

The image shows two men in a factory setting. The man on the left is wearing an orange safety vest over a white patterned shirt and is holding a tablet. The man on the right is wearing a yellow safety vest over a blue shirt and is holding a clipboard and a pen, looking at the tablet. They are standing near a yellow safety railing. In the background, there is industrial equipment and a white wall. The Panasonic logo is in the top left corner.

**Panasonic**

MANUFACTURING

Transforming the factory into  
a leaner, smarter ecosystem



A photograph of two men in a modern factory. They are wearing white shirts, dark ties, and high-visibility yellow safety vests. One man is pointing towards a piece of industrial equipment. The background shows a clean, well-lit factory floor with various machines and overhead structures.

Focus on your business. We'll focus on your production challenges.

## The factory line. Streamlined.

Whether you're looking to increase efficiency, in-source operations or save on reshoring, we can help. From end to end, our first-to-market Total Solutions are reshaping the factory floor. Providing support not just for a piece of equipment but the entire process. Bringing partners together to create a complementary set of technologies. And integrating it all through powerful enterprise software.

In this smart factory, everything functions as a lean, agile ecosystem – with Panasonic as your one-stop source for installations, support and everything in between.

## Why Panasonic?

Across the automotive, industrial, communications and electronics industries, we have 100,000 installations and counting. And while you won't find our name on the outside of the products made there, our technology is the driving force inside. As our partner, you'll benefit from a tradition of innovation, backed by countless patents, extensive R&D and the expertise gained from manufacturing our own products. Discover:

- A holistic Any Mix, Any Volume philosophy to maximize the efficiency of any line
- Our innovative PanaCIM® Manufacturing Execution System (MES) for unprecedented integration
- A breadth of offerings from chip manufacturing to final circuit board assembly to advanced robotics
- A single-point of contact for pre-sale, delivery and post-sale support, giving you worry-free purchase and operation

For more than 50 years, at over 100,000 installations, we've been exceeding the production needs of the most demanding industries.



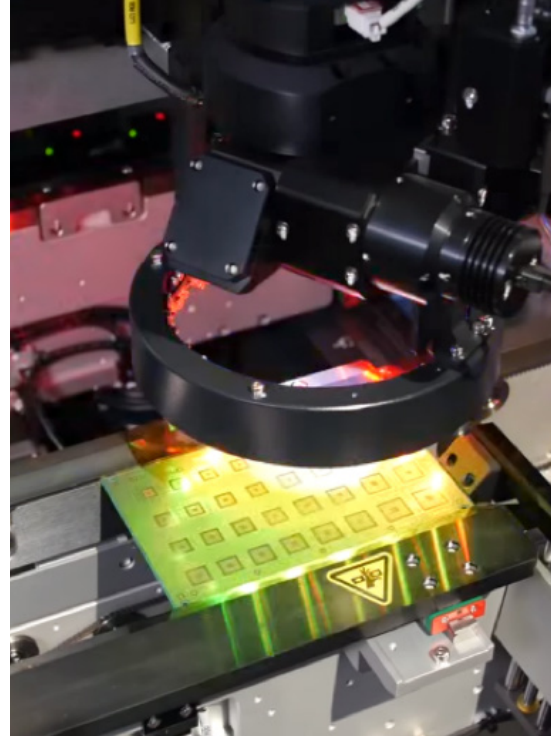
## Any mix, any volume

Maybe you're an OEM implementing internal ideas. Or an EMS responding to customer requirements. Whatever the case, we have turnkey solutions made for your specific application and business model.

In high-mix environments with varying products, for example, we can minimize time to market by ensuring "first time right" builds, accelerating setup and facilitating quick changeovers. In high-volume environments, we can leverage our lean manufacturing expertise to eliminate wasteful activities, resulting in the highest productivity, speed and yield.

## Support for every size business

In Panasonic you'll find a partner that's in it for the long term. Our aim is to grow with you and mutually prosper. That's why we not only have smart solutions connecting hundreds of machines in large facilities around the world, but enterprise-quality tools driving efficiency in one-room/one-machine installs as well.

