Users Group Archives

- Videos
- Presentations
- Additional topic resources

trcnew.com
**Upcoming Events**

**Users Group Seminars**

**July 19th**  
In You in Control of Your Industrial Control System?

![Indegy Logo](image1)

**August 23rd**  
Smart Motor Control

![Smart Motor Control Image](image2)

**September 20th**  
Studio 5000 Modular Programming Concepts

![Studio 5000 Image](image3)
Upcoming Rockwell Events

November 13-14, 2017
Houston, TX

November 15-16, 2017
Houston, TX
Today’s Agenda

• PLC-5 End of Life

• Lifecycle Management, Services and Solutions

• Migration Strategies and Tools
Industry Status

- **<14%** of US manufacturers have tied their machines to the enterprise network.
- **21%** of manufacturers have suffered a loss of IP in the past year.
- **2 Exabytes** of big data generated by manufacturing – more than any other sector.
- **$20B** cost of unscheduled downtime.
- **Nearly 3/4** of U.S. plants are more than 20 years old.
- **$65B** The global installed base of legacy automation systems reaching the end of their useful life.

**What is your status and what is your plan?**
Automation Obsolescence Risks

Modernization of legacy automation eliminates obsolescence risk and helps accelerate progress to The Connected Enterprise
What We Want You to Know

A number of popular Rockwell Automation products are no longer produced or nearing the end of their production life.

- PLC-5®
- ICS Triplex Regent
- 1771 I/O
- PowerFlex 700H
- AutoMax DCS
- 1394 Servo Drives
- 1326 Motors
- 1305 AC Drives
- PanelView™ Std
- 1336 AC Drives
- 1557 MV Drives
- 1395 DC Drives
PLC-5 at End of Life

- PLC-5 selling for 30 years
- PLC-5 & 1771 I/O End of life is near
- PLC-5 sales are currently restricted
- Many options for repair, inventory consolidation, and lifecycle management services are available
- Parts availability will become more restricted for installed base support
- PLC-5 and 1771 customers need a migration plan
PLC-5 History

- First released in 1986
- First PLC to be linked to the Personal Computer
- In service for 30 years
- What else happened in 1986…

Cool Reference - PLC History Timeline
http://www.plcdev.com/plc_timeline
1986 Computer Technology

- Compaq releases the Deskpro 386s
- First Personal PC to use the new Intel 80386 chip
  - 386 introduced 32-bit architecture

Cool Reference - Computer History Timeline
http://www.computerhistory.org/timeline/computers/
1986 Sports Champions

- Super Bowl XX – Chicago Bears
- World Series – New York Mets
- NBA Champions – Boston Celtics
- NCAA Basketball Champions - Louisville
Most Popular TV Shows of 1986

1. The Cosby Show (NBC)
2. Family Ties (NBC)
3. Cheers (NBC)
4. Murder She Wrote (NBC)
5. The Golden Girls (NBC)
6. 60 Minutes (CBS)
7. Night Court (NBC)
8. Growing Pains (ABC)
9. Moonlighting (ABC)
10. Who's the Boss? (ABC)
Top Movies of 1986

1. Top Gun
2. Crocodile Dundee
3. Platoon
4. The Karate Kid Part II
5. Star Trek IV: The Voyage Home
6. Back To School
7. Aliens
8. The Golden Child
9. Ruthless People
10. Ferris Bueller's Day Off
Does obsolescence make you feel like you are stranded on an island?

You are not alone.
Lifecycle Management, Services and Solutions
Defining Automation Obsolescence Risk

- **What is Automation Obsolescence Risk?**
  - The extended downtime *risk* automation users take (knowingly or unknowingly) using products that are no longer available for sale and have limited to no serviceability remaining.

- **The goal is simple:**

  Help you maintain awareness of automation obsolescence and develop a strategy to mitigate and ultimately eliminate this risk.
Product Lifecycle Category Definitions

**ACTIVE**
- Most current product offering within a category.
- Product does not have to be recently launched.

**ACTIVE MATURE**
- Product is fully supported and available, but a newer family exists.
- Gain Value by migrating to the newer family.

**END OF LIFE**
- Discontinued date announced - actively execute migrations and last time buys.
- Product available until the Discontinued date.

