

# A Corporate Overview

## Our Areas of Focus

### Material Handling:

Conveyor, Sortation,  
Monitoring, Control

### Process Control:

Food and Beverage,  
Batch Control, Clean-  
in-Place (CIP) Systems,  
Chemical, Pharmacy

### Software Solutions:

HMI, Monitoring, Data  
Collection, Reporting

## Project Disciplines

**System Design**

**Engineering**

**Project Management**

**Programming**

**Fabrication**

**Implementation**

**Documentation**

**Commissioning**

**Training**

**Maintenance and  
Support**

**Please call today and talk  
about your project or  
ideas with our sales team.**

## We are a Systems Integrator

CONTROL DYNAMICS INC. is more than a

**System** \Sys"tem\, n. An assemblage of objects arranged in regular subordination, or after some distinct method, usually logical or scientific;  
*Webster's Revised Unabridged Dictionary, © 1996,*

group of engineers designing and maintaining electrical controls. We are a Systems Integrator. Not only can CONTROL DYNAMICS INC. help our clients control a single device, we can *integrate* the various parts of a system into a unified process. This includes all aspects of the process, from design through commissioning, utilizing the most current technology.

CONTROL DYNAMICS INC. maintains a staff of experienced electrical and software

engineers with over 19 years of experience and service in the controls industry. We are dedicated to complete customer satisfaction.

CONTROL DYNAMICS INC. has focused on three areas of discipline in which we have developed expertise; Conveyor / sortation control systems, Process Control, and Manufacturing Data Systems. This focus allows us to maintain a high level of knowledge, in both legacy control systems and in the use of leading edge technology, to maintain your current systems and to design new control systems.

When you outsource work to CONTROL DYNAMICS INC. we become part of your team. Together, we will deliver the best possible value. Customer satisfaction leads to repeat business.

## Our System Integration Experiences

CONTROL DYNAMICS INC. has experience with a wide range of control systems. Some of which are:

Programmable Logic Controllers / PLC  
Operator Interfaces / HMI  
Data Acquisition / SCADA  
PC Based Real-Time Control  
RFID & Bar Code Systems  
CIP / Sanitation Recordings  
Batching / Blending  
Controller Network Integration

CONTROL DYNAMICS INC. also develops software solutions using these familiar tools, such as:

Microsoft C++	MS Visual.NET
MS Visual Basic	Labview
RS Logix5000	Crystal Reports
RSViews	ASP, HTML, VBScript
Steeplechase	SQL, XML, ODBC
Factorylink	OPC
Iconics	Driver Development

## Our Goal

CONTROL DYNAMICS INC. will design and implement every project with a strong commitment to quality, value, performance, communication, and service. This guiding principle will ensure customer satisfaction and build long term relationships through repeat business. We strive to maintain a corporate environment that supports this goal.

## **How to decide if a project should be done in-house or outsourced to a qualified Systems Integrator**

Things to think about when deciding to execute an automation project in-house or outsourced:

### **Should we try and go it alone?**

- Is the required technology mature and well understood?
- Has it been applied to automation of similar processes before?
- Will this project have a higher return on investment than other jobs that the in-house engineers could be working on?
- Do the in-house engineers have the experience and skills required to complete the project, including software needs?
- Would it be otherwise advantageous to develop more industrial automation expertise in-house?
- Will the amount of work required fit into the in-house engineers' existing workload?
- Will the in-house engineers be able to dedicate entire days to the project without interruptions?
- Can the in-house engineers finish the project within the timeframe dictated by business considerations?
- Do the in-house engineers have access to the necessary technical tools, such as design software?
- Does plant management need to maintain tight controls over project design and execution?
- Will the project involve proprietary processes that must remain trade secrets?

### **Should we get help from a System Integrator?**

- Will the proposed automation be copied from another facility?
- Will this system be reproduced at other facilities?
- Will this system be expanded in the future?
- Would an outside viewpoint help overcome internal disagreements and political issues?
- Is the return on investment high enough to make the cost of quick delivery worth the extra expense of outside assistance?
- Is there a system integrator available who is willing to commit to a fixed price bid for the work?
- Is there a system integrator available who has done this kind of work before?
- Are the in-house engineers (due to time constraints or lack of specific knowledge) more likely to provide an ad hoc solution rather than a well-designed and documented system?
- Is there a hard-and-fast deadline for finishing the project?

### **From a Vendors viewpoint -**

Rockwell Automation's Global Manufacturing Solutions group, has seen four situations in which hiring a system integrator has proven to be a distinct advantage:

1. When an end-user is interested in infusing new methodologies or best practices into the organization, a system integrator may be a vehicle for that information or capability. Sometimes, a system integrator may have experience with new agency standards that helps an end-user understand and achieve compliance.
2. Many system integrators have specific domain expertise in niche areas, including standard methodologies and documentation, which allows them to complete a job faster and provides a solution that is easier to support.
3. For common applications, such as Pasteurization and Blending applications, system integrators may have highly optimized, reusable solutions that can provide long-term economic advantages beyond the installed cost.
4. Sometimes the end-user's in-house expertise is better spent developing standards for a common look and feel for HMI / human-machine interface screens across the plant.

### **Typical control systems replacement activities include:**

#### **Off-line activities:**

- P&I reviews
- Block logic and Program Logic reviews
- Operator / HMI graphical interface review
- Alarm management review
- Control system configuration
- Verification of control system functionalities
- Configuration checkout using simulations

#### **In-situ field activities:**

- Disconnecting & reconnecting all the existing wires to I/O
- Checkout of signal continuity / integrity from field to system software
- Commissioning



Since its founding in 1994, CSIA has maintained a focus on its primary mission—**to improve the business skills of its member companies and their executive management.** We support a belief that being a good system integrator goes hand in hand with operating a good business. CSIA introduced its Best Practices and Benchmarks process in 1997, and in 2001 established the heralded Registered Member program. End users, automation product manufacturers, professional associations, and the major control and information media have recognized this program.

CSIA members are audited by an independent third-party consulting firm in seven critical areas: General Management, Quality Management, Project Management, Technical Management, Financial Management, Human Resources, and Business Development.

**The Registered Member program has two objectives:**

1. Simplify for end users the daunting task of identifying, interviewing, qualifying, evaluating, selecting, and managing control and information system integration firms.
2. Provide control and information system integrators a means to evaluate and continuously improve their business.

To ensure ongoing quality of their management skills and business operations, all members will be re-audited every three years.

So just **what does CSIA stands for?** Simply put, it's a symbol for use in selecting a control and information system integrator with confidence and assurance of choosing from among the best.