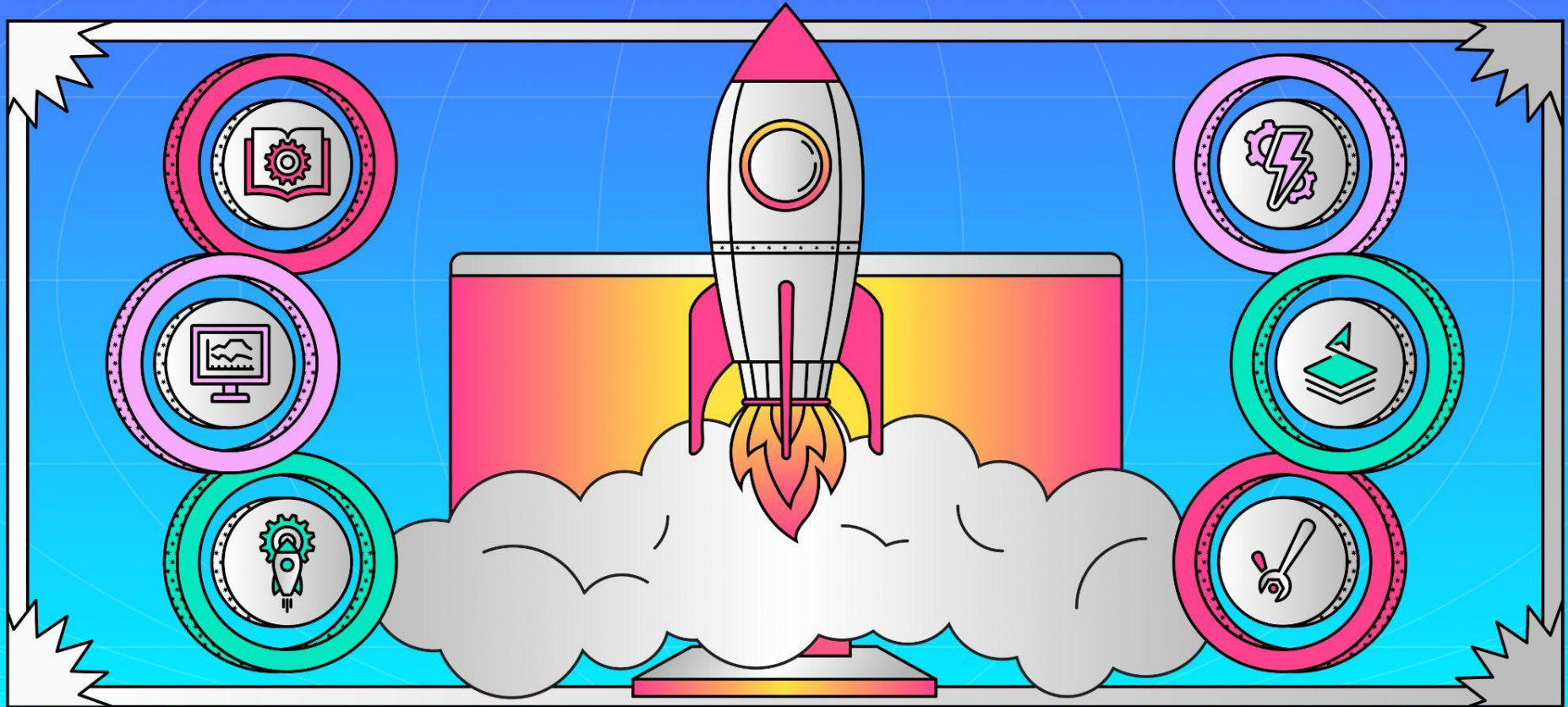


Speed Up Projects & Sales With Ignition Launchpad



Speakers



Chris McLaughlin

VP of Sales

Inductive Automation



Paul Scott

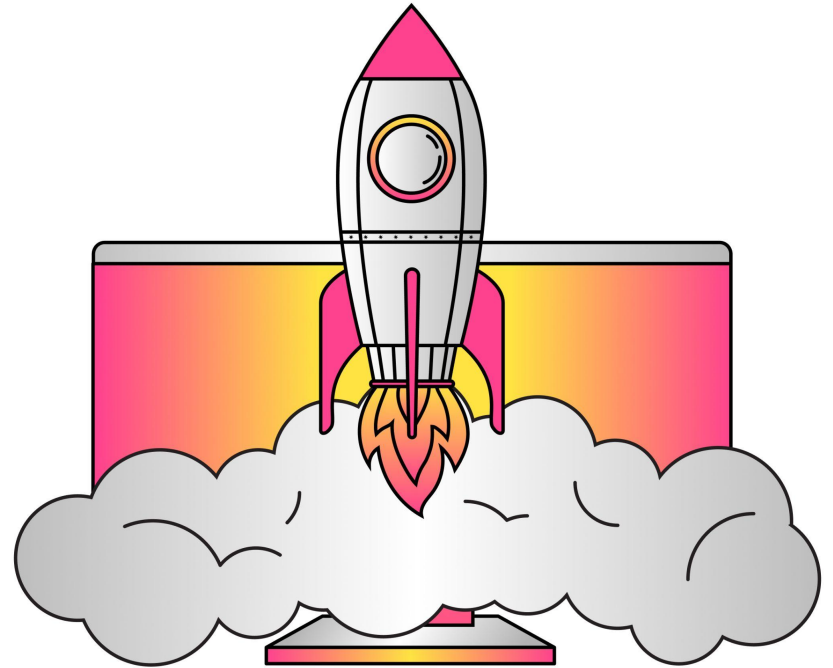
Sr. Technical Marketing

Engineer II

Inductive Automation

Agenda

- Introduction
- Overview of Ignition Launchpad
- Demo of Ignition Launchpad
- Growing Your Business With Ignition
- Q&A



Ignition Launchpad

Deliver Your First Ignition Project With Confidence



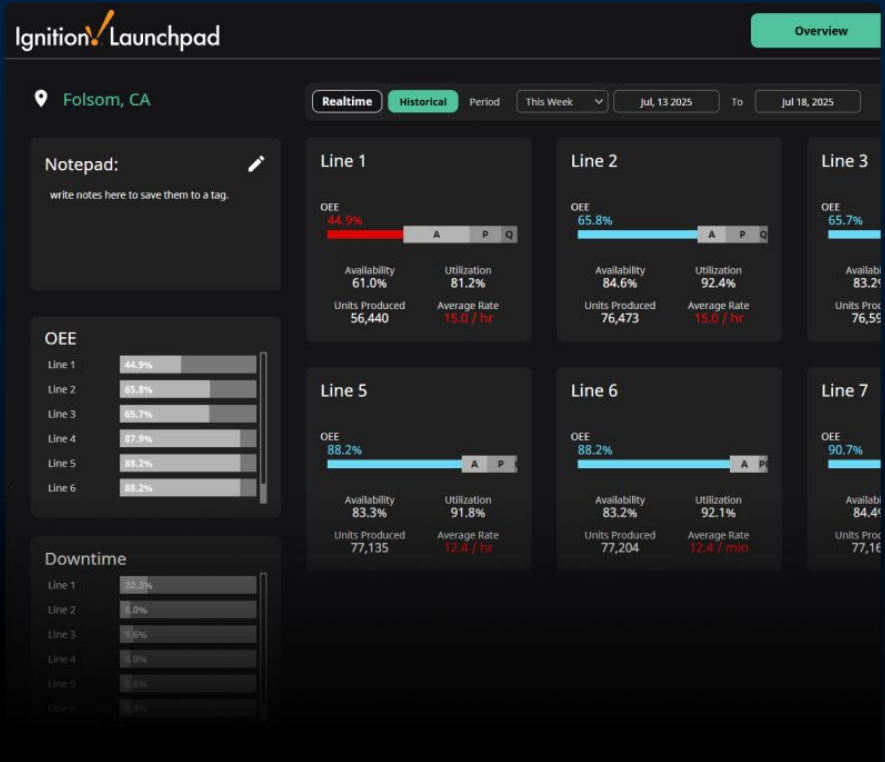
Pre-Built, Fully Functional
Project Templates



Step-By-Step Tutorials, Tips,
and Sales Tools



Downloadable Slide Decks
for presenting to your client



KPI Dashboard & OEE... Ready To Launch

Powered By Ignition!

The Industrial Automation Platform



Unlimited Licensing
Model



Server-Centric
Web-Deployment



Modular
Configurability



Cross-Platform
Compatibility



Connects To Any Major
PLC & Database



Universal Designer



Built on Open Standard
Technologies



Rapid Development and
Deployment

Unlimited Tags



LICENSING MODEL

Unlimited Screens

What's In Unlimited?

Unlimited Users

Unlimited Connections

Rapidly Build Any Industrial Application

SCADA, HMI, MES, Enterprise, Digital Transformation, Data Ops, IIoT, and More

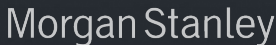
Water/Wastewater, Automotive, Data Centers, Manufacturing, Solar, Oil & Gas, Pharmaceuticals, Food & Bev, and More

Fast and Easy Development

Flexible and Scalable Architectures



Trusted By Thousands of Companies Across the Globe



What's In Each Project

Ignition Launchpad KPI Dashboard



Complete Ad Hoc
Dashboard



Access Multiple
KPI Types



Trending & Alarming
Tools



Customize With
A Click



Realtime and
Historical Data



Mobile Responsive
Interface



Make Data Accessible
to Everyone



Flexible For Any
Use Case

Folsom, CA

Notepad:

Take notes here and they will be saved to a tag for later use.