**DISCONTINUED**
- No product no longer available.
- Repair/exchange services may still be available.

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Product launch

A newer product in that category is launched

Announcement that product will be discontinued

Discontinued date

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*Discontinued date may be extended, based on available inventory. Outages on specific inventory may occur prior to Discontinued date.*
## Online Lifecycle Lookup Tool

![Migration Solutions](image)

**Product Lifecycle Status**

### Search Results

<table>
<thead>
<tr>
<th>PRODUCT ID</th>
<th>PRODUCT DESCRIPTION</th>
<th>LIFECYCLE STATUS</th>
<th>DISCONTINUED DATE</th>
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### Lifecycle Status Key

- **Active:** Most current offering within a product category.
- **Active Mature:** Product is fully supported, but a newer product or family exists. Gain value by migrating.
- **End of Life:** Discontinued date announced; actively execute migrations and last time buys. Product generally orderable until the discontinued date.¹
- **Discontinued:** New product no longer manufactured/procured.² Repair/exchange services may be available.

¹ Discontinued date: indicating the end of active support.
² No longer manufactured/procured: indicates the product is no longer being produced.

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PUBLIC INFORMATION
Key **Contract Services** for End of Life and Discontinued Products

**Installed Base Evaluation (IBE)** – On-site collection and consulting service that pinpoints automation obsolescence risk by enterprise, facility, line, machine, panel and identifies MRO inventory risks and optimization opportunities.

**Rockwell Remanufacture/Repair** – A process performed by an original equipment manufacturer to return a *used* piece of equipment to “*like new*” condition.

**Reserved Repair** – Provides guaranteed access to repair of discontinued products. Secured component parts, technicians, test stands, and so forth, for customers who cannot immediately migrate, but **must** keep legacy automation up and running.

**Inventory Assurance** – Having reliable spare parts available on your storeroom shelves is critical to keeping your machines up and running. Rockwell Automation Inventory Assurance helps you avoid costly downtime by providing a comprehensive testing service to ensure the integrity of your repairable Rockwell Automation spare parts.

**Parts Management Agreement (PMA)** – Rockwell Automation owned inventory that is dedicated to one (P1) or multiple (P2) customers. P1 PMAs are located on your site, while P2 PMAs are stored centrally at a Rockwell Automation facility. Generally, PMAs require that the contract is secured before the discontinued date.
Installed Base Evaluation (IBE)
Sample Executive Summary
Definition: An IBE is a site delivered service that provides actionable intelligence to help you make data-driven decisions regarding the support and obsolescence management of your installed base assets

Value

- Identification of product lifecycle status via plant hierarchy
- Identification of legacy obsolescence risks
- Identification of excess/shortage of spare parts
- Mechanical and other OEM electronics may be included
- Identification of migration/conversion priorities
- Baseline for determining a Strategic Maintenance Program

See the Installed Base Evaluation process in action! Installed Base Evaluation
Rockwell’s IBE can help answer the following

1. What do we have installed?

2. What is the life cycle of parts installed?

3. Do we have sufficient spares to cover our critical installed base? – Decrease Downtime!

4. Do we have too many spares of one product? – Can we reduce inventory in certain areas? Increase Return on Assets

5. Do we have spares to support discontinued products? – Identify and Mitigate risks associated with supporting legacy equipment
High-level Process

Step 1
Field Collection
On-site data collected by a Rockwell Automation Field Service Professional

Step 2
Processing
Off-site processing and analysis determine plant lifecycle risks and overall MRO inventory status

Step 3
Delivery
Delivery of reporting to customer using a consultative approach
Location Hierarchy Example

Area: Packaging
Location: Line #2
Machine: Wrapper #2D
Asset: F-43625
Part: 1771-IAD
Collection Summary

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<table>
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<td>55</td>
<td>34</td>
<td>1844</td>
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**Unique Part Numbers**

**Total Items**

Access was provided to the complete plant for product data collection.
Total Rockwell Automation Value Today = $4,233,447

- Installed Base Value: $3,673,487 (87%)
- Spare Parts Value: $458,202 (11%)
- Stash Parts Value: $101,758 (2%)
Current Inventory Status of Spares at the Sample Facility

- Sample’s Rockwell Automation spare part inventory is valued at $458,202 List (167 Items).

