



# QUERDENKER

VIPA. The expert for automation technology and control solutions.

[www.vipa.com](http://www.vipa.com)

**VIPA**  
A YASKAWA COMPANY



# Preface



Dear readers,

Our company has been on the market for almost 30 years now, going from strength to strength throughout the years. VIPA has been responsible for numerous innovations on the PLC market and enjoys an excellent reputation among those who know us.

Many industry insiders know and highly appreciate our controls. And sometimes they ask us what kind of company it is that has produced and implemented so many good ideas.

In this case, we usually reply that we are one of the most innovative and flexible full-line providers in our sector, that we have representations all over the world and that our employees are much more motivated than others – because they like it at VIPA. That's really true, even though it may sound a bit strange saying it like that.

For this reason, we have put it down in writing and pictures now. Good idea, we think. We hope you will enjoy the read.

Wolfgang Seel | Manfred Stern  
 Managing Director | Managing Director

## VIPA at a glance

A YASKAWA COMPANY

facts, figures, developments

VIPA is...

...a developer of:



some of the most progressive products in the PLC sector



some of the world's fastest hard PLCs in their class



technologies that have become worldwide industrial standards

...a global player with representations in 60 countries



Annual turnover: **40 million euros**

Annual growth rate: **20 percent**

Number of machine controls delivered per year: **40,000**  
(as per 2012)

220 employees worldwide.



Headquarters and development center in Herzogenaurach, Southern Germany



**Awards:** Top Job 2012, Top Innovator 2009, Job Star 2009, Industry Prize 2008, A&D Best Product Guide 2008, Innovation Prize 2007



So much for our short overview. Nice and efficient. Just like us.

The VIPA story in headlines	1985	1988	1995	1996	2001	2003	2005	2007	2008	2009	2009	2010	2011	2012	2013
	VIPA GmbH founded by Wolfgang Seel	The world's first Inrack PC for the SIMATIC from Siemens	The world's first TCP/IP processors for the SIMATIC from Siemens	Launch of VIPA's first own PLC system 200V	Launch of the micro PLC system 100V	Launch of the SPEED7 technology, the world's fastest hard PLCs	Launch of the touch panel family	Launch of the C-class CPUs with SPEED7 technology	Presentation of the PROFIBUS interface for the integration of S5 facilities into S7 systems	Extension of the company headquarters with a fully automated high-bay warehouse, training facilities and new office space	Launch of the I/O system SLIO®	Certification according to DIN EN ISO 9001	Launch of the first PROFINET products	Launch of the automation framework SPEED7 Studio	Merger with YASKAWA





# Thinking outside the box.

How ideas become innovations.



Without innovations there is no progress.  
Innovations open up new solutions.  
Innovations generate success.

**First!**  
That's what we have been a lot at VIPA. For example, we offered the first TCP/IP processors for the SIMATIC from Siemens. Or the world's fastest hard PLCs. And our bicycle racing team is also really fast. Taking the lead? Sure, always.

## **VIPA stands for innovative automation technology.**

**Our customers and partners think of VIPA as innovative because we develop solutions away from well-trodden paths, creating true competitive advantages.**

How's that? Well, we continuously scrutinize and redesign existing solutions in order to develop new and even better products. As a medium-sized company, we are able to react in a highly flexible, fast and effective way to changing market demands.

## **Our motivation: you.**

**We listen to individual customer requests, no matter whether they involve a simple or a complex solution. Just get in touch with us!**

Our different automation platforms take account of our customers' and partners' requirements. For more than 20 years, we have been able to fully satisfy our customers, providing trend-setting technologies that are now part of today's industry standards.

## **VIPA is a key player in the PLC market. And will remain so.**

### **Taking the technological lead is our mission:**

We are known for our excellent product solutions and innovations. And even proven technologies are continuously being developed further.

### **Expertise is our most important product.**

That's why we permanently invest in qualified employees and their systematic training – as well as in their well-being and motivation.

## **In the long run, only quality prevails:**

For this reason, VIPA introduced a strategic quality management system & quality control based on an ISO 9001-2008 certification. In addition, we always use the latest technologies in our development activities and for system testing.





## A global line-up.

Always close – even if that is somewhere completely different.

At VIPA, there are outside-the-box thinkers and around-the-world flyers. Even though we have representations all over the globe, enabling our experts to reach their customers in no time.



