



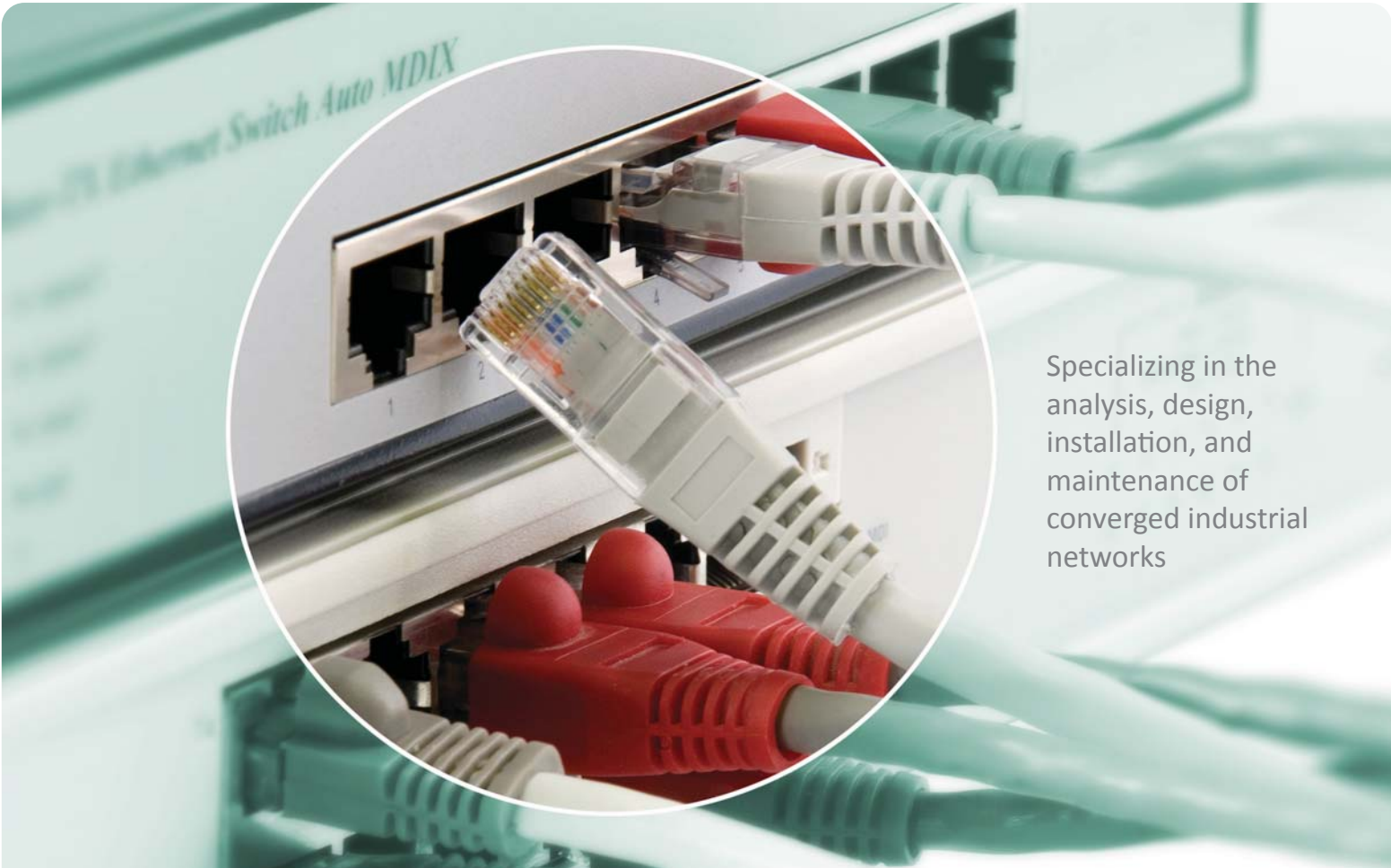
Industrial



Municipal



Manufacturing



Specializing in the analysis, design, installation, and maintenance of converged industrial networks

## Industrial IT Services

**INDUSTRIAL NETWORKING SOLUTIONS**



## Industrial IT Services

Industrial Networking Solutions (INS) Services provides our customers with the confidence that their network is manageable, expandable, reliable and secure. We accomplish this with well-trained resources, world-class products and years of application experience. INS Services are provided by highly trained network professionals with control system backgrounds. INS Services designs, deploys and supports open-architecture solutions for the manufacturing floor, process control systems and municipal control markets. Our approach delivers investment protection, operational efficiency and significantly reduces total cost of ownership.

Many companies, municipalities, and engineering firms turn to INS Services for industrial network design, consulting, wireless technologies, security, data integration and certification services. INS Services specializes in networking technology, not controls integration, giving our customers confidence that professional networking standards are integrated with manufacturing or process applications. Professional Industrial IT Services are what we offer.