Daily Production

1,232

1,900 cases

Object KPIs

Line 1

22.0

PSI

Oil Pressure

21.8

units/min

Production Rate

102.8

°F

Coil Temperature

36.4

%

Battery Capacity

Realtime Historical

Jul 28, 2025 3:28 PM

to

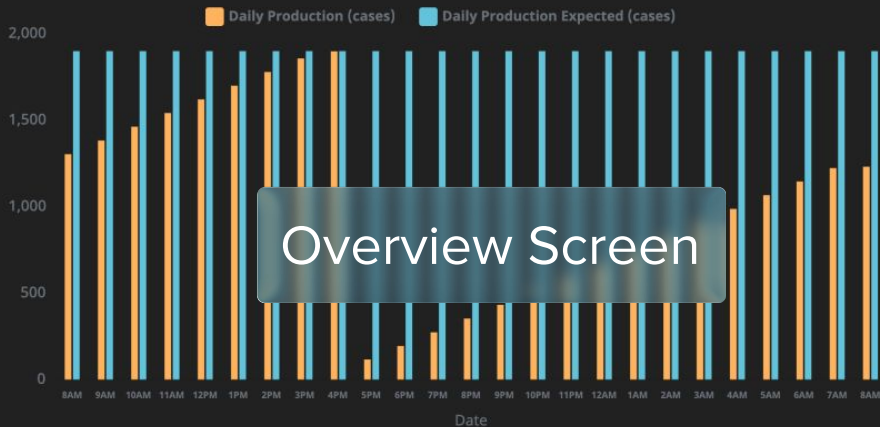
Jul 29, 2025 3:28 PM

Interval:

Hour

Aggregation:

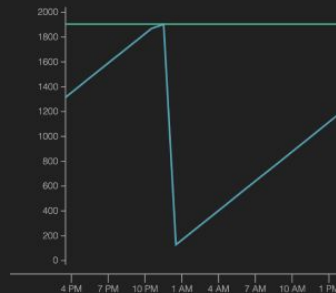
Maximum



Overview Screen

Hourly Case Analysis

Aggregation: Maximum



7-28-2025 3:33:54 to 7-29-2025 2:33:54

Daily Production (cases)
Daily Production Expected (cases)

Active Power



Ambient Temperature

72.0 F



Ambient Humidity

45 %



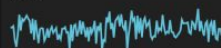
Work In Process (WIP)

112 units



Buffer

85 units



Average Cycle Time

Average Setup Time

Air Pressure

Energy Last 24hrs

Notepad:

Take notes here and they will be saved to a tag for later use.

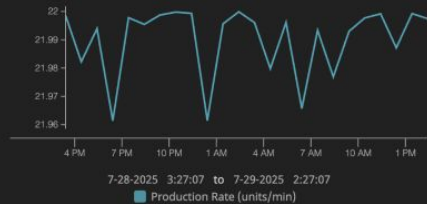
Daily Production

1,223

1,900 cases

Line 1 Prod Rate

Aggregation: Maximum



Coil Temperature

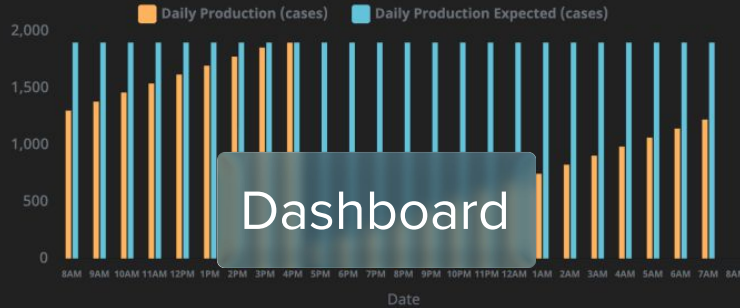


Realtime Historical

Period: Last 24 hours

Interval: Hour

Aggregation: Maximum



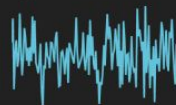
Ambient Temperature

72.0 F



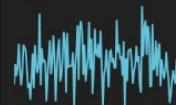
Ambient Humidity

45 %



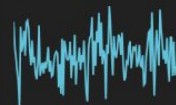
Work In Process (WIP)

114 units



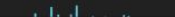
Buffer

99 units



Average Cycle Time

2.35 sec/unit



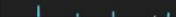
Average Setup Time

15.0 min



Air Pressure

94.5 PSI



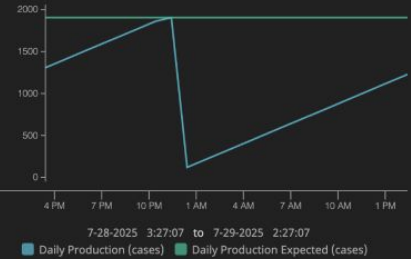
Energy Last 24hrs

3.80 GWh



Hourly Case Analysis

Aggregation: Maximum

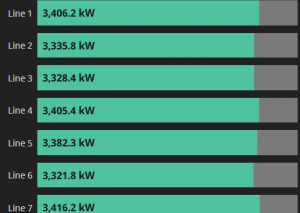


Active Power



Add Widgets With Ease

Active Power



Display one KPI from all the available lines or areas or pieces of equipment.

Notepad:



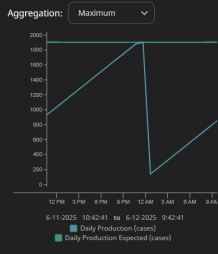
Take notes here and they will be saved to a tag for later use.

