



Remote machinery management solutions

The world's first security-certified  
remote access solution

Secomea Headquarters  
Smedeholm 12-14  
2730 Herlev  
Denmark  
Phone: +45 88 70 86 50  
E-mail: [info@secomea.com](mailto:info@secomea.com)  
[www.secomea.com](http://www.secomea.com)  
VAT No: DK 31366038

Secomea North America  
3608 St-Charles Boulevard, Suite 33  
Kirkland (Montréal), Quebec  
Canada H9H 3C3  
Phone: +1 514-240-5880  
E-mail: [info@secomea.com](mailto:info@secomea.com)  
[www.secomea.com](http://www.secomea.com)

Secomea China  
A 504, 3, Juquan Road, Science Town,  
510630 Guangzhou  
China  
Phone: +86 (0)20 2810 7727  
E-mail: [info@secomea.cn](mailto:info@secomea.cn)  
[www.secomea.cn](http://www.secomea.cn)

Secomea Japan  
29-6 Sarukaku-cho Shibuya-Ku  
Tokyo 150-0033  
Japan  
Phone: +81 (0)70 1502 4173  
E-mail: [info@secomea.jp](mailto:info@secomea.jp)  
[www.secomea.jp](http://www.secomea.jp)





## ENGINEERING THE FUTURE WITH YOU

*The fourth industrial revolution is upon us, and it's an exciting time for machine builders and engineers of all disciplines and industries. They're hard at work readying their companies and their customers for a completely digitized and automated future – otherwise known as the Industrial Internet of Things (IIoT) – and so are we.*

### Leading the way in IIoT

Secomea is a privately held company based in Denmark with offices and distributors located all over the world. Since 1999, we have been developing remote monitoring and management solutions for manufacturers and driving what we know today as Industry 4.0.

We are a team of device and software engineers and automation experts who understand the value of creativity and innovation. We work closely with our customers to solve their M2M challenges and deliver the right solutions for their machines and their customers. When we work together, we are paving the way for a simpler and smarter manufacturing future.

### A uniquely flexible and scalable M2M solution

Secomea's modular design makes it easy to ensure scalability for your customers' future process optimization and maintenance needs. Machine administrators can easily provide:

- ▶ CORRECTIVE M2M IIOT
- ▶ PREVENTIVE M2M IIOT
- ▶ PREDICTIVE M2M IIOT

## THE SIMPLEST, MOST SECURE REMOTE-MANAGEMENT SOLUTION

The Secomea solution allows machine administrators to provide remote programming, monitoring and data logging of their customers' machines. Designed for users with no IT or networking knowledge, the solution comprises 3 basic components that provide secure communication between the machine administrator and the machine, no matter where it is in the world.

### Easy as ABC

#### A. SiteManager™

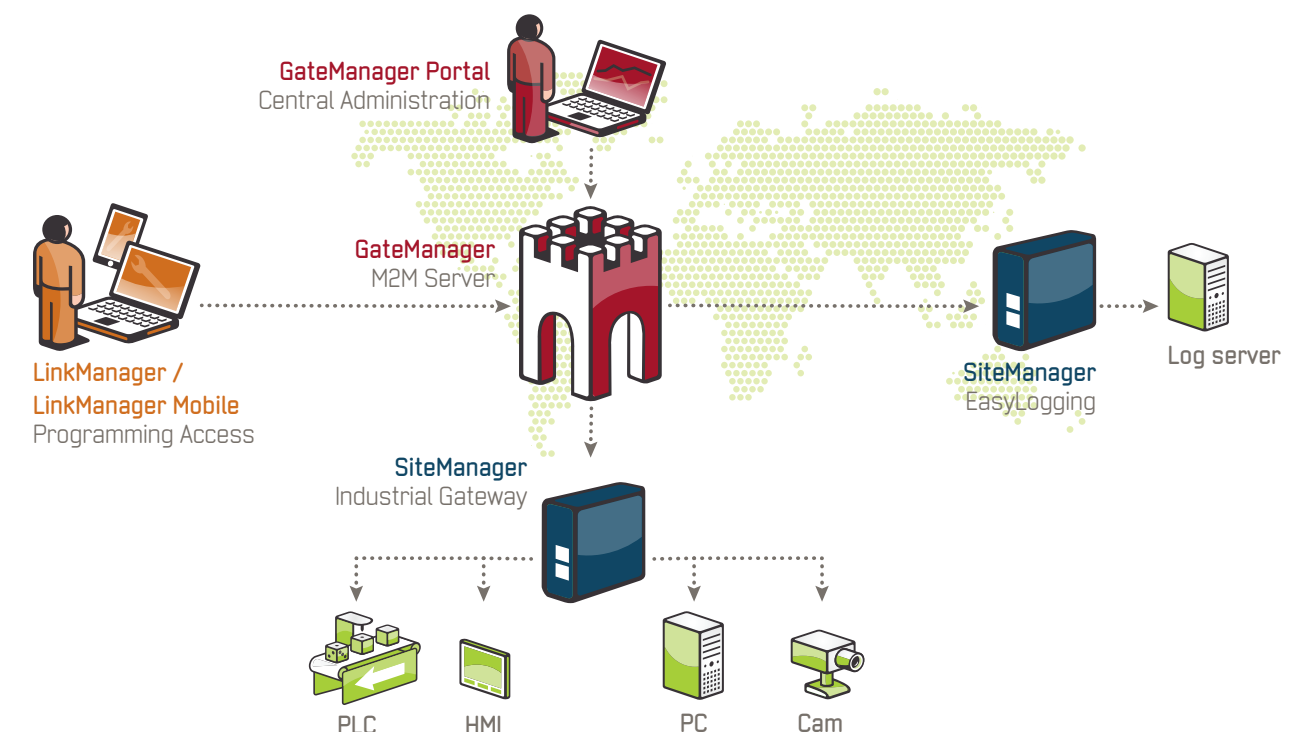
Placed at the factory (hardware or software)

#### B. LinkManager™

Web- or Windows-based client for the engineer or end user (for desktops and mobile devices)

#### C. GateManager™

M2M server that ties together the SiteManagers and LinkManagers (Cloud-based or stand-alone)







## SECURITY IS PRIORITY #1

*The simpler the solution, the more likely it is to be operated as intended, keeping security firmly intact. The simplicity of the Secomea solution uniquely supports and strengthens the security that's built right into the solution as first priority.*

- Strong end-to-end encryption
- Two-factor and three-factor security authentication
- Event audit trails
- Role-based account management
- Standard measures for eliminating risk of vulnerabilities resulting from mal configuration or human carelessness



### The world's first security-certified remote access solution

Secomea is the first and only remote access solution in the world to be officially security certified. The esteemed German security organization **ProtectEM GmBH**, which works in close cooperation with the Deggendorf Institute of Technology, performed our security audit based on the following framework:

- Auditing processes according to NIST SP800-115 & ISECOM OSSTMM
- Concept auditing based on BSI (German federal office for information security), ISA 99, and IEC 62443
- Component auditing by individual component analysis and stress testing
- System auditing where end-to-end security was thoroughly assessed



### Industry 4.0 enablers

Based on Reference Architecture Model Industrie 4.0 (RAMI 4.0) with reference to IEC/PAS 62443-3, ProtectEM has certified Secomea products as Industry 4.0 enablers.

