

FINANCE & COMMERCIAL LEADERS GUIDE

SMART INVESTMENT IN INDUSTRIAL AUTOMATION

How to Reduce Cost, Manage Risk and
Maximise the Value of Your Control
Systems Asset



REDUCE TOTAL COST

Lower maintenance costs and
minimise unplanned downtime



MANAGE RISK & COMPLIANCE

Reduce operational, safety and
regulatory risk exposure



MAXIMISE ASSET VALUE

Extend the life and performance
of your automation investment



PLAN WITH CONFIDENCE

Make informed decisions with
clear data and lifecycle visibility



MAXIMISE PERFORMANCE. REDUCE COST. PROTECT VALUE.
MAKE SMARTER AUTOMATION INVESTMENTS.



FOR:

FINANCE DIRECTORS
COMMERCIAL MANAGERS
PROCUREMENT LEADERS
BUSINESS LEADERS



stratos
Control Systems Ltd.



www.stratoscontrols.com



Corby, Northamptonshire,
United Kingdom

RELIABLE SYSTEMS. LOWER COSTS. STRONGER BUSINESS.

COMPLIANCE CHALLENGES IN INDUSTRIAL AUTOMATION

This guide outlines the key automation-related pain points that can increase compliance risk, impact operations and expose your organisation.

Stratos Control Systems helps organisations overcome these challenges through standardised solutions, expert engineering and a focus on reliability, visibility and control.

THIS GUIDE WILL HELP YOU:



Identify the automation challenges driving compliance risk and operational issues.



Understand the impact on safety, reliability, and regulatory exposure.



See how Stratos helps reduce risk, improve visibility and strengthen compliance.

KEY COMPLIANCE PAIN POINTS

1. STANDARDISATION

Inconsistent systems.
Inconsistent compliance.



- ✓ Different control panel designs, templates and naming conventions across sites.
- ✓ Inconsistent PLC, HMI and network configurations.
- ✓ Variable documentation standards create gaps and confusion.
- ✓ Harder to prove compliance consistently across the business.

RISK: Inconsistent standards make it difficult to demonstrate due diligence and control.

2. RISK MANAGEMENT

Unidentified risks.
Uncontrolled exposure.



- ✓ Outdated or missing risk assessments for automation systems.
- ✓ Changes and modifications not formally assessed.
- ✓ Safety and cyber risks not fully understood.
- ✓ Inability to demonstrate that risks are identified, assessed and controlled.

RISK: Increased likelihood of safety incidents, compliance breaches and legal exposure.

3. SPARE PART MANAGEMENT

Right part. Right place.
Right time.



- ✓ Obsolete equipment and unsupported technologies in operation.
- ✓ Lack of documented critical spare parts lists.
- ✓ Unclear end-of-life status for key components.
- ✓ Delays in sourcing parts increase risk and downtime.

RISK: Equipment failures and extended downtime due to unavailable or unidentified spares.

4. DOWNTIME REDUCTION

Unplanned downtime.
Uncontrolled consequences.



- ✓ Unexpected failures disrupt production and impact safety and compliance.
- ✓ Reactive maintenance leads to repeat issues.
- ✓ Process interruptions create reporting and regulatory risks.
- ✓ Pressure to restore quickly can lead to undocumented changes.

RISK: Downtime increases risk and weakens compliance assurance.

5. FAULT FINDING & DATA VISIBILITY

Limited visibility.
Limited confidence.



- ✓ Poor visibility of system performance and asset health.
- ✓ Alarms and data not centralised or reliable.
- ✓ Difficult to trace events and identify root causes.
- ✓ Inability to provide accurate, audit-ready information.

RISK: Slow fault resolution, inaccurate reporting and weak audit trails.



Addressing these pain points strengthens compliance, reduces risk and builds confidence in your automation systems.

Stratos partners with you to implement the systems, processes and visibility you need to stay compliant, improve performance and protect your operations.