**SPARES ANALYSIS**

- $234,692 (51%)
- $130,057 (28%)
- $93,453 (21%)

Estimated excess carrying cost: $26,821

**MRO Inventory optimization improves plant reliability, cash flow, profitability and investment decisions**
PRODUCTION RISK: Twenty One Percent (21%) of current installed base of Rockwell Automation product has been identified as discontinued.
Legacy Products Risk by Location

Sample's End Of Life & Discontinued Installed Base = **Total 535 Items**

Note: *Total # Quantities include Unverified Product in each location*
Obsolescence Risk by Product

Sample’s Top Five Most Commonly Occurring Discontinued and End Of Life Products

- 1771-OAD
- 160-BA06NSF1P1
- 1771-A4B
- 1771-ASB
- 1771-DCM

Discontinued
End of Life
Installed Base Lifecycle – High Risk Parts

Sample’s Discontinued Parts in the Installed Base with No Spares by Location.

TOTAL = 159
Discontinued Parts with No Spares

- PANCAKES: 81 (51%)
- DANISH: 48 (30%)
- BISCUITS PROCESSING: 5 (3%)
- P1-2 REFRIDGERATION: 6 (4%)
- BISCUITS PACKAGING: 2 (1%)
- PLANT 1 UTILITIES: 3 (2%)
- DRY MIX PACKAGING: 6 (4%)
- FLEX LINE PACKAGING: 6 (4%)
- REFRIDGERATION: 10 (6%)
- FLEX RUN: 3 (2%)
- SHARED PACKAGING: 1 (1%)

Recommended Spares for these Discontinued Parts = 38
**Evaluation includes Rockwell and non Rockwell items**
ASSET NOTES: Twenty Nine panels were noted as being in fair environmental condition.
For the collection at Sample’s facility the condition of Other indicates an items removed from its packaging for safe storage.
Remanufacturing and Repair Services
Made by Anyone. Repaired by Us.
# Global Partner for Asset Support

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<th>Rockwell Automation</th>
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<th>175,000+ OTHER BRANDS SKU</th>
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<td>18 REMAN FACILITIES</td>
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<td>24x7x365 SERVICE AVAILABLE</td>
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<td>Offerings</td>
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<td>$144 Million REPAIR PARTS INVENTORY</td>
<td>Offerings • Economy • Standard • Priority • Non-Rockwell</td>
<td>175,000+ OTHER BRANDS SKU</td>
</tr>
<tr>
<td>9 GLOBAL PARTS HUBs</td>
<td>9 GLOBAL PARTS HUBs</td>
<td>175,000+ OTHER BRANDS SKU</td>
</tr>
</tbody>
</table>
Rемануфактурирование & Ремонт Обзор

- 300+ сотрудников
- Продажи/Поддержка в 80+ странах
- Опции рециклирования и обмена для обслуживания клиентов
- Служба гарантии
- Функциональность ремонта промышленной электроники от 7,000 других производителей
- Сертифицированные установки ISO
What is Remanufacturing?
A process performed by an original equipment manufacturer to return a *used* piece of equipment to “*like new*” condition

**Remanufacturing Services Support:**
1. Out of warranty transactions
2. New product warranty transactions
3. Remanufactured warranty transactions

**Remanufacturing Services Provide:**
- Quality that repair competitors cannot match
- Same quality expectation as when equipment was purchased new
What does “Like New” mean?

✓ Unit is restored to functional state
✓ Full unit visual inspection by factory-trained technician
✓ Break-down and cleaning on unit completed
✓ Updated with latest firmware revisions
✓ Engineering updates implemented
✓ Verification of all OEM specified components

✓ Full functional testing completed
✓ Environmental testing completed
✓ Full quality evaluation
✓ Serial number logged for historic record keeping
✓ Comprehensive warranty
✓ Securely packaged for shipping
✓ Reliable asset for your operations
Proprietary Remanufacturing Process

Proprietary steps in process

Secure Shipping

Final Quality Inspection

Environmental Testing

Dynamic Functional Testing

Component Verification/Replacement

Revisions and Enhancements

Receipt & Verification

Failed Part

Remanufactured Part

Lower Total Cost of Ownership

Improved Asset Utilization

See the REMANUFACTURING process in action!
Visit http://repair.rockwellautomation.com/remanufacturing