To view our security audits and certificates in full, go to [secomea.com](https://secomea.com).

## ONE OF THE TOP-SELLING SOLUTIONS IN THE INDUSTRY

Developed specifically for the automation industry, the Secomea solution is used by machine builders and system integrators all over the world. As one of the industry's top-selling solutions, Secomea is suited to both smaller machinery installations with low budgets and larger machine installations that require immediate action.

The Secomea solution can provide remote access to any type of industrial device, and it is endorsed by leading PLC and HMI manufacturers.



### A solution for any segment

Whether you build machines for commercial industry or for public utility, the Secomea solution can meet your needs. Our customers work across almost every sector from Food and Beverage and Textiles to Packaging, Printing and Pharma. We also serve public customers in Water, Energy, Building Automation and more. Whatever your automation challenge, Secomea has a solution.

#### MACHINE BUILDERS

Food and Beverage  
Packaging  
Pharma & Medical  
Printing  
Material Handling

#### UTILITY

Water and Energy  
Building Automation

#### FACTORY

Industrial Infrastructure

## A close-up photograph of two waffle sandwiches. The sandwich in the foreground is in sharp focus, showing a golden-brown waffle with a distinct grid pattern. It is filled with a thick layer of white ice cream and drizzled with a dark chocolate sauce. The second sandwich is in the background, slightly out of focus, showing a similar cross-section. The background is a solid, light blue color.

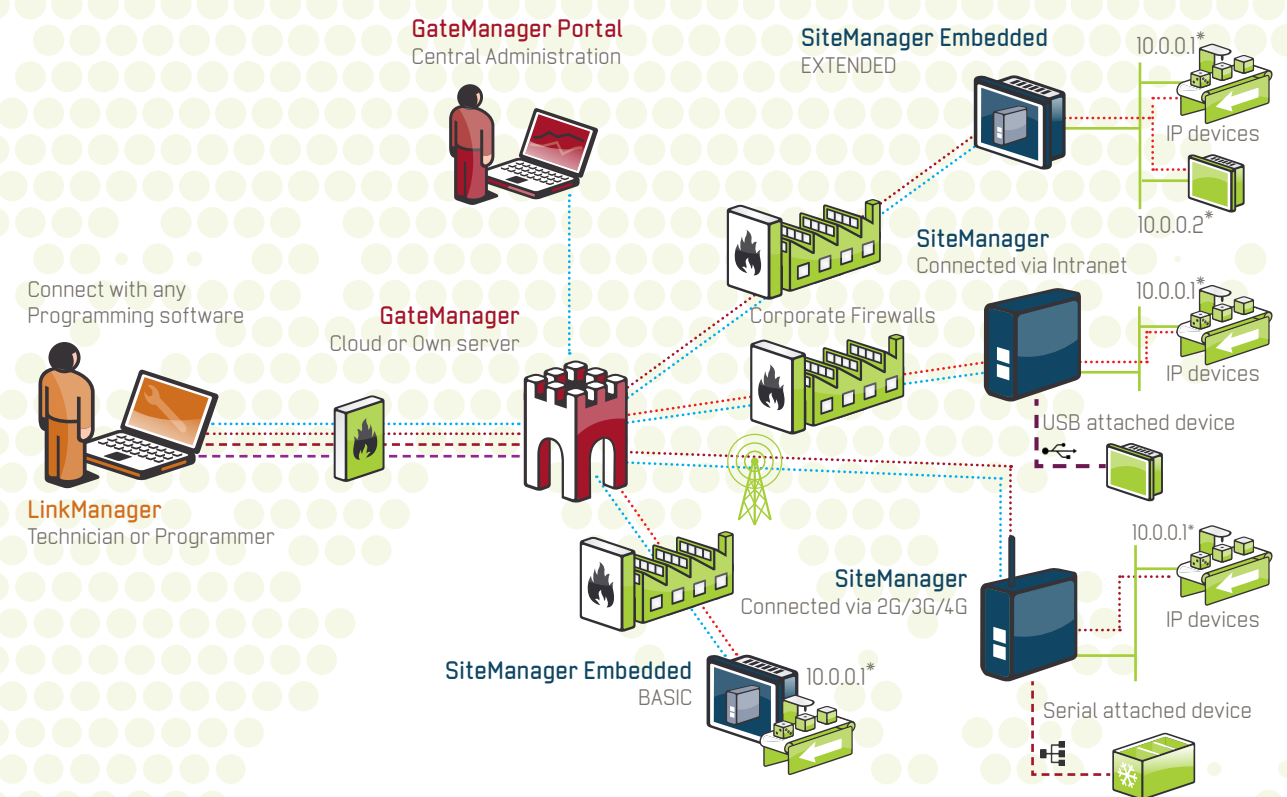
# HAAS MEINCKE SHARPENS ITS COMPETITIVE EDGE

Secomea helps Haas-Meincke deliver on their services in the speediest, most cost-efficient way. The first Secomea SiteManager unit installed enabled remote access to four systems in Columbia. That saved four on-site visits of up to three weeks – the engineers never left Europe, but made all programming changes to Siemens PLCs remotely.

The Secomea SiteManager is now a standard component in every machine Haas-Meincke ships. Today 400 SiteManager units are installed in their baking machines and production lines globally. They have enabled Haas-Meincke to increase their customers' uptime and use remote access as a distinct competitive advantage.