**VIPA is present in 32 European countries, 13 VIPA subsidiaries and distributors cover the Asian market and in North and South America VIPA has representations in 12 countries.**

Our exports account for more than 45 percent of turnover, with a rising trend. The share of our products employed outside Germany even amounts to 70 percent – because 60 percent of our German customers do business across the border.

This, of course, makes a worldwide provision of spare parts and international support a crucial requirement.

### Global service & support...

...have for long been a decisive factor for long-lasting and successful customer relationships – in every industry. And yes: also in ours.

### Calling directly instead of call centers.

We deliberately avoid using complicated call center arrangements. Instead, our customers can get directly in touch with our service technicians. Possible problems will be discussed directly and in person, solutions will be developed online and, if necessary, whole customer applications will be rebuilt and simulated – until all requirements have been smoothly implemented.

**This is where you can find us:** Argentina, Australia, Austria, Belgium, Brazil, Bulgaria, Canada, Chile, China, Colombia, Croatia, Czech Republic, Denmark, Ecuador, Egypt, Estonia, Finland, France, Germany, Greece, Hungary, India, Indonesia, Ireland, Israel, Italy, Korea, Latvia, Lebanon, Lithuania, Malaysia, Mexico, Moldova, Netherlands, Norway, Peru, Philippines, Poland, Portugal, Rumania, Russia, Serbia, Singapore, Slovakia, Slovenia, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, UK, Ukraine, Uruguay, USA, Vietnam.

How to make outside-the-box thinkers feel comfortable? Just give them enough room for thought.

Those who permanently explore new realms of technology do not think along the usual lines – and must not be squeezed into a company corset.



**And we appreciate that our know-how is the know-how of our employees. We do not only demand from them, but we also offer them advancement and support – and more freedom than elsewhere.**

**Advancement through training. The VIPA Academy offers the framework for an extensive training program that does not only include seminars and courses about technology, but also about personal competencies.**

### The atmosphere at VIPA is excellent.

This does not only result from the long-term job security at a permanently expanding company, but also from the relaxed relationship between all colleagues. The tone at VIPA is simply different. Even across hierarchies. Team spirit is the magic word.

### Better opportunities at a medium-sized company.

For those who want to make a difference, VIPA is the right place to be. At VIPA, decision-making processes are short and hierarchies are flat. Sounds simple – is simple.

### Working wherever you want.

High potentials may work at VIPA – or rather not. Working from home is no problem for us – fully linked to the company, of course. And those who do not want to move to Franconia (which is absolutely beyond our imagination considering how beautiful it is here) simply stay where they are.

### Process-oriented organizational structure.

In the course of its ISO 9001 certification, VIPA introduced a process management system resulting in a process-oriented organizational structure. All employees had been involved in its implementation right from the start. It was obvious, therefore, that the successful implementation of the new system depended essentially on the employees' motivation.

### Staff, but not stiff.

At VIPA, we do not only offer various programs to maintain and improve the mental agility of our employees, but also their physical fitness. All employees have the opportunity to exercise at the Herzogspark fitness center in Herzogenaurach.

### An employer that gives you SPEED.

For the racing cyclists amongst our employees, there is our SPEED7 racing team. Of course, in order to take part in the Jeantex Transalp race or the classic Maratona dles Dolomites, the team also has to train in an adequate environment. Therefore: let's go!



### Proof of our prized qualities as a top employer.

Top Job is an award for outstanding personnel work at German SMEs. In 2012 it was us who gained this award. Because of the freedom enjoyed by our employees. And because of their excellent health. The latter is also due to our fantastic canteen. Just come and try it – a true revelation.



# The PLC all-inclusive offer from VIPA: clever, powerful and open for everything.

**Multiple communication opportunities:** support of all common international communication standards such as DeviceNet, Ethernet, EtherNet/IP, PROFIBUS, PROFINET, EtherCAT, CANopen, Modbus, Interbus and ASi.