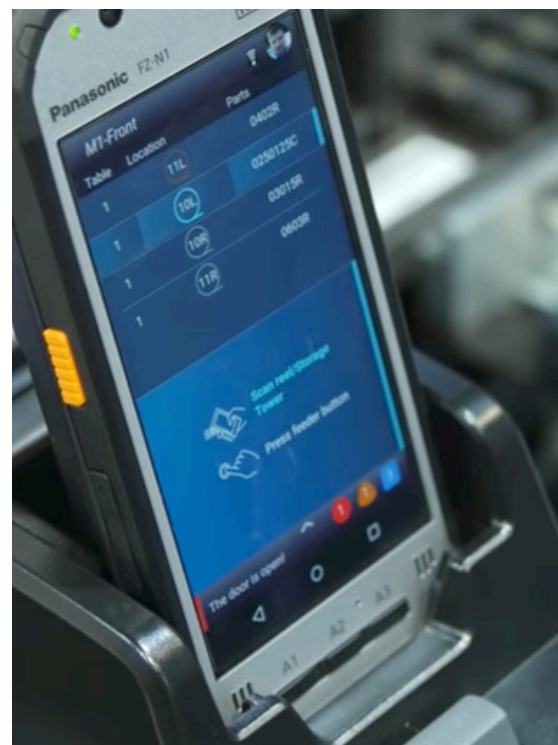


## All the right players

As vendors become more focused on specialized technologies, and production lines become more complex, smart strategic partnerships become key to efficient operation. So in addition to offering our own portfolio of best-in-class equipment, we've forged strong relationships with more than 40 complementary technology partners. We manage this ever-expanding Total Solutions program through our PanaCIM software.

## Cloud-level manufacturing

Today's smart factory is built on the Internet of Things, where we've been leading the way for some time. Now with PanaCIM, developed in the U.S., we're bringing unprecedented scalability and connectivity to manufacturing businesses of all sizes. From machine level to cloud level, PanaCIM can integrate with any platform, business system, or location, automating processes across your entire enterprise and providing total visibility across operations. With our Work-in-Process module, you can even tie in non-mechanical processes, managing and tracing production from receiving to shipping.



## Equipment

- Surface Mount Technology
- Placement, Through-hole, Odd-form & Dispense
- Scalable Placement Solutions
- Traceability and Control Solutions
- Microelectronics
- Laser and Arc Welding Robotics

## PanaCIM MES Software

- Manufacturing Execution System
- Material and Resource Management
- Work-in-Process Solutions
- Maintenance Management System (MMS)

## Support

- Training Onsite or Online
- Application Engineering
- Best Practices
- Custom Tooling
- Lean / Six Sigma
- Cloud9 Innovation Center
- Overall Equipment Effectiveness (OEE) Analysis
- Technical Assistance

# Industry-leading manufacturing solutions and support

## Award-winning odd-form

A Panasonic exclusive, our odd-form solution automates the assembly of hand-placed parts, reducing labor costs and boosting productivity. Not only is it the industry's first dual gantry, multi-head odd-form solution, but it boasts many standard head and feeder options for advanced flexibility.

We also provide a whole host of other solutions, from single-beam hardware for building complex assemblies to next-gen software to predict an asset's maintenance needs.

## Take control of your materials

Material shortage or excess can extend production timelines and reduce profit. Our PanaCIM Material Management solutions provide detailed overviews of job order preparation, material distribution and tracking throughout every phase of production. As a result, you'll have increased inventory accuracy, reduced job setup and advanced warning of supply levels. Which means correct supplies are there when workers need them.

## Part showroom, part tech lab

The Panasonic cloud9 Innovation Center gathers solutions from complementary technology partners, all in one place. Here, the Smart Factory comes to life. Visitors can see live demonstrations, experience PanaCIM in action and learn about future products, because transforming manufacturing begins with simplifying purchase decisions.

## Local support, global footprint

To help ensure maximum uptime, we've developed a locally focused engineering team dedicated to supporting our smart factory solutions. Complemented by select partners, the team offers reliable, affordable assistance, including:

- Custom tooling applications with quick turnaround
- Services to increase overall equipment effectiveness
- Support for every hardware and software product and process, including project management and training

## Advanced robotics for automation

As a global leader in arc welding technology, we continue to create technologies that achieve greater speed and precision, reducing operating costs and improving product quality. Our LAPRISS laser robot, for example, fuses metal together with greater accuracy, reducing spatter. On the horizon, our parallel link robot can learn from and reproduce a person's hand motions, providing newfound flexibility on the line.

