

# MANUFACTURING

GAIN AN EDGE  
IN YOUR FACTORY



**EXCELLENCE. REDEFINED.**

# THE TOTAL INTEGRATED CONNECTIVITY SOLUTION. **EXCELLENCE. REDEFINED.**

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Ever-changing manufacturing requirements and innovations create a significant need for production equipment that can quickly adapt to meet these realities. With Red Lion, manufacturers can enjoy the freedom that comes with easily connecting new equipment to existing infrastructure.

Red Lion provides scalable solutions that are compatible with existing equipment to meet customers' specifications, allowing customers to cost-effectively make changes while planning for future reconfigurations and modernization without scrapping existing equipment.

Today's manufacturing environment is filled with challenges. All while looking for ways to increase revenue, companies need to be willing to invest in production-level resources to overcome problems and satisfy stakeholders' goals, resulting in an improvement in the quality and efficiency of resources and a reduction in risks as well as yielding an ability to remain competitive in the market. What's more, they need to introduce upgrades and other changes in a timely fashion in order to reduce or even prevent unscheduled downtime. And, whether on the plant floor or in the front office, they want to be able to act on real-time data from virtually any equipment, anywhere.

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## **DELIVER GREATER BUSINESS AGILITY WHILE REDUCING CAPITAL EXPENSE** ▲

As optimization initiatives identify areas for improvement, Red Lion's extensive industrial driver portfolio ensures reduced cost, overhead, and risk when incorporating new technologies into existing infrastructure. Industrial equipment manufacturers are undergoing a shift to PaaS (product as a service) in capital equipment purchasing behavior—making simple-to-configure interoperation, secure remote monitoring, and easy-to-deploy upstream enterprise data delivery all critical components of this disruptive new business model.

## **STREAMLINE DATA TRANSFER TO MANAGEMENT AND ENTERPRISE SYSTEMS** ▲

Improving output is essential to increasing profits and staying competitive; however, the cost to fix a defect once it reaches a customer is significantly higher than to fix the root cause of the issue. The ideal realization of both high productivity and high quality depends on a blend of the right equipment, solid processes, and efficient employees. With Red Lion, the achievement of these goals is easily obtainable.

## **COST-EFFECTIVELY ADAPT THE STRATEGY AS NEEDS SHIFT** ▲

As needs change, so too will cloud platform and security requirements. In addition, carrier availability may dictate that remote monitoring deployments are serviced by multiple cellular providers. It's important to have a flexible, scalable solution capable of adapting to changing needs—and Red Lion affords just that.







**“WE NEED TO MOVE FROM A ‘RUN UNTIL BREAK’ MENTALITY TO A MORE PLANNED MAINTENANCE STRATEGY WITH REAL-TIME REMOTE MONITORING. AS A PLANT MANAGER OF A LARGE FACTORY, I NEED BETTER ACCESS TO DATA IN OUR EQUIPMENT SO I CAN USE IT TO IDENTIFY TRENDS AND ISSUES.”**

## WHAT IF?

- You could connect disparate controllers, regardless of age or manufacturer, to gather, exchange, and analyze data...
- You could collect all relevant data to improve production efficiency and send to upstream systems...
- You could future proof your IIoT and digital transformation initiatives...
- You could enjoy paperless yet real-time and secure recording of data and events...
- You could gather and correlate energy and production data to optimize processes...

## NOW YOU CAN

Plant and operations managers, engineers, and other professionals agree: the FlexEdge™ Intelligent Edge Automation Platform solves both the current and future needs of your manufacturing operation

## CONNECTIVITY, SIMPLIFIED

Regardless of the brand of PLC or other equipment specified, Red Lion's products enable connectivity to virtually anything in your system with point-and-click simplicity. Regardless of the brand of PLC or other equipment specified, Red Lion's products enable connectivity to virtually anything in your system with point-and-click simplicity. The result? Capital budgets are kept in check by giving users the freedom to select only the best devices to drive innovation while getting the most out of their existing equipment.

## ACCELERATED DEVELOPMENT THAT KEEPS ENGINEERING COSTS IN LINE

Unlike other gateways or protocol converters that rely on complicated scripting or specialized hardware, the FlexEdge Intelligent Edge Automation Platform offers powerful connectivity options in a single simple-to-use configuration environment.

## BETTER FORECASTING AND OPERATIONAL EFFICIENCY

With OPC UA server and cloud platform connectivity built in, users can connect virtually anything in a plant to upstream systems, helping deliver better business intelligence insights.

## STREAMLINED EQUIPMENT MAINTENANCE AND SERVICE

Machine data can be gathered and transmitted in real time in order to better provide maintenance and service of equipment for end users.

## TARGET APPLICATIONS

- OEM Equipment
- Automotive and Other Discrete Manufacturing
- Packaging
- Plastic Extrusion
- Food and Beverage
- Liquid Waste Recycling

# FLEXEDGE™

# INTELLIGENT EDGE

# AUTOMATION PLATFORM

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## DA70D

### INTELLIGENT EDGE CONTROLLER WITH SCALABLE I/O

By enabling operators to interact with a deployed gateway as if they are front of a traditional touchscreen HMI, they can monitor and control real-time visualizations of any connected process without having to be there in person.