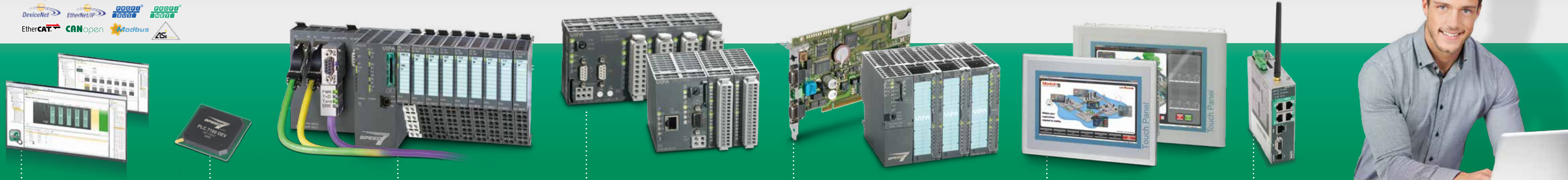


**Harmonized standardization:** all systems are programmable with the VIPA programming tool WinPLC7 and/or with STEP7 from Siemens – and in the future also with SPEED7 Studio.

**Total flexibility:** allows mixed-mode operation, e. g. with VIPA CPUs and Siemens modules.

**High cost-effectiveness:** comprehensive standard configuration of the systems, integrated RJ 45 Ethernet interface for PG/OP communication, integrated SPEED bus optional.

**Increase in productivity:** significant reduction of application programs' cycle times at lower power loss thanks to SPEED7 technology.



## Software

- Speed7 Studio
- WinPLC7
- WinPLC-Analyzer
- Parameterization software
- OPC Server



## SPEED7

**What will secure your leading position? SPEED. SPEED7, to be precise.**

- An open source technology,
- a flexible automation platform,
- and one of the world's fastest STEP7 PLC processors!

The SPEED7 technology offers developers a construction kit that enables them to develop an extremely powerful top automation system on an open STEP7 architecture in the shortest of time.

- SPEED7 ensures maximum speed in all applications, e. g. the highest possible clock speeds.
- SPEED7 allows you to upgrade even older facilities to a modern standard.
- SPEED7 is able to process even the largest amount of data in real time.

## SLIO

**The I/O system that will facilitate your life.**

SLIO is one of the world's most efficient, innovative and modern decentralized I/O systems. And with the SLIO CPUs it can even be upgraded to a PLC.

- **Extremely easy!**  
No other I/O system will make work easier for you and your colleagues.
- **Extremely good at languages!**  
SLIO supports all common communication standards and can be used anywhere in the world.
- **Extremely fast!**  
Thanks to a data transmission rate of 48 MBit/s at the backplane bus. And with the SLIO CPU you can decrease the access times even much further!
- **Extremely robust!**  
Because of its high quality and its excellent electromagnetic compatibility.

## 100V

**The strong, compact and versatile control system.**

- Programmable with WinPLC7 and/or STEP7 from Siemens.
- MPI interface on board.
- Suitable for central and decentralized application and flexibly expandable.
- Extremely powerful despite its compact micro design.

## 200V

**The innovative model 200 system in the model 300 performance class.**

- Easy to expand due to its modularity.
- Programmable with WinPLC7 and/or STEP7 from Siemens.
- Compatible with many industrial communication protocols.
- High operational reliability, robust construction.

## 300S and 500S (as PCI expansion card)

**The top performer among control systems.**

- We present you one of the world's fastest and most powerful  $\mu$ C-based control systems programmable with STEP7 code.
- Up to 30 times faster than a conventional S7 control.
  - This results in shorter cycle times and higher production output.

## Incredibly flexible!

- 300S is suitable for any application.
- Runs in any language and system.
- 300S is expandable and upgradable.

## Amazingly reliable!

- Extremely robust construction,
- integrated working memory,
- integrated battery-backed RAM.

## Operating and monitoring

**The whole spectrum, robust and durable.**

### professional Panels:

- touch panels with web servers,
- enable easy database communications, all panels can be operated from any PC within the company,
- powerful processors,
- suitable for many systems, programs, applications and even your runtime,
- exceptionally easy installation.

### eco Panels:

- powerful value-for-money touch panels,
- suitable for many systems, programs and applications.

### Line displays:

- outstanding value for money,
- easy to operate.

## Teleservice

**Worldwide communication with machines and equipment without having to be on site.**

The teleservice will handle absolutely everything: from alarms, operations, monitoring and programming right up to the optimization of existing processes.

**Only remote maintenance from VIPA offers you:**

- control of machines and equipment from any manufacturer,
- strikingly easy handling and installation,
- an extremely robust construction.

### Groundbreaking service portal Talk2M:

- highly secure communication channel,
- very easy to use.