## HAAS-MEINCKE'S CORRECTIVE IIoT SOLUTION



- ▶ SIGNIFICANT TIME AND TRAVEL COSTS SAVED
- ▶ IMPROVED SPEED AND QUALITY OF SERVICE
- ▶ IMPROVED CUSTOMER UPTIME

- Local Ethernet network
- ..... Direct IP connections (UDP/TCP)
- - - Virtual COM connections (RS232, MPI etc.)
- ..... Remote Management of Secomea Equipment
- - - USB redirect connections

\* All remote networks can have identical IP subnets



# FAST, SECURE AND EASY REMOTE MONITORING

*Secomea can be used to proactively prevent machinery maintenance and downtime. Your customers can securely access PLCs and HMIs via their mobile devices, allowing them to make their operations faster and easier.*

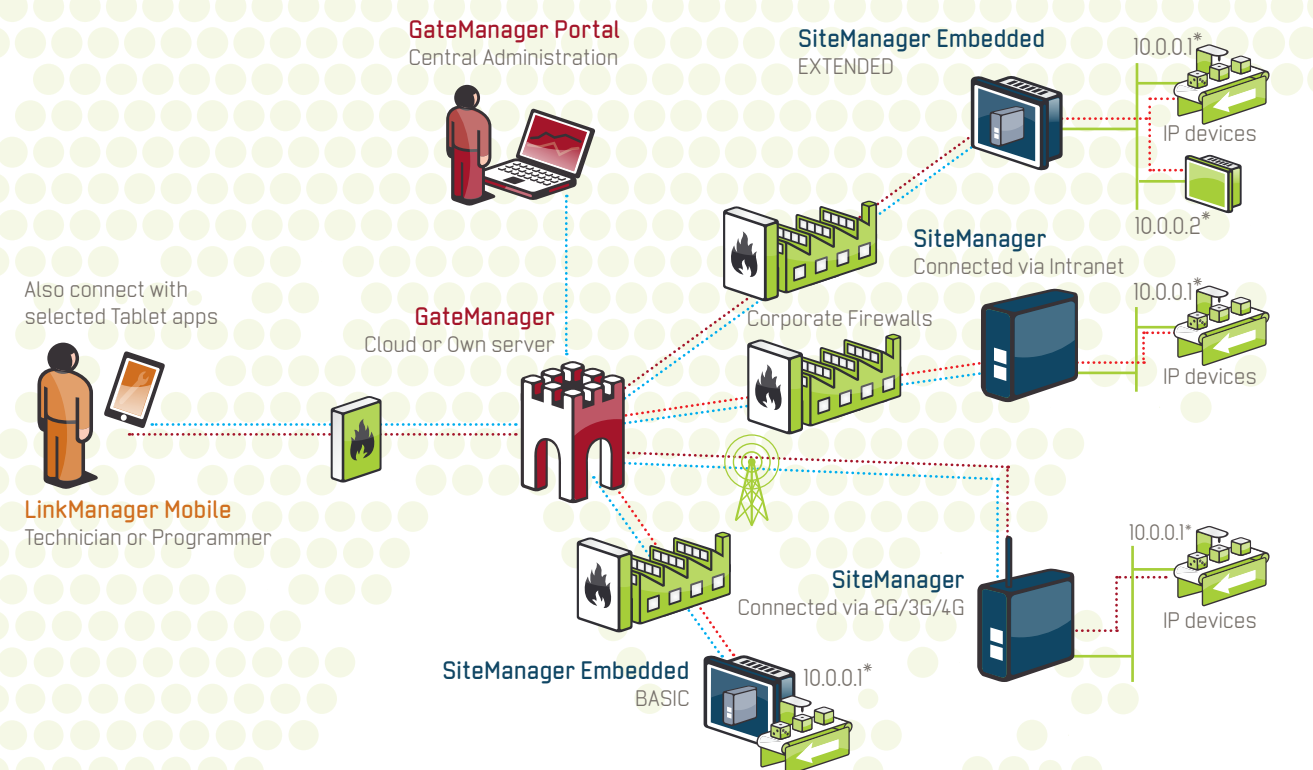
## ELTECHNO ACHIEVES ULTIMATE FLEXIBILITY AND OPERATIONS EFFICIENCY

ELTECHNO offers tailored ventilation solutions as well as consultancy, installation, construction and programming services for process and machine control systems. They adapt to their customers' desires in terms of component choice and operator tools. One focus area is water treatment utility installations, controlled by Siemens PLCs extended with a web-based operator interface, and combined with Schneider Electric IGS SCADA software for accumulating and processing data.

ELTECHNO uses SiteManager for both remote access and as an SMS Gateway for alerts generated by the PLC. LinkManager Mobile is used for accessing both the PLC operator interface and the SCADA system via Remote Desktop. LinkManager Mobile is platform independent, so customers can use their PCs, tablets or smartphones for secure remote access. ELTECHNO has the overall responsibility for the installation and can remotely program and diagnose the Siemens PLC with the Step 7 software using the Secomea LinkManager Windows software.

**ELTECHNO**   
ELECTRIC TECHNOLOGIES

## ELTECHNO'S PREVENTIVE IIoT SOLUTION



### THE RAW BENEFITS

- ▶ FASTER, MORE EFFICIENT OPERATIONS AND MAINTENANCE
- ▶ IMPROVED FLEXIBILITY THROUGH USE OF MOBILE DEVICES
- ▶ IMPROVED SECURITY FOR MOBILE DEVICES

\* All remote networks can have identical IP subnets



# REAL-TIME DATA FROM ANY DEVICE

When you want to offer your customers predictive maintenance services by logging machine data to a central surveillance center, Secomea is the right solution. It keeps you independent of remote networks, allowing you full control. If an issue occurs, you can connect to the equipment for further diagnostics, programming and upgrades.

## FLSMIDTH MAKES THE SECURE, SIMPLE, SCALABLE CHOICE

FLSmidth is a leading supplier of equipment and services to the global cement and mineral processing facilities, including services before, during and after construction.