## DA50D

### ADVANCED PROTOCOL CONVERTER WITH MODULAR COMMUNICATION

When connected to virtually any industrial application, the DA50D's modular design makes designing for compatibility with rapidly evolving communications standards as easy as replacing a field-installable sled.

## DA50N

### SECURE EDGE NETWORKING GATEWAY

The DA50N offers robust security features, including a stateful firewall, NAT translation, and VPN connections. Designed with advanced networking capabilities such as port forwarding, dynamic DNS, and DHCP, this flexible system provides secure connectivity where you need it most.

**“WE NEED TO DELIVER MEANINGFUL BUSINESS OUTCOMES—  
LIKE BETTER QUALITY, THROUGHPUT, AND YIELD  
PREDICTABILITY—AND CONNECTING OPERATIONS DATA  
TO OUR ERP SYSTEM IS A KEY TO THAT STRATEGY.  
WE ALSO NEED TO EXECUTE RAPIDLY—TIME IS MONEY.”**











# FEATURES AND BENEFITS

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## MODULAR ARCHITECTURE

The FlexEdge architecture was designed to adapt to changing market and application needs—deploy today, with the option to address tomorrow’s requirements in the future without having to completely overhaul and replace installed communications infrastructure. By leveraging its wide variety of features in order to address an application’s evolving requirements, Red Lion’s modular platform, with its robust networking and powerful automation capabilities, also lets you consolidate a variety of devices, which enables simplified deployment, easier maintenance, and better security.

### START SMALL. THINK BIG.

Choose solutions that adapt as your requirements evolve.

- 1) Start wherever you are in your IIoT/smart factory journey and the product will scale as your needs change.
- 2) With Red Lion’s innovative design, as new and emergent standards begin to take shape, updating your equipment becomes as simple as swapping out or adding a field-installable sled. No matter where you are in your digital transformation journey, Red Lion solutions scale with you, every step of the way.

## MULTIPLE INDUSTRY CERTIFICATIONS

Red Lion’s platform features a robust collection of industrial certifications, which provides you peace of mind when deploying. With UL Class 1, Division 2, and ATEX/IECEx certifications, products can safely be deployed in hazardous environments across the globe.

### DESIGNED TO SCALE. BUILT TO LAST.

Use Red Lion’s products with confidence—knowing they have the certifications that indicate your new capabilities are safe to deploy practically anywhere.

## PROTOCOL CONVERTER

Connecting to disparate assets can be challenging in legacy environments, as often a variety of vendors are used within an application, making connecting to and collecting data from these devices problematic. Red Lion's products include all the protocols you need to easily connect, monitor, and control multigeneration and multi-vendor systems.

Out-of-box connectivity to over 300 industrial drivers, built-in OPC UA server and client, and simple configuration of MQTT connectors for some of the industry's most popular IIoT platforms mean you can connect any equipment in your plant, regardless of age or vendor, as you implement your digital transformation strategy.

## ADVANCED WEB SERVER

The advanced web server with JavaScript, Bootstrap, CSS, and HTML5 support delivers operations visibility anywhere, while the virtual HMI enables an operator to interact with a deployed gateway as if they were standing in front of it.

## CRIMSON®

Crimson® is used across Red Lion's interface and data acquisition ecosystem, allowing engineers to scale features and deliver a consistent user experience for operators. Crimson makes connecting assets easy through its drag-and-drop configuration, a huge built-in protocol library, and included access to critical monitoring and logging features. With so many features built into the software, a user doesn't need any other applications. You can bridge the communication gap between disparate serial, Ethernet, and fieldbus devices, orphaned by incompatible communications standards, using a simple point-and-click user interface.

## POINT-AND-CLICK CLOUD CONNECTIVITY

Connecting asset data to an IIoT cloud enables businesses to easily monitor and control systems and processes without having to own and manage the server architecture. Cloud connectors are predefined protocols within Red Lion's products, making connecting assets to IIoT clouds easy and secure.



# CRIMSON. ONE PLATFORM. ANY APPLICATION.

- Simplifying deployment architectures allows customers to deploy more quickly without learning new software, upgrade applications without replacing equipment, and more easily adapt to changing application requirements due to the pace of technology. A single platform allows a customer to select one product and know it meets all their needs.
- Machine builders can scale features and still deliver a consistent user experience across their equipment; added connectivity means less burden on the system PLC, reducing complexity and cost.
- New operators can be trained faster and with greater comprehension, thus reducing startup costs.
- OEMs and system integrators can quickly migrate between existing Red Lion products without having to fully re-create UI, or reenter data tags or application code.
- Working in only one extremely flexible and highly adaptable environment significantly reduces development time and, in turn, development costs.
- It is easy to quickly bring new features to market by adding to the system when the need arises.

As global experts in communication, monitoring, and control for industrial automation and networking, Red Lion has been delivering innovative solutions for over 40 years. Our automation, Ethernet, and cellular IIoT technology enable companies worldwide to gain real-time data visibility that drives productivity. Product brands include Red Lion solutions, N-Tron™, and Sixnet™. With headquarters in York, Pennsylvania, the company has offices across the Americas, Asia-Pacific, and Europe. Red Lion is part of Spectris plc, the productivity-enhancing instrumentation and controls company.

For more information, please visit [flexedge.net](https://flexedge.net).

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