Allow users to take notes visible to anyone viewing the dashboard.



Display actual & expected production counts.

Hourly Case Analysis



Display KPI trends vs the expected target.

Ambient Temperature



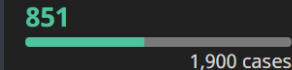
Display the current value, along with a trending line for the last 24 hours.



92.9
%
Battery Capacity

Display a numerical value from a tag on a moving gauge.

Daily Production



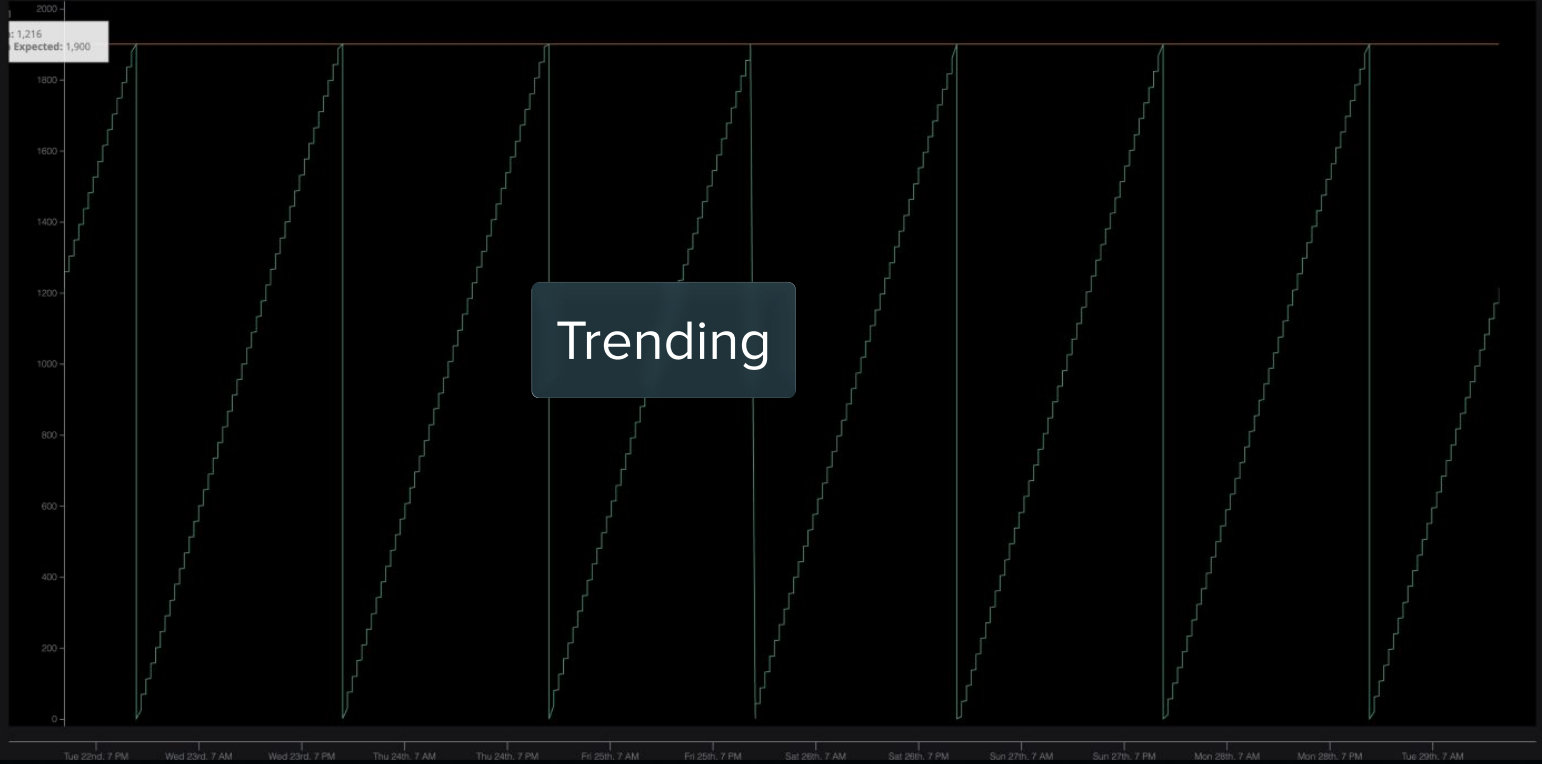
Display how close the site is to hitting the expected target.