## System solutions

**Our teams of specialists develop for you complete, customized and fully adapted turn-key solutions.**

- Tailored to your individual production and organizational processes.
- All-inclusive packages made up of modern hardware, future-proof software and experienced engineering.

**Also possible: new solutions for existing facilities.**

- Existing equipment, machines and systems will be optimized in their entirety and linked to their controlling.
- Production processes and regulation circuits will be improved.
- Data from production, energy management and controlling can be consolidated.



VIPA and YASKAWA have merged.  
 Now grows together what belongs together:  
 control, drive technology and robotics.

And that leads to advantages, most of all for you.  
 Because now we can solve your problems in their entirety.

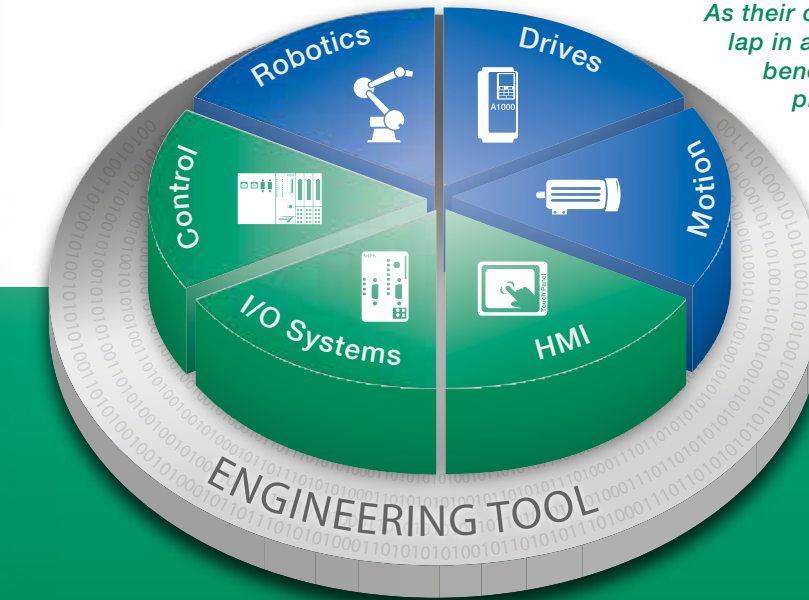
And that even anywhere in the world. Because VIPA will now be able to significantly expand its presence in Asia, with YASKAWA being particularly active on that continent. And YASKAWA will grow on VIPA's core market: Europe.

A merger with a bright future: VIPA's technical expertise has been combined with the size, financial power and experience of YASKAWA, making the new entity a solid and sizable constant on the market. And for you that means: safe investments.



