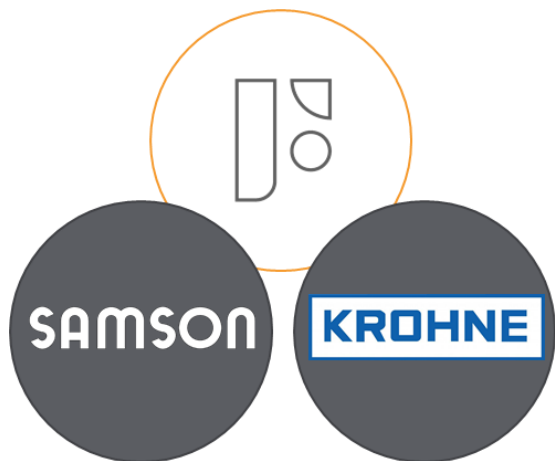


WELCOME
TO THE WORLD OF
FOCUS-ON



reddot winner 2020

CHANGING THE FLOW
FOREVER



FOCUS-ON is built on the SAMSON and KROHNE values and DNA. SAMSON, founded in 1907 in Mannheim, Germany, is a specialist in valves for the process industry. While KROHNE, founded in 1921 in Duisburg, Germany is a process instrumentation specialist.

The first seed for a potential partnership had already been planted a few years earlier, but it was in 2017 that the CEOs of both companies - Dr. Andreas Widl and Mr. Stephan Neuburger - signed the contract for an ambitious collaboration called: **FOCUS-ON**

We are very proud to be part of this once in-a-lifetime opportunity. Hard work, commitment, and major team effort made it possible to place a rock in the river and forever change the flow.



What is FOCUS

Flow Optimized Control Using Sensors

F O C U S

It is more than a product or a company, it is a philosophy that is disruptive and innovative. It is about integrative approach to

- measure and control
- monitor and diagnose
- connect and communicate
- identify and optimize
- capitalize and monetize
- but most importantly

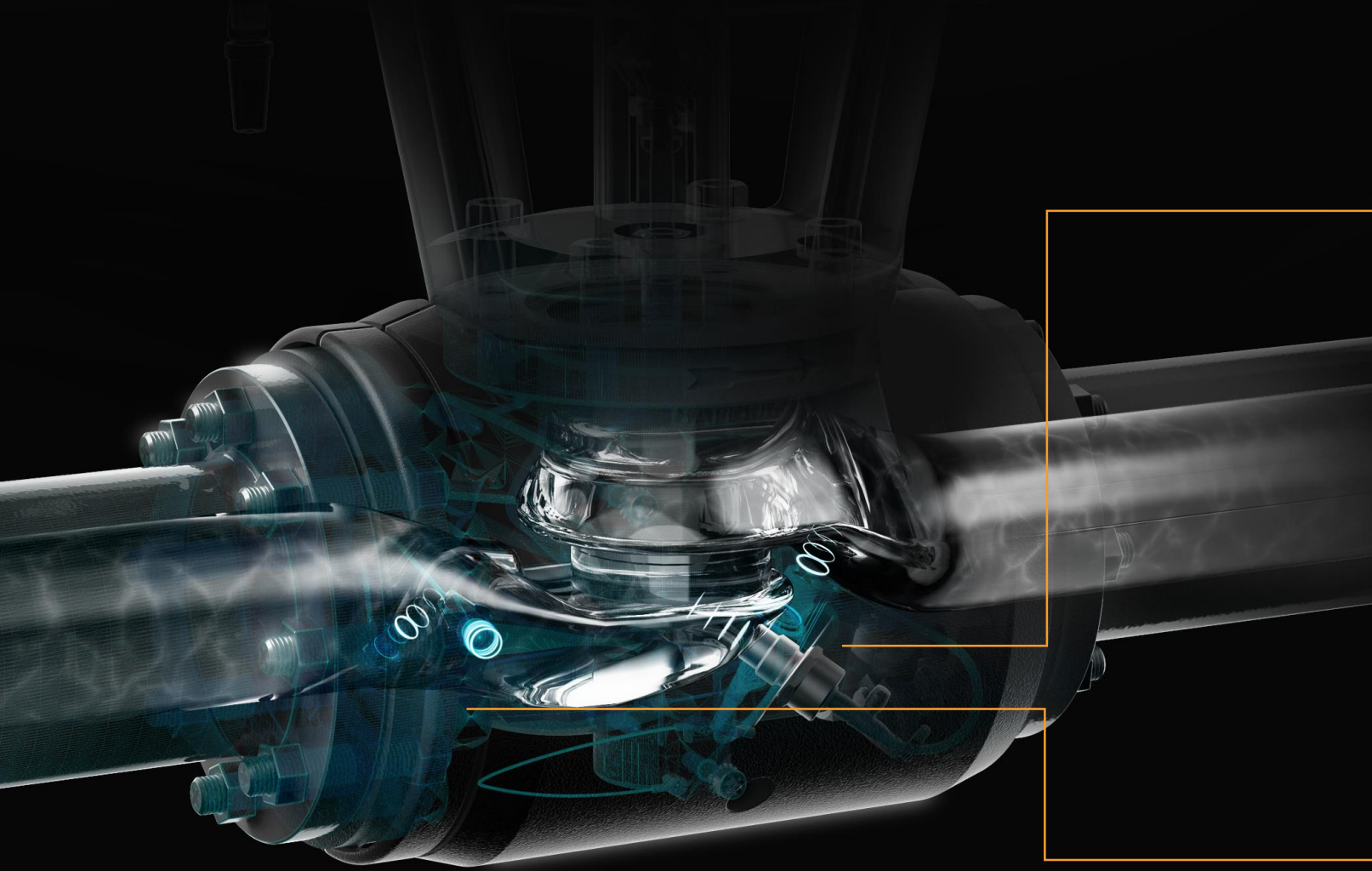


SIMPLIFY
(and it looks good)