Browse Tags

Last 7 days



launchpad



0 ACTIVE 0 SHELVED



FILTERS (7): Active, Unacknowledged x Active, Acknowledged x Cleared, Unacknowledged x Priority: Low x Priority: Medium x Priority: High x Priority: Critical x

Remove All

Active Time	Priority	State	Name	Label	Display Path
07/29/2025 11:54:35	Critical	Cleared, Unacknowledged	Coil Temperature High	Line 1	Exchange/Launchpad/Lines/Line1/CoilTemperature/Coil Temperature High
07/29/2025 15:14:36	Critical	Cleared, Unacknowledged	Coil Temperature High	Line 1	Exchange/Launchpad/Lines/Line1/CoilTemperature/Coil Temperature High
07/29/2025 14:24:35	Critical	Cleared, Unacknowledged	Coil Temperature High	Line 1	Exchange/Launchpad/Lines/Line1/CoilTemperature/Coil Temperature High
07/29/2025 13:34:36	Critical	Cleared, Unacknowledged	Coil Temperature High	Line 1	Exchange/Launchpad/Lines/Line1/CoilTemperature/Coil Temperature High
07/29/2025 12:44:35	Critical	Cleared, Unacknowledged	Coil Temperature High	Line 1	Exchange/Launchpad/Lines/Line1/CoilTemperature/Coil Temperature High
07/29/2025 12:19:57	Medium	Cleared, Unacknowledged	Battery Low	Line 1	Exchange/Launchpad/Lines/Line1/BatteryCapacity/Battery Low
07/29/2025 14:49:58	Medium	Cleared, Unacknowledged	Battery Low	Line 1	Exchange/Launchpad/Lines/Line1/BatteryCapacity/Battery Low
07/29/2025 13:59:58	Medium	Cleared, Unacknowledged	Battery Low	Line 1	Exchange/Launchpad/Lines/Line1/BatteryCapacity/Battery Low
07/29/2025 13:09:58	Medium	Cleared, Unacknowledged	Battery Low	Line 1	Exchange/Launchpad/Lines/Line1/BatteryCapacity/Battery Low
07/29/2025 11:29:58	Medium	Cleared, Unacknowledged	Battery Low	Line 1	Exchange/Launchpad/Lines/Line1/BatteryCapacity/Battery Low

Alarming

What's In Each Project

Ignition Launchpad OEE Project



Plug-and-Play OEE
Application



Overview Dashboard and
Line View Detail



Configurable Shifts and
Rates by Line



Advanced Production and
Performance Analysis



Realtime and
Historical Data



Mobile Responsive
Interface



Make Data Accessible
to Everyone



Flexible For Any
Use Case

Folsom, CA

Realtime

Historical

Period

This Week

Jul, 13 2025

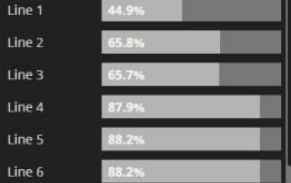
To

Jul 18, 2025

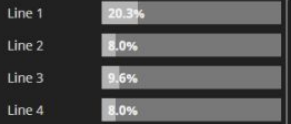
Notepad:

write notes here to save them to a tag.