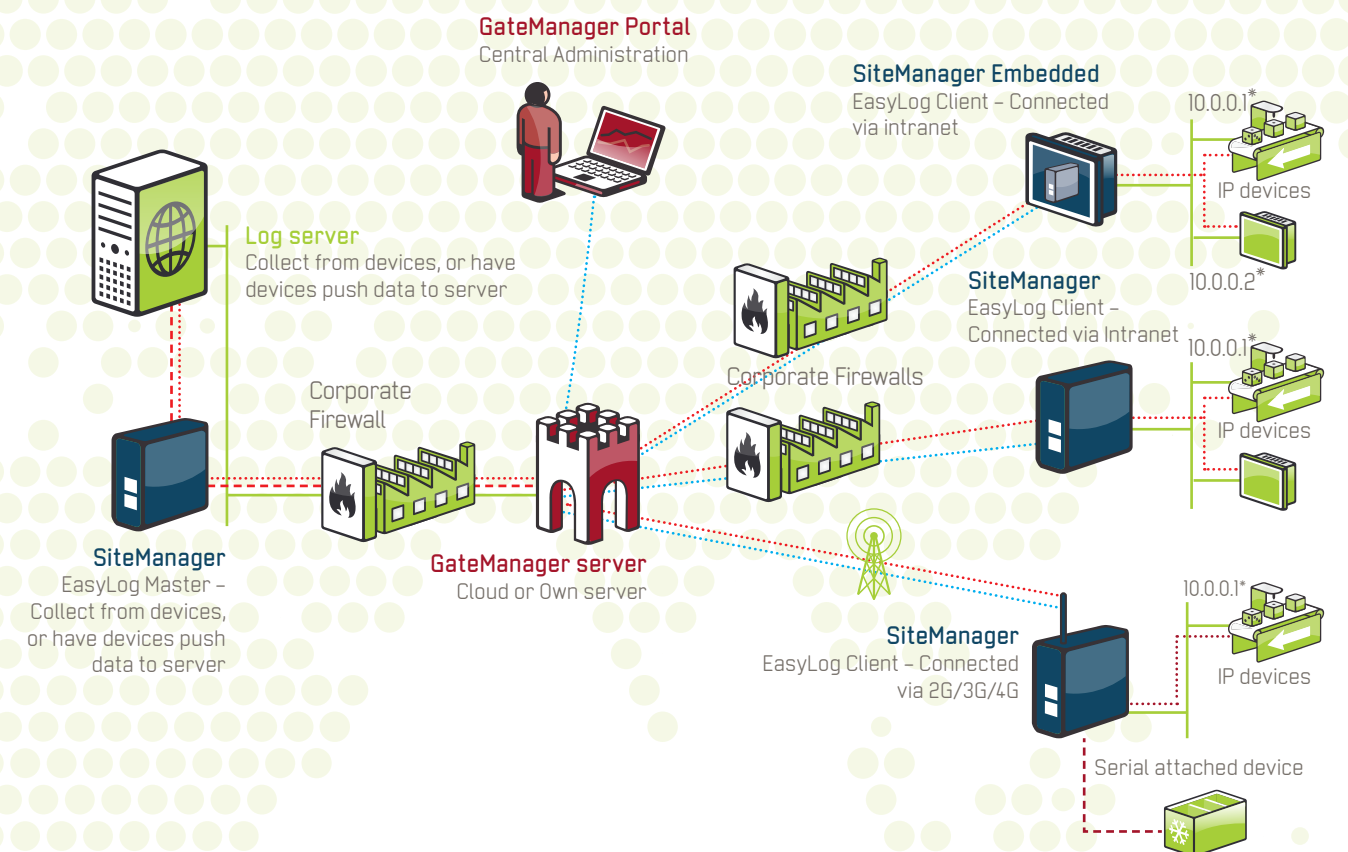
A part of their services strategy is to remotely retrieve data harvested locally in the PLCs to a central server. The data is used to create production reports for customers and to help perform predictive and preventive maintenance. Data collection is based on FTP access

to each PLC via a central GateManager M2M server. After the data analysis, technicians have the option to remotely connect to the monitored PLCs and perform further diagnostics and program adjustments.

FLSmidth chose the Secomea solution after a thorough evaluation of several industrial-access solutions. With security, ease of administration and scalability as their top priorities, Secomea was the clear choice.



## FLSMIDTH'S PREDICTIVE IIoT SOLUTION



### THE RAW BENEFITS

- ▶ SECURE, TRANSPARENT LOGGING OF DATA OVER THE INTERNET
- ▶ WEB BROWSER-LIKE CONNECTIONS MAKE IT FIREWALL FRIENDLY
- ▶ ALL EQUIPMENT CAN HAVE THE SAME IP ADDRESS, MAKING IT EASILY SCALABLE

- Local Ethernet network
- ..... EasyLog IP connections (UDP/TCP)
- - - EasyLog Telnet-to-RS232 connections
- ..... Remote Management of Secomea Equipment

\* All remote networks can have identical IP subnets



# THE COMPLETE SECOMEA STARTER PACKAGE

## Get up and running in only 15 minutes

The Secomea Starter Package makes it quick and easy to kickstart your remote access experience. Available in both a SiteManager hardware or software version, it's all you need to get going – and you'll be online in only 15 minutes.

## BUILD YOUR OWN STARTER PACKAGE



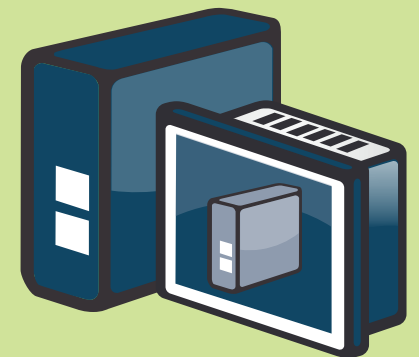
**LinkManager**  
Floating license



**GateManager**  
BASIC Account



**LinkManager Mobile**  
Single license



**SiteManager**  
Gateway

## COMPLETELY CUSTOMIZABLE AND SCALABLE

The Starter Package includes:

- ▶ *SiteManager Gateway* – Choose a SiteManager hardware model with your preferred Internet connectivity method, or the SiteManager Embedded software for installation on your Windows or Linux device.
- ▶ *GateManager BASIC* – Provides administrator capabilities on a Secomea-hosted GateManager server.
- ▶ *LinkManager floating license* – Provides your technical staff with full programming access to all your industrial equipment.
- ▶ *LinkManager Mobile license* – Provides easy access to web-enabled equipment or remote desktop/VNC from a web browser on your PC, tablet or mobile phone.
- ▶ *EasyService FREE license subscription* – Includes free phone and email support for your startup. (Allows connection of up to 100 SiteManagers, 2 LinkManager floating licenses, 8 LinkManager Mobile licenses and an unlimited number of LinkManager users.)

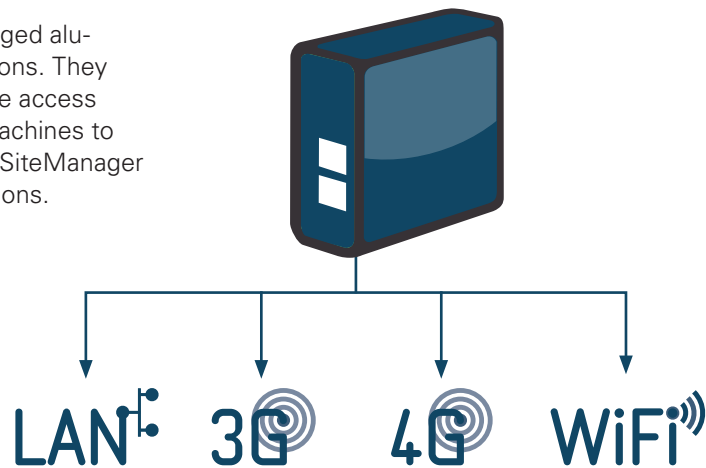
## Need help getting started?