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Remanufacturing Service Levels

**Economy**
- **Good**
- **Competitive differentiators**
  - Revision updates
  - OEM specified components
  - OEM Functional Testing
  - New Product Warranty tracking and recovery
  - Note: The benefits listed above can be performed ONLY by Rockwell Automation
- **Service Level**
  - Approx. 4 weeks turnaround
  - Customer/distributor incurs shipping costs to ship to remanufacturing center
- **12-month warranty on entire unit**

**Standard**
- **Better**
- **Competitive differentiators**
  - Same as Economy differentiators
  - Leverages exchange HUB inventory once core is received
  - If no core is available at HUB, unit is moved to front of production
- **Service Level**
  - Typically 2 weeks after receipt at Remanufacturing Center
- **18-month warranty on entire unit**

**Priority**
- **Best**
- **Competitive differentiators**
  - Same as Economy differentiators
  - Leverages exchange HUB inventory
  - $100 million+ exchange inventory
  - 9 exchange Hubs globally
  - 50,000+ products available
- **Service Level**
  - Next day shipping included
  - Free return shipping of failed unit
- **24-month warranty on entire unit**
Reserved Repair

When repair capabilities become constrained or finite...
only customers with Reserved Repair can be assured of repair access

- Guaranteed access to a repair, not a repair itself
  - Components secured in Rockwell Automation repair center
  - Testing equipment maintained
  - Technicians trained on old products
  - Documentation and systems

- The Rockwell Automation reserved repair obligation ends when all reserved repairs are consumed OR when the contractual time period ends, whichever comes first

- Quarterly reports are included
Inventory Assurance™

- Recertification service
- Fraction of the price vs. remanufacturing the unit
- Minimum of 5 units per order
- Product returned fully tested with 1-year warranty
- If the unit fails testing, it will be remanufactured and only the remanufactured price will apply

This is AUTOMATIC

Cost-effective solution for suspect inventory!
Parts Management Agreements
Flexible, Easy to Use, Vendor-Managed Inventory Programs
A Parts Management Agreement provides a flexible, easy to use, vendor managed inventory program that ensures access and availability of critical spares to maximize machine uptime and throughput while reducing overall inventory carrying costs.

- Improves Return on Net Assets
- Reduces downtime
- Minimizes inventory costs
- Simplifies budgeting

We own and manage your spare inventory for a fixed amount and replenish with Rockwell Automation remanufactured and renewal parts.
Parts Management Agreements ensure ready access to critical spares by providing Rockwell Automation owned inventory at your site or a Rockwell Automation location.

- Fixed monthly/quarterly pricing
- Flexible over time
- In-service warranty on agreement stock
- Extended warranty option may be purchased

*Providing critical spares to maximize machine uptime while reducing overall inventory carrying costs*
### You Own the Inventory

<table>
<thead>
<tr>
<th>Carrying Cost: 10% - 28%</th>
<th>$100 List Price → $75</th>
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<tbody>
<tr>
<td>For our discussion 10%</td>
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<tr>
<td>Warranty Expires</td>
<td>Year 1: $7.50</td>
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<tr>
<td>All Obsolescence Risk</td>
<td>Year 2: $7.50</td>
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<tr>
<td>No Flexibility.</td>
<td>Year 3: $7.50</td>
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<td>Carrying Cost is defined as:</td>
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<td>Year 5: $7.50</td>
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### RA Owns the Inventory

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<tr>
<th>1.12% List Price per month: ($100 x 1.12%) x 60 =</th>
<th>Things to keep in mind:</th>
</tr>
</thead>
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<tr>
<td></td>
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</tr>
</tbody>
</table>

#### Things to keep in mind:

- **NO carrying cost. RA manages inventory**
- **In-Service Warranty**
- **RA owns Obsolescence Risk**
- **Flexible inventory**

#### What happens at the end of 5 years?

- **You can send back at no charge (but then you have no spares)**
- **Buy the inventory – You can buy the inventory in PMA at 50% of list price. (list price at contract start date)**
- **Reevaluate and Renew!!!**

