



## PROFINET as solution:

# A leading sugar manufacturer is heading into the digital future

### Project description

A leading German sugar manufacturer processes two million tons of sugar beet annually in one of its large factories to produce around 300,000 tons of sugar products. The biggest challenge for the maintenance team is to avoid unplanned plant shutdowns during campaigns, which would not only cause production losses and logistical problems, but also lead to significant downtime costs of around €10,000 per hour. The urgency of efficient and future-proof production processes was reinforced by the discontinuation of Profibus network components by several manufacturers and the needs of upcoming digitalization projects. To overcome these challenges and prepare for improved plant performance and stability, the company decided to switch to Profinet. This switch, a proactive step to ensure uninterrupted production in seasonal campaigns, marks a decisive step forward in the company's digitalization strategy.



#### Customer

Food production  
> 1 Mrd. € turnover,  
> 2000 employees



#### Sector

Producer of sugar and refined sugar



#### Period

2022 until the beginning of 2026





### Goal

Highest availability and technology upgrade to PROFINET

### Challenge and solution from Indu-Sol

With the support of Indu-Sol, the client overcomes the challenges of seasonal production breaks and outdated PROFIBUS technology by converting to PROFINET. This is done in combination with condition monitoring for new and existing systems and a process control system for central control. The benefits: a future-proof and digitalization-capable network, predictive maintenance to avoid unplanned downtimes, optimized plant availability and increased overall equipment effectiveness (OEE). Indu-Sol also offers a partnership in OT expertise and remote support, minimizing production downtime, increased operating costs and quality losses due to time-critical manufacturing processes.

### Our value proposition

- network consulting and planning
- Equipping the network infrastructure with more than 90 PROMesh P switches on the shopfloor and in the process control level
- 22 PROFINET Inspektors, 5 PROFIBUS Inspektors
- as well as the network maintenance and management software PROmanage NT
- Project scope: 115,000 €

### Benefit for customer

- Improved performance and stability of the system by the switch to PROFINET
- Avoidance of production losses and logistical problems (10,000 Euro/hour)
- Minimization of quality losses during the time-critical processing

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