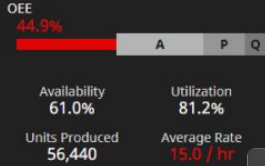
OEE



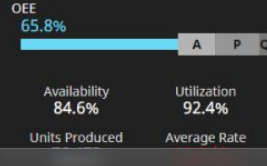
Downtime



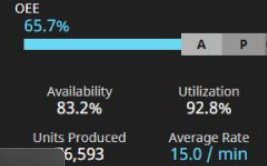
Line 1



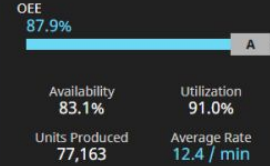
Line 2



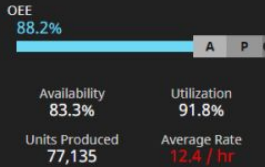
Line 3



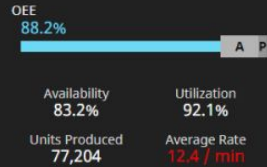
Line 4



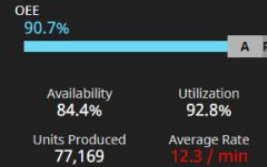
Line 5



Line 6



Line 7



Overview Screen

Line Line 2



Realtime

Historical

Interval

Day

Line OEE



Availability 87.4%

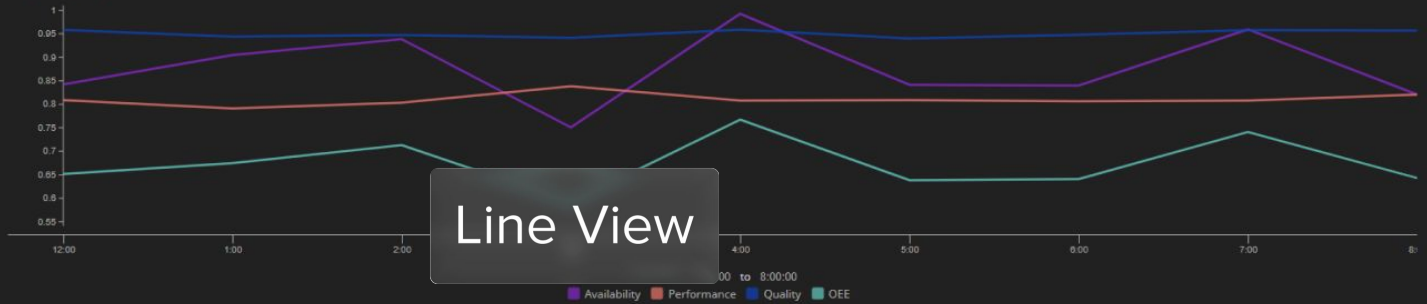
Performance 80.8%

Quality 95.0%

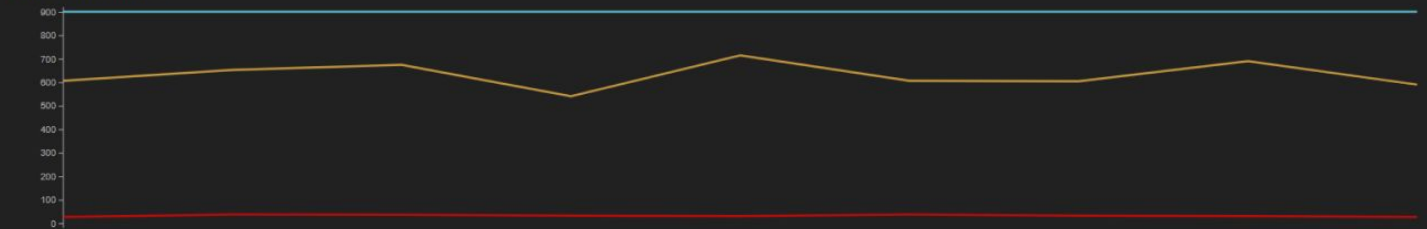
Top Production

Time	Production	Target	OEE
07/18/2025 4:00 AM	714	900	79.3%
07/18/2025 7:00 AM	690	900	76.7%
07/18/2025 2:00 AM	674	900	74.9%
07/18/2025 1:00 AM	652	900	72.4%
07/18/2025 12:00 AM	606	900	67.3%
07/18/2025 5:00 AM	606	900	67.3%
07/18/2025 6:00 AM	604	900	67.1%
07/18/2025 8:00 AM			65.6%

OEE Data



Production Data



Line Summary

Line

Period

This Month

Jul, 01 2025

To

Jul 18, 2025

Interval

Shift

Line

Line 2



Line	Shift	Shift Start	Production Count	Target Production	Reject Count	Availability	Performance	Quality	Utilization	OEE	Runime (min.)	Downtime (min.)	Idle Time (min.)
Line 2	1	07/01/2025 22:00:00	5,989	6,529	52	90.7%	91.7%	99.1%	100.0%	82.5%	435.27	0	0
Line 2	1	07/02/2025 22:00:00	5,589	6,826	32	94.8%	81.9%	99.4%	100.0%	77.2%	455.07	0	0
Line 2	1	07/03/2025 22:00:00	4,828	7,046	23	97.9%	68.5%	99.5%	100.0%	66.7%	469.77	0	0
Line 2	1	07/04/2025 22:00:00	4,503	6,879					0.0%	61.5%	458.6	0	0
Line 2	1	07/05/2025 22:00:00	4,277	6,444					0.0%	59.0%	429.65	0	0
Line 2	1	07/06/2025 22:00:00	5,117	6,321					0.0%	70.5%	421.4	0	0
Line 2	1	07/07/2025 22:00:00	5,088	6,457	27	89.7%	78.8%	99.5%	100.0%	70.3%	430.5	0	0
Line 2	1	07/08/2025 22:00:00	4,913	6,841	87	95.0%	71.8%	98.2%	100.0%	67.0%	456.12	0	0
Line 2	1	07/10/2025 08:00:00	4,698	5,873	217	81.6%	80.0%	95.4%	94.5%	62.2%	391.52	62.08	26.35
Line 2	1	07/11/2025 11:30:00	860	1,080	39	75.1%	79.6%	95.5%	84.0%	57.1%	71.65	8.5	15.28
Line 2	1	07/11/2025 11:32:00	860	1,080	39	75.1%	79.6%	95.5%	84.0%	57.1%	71.65	8.5	15.28
Line 2	2	07/01/2025 06:00:00	4,768	6,942	48	96.4%	68.7%	99.0%	100.0%	65.6%	462.82	0	0
Line 2	2	07/02/2025 06:00:00	4,341	7,084	29	98.4%	61.3%	99.3%	100.0%	59.9%	472.28	0	0
Line 2	2	07/03/2025 06:00:00	4,737	6,671	41	92.7%	71.0%	99.1%	100.0%	65.2%	444.77	0	0
Line 2	2	07/04/2025 06:00:00	4,795	6,779	99	94.2%	70.7%	97.9%	100.0%	65.2%	451.93	0	0

Production Summary

Line



Line 1 Shifts

<input type="checkbox"/>	Shift 1	Shift Start	<input type="text" value="2"/>	<input type="text" value="00"/>	Shift Stop	<input type="text" value="10"/>	<input type="text" value="00"/>
<input type="checkbox"/>	Shift 2	Shift Start	<input type="text" value="10"/>	<input type="text" value="00"/>	Shift Stop	<input type="text" value="18"/>	<input type="text" value="00"/>
<input type="checkbox"/>	Shift 3	Shift Start	<input type="text" value="18"/>	<input type="text" value="00"/>	Shift Stop	<input type="text" value="2"/>	<input type="text" value="00"/>

Line 1 Rates

Current Rate

Set

Manage Rates

Outfeed Multiplier Multiply production counter by this value to get output.