FOR:
COMPLIANCE MANAGERS
RISK MANAGERS
AUDIT & GOVERNANCE TEAMS
SAFETY & RELIABILITY LEADERS



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THE OVERALL RESULT

Measurable impact. Real business value.
Across every part of your operation.



**BETTER AUTOMATION.
BETTER OUTCOMES.**

TYPICAL IMPROVEMENTS ACHIEVED WITH STRATOS



15–50%
**FEWER DOWNTIME
INCIDENTS**

Improved reliability and
greater uptime.



30–70%
**FASTER
FAULT FINDING**

Quickly identify issues
and resolve faster.



20–40%
**LOWER
MAINTENANCE EFFORT**

More efficient processes
and better systems.



20–50%
**LOWER
SUPPORT COSTS**

Reduced reactive support
and external dependency.



30–60%
**LOWER
PROJECT RISK**

Better planning, standardisation
and proven approaches.



40–70%
**LESS AUDIT
PREPARATION EFFORT**

Well-documented systems
ready when you are.



30–60%
**FASTER ENGINEER
ONBOARDING**

Standardised systems are
easier to learn and use.



15–40%
**LOWER SPARE PARTS
INVENTORY**

Fewer parts, lower inventory
and less obsolescence risk.



50–80%
**GREATER STANDARDISATION
ACROSS FACILITIES**

Consistent architectures,
designs and standards.

THE RESULT FOR YOUR BUSINESS



**MORE RELIABLE
OPERATIONS**

Reduced interruptions
and greater stability.



**HIGHER PRODUCTIVITY
AND PERFORMANCE**

Systems that enable your
people to perform at their best.



**LOWER TOTAL
COST OF OWNERSHIP**

Efficient to operate,
support and grow.



**STRONGER, MORE
RESILIENT TEAMS**

Empowered engineers
and sustainable processes.



**SUSTAINABLE
FUTURE**

Better outcomes for your
business and the planet.



The result is not simply better automation—
it is a more efficient, reliable and maintainable operation
that costs less to support throughout its lifecycle.



DOWNTIME REDUCTION

Less Downtime. More Output. Greater Efficiency.



THE CHALLENGE

Many facilities operate with ageing PLCs, inconsistent control systems and limited diagnostic capabilities. When faults occur, engineers often spend significant time identifying root causes before repairs can begin.



HOW STRATOS HELPS

Stratos modernises control systems using current PLC platforms, structured programming standards, improved diagnostics and standardised architectures. This enables maintenance teams to identify and resolve issues faster while reducing unexpected failures.



TYPICAL IMPROVEMENT



15–50%
reduction in
downtime events



30–70%
reduction in
fault-finding time



BUSINESS IMPACT

- ✓ Increased production uptime
- ✓ Reduced lost output
- ✓ Lower emergency maintenance costs
- ✓ Improved customer delivery performance

FROM DOWNTIME TO PERFORMANCE

BEFORE
Legacy Systems



- ✗ Long fault-finding times
- ✗ Unexpected breakdowns
- ✗ Reactive maintenance
- ✗ Lost production
- ✗ Higher costs