VIPA headquarters, Herzogenaurach, Germany

YASKAWA branch, Eschborn, Germany

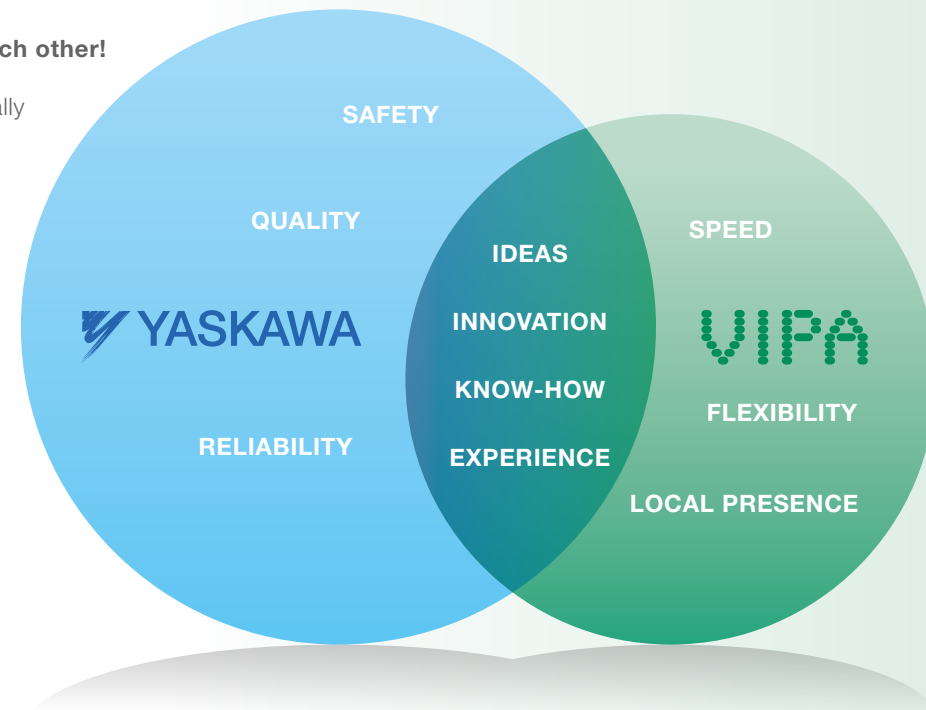


As their original product portfolios did not overlap in any way, VIPA and YASKAWA are now benefiting from a significantly extended product range. Their R&D departments are working fervently on the harmonization and adaptation of the previously two separate product lines.

**Synergies that fit.**

Two who have found each other!

Qualities, values and a really good image – that's what they both have, each in their own way. And a lot of it is important to both of us.



For many years now, VIPA has been one of the most innovative providers of Programmable Logic Controllers (PLCs) in the automation sector, growing worldwide at a double-digit rate.

Our control and I/O systems offer you a large variety of top solutions for your central and decentralized control tasks. Our touch panels and line displays can be used to operate and visualize a multitude of different processes. Take advantage of our broad product range and find a solution that exactly fits your requirements. A comprehensive assortment of useful accessories complements our portfolio.

Our customers and partners appreciate us as an extraordinarily successful and innovative company, as we won't just stop at the obvious solution. In order to live up to their expectations we will continue to scrutinize, improve or completely redevelop any previous solution.

Building on our exceptional growth rate, we are determined to proceed on our successful path.

YASKAWA Electric is a world-leading producer of standard and customized frequency converters, servo drives, machine controls, medium-voltage converters and MOTOMAN industrial robots.

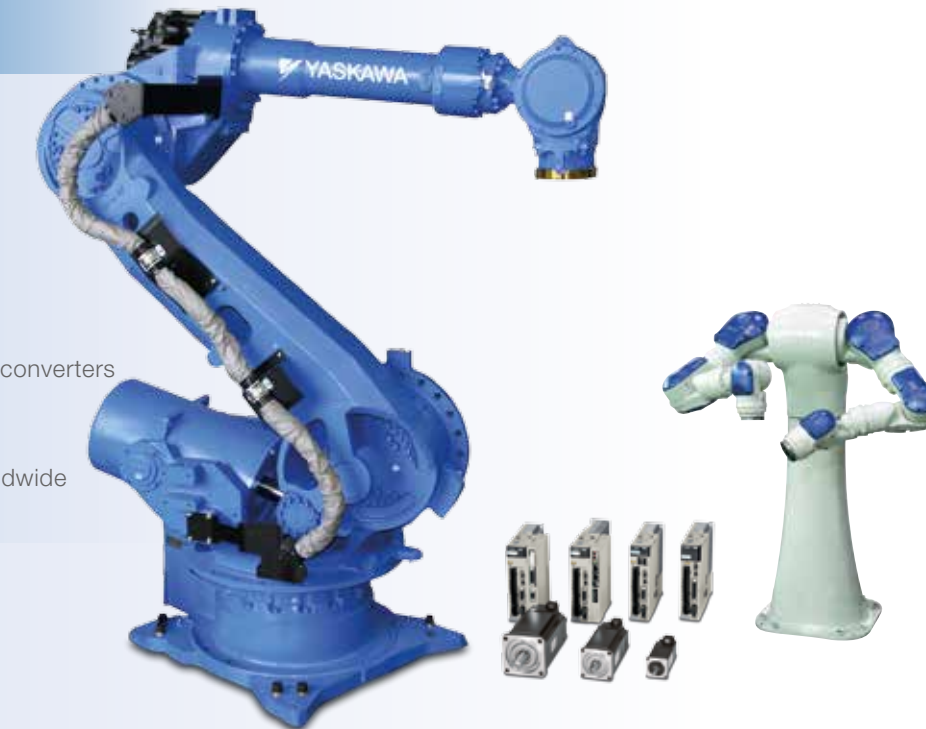
A pioneer in drive and control technology, YASKAWA puts its focus on product innovations in its constant strive to optimize the productivity and efficiency of machines and plants.

