accevo

2025 ENABLING TECHNOLOGY LEADER

Leveraging Vital Technology to Enhance Products and Applications

RECOGNIZED FOR BEST PRACTICES IN THE EUROPEAN MANUFACTURING SOFTWARE MARKET FOR SMART FACTORIES INDUSTRY

FROST & SULLIVAN

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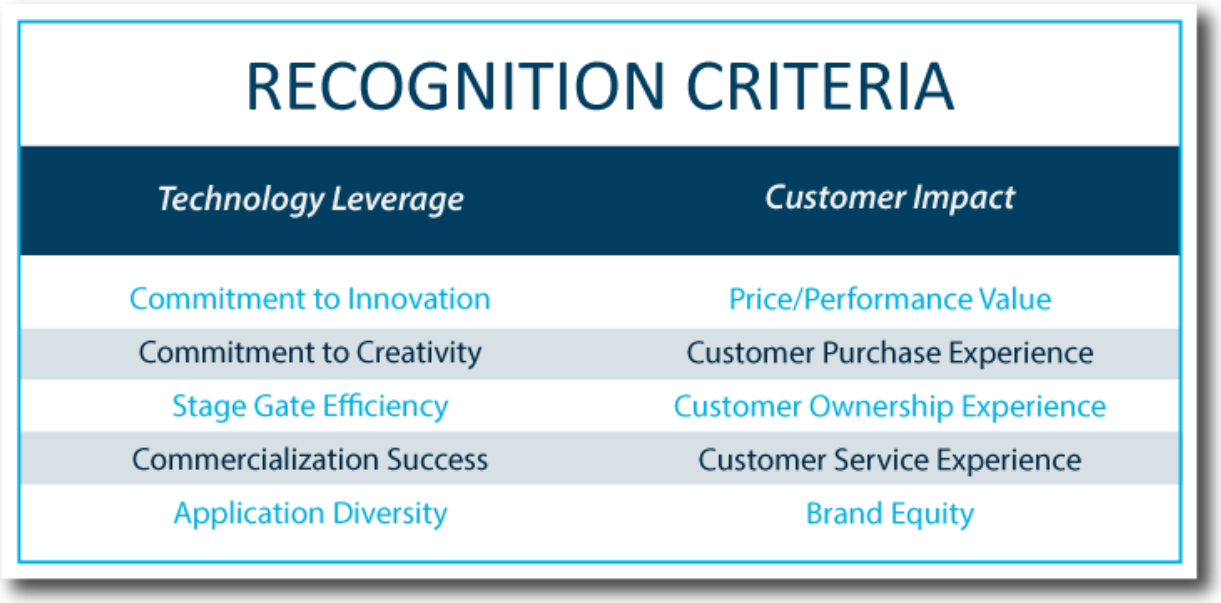
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Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Accevo excels in many of the criteria in the manufacturing software space.



The Transformation of the Smart Factory Industry

The uncertainties in today's business environment, coming from disruptions such as trade wars and tariffs, necessitate smart manufacturing capabilities for greater agility and speed. Historically used weak systems, processes, and solutions will no longer suffice to address the frequent global changes and challenges. Today, businesses require a new approach. Smart manufacturing technology eliminates these weaknesses, and smart factory solutions transform manufacturing landscapes, drive efficiency, and enhance the productivity of different industries that have different requirements.

Commitment to Innovation and Creativity

In this scenario, Accevo offers products and solutions for several aspects, including production, continuous improvement, and energy and utilities. Headquartered in Poland, the company optimizes production lines by providing real-time data analysis, facilitating paperless workflows, and driving continuous improvement. It offers a comprehensive suite of products under the Accevo Smart Factory umbrella. The Accevo Smart Factory is a single platform that encompasses different solutions, including manufacturing execution systems (MES), manufacturing operations management (MOM) systems, overall equipment effectiveness (OEE) performance monitoring systems, advanced planning and scheduling (APS) systems, computerized maintenance management systems (CMMS), energy management systems, paperless manufacturing systems,

electronic batch record systems, microstops monitoring systems, laboratory information management systems, and quality management systems (QMS). Comprehensive oversight across all manufacturing stages ensures seamless data flow plant-wide.

All these products and solutions are located on a single modular platform; therefore, Accevo can help factories that start small to scale rapidly. For instance, customers can start by just monitoring OEE in their factories, but if they require more traceability, quality modules, or more advanced features, they can expand the software with additional modules. This helps customers to scale easily, grow quickly, and update their models as their businesses evolve in tandem with emerging market trends.