Reject Multiplier Multiply reject counter by this value to get output.

Settings

Project Settings

Database Connection

Database Setup Complete

Base Tag Folder

All line UDT instances should be in one folder. Provide the path to the folder in order to get the list of all line names.

OEE Target



45%

Get Started Today

Quickly Deliver Your First Ignition Project



Download Ignition
Launchpad



Customize & Configure To
Your Customer's Needs



Transform Their Processes
With Ignition



Growing Your Integration Business with Ignition

“This is *not* a product deep dive. This is about how integrators grow their business using Ignition as a platform.”

Integrator Program

Built by Integrators. Grown with Integrators. Committed to Integrators.



Primary Go-To-Market Strategy

Ignition Global Adoption

Ignition is used worldwide, and the growth potential is massive



23

Years in the industry

- 400+ employees
- Profitable every year since 2008
- No outside investors

53%

Of Forbes Global 1000 use Ignition

- 69% of Fortune 100 companies use Ignition
- Highly diversified customer base across many industries

140+

Countries have Ignition installations

- 88,000+ installations in 140+ countries
- 5,000+ integrators worldwide



Integrator Reality Check

"The integrators who are winning aren't just better engineers — they're building **scalable practices**."

Staffing Crunch

Skilled engineers are harder to find and retain than ever before.

Speed Pressure

Customers expect faster delivery with fewer surprises.

Margin Squeeze

Competition and costs are compressing traditional project margins.

Outcome Focus

End users want business results, not just functional software.

Why Integrators build businesses on Ignition

- Unlimited users, tags, screens, historical tags, reports, mobile users
- Powerful, scalable, flexible and affordable
- Integrates with everything. It is the Swiss army knife of connectors to plant floor data, enterprise softwares and cloud applications.
- Strong ecosystem (modules, community, training)
- Fits *small projects* → *enterprise rollouts*

SI's (New to Ignition)

Ignition removes artificial constraints

SI's (Experienced in Ignition)

Ignition rewards expansion, reuse and standardization

How Integrators Actually Grow with Ignition

Successful Ignition integrators don't grow by accident. They pull on five specific business levers that compound over time — transforming a project-based firm into a high-margin, recurring-revenue integration practice.



Lever 1: Deliver Faster & More Predictably



Lever 2: Increase Margins Per Project



Lever 3: Sell Bigger Deals



Lever 4: Build Expansion Revenue



Lever 5: Differentiate in the Market



Lever 1: Deliver Faster & More Predictably

Standardize delivery to reduce time-to-value on every project.

Standardization = speed & margin

Reusable templates, themes, scripts and UDTs

Build once, deploy everywhere. Eliminate repetitive work.

Common navigation frameworks

Common UI navigation patterns your team can deploy on any project.

Source-control and DevOps

Repeatable builds, safer deployments, and faster iteration across projects.

Packaged architectures

Pre-validated system architectures for common industrial use cases.

Ignition as the default

Easier to train, redundancy of engineers, reusable items, references.



Lever 2: Increase Margins per Project

Unlimited licensing changes the economics of every proposal.

What used to be a \$120k SCADA project becomes a \$300k platform rollout—*without tripling the effort*

No penalty for “overbuilding”

Easier to justify future expansions

Less license friction in sales cycle





Lever 3: Sell Bigger Deals

Expand from SCADA projects into Digital Plant projects.

Ignition is more than a 'HMI or SCADA' software. It is your platform to expand into larger projects

SI's (New to Ignition)

Ignition grows with your customer

SI's (Experienced in Ignition)

