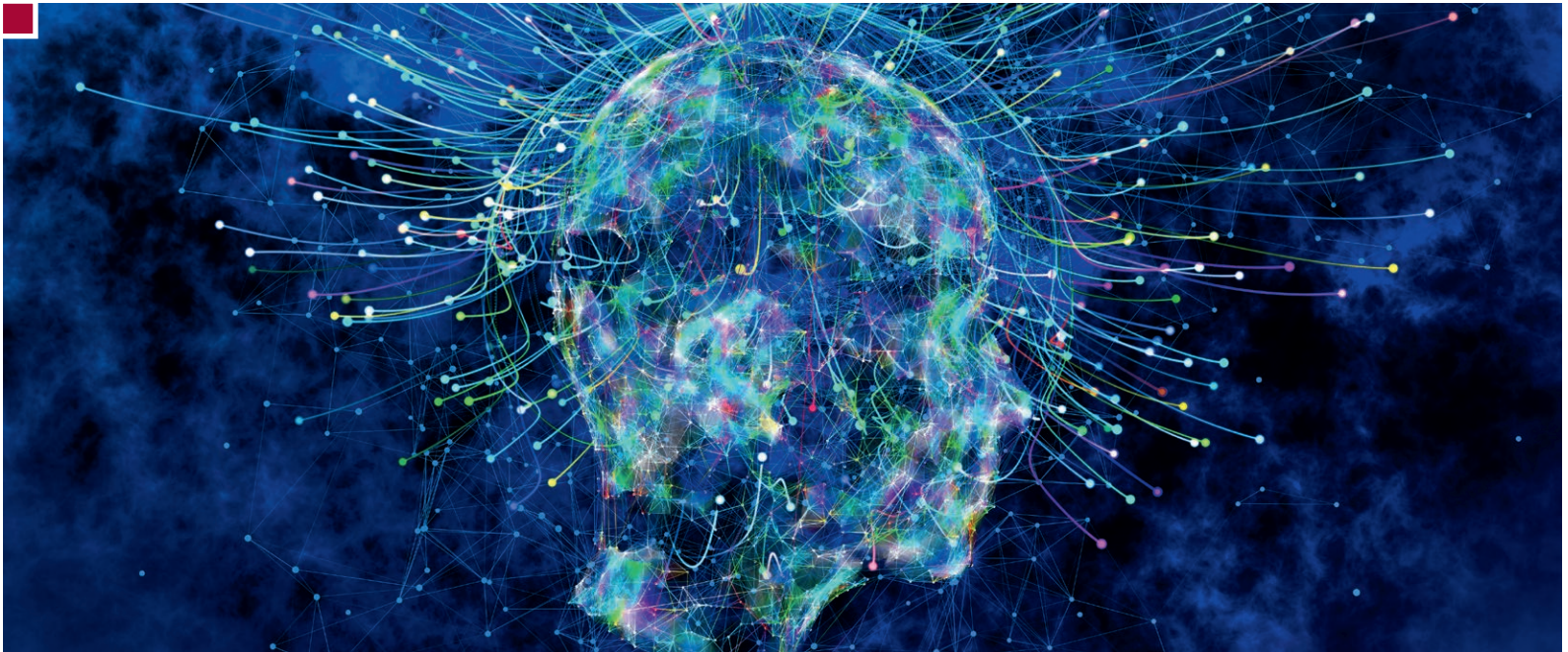
We allow you simple and secure remote access – worldwide. Whichever manufacturer and protocols you have chosen, our solution offers maximum flexibility. Based on our technical expertise, we develop the perfect structure for your requirements.

### SERVICE LEVEL AGREEMENT



Are your technical staff unable to guarantee the function and support of your production network permanently? No problem: we support you 24/7 by phone, by email and in person. In addition, a combination of employee training on the job and detailed documentation allow reaction times of just a few minutes when service is needed.

## UL KNOWLEDGE



Do you have little or no knowledge of North American standards and directives? No problem! S&D and our partner Rockwell Automation are the right partners for you!

Today, it is becoming increasingly difficult to develop safe and sustainable switchgear cabinets, machinery and plants and to employ them worldwide. Regulatory and compliance requirements are changing all the time, as new safety systems are implemented and further developed.

Our UL knowledge training courses give you the facts you need to develop, produce, install and provide safe products on the global market.

Use this knowledge in your own company to demonstrate your commitment to safety, advance your approach to risk management and risk prevention, keep up with new technologies and regulations, and ultimately increase the speed of market launch.