> *"Accevo has an out-of-the-box solution in the cloud, which it can implement in a factory within a short time. While the company's customers can start small and scale fast, quick implementation is based on its 3-3-3 methodology. Accevo performs an on-site analysis and concept in 3 days, a proof of concept with machine connectivity in 3 weeks (modeling the solution based on the client's requirements), and a roll-out in 3 months."*
>
> ***-Sankara Narayanan, Industrv Director***

Accevo's software is designed to help factories enhance their production speed, output, and overall performance. While some market participants prioritize IoT, others are more focused on documentation; in contrast, Accevo emphasizes performance. For factories looking to increase their production efficiency, Accevo is the ideal choice. The company's software accelerates manufacturing, helps factories eliminate production stops and waste, optimizes factory work, saves energy, helps transition to paperless operations, and guides them through digital transformation and evolution.

Enterprise Resource Planning (ERP) Integration and Industrial Internet of Things (IIoT) Machines Connectivity: Accevo can integrate with any ERP on the market—something most of its competitors cannot replicate. As the company operates mainly in Europe, it easily integrates with European ERP systems; however, if there is a requirement to integrate with some other systems, Accevo can do that too. Through ERP integration, production and technology can be downloaded from the ERP system, and production reports and statuses can be uploaded to the ERP system, which renders several benefits, such as production reporting time reduction and automated data synchronization, to keep data integrity and management in a single central system.

In terms of IIoT machine connectivity, Accevo has its own team of machine connectivity experts that can connect to both new and old lines, as well as machines, and gather data using various machine connection methods (PLC, OPC, sensors, I/O modules, and cameras). If a manufacturing situation requires the creation of a bespoke solution to gather signals or data from the machine, Accevo is capable of doing that. This is an important differentiator, as Accevo makes a comprehensive offering, unlike peers that focus on specific areas; for example, Accevo's competitors typically provide only 1 item, such as a software or an IoT device—they are unable to offer an all-encompassing solution. The benefit of IIoT machine connectivity is that all the acquired data is on a single system, reducing risks of data loss, enabling automation, and facilitating precise, real-time OEE.

Other differentiators include Accevo's business understanding across more than 850 successful projects in various industries completed in 38 countries, managing more than 160 automation and machine connectivity experts, rapid implementation of its products, flexible Smart Factory platform, and a global support team. A primary factor contributing to the company's success is its highly efficient resource pool with unmatched industry expertise and understanding of every aspect of customers' businesses and requirements, leading to rapid, accurate, and efficient configuration and deployment of standard and proven products. In addition, though the company owns cloud-native, modern architecture, if there is a need to install on-premises solutions (in restricted industries such as pharmaceuticals), Accevo has the ability to do that.

Frost & Sullivan applauds Accevo's excellence in the manufacturing technology sector for delivering cutting-edge industrial software that enhances operational efficiency, powers manufacturing facilities, and helps businesses leverage smart manufacturing's full potential.

Brand Equity

Accevo was formerly ANT Solutions. In 2023, Accevo became part of Germany's Dürr Group, which is a global leader in mechanical and plant engineering and an expert in automation, digitalization, and energy efficiency, primarily serving the automotive industry. Accevo's solutions, integrated within Dürr's iTAC Units, focus on providing data-driven insights, paperless workflows, and continuous improvement in manufacturing processes. Being part of the Dürr Group with global locations and advanced technologies, Accevo has expanded its capabilities and reach in the manufacturing technology domain and is revolutionizing manufacturing through digital transformation.

> *"Manufacturers from different industries have successfully implemented the Smart Factory system in their production facilities. Accevo has a strong track record in smart factory implementations and adapts the system to customers' needs. It not only has modern technical capabilities but also offers a reliable, flexible, and partnership-driven approach."*
>
> ***-Sankara Narayanan, Industry Director***

Customer Ownership, Purchase, and Service Experience

Accevo's customers are spread across several industries, including fast-moving consumer goods (FMCG), pharmaceuticals, military, automotive, aviation, and aerospace. Currently, it focuses on FMCG and pharmaceuticals, that is, it is prioritizing process industries, such as alcohol, cigarettes, tobacco, and drugs, which involve significant volumes and where high efficiency, traceability, and compliance are critical. Some of its leading customers are Reckitt, Danone, Gedeon Richter, Nidec, and MOWI. In addition to Europe, Accevo has customers in North America, South America, Asia, and the Middle East.

Accevo has an out-of-the-box solution in the cloud, which it can implement in a factory within a short time. While the company's customers can start small and scale fast, quick implementation is based on its 3-3-3 methodology. Accevo performs an on-site analysis and concept in 3 days, a proof of concept with machine connectivity in 3 weeks (modeling the solution based on the client's

requirements), and a roll-out in 3 months. Customers are attracted to Accevo's offer of a preconfigured set of functionalities dedicated to each industry, which enables quick implementation. For instance, Accevo offers specific industry suites such as the FMCG suite, the pharmaceutical suite, and the automotive suite.