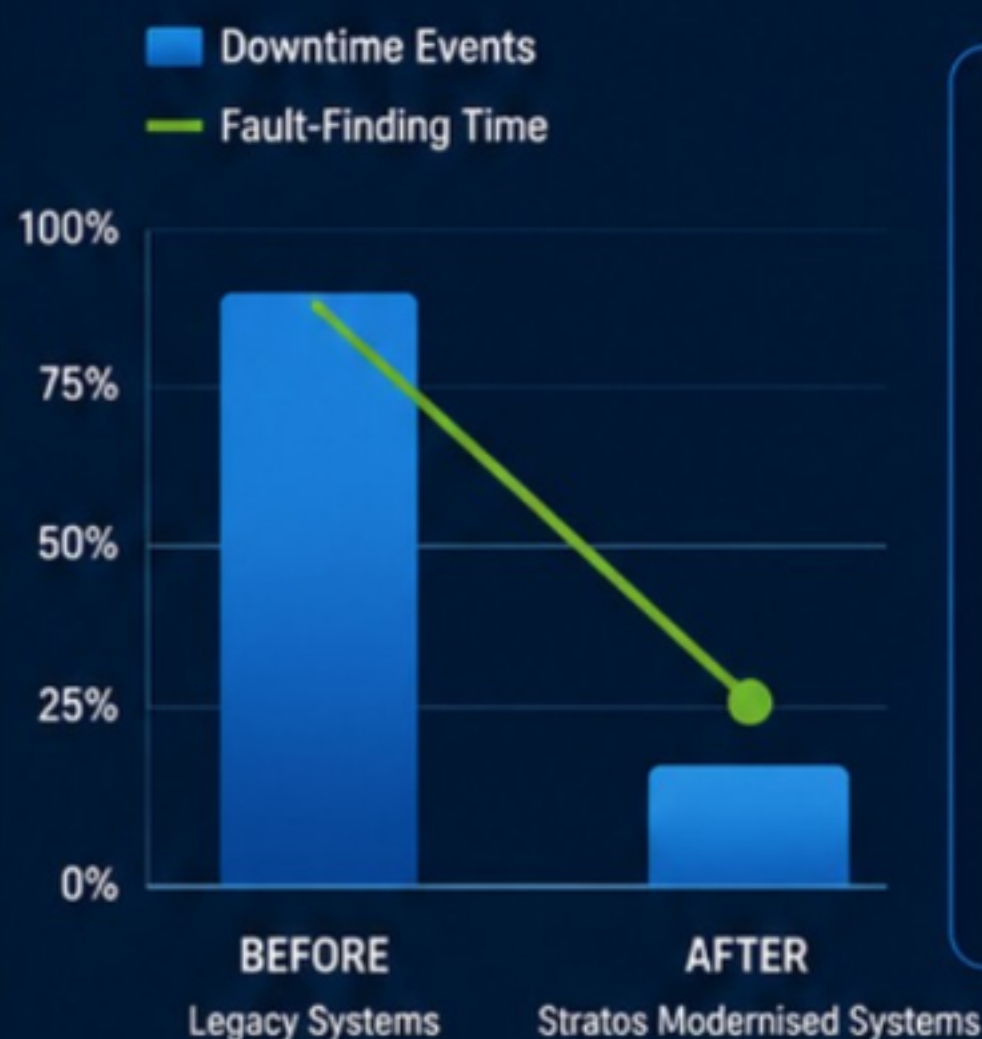
AFTER

Stratos Modernised Systems



- ✓ Fast fault-identification
- ✓ Fewer unexpected failures
- ✓ Proactive maintenance
- ✓ Increased uptime
- ✓ Lower operating costs

IMPROVING UPTIME. DRIVING RESULTS.



UP TO
50%
FEWER DOWNTIME
EVENTS

UP TO
70%
FASTER
FAULT-FINDING



REDUCE DOWNTIME
Keep production
running.



IMPROVE RELIABILITY
Modern systems.
Fewer failures.



BOOST PRODUCTIVITY
More uptime.
More output.



LOWER COSTS
Fewer emergencies.
Lower maintenance spend.



DELIVER PERFORMANCE
Meet commitments.
Build customer trust.



PRODUCTION EFFICIENCY & PROCESS PERFORMANCE

**Consistent Control.
Improved Performance.
Stronger Results.**

Stratos delivers automation solutions that improve process control, increase consistency and maximise equipment performance.



PRECISE CONTROL
Better control of process variables



REAL-TIME VISIBILITY
Actionable data for quicker decisions



STABLE & REPEATABLE
Consistent results, every time



THE CHALLENGE

Inconsistent automation systems often result in variable process performance and reduced productivity.



HOW STRATOS HELPS

Improved process control, modern PLC systems and enhanced visibility increase consistency and repeatability.

OUR APPROACH



Analyse
Understand current performance



Optimise
Improve control strategies & processes



Implement
Modern systems & real-time visibility



Sustain
Monitor, refine and drive continuous improvement



BETTER CONTROL. BETTER PERFORMANCE. BETTER RESULTS.