Benefit from our many years of experience with certified NEMA, CSA and UL solutions. S&D's own specialist departments combined with growth in the partner network allow us to provide quick, expert answers to your questions – for specific projects or generally in the form of workshops.

## SUPPLY CHAIN MANAGEMENT



We provide you with strategic and practical support in integrating automation solutions with a global focus.

With our global presence, we offer you easier market access, ensured right from the sales phase with appropriate technology transfer and access to end customers.

In collaboration with our efficient international logistics partners, we conduct cost-effective overseas transport within a few working days.

We also supply you with stock from our local warehouses, delivering to the agreed destination across Europe and even in the USA at short notice.

Both our own warehouse in Krefeld, Germany, and our central warehouse in Madison Heights, USA, are happy to adapt flexibly to your needs.

Our combined market expertise and close supplier relationships qualify us to support your procurement chain in all key phases and project levels up to commissioning and later handover to the customer.

Our SCM approach takes into account the most important elements of a modern procurement structure, such as:

- Project-specific stock planning
- Customer-specific stock management
- Pre-finishing
- Customer-specific commissioning
- JIT (just in time) delivery
- JIS (just in sequence) delivery

AT YOUR COMPANY OR IN OUR SEMINAR ROOMS

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## WE TRAIN YOU

In order to secure the specialist qualification of your employees, we offer you extensive training measures for all key sub-fields of your automation solutions.

In doing so, we work closely with our partners' training organisers and offer you our own training facilities in Krefeld, Leipzig and Pliezhausen. We also enable bespoke training courses. The topics you choose form the her basis.

Alongside product-specific training, we also offer training for hardware and software solutions developed by international large-scale customers as part of standardisation of their production systems.

Training sources with fixed topics and periodic dates are provided at our partners' training centres.

You can find individual courses and dates on the partner pages and under "Training courses" on our website.

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TRAINING

### TRAINING ON THE JOB



Is your project already up and running and you want to establish project-related expertise quickly and efficiently? We are the right partner for you!

We develop an individual training package based on what you want and need. Personal and convenient. And the perfect fit for your project schedule.

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TRAINING

### WORKSHOPS

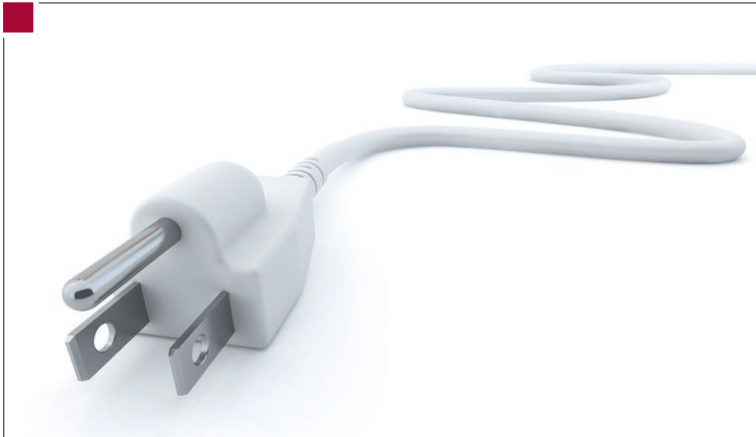


Even once the project has been successfully completed, you can get your team up to date at any time. We offer you a wide range of general training courses and workshops.

## WE TRAIN YOU

### TRAINING

#### NORTH AMERICAN STANDARDS (NAS)



#### We provide training on the following topics:

- Overview of standards (NEC, NFPA 79, NFPA 70E, UL 508A etc.)
- Test marks
- UL 508A Industrial Control Panels
- General information and changes
- Network forms / grounding measures
- Engine requirements
- Protection classes / housing
- Definition of feeder/branch/control circuits
- Power circuits component selection, sizing and wiring
- NFPA 79 Industrial Machinery
- Control circuits
- Wiring in general
- Type plates and markings

### TRAINING

#### CYBER SECURITY



Smartly adapted cybersecurity? A fundamental requirement for us in order to put industrial progress into practice. As we see it, the term refers to all measures for cyberdefence plans (e.g. SOC, CERT).

In our workshops, we demonstrate how every cybersecurity project should start, what needs to be done after the first stock take, and which action you need to take in your company. This clearly highlights how we support you as a strong partner following successful implementation and help to minimise risks permanently.

As well as general workshops close to you, we are also happy to provide individual training courses and consultancy at your premises.

Get in touch!

**GLOBALY CONNECTED. LOCALLY COMMITTED.**



SERVICE & DISTRIBUTION  
GmbH  
INDUSTRIAL AUTOMATION

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