Not sure how to put your Starter Package together? Get in touch with your local Secomea distributor to discuss your needs. Make your selection today and remotely connect tomorrow – it's that simple.

# DISCOVER IN DETAIL: SITEMANAGER HARDWARE

## Rugged certified hardware

Secomea SiteManager hardware gateways are rugged aluminum devices designed with industrial specifications. They support all features required for operating as secure access gateways for industrial installations – from small machines to complete production lines and whole factories. All SiteManager hardware gateways are certified for global installations.



SiteManager FEATURES		1129 / 3329	1139 / 3339	1139 / 3339 4G	1149 / 3349
Internet access options (Uplink)	4G/LTE	Via USB	No	Integrated*	Via USB
	3G/GPRS-EDGE	Via USB	Integrated	Integrated	Via USB
	Ethernet 10/100Mbit	Yes	Yes	Yes	Yes
	WiFi	Via USB	Via USB	Via USB	Integrated
WiFi access point support		No	No	No	Yes
I/O ports (Input/Output)		2/2	2/2	2/2	2/2
Device access options	via Ethernet	Yes	Yes	Yes	Yes
	via USB 2.0 port	Yes	Yes	Yes	Yes
	via Serial port	Yes	Yes	Yes	Yes
	via WiFi	No	No	No	Yes
DIN mountable		Yes	Yes	Yes	Yes
Device access agents (Model 11xx / 33xx)		5/25	5/25	5/25	5/25
Layer 2 and Layer 3 tunneling support		Yes	Yes	Yes	Yes
Optional EasyTunnel VPN support		Yes	Yes	Yes	Yes
EasyLogging Master/Client support		Yes	Yes	Yes	Yes
Use as local SMS gateway (Serial or Ethernet)		No	Yes	Yes	No
CPU		536 MHZ	536 MHZ	536 MHZ	536 MHZ
Forwarding/Scada agent routing speed		70 Mbps	70 Mbps	70 Mbps	70 Mbps
Operating temperature		-25 > +60°C	-25 > +45°C	-25 > +45°C	-25 > +60°C
Power feed		12-24 V/DC	12-24 V/DC	12-24 V/DC	12-24 V/DC

\*4G/LTE models must be ordered for the respective destination: EMEA, US or China.

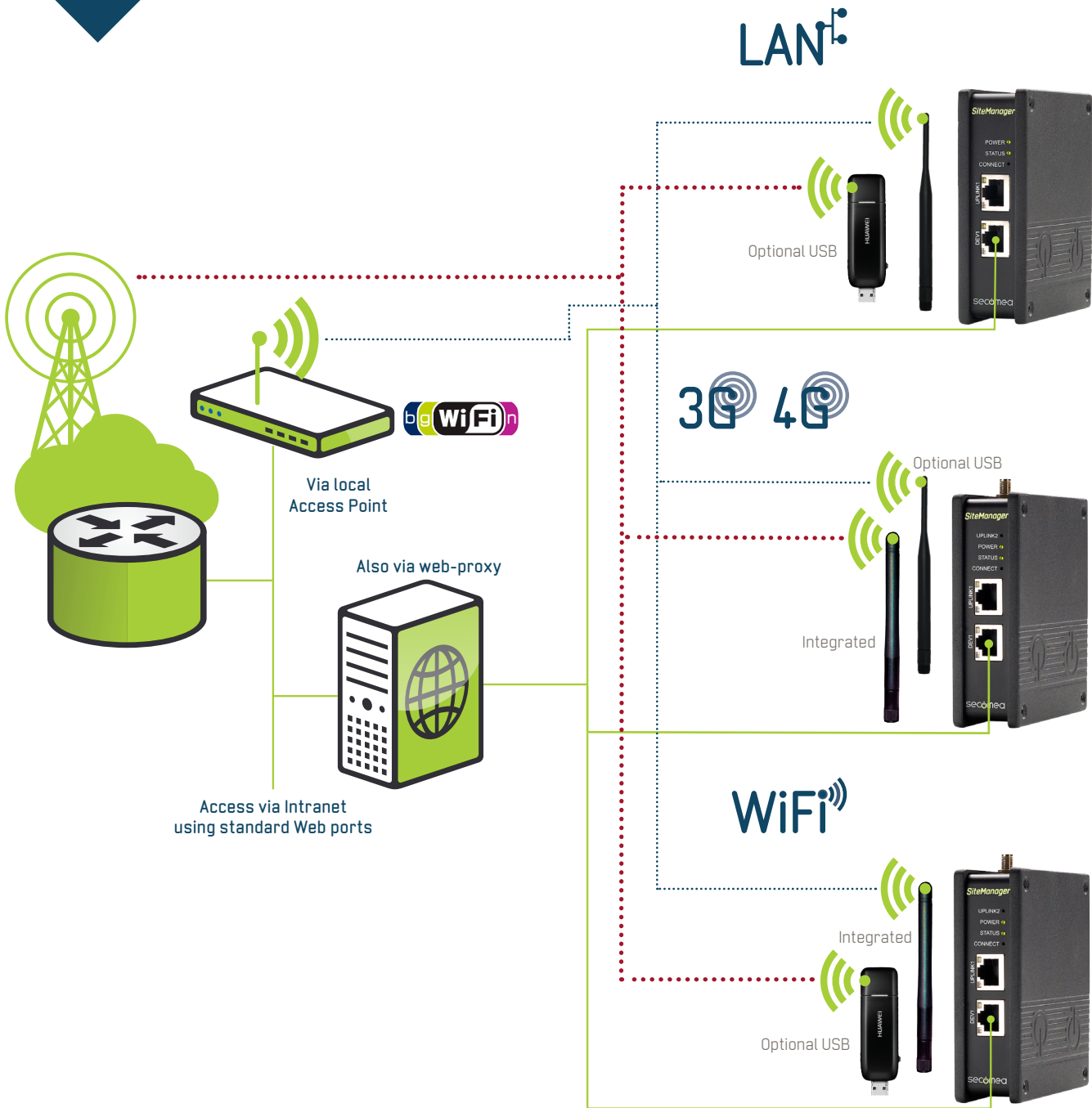
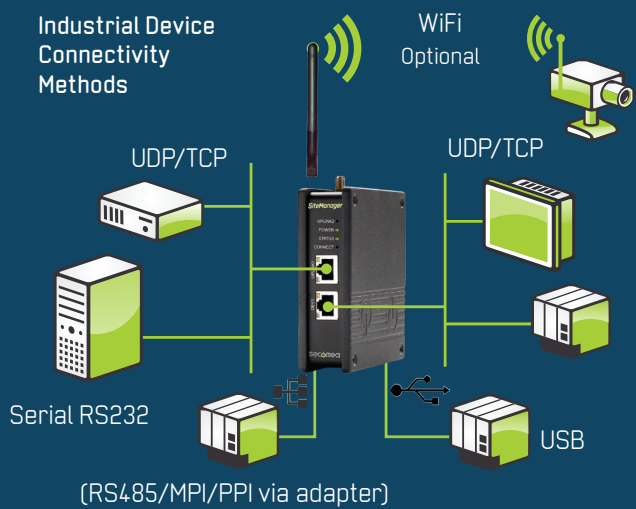
## SiteManager 5 port series