In the course of the company's almost 100-year history, products and solutions from YASKAWA aided the automation processes in various industries, for instance in mining, mechanical engineering and tool making as well as in the automotive, packaging, wood-working, textile and semiconductor industry.

Producers in all parts of the world are using MOTOMAN industrial robots. With its broad range of different models, YASKAWA offers industrial robots for any application or industry as well as turn-key solutions.

**YASKAWA: facts and figures**

- Founded in 1915
- 14,300 employees worldwide
- Installed systems:
  - 16 million frequency converters
  - 9 million servo drives
  - 230,000 industrial robots
- Annual production volumes:
  - more than 1.8 million frequency converters
  - more than 800,000 servo drives
  - 20,000 industrial robots
- More than 60 representations worldwide







Automotive



Food & Beverage



Packaging

We do not have a clear picture of our customers, we have several. A selection of our customers' industries, part 1: Production and packaging.

Thinking outside the box means to let your thoughts leave familiar ground – including, for example, your own industry. For us, that's just fine. Because no company ever approaches us to simply

buy a PLC system. Instead, they present us with an assignment. And in order to solve it, we have to mentally immerse ourselves in our customers' industry. That's a lot more interesting anyway.

#### AUTOMOTIVE

**The automotive industry: the driving force of our economy and a paradise for innovators. And the premier league for system providers.**

Increasingly large model ranges, increasingly complex technology, increasingly short product cycles. To prevail in this sector, a company has to be able to refine, expand and speed up its technology. And that just in time, because, after all, the conveyor belt keeps moving.

**Systems from VIPA are used by companies like Volkswagen and Daimler-Benz.**

#### FOOD & BEVERAGE

**This market does not tolerate a holdup, due to the heavy competition – and since nearly all products in this sector are perishable.**

You really have to be able to deal with extremes in this industry. There is flash freezing and autoclaving as well as vacuum packaging and pressure filling. And all that in compliance with the strictest hygiene regulations and under constant time pressure.