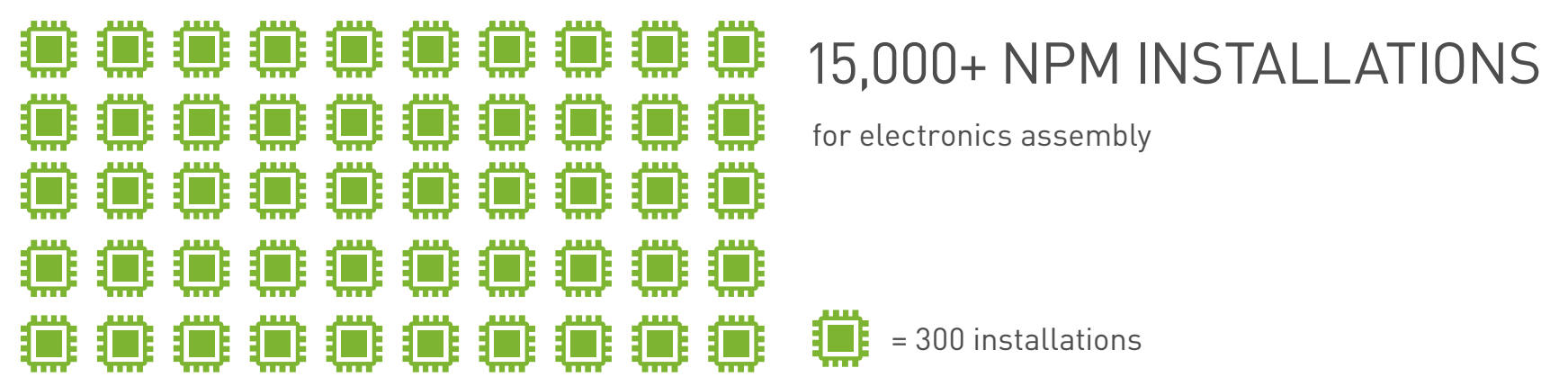
## Beyond manufacturing

Processes are processes. What works on the manufacturing floor can also work in other areas. That's why we're putting the device connectivity strengths of our PanaCIM platform to use in places like quick service restaurants, where it's driving efficiencies in order processing, appliance utilization and inventory management. In cities, it's enabling unified evidence management systems to store footage from body cameras to the cloud.





# Panasonic: Manufacturing innovations that really add up

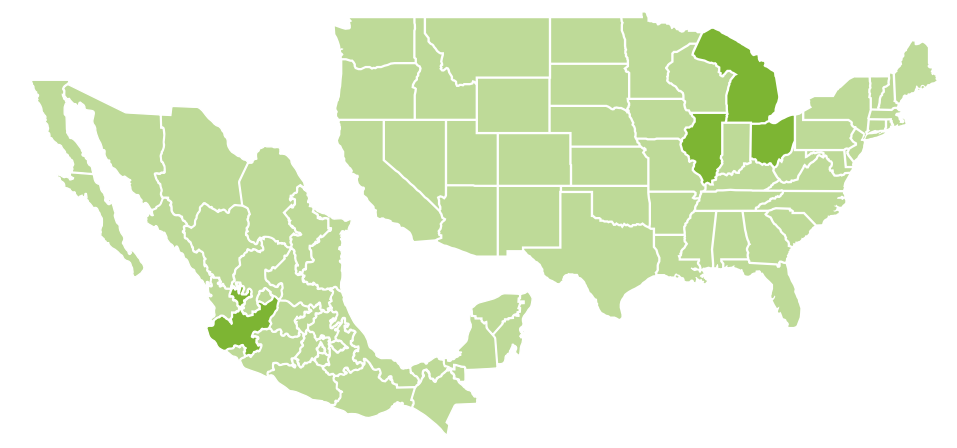


**1 TO 1,000+ MACHINES**  
No matter what size your business is, PanaCIM's scalable software suite can meet your needs

**600 MONTHS**  
**2,609 WEEKS**  
**18,263 DAYS**

**50 YEARS**  
of proven experience in factory automation

**3 INNOVATION CENTERS**  
located in Illinois, Ohio and Michigan, plus a demo and training center in Guadalajara





# Technologies that move us toward a better life and world

At Panasonic, we anticipate the future, innovate continuously and integrate disruptive technologies into breakthrough solutions for our customers. Our goal? Create technologies that move us toward a better life and a better world. We provide integrated solutions in these four areas:

**Integrated Supply Chain** solutions that bring intelligence and insight to how products are made, shipped and sold

**A Connected World** that meets today's information, connectivity and mobility needs

**Immersive Experiences** that turn live events into unforgettable, personalized experiences

**Sustainable Energy** that advances eco technologies and transforms industries

Learn how Panasonic can help  
move your manufacturing  
processes forward.

[na.panasonic.com/ca](http://na.panasonic.com/ca)