The SiteManager is also available as a 5 port version with an integrated managed switch, available as LAN and 3G models.



## Flexible connectivity

The SiteManager hardware gateways support remote access to any type of physical communication port of industrial devices. They also support multiple Internet access options via USB adapters. This means any SiteManager can obtain Internet access via LAN, cellular or WiFi networks.





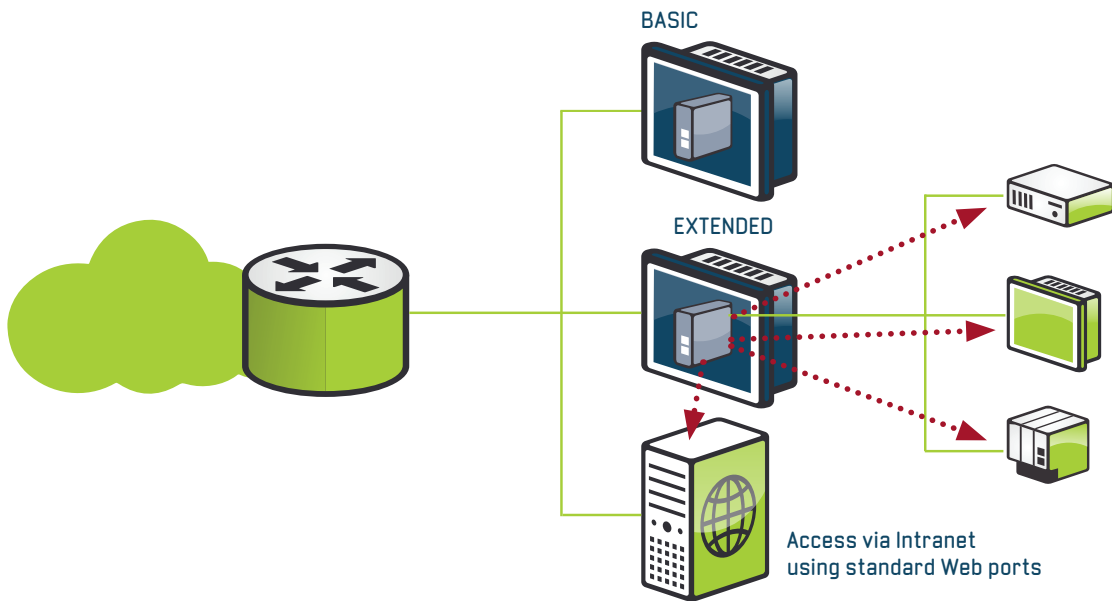
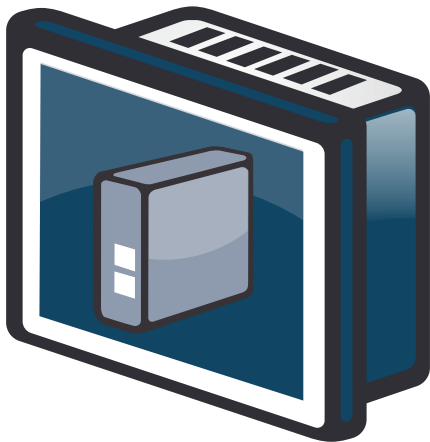
# DISCOVER IN DETAIL: SITEMANAGER SOFTWARE

## Embedded, lightweight software

Secomea SiteManager Embedded is a software gateway that installs on a PC, IPC or HMI panel and enables it to operate as a secure access gateway. It runs seamlessly with any operating system, in the background as a service, and is extremely lightweight, taking no significant system resources.

## No license required

SiteManager Embedded can be installed, configured and connected to the GateManager without installing any license. You decide when it is connected and to which license you want to apply it. Any SiteManager Embedded software supports any activation license type.



SiteManager Embedded License types compared to SiteManager hardware	SiteManager Embedded BASIC	SiteManager Embedded EXTENDED	SiteManager hardware gateway
Full tunnel access to the PC/IPC/HMI	Yes	Yes	Yes
Gateway for access to other devices	No	Yes	Yes
Included 3G, 4G or WiFi Internet access options	No	No	Yes
Uses the PC/IPC/HMI network access options	Yes	Yes	No
EasyLogging Master/Client support	No / No	No / Yes	Yes / Yes
Number of device agents (model dependent)	2	5-10	5-25
Device access via USB port / Serial port	No	No	Yes
Functions as Corporate/Device network firewall	No	No	Yes
Subnet Agent	No	Yes	Yes

# MULTIPLE OPERATING SYSTEM AND CPU SUPPORT:

- ▶ Windows Standard and Server 32/64 bit x86
- ▶ Windows Embedded x86
- ▶ Windows Compact (CE7) x86\*
- ▶ Windows Compact (CE7) ARM\*
- ▶ Linux x86 (various distributions)
- ▶ Linux ARM (various distributions)\*
- ▶ VxWorks ARM\*

\*May be subject to custom integration.

## CUSTOM INTEGRATION

Secomea is specialized in custom integration of SiteManager Embedded. Today it is delivered as a standard component in equipment from major automation manufacturers. Get in touch to discuss your integration project.

# DISCOVER IN DETAIL: LINKMANAGER

## Quick, easy access to your device

LinkManager is designed for remote programming and servicing of industrial equipment. Running on Windows, it approves access to devices and displays a view of all your sites and Site-Managers. Each device is shown with its configured name, type and online status. Just locate the device you want to connect to, click it, and you are online.