Key specifications for 1st Version

- Liquid, non-ex applications
- minimal solids (max. 5%) and gas bubbles (max. 2%)
- ANSI 3" and DN 80, Class 150/300 and PN16/40 bodies
- medium temp 180°C, ambient 60°C

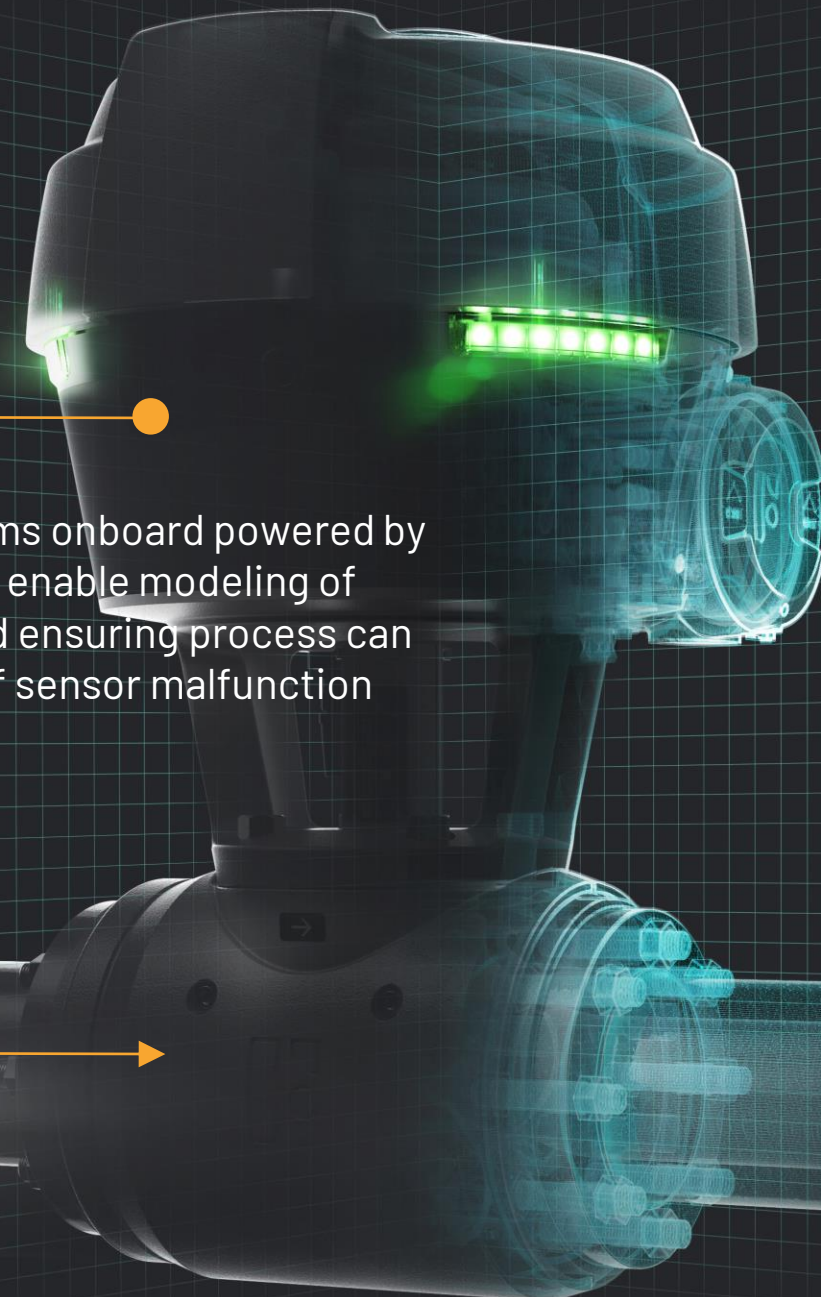
The Evolution



Sensitive integrated thin-film PT (pressure temperature sensors) on inlet and outlet for novel control applications

Novel multi-reflection ultrasonic transducers for accurate flow measurements (on inlet) that enables disruptive control possibility - **Dynamic flow control**

The Revolution



Digital Twin

advanced algorithms onboard powered by 4-core processors enable modeling of measured data and ensuring process can continue in case of sensor malfunction

Measured values

The Disruption



Interconnected & Communicative

Internal communication between components (valve control, flow, pressure, temperature) allow for novel control functions that reduces the need for complex DCS systems



MAYA (most advanced yet acceptable)

Beautiful packaging of robust, known components (sensors, valve, actuators, positioners, etc.) in a harmonious form that is industry-ready and easy to use using most handheld devices



KEY BENEFITS

1. Improved Plant Efficiency and Utilization

- Faster controls due to advanced electronics
- Better Control Quality

2. Enhanced Product Reliability and Safety

- Digital twin with smart models to predict wear
- Model data enables higher uptime

3. Reduced CAPEX and OPEX costs

- Simulation/specification, mechanical (flanges/pipes)
→ lower by 33%
- Operating costs lower due to lower variance and better control quality

FOCUS-ON

Location

Dordrecht, The Netherlands
(51.82013, 4.69937)

- Marketing and Business Development
- Application Support and Engineering
- Research and Development
- Operations and Quality
- HR and Finance

Get in touch



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<p>OEM Process Skids</p>	<p>Pharma and Biotech</p>