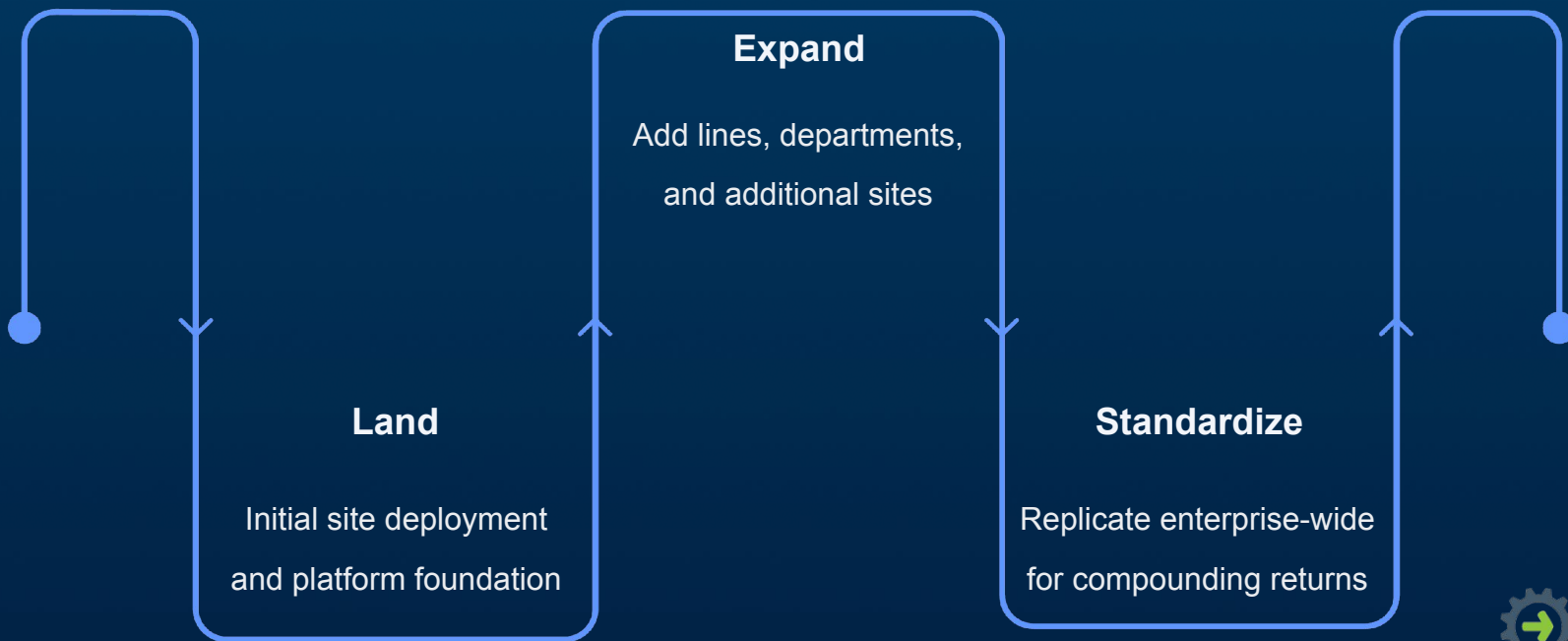
You already have the keys to larger deals



Lever 4: Build Expansion Revenue

Land, expand and standardize across sites, business units, and regions.

The most profitable growth strategy for any integration firm is expanding within your existing customer base. When you've built a solid Ignition foundation at a site, every new line, department, region, or facility is a natural expansion opportunity — one where you already have trust, context, and a proven track record.





Lever 5: Differentiate in the Market

Win competitive bids and displace legacy platforms.

In a crowded integration market, being "good at Ignition" isn't enough. The integrators winning the most competitive bids are those who can articulate why Ignition is the right platform — and why their firm is the right partner to implement it. Ignition gives you a genuinely differentiated story to tell.

Why Customers Choose Ignition Integrators

- Modern UI/UX that end users actually want to use
- Open architecture — no vendor lock-in
- Enterprise-friendly security and scalability
- Single unified platform for SCADA, IIoT, Industrial Data Ops and MES

Where This Wins Deals

Competitive Bids: Ignition's modern architecture and unlimited licensing make it compelling in head-to-head comparisons against legacy platforms like System Platform, FactoryTalk, iFix and Win CC.

Legacy Displacement: Aging infrastructure creates replacement opportunities — and Ignition's migration story is compelling for customers ready to modernize.

Tools for You

Sales Engineering

A team of Ignition technical experts ready and willing to help you.

Technical Q&A



Sales Support



Architecture
Workshops



<https://inductiveautomation.com/exchange/2693/overview>

Small Proof
of Concept



Inductive University and Training Classes

Multiple ways to learn Ignition and grow your competency.



Watch hundreds of free videos on-demand



Sign up for free at: <https://inductiveuniversity.com/>



Earn your Ignition credential



IA also provides online and in-person training classes



**INDUCTIVE
UNIVERSITY**

Core and Gold Certification Tests

Prove your knowledge and competency in Ignition.



Ignition Credential 8.3/

Free



Core Certified

1 free Core test and
recertification per engineer
that has passed Inductive
University



Gold Certified

1 free test and 1 free
recertification test for
Premier Integrators per
quarter

Ignition! Launchpad

Get free, fully built, plug-and-play projects; helpful sales tools; and expert guidance to add rocket fuel to your integration business.

Try Ignition Launchpad



Ignition! 8.3

Ready To Try Ignition For Yourself?

Download the full version for free at:

inductiveautomation.com



inductiveuniversity.com

*Ignition User Manual also available at:
docs.inductiveautomation.com*



INNOVATION **UNLEASHED**

2026 IGNITION COMMUNITY CONFERENCE

Don't miss ICC, September 22–24, 2026 in Sacramento, CA!

Register at icc.inductiveautomation.com

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Sub-Saharan Africa	Element8	https://element8.co.za
Switzerland	MPI Technologies	https://mpi.ch
Austria & Germany	Relatech S.p.A.	https://relatech.com

Contact International Distribution Manager Yegor Karnaukhov at: ykarnaukhov@inductiveautomation.com

Questions & Answers



Call us at: **800-266-7798** Email us at: accountservices@inductiveautomation.com



For Inductive Automation Australia, call: **1300 10 8088**

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