## Smooth compatibility

LinkManager installs a virtual adapter and runs smoothly alongside VPN clients. It is designed for both 32 and 64 bit Windows and runs inside virtual machines such as VMware, ESXi or Hyper-V.

## Multiple connection opportunities

Not only can LinkManager connect to UDP- and TCP-based equipment, but it also includes a virtual COM port driver that makes it possible to connect to Serial equipment (connected to the SiteManager) at the factory. You can even connect to a USB device connected to the SiteManager at the factory, and LinkManager will make the device appear on your PC as if it was physically plugged in.



# LINKMANAGER MOBILE

## Remote access from anywhere

LinkManager Mobile allows users to remotely access equipment via their iPhone, iPad or Android devices. It is designed for accessing graphical interfaces on PLCs, HMIs or Webcams, for example. It also establishes connections to desktops running Linux or Windows. You simply connect to the device with LinkManager Mobile and you can start a VNC or MS Remote Desktop Client (RDP) and remotely control the device.

## Scalable licensing

User accounts for LinkManager Mobile can be freely created in the GateManager Portal – part of the Starter Package. User accounts allow monitoring of equipment status and viewing of event logs. Applying a LinkManager Mobile license to the account will further allow you to connect to the equipment's user interface and remote desktop.



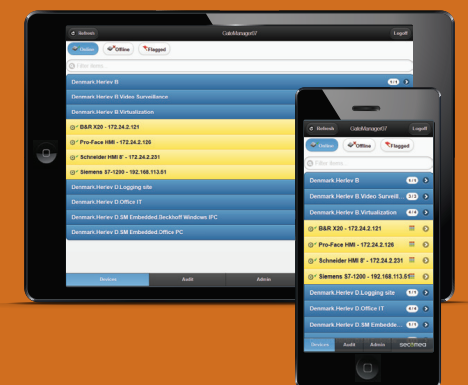
## LINKMANAGER KEY FEATURES

- ▶ Supports both 32 and 64 bit Windows
- ▶ "VPN-like" access to equipment
- ▶ Access to web-enabled devices
- ▶ Access to Remote Desktop (VNC/RDP)
- ▶ Access to USB and Serial devices
- ▶ Layer 2 and Layer 3 tunneling access
- ▶ Browser operated



## LINKMANAGER MOBILE KEY FEATURES

- ▶ Operated from any platform with a browser
- ▶ Supports PCs, iPhones, iPads and Android devices
- ▶ Access to web-enabled devices
- ▶ Access to Remote Desktop (VNC/RDP)
- ▶ Access for selected handheld APPs



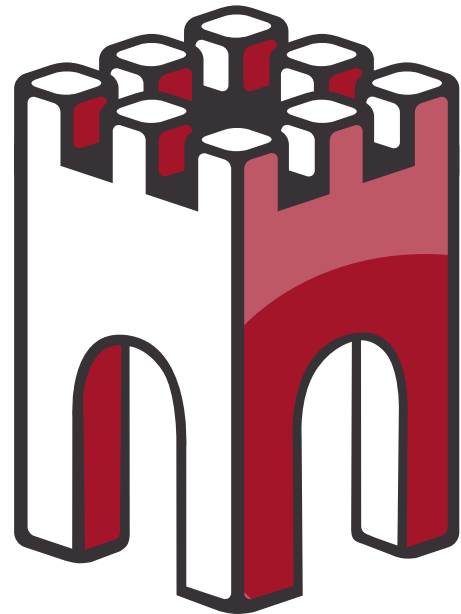


# DISCOVER IN DETAIL: GATEMANAGER SERVERS

## The center of your solution

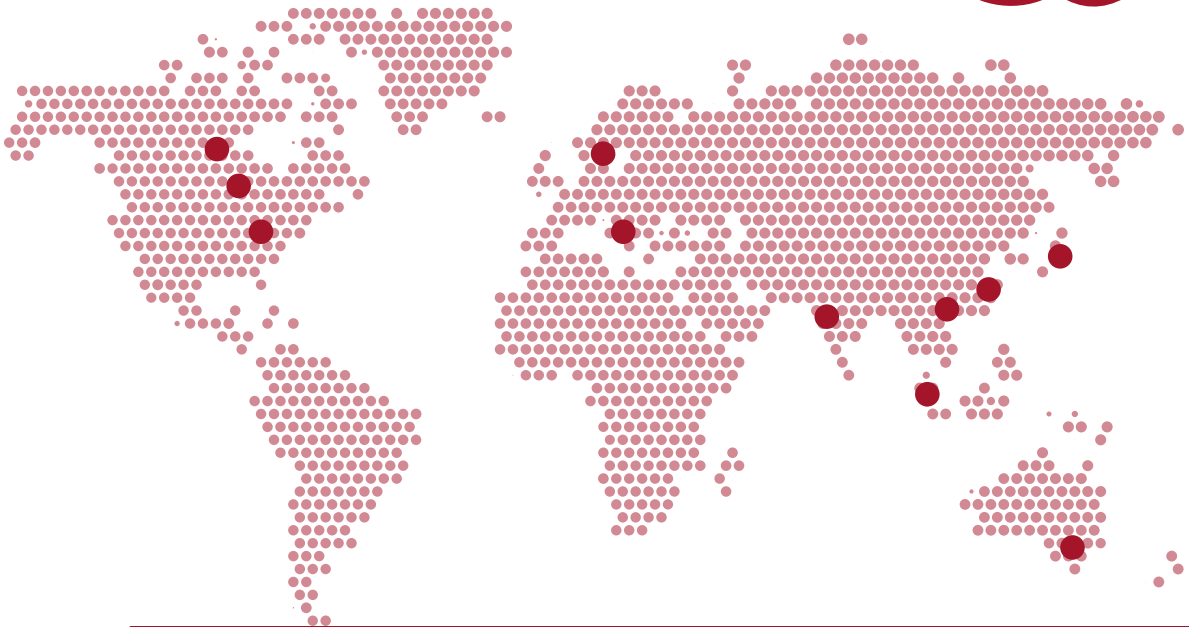
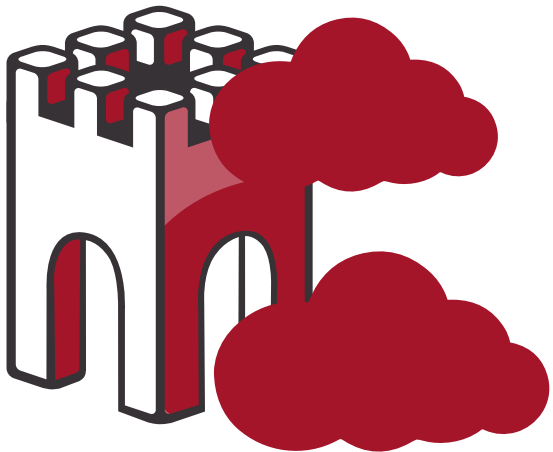
The GateManager™ M2M server is the central component of the Secomea solution. Typically it is offered as a service hosted by Secomea, or by one of our distributors, but you can also choose to host your own GateManager. Through the web-based GateManager Portal you can administer accounts, manage SiteManagers and devices, and much more.

