

## **Leoni and relayr enter strategic partnership to raise the automotive industry's production efficiency**

- Strategic partnership for predictive maintenance solutions on robot lines of the car and supplier industry
- Reducing unexpected downtime of existing machinery and plant as well as comprehensive process analysis and optimisation

**Nuremberg/Berlin/Hanover, 4 April 2019 – Leoni, a global provider of energy and data management solutions in the automotive sector and other industries, and relayr, specialist in industrial solutions involving the Internet of Things (IoT), are entering a strategic partnership. At *Hannover Messe* (the Hanover Trade Fair), the companies announced joint development work on linking intelligent cable and automation systems with innovative IoT technologies. The upcoming solutions are aimed at enabling carmakers and their suppliers to reduce unplanned downtime of robotic manufacturing lines and raising production efficiency thereby improving overall equipment effectiveness (OEE).**

Through this partnership, Leoni and relayr will be jointly developing and providing an intelligent solution for predictive maintenance and monitoring of robot lines in car manufacturing based on the [LEONiQ](#) technology and relayr's IoT portfolio. This will give plant operators ongoing and deeper insight into the critical areas and components of the whole line. A new way of monitoring condition as well as the process efficiency of entire systems will thereby become reality for Leoni's customers. The partnering companies' agnostic position towards automation equipment gives them the necessary flexibility and agility to achieve success within the complexity of today's automotive manufacturing environment.

### **Initial test installations as early as this year**

Leoni will provide this collaboration with intelligent, IoT-enabled energy and data management on robot lines, related data analysis skills, as well as profound knowledge of automation and processes in the automotive industry.

Relayr will contribute its comprehensive, sector-overarching know-how in IoT technology, data analysis and process optimisation in industrial production. Together, the two companies will be realising the first test installations in car production as early as 2019 in order then to offer their solutions to a broad customer base from 2020. HSB (Hartford Steam Boiler), which is part of the Munich Re Group just as relayr, will additionally complement the partnership: This will enhance the technological IoT portfolio of the alliance with financial services and risk management, thereby turning the business model into a direct added value for customers in financial and assurance-related respects.

For Leoni, the partnership is another step towards becoming a systems provider. Torsten Schierholz, the Company's Chief Solutions Officer, said at the Hanover Trade Fair: "We are delighted to have gained, in relayr, a partner with comprehensive experience in the IoT field. Together we will be able to give the automotive industry fresh impetus – not least to take automated production forward." Josef Brunner, relayr's CEO, also expressed his satisfaction with the collaboration: "The automotive industry is a key sector of the German economy. Making it as intelligent and efficient as possible with the help of IoT – that's what drives us. In Leoni, we have found the ideal partner because of its far-reaching expertise in car production and industrial robotics."

 *Related illustration material can be downloaded next to this release at <https://www.leoni.com/en/press/releases/details/leoni-and-relayr-to-raise-the-automotive-industrys-production-efficiency/>*

### About the Leoni Group

Leoni is a global provider of products, solutions and services for energy and data management in the automotive sector and other industries. The value chain encompasses wires, optical fibers, standardised cables, special cables and assembled systems as well as intelligent products and smart services. As an innovation partner and solutions provider, Leoni supports its customers with pronounced development and systems expertise. The market-listed group of companies employs more than 92,000 people in 32 countries and generated consolidated sales of EUR 5.1 billion in 2018.



### About relayr

Relayr is the Industrial Internet of Things (IIoT) powerhouse delivering the most complete solution for risk-free digital transformations. We unleash data insights from existing equipment, machines and production lines to improve our customers' business outcomes. We enable industrial companies to shift from CAPEX to OPEX-based offerings to their respective markets, providing an unique combination of first class IIoT technology and it's delivery with powerful financial and insurance offerings — all from a single source trusted by hundreds of companies worldwide. With relayr, manufacturers, operators, and service companies for industrial equipment are empowered to implement fully interoperable IIoT solutions guaranteed to achieve their target business outcomes.

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