### Consulting and Design Services

Whether you need a new network, or want to optimize or expand your current network, INS Services offers experienced advice and professional design services to assist you in reaching your productivity, performance, reliability and security goals. INS Services consultants gather and assimilate the budget, performance, and security needs of network users from the plant floor to the front office. INS Services can assist you in selecting the right hardware, create the best architecture and implement the optimum operational plan to suit the diverse needs of all parties, and implement a corporate IT strategy to your manufacturing and process networks.

- Architectural layout design
- Specification of network hardware and/or software
- Provide network security, management and monitoring strategies
- Design of front office/plant floor network solutions, which provides connectivity while preserving system integrity
- Document scope of work, functional specifications and detailed design



### Wireless Network Services

INS wireless products and services are deployed in many SCADA/telemetry applications, Distributed Control Systems (DCS), and a wide variety of other proprietary control network applications. INS Services associates are trained on wireless Ethernet and cellular technologies, and are product specialists for ESTeem radios, Sierra Wireless cellular, Moxa and Digi products. INS Services associates can support your wireless applications with radio site surveys, radio system topology recommendations, radio configurations, redundant network configuration and wireless network security.

- Industrial wireless Ethernet configuration (802.11 A, B, G, N)
- Industrial cellular configuration
- Onsite RF site survey for radio equipment and antenna selection
- Wireless security configuration
- Measure and optimize 802.11 wireless networks



### Audit and Certification Services

Network outages can cause loss of production, upsets in product quality and loss of business system visibility. Without proper diagnostic tools and training, do-it-yourself troubleshooting can cause headaches and consume hours of valuable plant engineer and technician time. INS Services can pinpoint network issues and diagnose network performance problems. The vast majority of network problems are often found to be in the cabling. Improper installation or termination procedures can lead to intermittent or complete network segment failures. INS Services can provide TIA certified reports for copper and fiber media to ensure the customer that the cabling is not the cause of any trouble.

- Pinpoint network performance issues
- Diagnose latency issues
- Provide TIA reports for copper and fiber certification
- Capture, analyze and map LAN traffic
- Measure and optimize 802.11 wireless networks



## Specialized

Modern Ethernet technology can deliver a comprehensive neural system to support the uninterrupted flow of quality products on the plant floor, while feeding the front office with up-to-the minute production data to assist the organization's business planning. Unfortunately, few organizations have the necessary inhouse resources to fully exploit the productivity gains possible with Ethernet technology.

## Certified

Industrial Networking Solutions' engineering services are provided by highly-trained CISCO-certified network professionals with control system backgrounds. This unique staffing philosophy ensures that our customers will be dealing with someone who "speaks the plant floor language."



### Data Integration Services

Enterprise Information Integration (EII) is a critical function for IT organizations. As the need for industrial data integration becomes more and more important for corporate visibility, guaranteeing the instrumented data from multiple sources is presented in a homogeneous data model is critical. The wide varieties of PLCs, meters, sensors, RTUs, networking protocols and SCADA systems creates a difficult environment for unified database and application standards. INS Services can provide engineering and consulting support for data integration into your applications. INS Services can assist in multi-vendor protocol conversions, and validate the proper data is delivered from the control system or SCADA database to your enterprise as quickly and efficiently as possible.

- Standardization of data for multiple instruments and RTU connectivity
- Configuration of Microsoft SQL Server connectivity to control system
- XML data integration
- SNMP to OPC data conversion
- Conversion of legacy serial communications to Ethernet



### IP Video Services

The evolution of high resolution IP and Web-based cameras have made IP camera system-based monitoring, surveillance and security a cost effective option for many industrial applications. INS Services can help design and configure IP Camera Video systems and design the managed network required for these applications. INS Services' extensive experience with networks and IP video systems allows the customer to implement the right solution for their network.

- Network optimization for IP video
- Camera and lens selection
- Video management software configuration
- Selection of data storage solutions
- Remote access configuration
- Migration of CCTV to IP video



### Network Security Services

Ethernet is becoming the primary standard for industrial communications, and plant floor connectivity to corporate business systems is now a common function. This means that more and more production system networks must be effectively protected against attacks from both inside and outside. INS Services associates are trained in advanced networking technologies, and can help design a secured and reliable controls network.

- VLAN configuration
- Router configuration
- Network Address Translation for subnet integration
- Firewall configuration
- Wireless network security configuration
- Secured business network integration



## Industry Recognition

*"INS has an impressive depth of knowledge regarding plant-floor Ethernet networking, and a dependable, professional engineering staff. INS is a trusted partner on my plant-floor networking projects."*

— Mike Noles, Control Systems Engineer

*"INS was able to quickly provide a turn-key engineered solution to help us recover a hurricane damaged rig."*

— Jay Stiles, Global Santa Fe

*"INS helped us consolidate multiple proprietary networks and twenty IP cameras onto a managed Ethernet backbone for our Fuel Handling Facility. With this converged network strategy we saved close to \$100k versus installing separate systems."*

— Jessie W. Thrower III, Southern Company

*"INS has been instrumental in helping verify and design the larger network systems that we now deal with on a regular basis. I have come to count on their experience as consultants and project managers."*

— Stacy Jordan, Boyer, Inc.



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800-889-1461

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