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Carrying Cost is defined as: the costs of holding inventory and include maintenance, specifically in regard to perishable items, and storage costs; insurance and less tangible expenses such as opportunity costs; and losses resulting from theft.
Migration Strategies
Hardware Conversion Tools, Phased Migrations Strategies
1771 Conversion Chassis
1771 to 1756 Chassis
We can work with you on a Phased Roadmap to an Easy and Cost-Effective PLC-5 to ControlLogix Migration
Steps to migrate PLC-5 to ControlLogix

PHASE IV: I/O Replacement

In the final phase of the migration process, the I/O Wiring Conversion System is used to replace the 1771 I/O with the ControlLogix I/O. Because I/O replacement represents a large investment, we provide an approach that's right for your schedule and budget.

The I/O Wiring Conversion System provides a method to connect the existing 1771 I/O wiring to the 1756 I/O modules without disturbing the field wiring connections, dramatically reducing labor time and eliminating the potential for downtime that could result from wiring mistakes during the migration. Planning your migration is more manageable as I/O can be swapped one rack at a time or all at once based on your schedule and budget. In either case, you can run both new and old I/O networks simultaneously. Additionally, I/O cross reference documentation assures correctness and provides historical back-up for future troubleshooting or diagnostics.

Phase IV Tools: I/O Wiring Conversion System, and ProposalWorks Selection Software
You can retain SLC I/O during phased migration leading to lower investment costs.
Steps to migrate SLC to CompactLogix

**STEP 5: Replace the Operator Interface or other System Components**

Because Rockwell Automation is a comprehensive supplier, we can help with other products and services. If your control system has legacy or competitive variable speed drives, motion control, sensors or motor control centers we can discuss how we can help migrate those products as well. But it doesn't stop there. We have a worldwide service group that can do the migration work, assist and train operators or provide the maintenance services once it's complete. We can also review your network needs and review asset management for your entire facility.

*Tools: Conversion & Migration Services*

Publication - MIGRAT-PP004-EN-E
## Migration Tools for PLC/SLC

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<thead>
<tr>
<th>Step Forward</th>
<th>PLC-5 / 1771 I/O</th>
<th>SLC / 1746 I/O</th>
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<td>Upgrade Discount</td>
<td>RSLogix 5 → RSLogix 5000</td>
<td>RSLogix 500 → RSLogix 5000</td>
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<td>Software Conversion Utility</td>
<td>Updated S/W conversion program in RSLogix5000 (version 2)</td>
<td>Updated S/W conversion program in RSLogix5000 (version 2)</td>
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<td>BOM evaluation</td>
<td>IAB Cross Reference with Migration Wizard</td>
<td>IAB Cross Reference with Migration Wizard (planned release end of 2011)</td>
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<tr>
<td>Network Interfaces</td>
<td>1756-RIO Module EtherNet to RIO Gateway (Encompass product)</td>
<td>1747-AENT (planned release end of 2011)</td>
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<td>Field Wiring Solutions</td>
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<td>Bundled solutions for migration products</td>
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## Migration Tools Table

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Advantages of Migration to Logix

- Performance enhancements in next generation Rockwell Automation® Logix platforms:
  - Higher Performance
  - Integrated Architecture
- Improved Productivity
  - Reduced maintenance cost
  - Reduced risk of product obsolescence
- Lower Operational Cost
- Enhanced Security Features
- Foundation for The Connected Enterprise
For More Information

- Visit the Literature Library:
  - Rockwell Automation Migration Solutions Brochure **MIGRAT-BR002A-EN-P**
  - SLC > CompactLogix Migration Solution Profile **MIGRAT-PP004**

- Visit the E-tools Website:
  - Install **Integrated Architecture Builder**
  - Install **ProposalWorks**

- Visit the **Product Lifecycle Website**

- Visit the **Migration Solutions Website**

- Visit the **IA Tools Website**
Integrated Architecture Builder Migration Wizards

- 1771 Migration Wizard
  - 1771 to ControlLogix
- SLC Migration Wizard
  - SLC to CompactLogix
  - SLC to ControlLogix
- MicroLogix Migration Wizard
  - ML 1000 to Micro800
  - ML 1000 to CompactLogix L1, L2
  - ML 1500 to MicroLogix 1400

IAB Migration Wizard Demonstration