The GateManager also operates as a secure termination point for all LinkManagers and SiteManagers. All connections and the encrypted traffic between LinkManagers and devices controlled by SiteManagers are handled by the GateManager, which also logs all events.



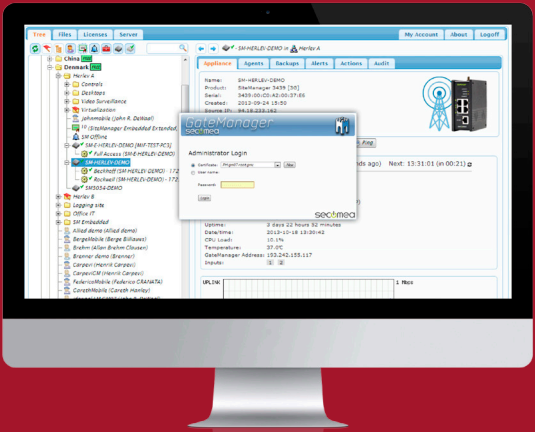
## GateManager cloud servers

The GateManager cloud server is designed to deliver the convenience of fast and easy web access, while avoiding own server setups. When you choose the GateManager cloud server, you receive an isolated private domain on the GateManager M2M server.



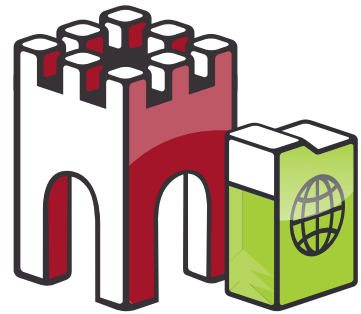
## IN THE GATEMANAGER PORTAL, YOU CAN:

- ▶ *Configure EasyLogging with drag'n'drop*
- ▶ *Administer all user accounts*
- ▶ *Configure SiteManagers individually or in bulk*
- ▶ *Replace SiteManagers based on auto backups*
- ▶ *Organize accounts and devices in domains*
- ▶ *Upgrade SiteManagers individually or in bulk*
- ▶ *Bulk firmware upgrade SiteManagers*
- ▶ *Administer access to specific devices*
- ▶ *Configure event alerts*
- ▶ *Monitor event logs*
- ▶ *Analyze detailed Usage Statistics*



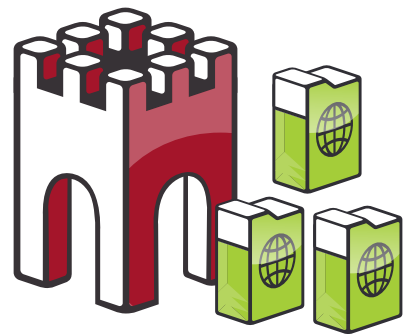
GATEMANAGER CLOUD SERVICE ACCOUNT TYPE COMPARISON	BASIC	PREMIUM
FREE with the Starter Package	Yes	No
Create and manage LinkManager user accounts	Yes	Yes
Organize equipment in domain tree structure and give differentiated user access	No	Yes
Access the LinkManager Admin GUI of the connected users	Yes	Yes
View status on all connected equipment	Yes	Yes
Associate email alarms to devices	No	Yes
Access audit-logs (who connected to what, when)	Yes	Yes
Activation of EasyLogging/Usage Statistics module	No	Yes
Create Co-administrator accounts	No	Yes

# GATEMANAGER SOLUTIONS



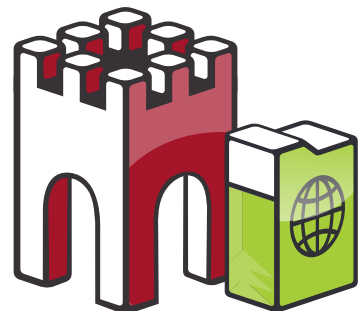
## GateManager 8250 Linux server

The GateManager 8250 can be installed on your own Linux platform either as a stand-alone server or on a virtual private server in a hosting center.



## GateManager 9250 virtual server

The GateManager 9250 is delivered as a platform-independent, virtual-image server. It's ready to run in a VMware, ESXi or Hyper-V virtualized environment.



## GateManager for Amazon Cloud server

Amazon Web Services (AWS) allows you to freely select your preferred global region for your cloud server. Amazon is among the largest global VPS providers.



## GateManager 4260 Hardware server

For machine builders who want to be in full control with a hardened platform installed locally, we also offer the GateManager 4260 hardware server. Suitable for small- to medium-sized installations, the 4260 hardware server is robustly built, and its administrator portal has the same look and feel as the software GateManagers. With its integrated export functions, you can easily migrate to other GateManager models.

# START ENGINEERING THE FUTURE TODAY

*Secomea is the simplest, most secure remote-management solution on the market. With the Secomea solution, your company can offer your customers reduced management and maintenance times and significantly increased uptime. Find out what our customers are saying here.*

“ The Secomea solution helps us resolve about 50% of the issues that would normally require on-site visits. This allows us to provide fast and timely quality service. The Secomea solution's ease of setup and use, combined with Secomea's excellent support, means that we can keep full focus on the customer's issue. Secomea is also the only solution we have seen that can remotely access our USB connected devices. ”

ASME A/S

“ The security offered by Secomea is also really important for us. While IT departments are usually paranoid about remote access, they are generally convinced by Secomea's security credentials. ”

Applied Automation

“ The Secomea solution's biggest advantage is its ease of installation. If there is an existing network, you just plug the SiteManager in, and if not, it automatically uses the 3G network. This means we have focus on our core business, and do not have to spend time on IT. ”

SE Big Blue

*To read more customer cases and references, go to [secomea.com](http://secomea.com)*

## GET IN TOUCH TO START

*To order your Secomea Starter Package or discuss the solution that's right for you, contact us or your local Secomea distributor. Or find more information at [secomea.com](http://secomea.com)*