Accevo is a specialized end-to-end solution provider that accelerates manufacturing and optimizes process manufacturing through its Smart Factory range of products. The company's in-house team of implementation specialists goes to the factory and connects all the different machines, including PLCs and open protocols; if they are old machines, Accevo copies analog signals, obtains the data from the machine, and monitors the entire production process. Therefore, Accevo provides both software and hardware (it uses the hardware available in the market, such as Moxa edge devices), as well as implementation—features its peers find hard to copy.

Accevo offers significant value to its customers, including fewer defects, higher machine uptime, faster and reliable data-driven decisions, shorter changeovers, decreased mean time to recovery (MTTR), and lower batch release time. Soon, the company will implement microservices (containerized microservices) within its software; as a result, the entire solution will be easy to scale up (if necessary) during production.

Manufacturers from different industries have successfully implemented the Smart Factory system in their production facilities. Accevo has a strong track record in smart factory implementations and adapts the system to customers' needs. It not only has modern technical capabilities but also offers a reliable, flexible, and partnership-driven approach. The following case studies highlight Accevo's ability to drive measurable business value for clients.

STAKO is a leading automotive LPG tank manufacturer. It supplies tanks to major automobile manufacturers worldwide, including VW, Renault, Fiat, Hyundai, Opel, Ford, and Maruti Suzuki. Traceability is a critical challenge for MES implementations in automotive manufacturing, and Accevo enhances traceability in the automotive industry. STAKO improved several key areas (real-time production monitoring, traceability, quality gates, automated testing, operator guidance, and defect handling and statistical process control [SPC] reports) through the integration and implementation of Accevo's MES system. Benefits of traceability in the automotive industry include a 95% error reduction in tank dispatch, waste minimization, 15-minute machine availability increases per shift, enhancing overall productivity, 15% quicker International Automotive Task Force (IATF) audits, saving time for both auditors and operators, and a quarterly increase of 2,000 in tank production volumes, translating into higher profitability.

In the tobacco industry, microstops significantly influence production results. Tobacco factories operate at a high-speed production rate of 10,000 pieces per minute. In addition, SKU and changeover times must be monitored and minimized. The Accevo Monitoring System was selected as a global performance solution for more than 600 lines and 2,500 machines in more than 30 tobacco factories worldwide. The company's real-time monitoring and analysis of production data, proactive maintenance, and optimization of manufacturing processes delivered the following customer benefits: a 20% increase in overall equipment effectiveness, a 14% reduction in

microstops, 80%-time savings for reporting and analysis, and a return on investment in just 6 months.

Accevo's flexibility, expertise in manufacturing, and ability to connect to machines to gather data are the key reasons clients choose Accevo over its competitors. A notable example is Lorenz, a large European company that produces chips and snacks. Accevo was the only company capable of creating a proof of concept for Lorenz's complex production needs, which involve different flavors, vegetables, and seasonings. Accevo developed a system that effectively calculates the performance of the entire production process, allowing production managers to visually monitor how production is progressing, identify the causes of stoppages, and detect any malfunctions in the machines. With this information, they can take action to improve efficiency.

Accevo provides comprehensive solutions to improve manufacturing. Frost & Sullivan is impressed, as the company has become a trusted partner to some of the world's largest production companies and their advanced smart factories.

Conclusion

Manufacturers require software solutions that leverage smart manufacturing's full potential, and Accevo successfully addresses this need. The company offers a comprehensive suite of products under the Accevo Smart Factory umbrella. Industry expertise, IIoT machine connectivity experts, rapid implementation, flexible platforms, ERP integration, and cloud-native modern architecture differentiate Accevo from its competitors. Customers can start small and scale fast. The company's modular platform enables flexible deployment of solutions. A proven product, industry-specific suites, hundreds of successful projects, and a reliable, partnership-driven approach further enhance the customer value proposition. Accevo accelerates change in manufacturing, drives digital innovation, and offers significant value to customers shifting to smart factories, where digital innovation and efficiency drive manufacturing success. Part of the Dürr Group, Accevo is now well-positioned to expand its manufacturing technology capabilities and revolutionize digital transformation. With its strong overall performance, Accevo earns Frost & Sullivan's 2025 European Enabling Technology Leadership Recognition in the manufacturing software market for smart factories.

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What You Need to Know about the Enabling Technology Leadership Recognition

Frost & Sullivan's Enabling Technology Leadership recognizes the company that applies its technology in new ways to improve existing products and services and elevate customer experience.

Best Practices Recognition Analysis

For the Enabling Technology Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	**Opportunity Universe**	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	**Transformational Model**	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	**Ecosystem**	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	**Growth Generator**	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	**Growth Opportunities**	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	**Frost Radar**	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	**Best Practices**	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	**Companies to Action**	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