**VIPA controls are in operation at Fischer-Brot, Zentis, Kraft Foods (Bulgaria) and the juice producer EMIG.**

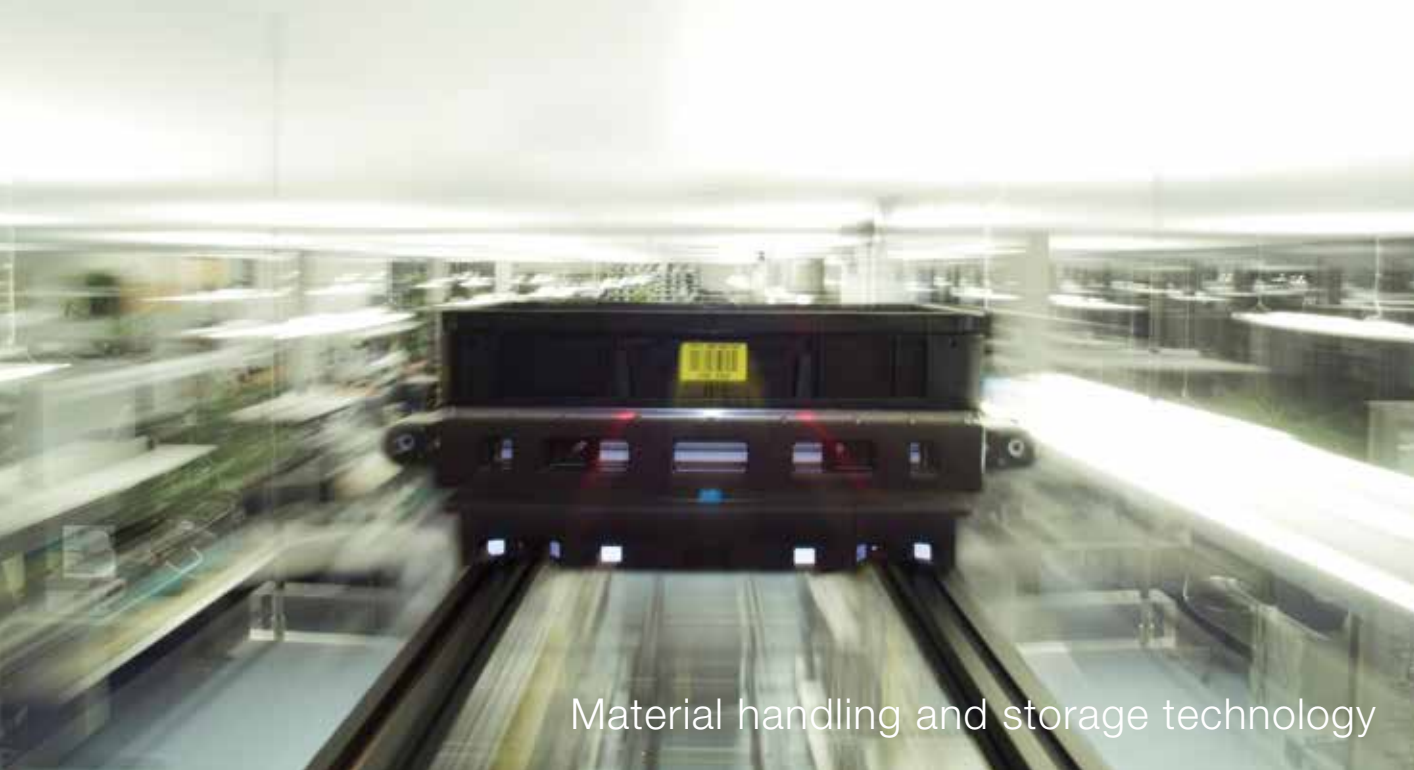
#### PACKAGING

**No industry is expected to work as fast as those who bottle, bag or carton.**

This sector requires, above all, a quality that lent its name to our CPUs: speed. Since many goods are perishable, deliveries have to arrive just in time and demand is subject to considerable fluctuations.

**Merrild Kaffe, for example, uses VIPA products at its packaging plants.**





Material handling and storage technology



Building automation



Environmental technology

Your job is as important to us as our own.  
A selection of our customers' industries, part 2:  
Logistics, buildings and the environment.

Automation – for many only associated with the classics in the production of goods. VIPA systems, however, also take control in areas where hardly anybody expects controls to be at work.

Our people enjoy dealing with complex or completely new issues and situations – that's the attraction of our job. After all, thinking outside the box also means thinking around a problem.

**MATERIAL HANDLING/STORAGE TECHNOLOGY**

**Stored out of sight, but not out of control.**

But that is not as easy as it may seem: often, the machinery is installed in well-hidden places and extremely difficult to get to if you happen to be human-sized. This is where VIPA control systems excel with their absolute reliability, user-friendly visualization software and comprehensive control and monitoring functions.

**VIPA controls can be found at Kleemann, at the university hospital in Basel or at YLOG, to name but a few.**

**BUILDING AUTOMATION**

**A large entity is made up of many different parts: from electricity and water up to heating and air conditioning.**

Closing the blinds instead of turning up the air conditioning, heating rooms in an efficient way instead of letting them cool off completely, identifying electricity guzzlers and visualizing them – it is details like that which offer the greatest saving potential. VIPA systems are ready for anything still to come in connection with the switch towards renewable energies – being easy to extend and to integrate into new systems.

**VIPA modules are, for instance, controlling the buildings of the Lebenshilfe Forchheim and of the Johannes-Diakonie Mosbach.**

**ENVIRONMENTAL TECHNOLOGY**

**Complex requirements, precision, efficiency. That's what we thrive on.**

VIPA systems control, for example, the production of photovoltaic cells. This is a particularly complicated process that, due to the great competitive pressure in this segment, nevertheless requires the highest possible clock speeds. Our products also ensure the efficiency and ease of operation at biogas power plants. Similarly, they are at the helm in the field of water treatment: here, it is all about greater energy efficiency, lower costs and, of course, germ-free water.

**VIPA created clarity, e. g. at the central sewage treatment plant in Detmold, and aids in the production of environmentally friendly power, not only at the biogas plant in Dargun.**



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Text and layout:  
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[www.sawitzki-werbung.de](http://www.sawitzki-werbung.de)

Printing and processing:  
Druckerei Wünsch, Neumarkt, Germany  
[www.wuensch-druck.de](http://www.wuensch-druck.de)

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### Thinking outside the box..

This great English term originally referred to an exercise in the psychology of thinking, where nine dots arranged on a square had to be linked by no more than four straight lines. At VIPA it means: we think outside common frameworks. And also outside the small boxes of our PLCs.