TYPICAL IMPROVEMENT



REDUCED PROCESS VARIABILITY

Tighter control leads to more stable, predictable performance.



IMPROVED PRODUCTION CONSISTENCY

More consistent output quality and throughput.



HIGHER OVERALL EQUIPMENT EFFECTIVENESS

Improved Availability, Performance and Quality across the plant.

BUSINESS IMPACT



INCREASED THROUGHPUT

- ✓ More output with the same assets
- ✓ Better cycle times and less downtime



IMPROVED PRODUCT QUALITY

- ✓ Consistent processes reduce defects
- ✓ Better compliance and customer satisfaction



BETTER UTILISATION OF ASSETS

- ✓ Maximise the value of your existing equipment
- ✓ Lower operating costs and higher returns



**OPTIMISE TODAY.
PERFORM BETTER TOMORROW.**



DATA-DRIVEN DECISIONS



**STRONGER PROCESSES
BETTER OUTCOMES**



**SUSTAINABLE RESULTS
YOU CAN RELY ON**



stratos
Control Systems Ltd.



DATA VISIBILITY & OPERATIONAL INSIGHT

See More. Understand More.
Perform Better.

Real-time data and operational insights empower your team to make faster, smarter decisions and drive continuous improvement.



REAL-TIME
DATA



SMARTER
DECISIONS



BETTER
PERFORMANCE



THE CHALLENGE

Many facilities lack meaningful operational data, making improvement initiatives difficult.



HOW STRATOS HELPS

SCADA systems, reporting tools and monitoring solutions provide real-time operational visibility across your plant.

REAL-TIME VISIBILITY ACROSS YOUR OPERATION



PRODUCTION
PERFORMANCE



EQUIPMENT
STATUS



ALARMS &
EVENTS



ENERGY &
UTILITIES



TRENDS &
REPORTING



One source of truth. Complete operational clarity.

TYPICAL IMPROVEMENT



FASTER ACCESS TO PERFORMANCE DATA

Dashboards and reports provide real-time data at your fingertips.



IMPROVED DECISION-MAKING SPEED

The right information, available when you need it.



ENHANCED ROOT CAUSE ANALYSIS

Historical data and event tracking make it easier to identify and resolve issues.

BUSINESS IMPACT



BETTER PRODUCTION MANAGEMENT

- ✓ Monitor performance in real time
- ✓ Identify bottlenecks and losses
- ✓ Drive continuous improvement



FASTER ISSUE RESOLUTION

- ✓ Detect problems sooner
- ✓ Reduce downtime and disruptions
- ✓ Improve team response



MORE INFORMED INVESTMENT DECISIONS

- ✓ Data-driven prioritisation
- ✓ Clear ROI justification
- ✓ Invest with confidence



SEE IT. UNDERSTAND IT.
IMPROVE IT.
TURN DATA INTO RESULTS.



REAL-TIME
VISIBILITY



CENTRALISED
DATA



PROACTIVE
ALERTS



ACTIONABLE
INSIGHTS



MEASURABLE
RESULTS



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SPARE PARTS MANAGEMENT

**Standardise Today.
Reduce Inventory. Lower Costs.**

Managing spare parts doesn't have to be complex or costly. Stratos helps you streamline your inventory and focus on what matters most.



**RIGHT PART. RIGHT TIME.
LOWER COST. LESS RISK.**



THE CHALLENGE

Legacy systems often contain multiple hardware platforms and obsolete components requiring extensive spare inventories.



HOW STRATOS HELPS

Standardisation reduces hardware diversity and simplifies inventory requirements.

TYPICAL IMPROVEMENT



15-40%

**REDUCTION IN
SPARE PARTS INVENTORY
REQUIREMENTS**

Fewer parts. Less inventory.
Lower cost.

FROM COMPLEX TO SIMPLE

BEFORE

Multiple Platforms
High Inventory

AFTER

Standardised Platform
Optimised Inventory



HOW STANDARDISATION DELIVERS VALUE



REDUCED HARDWARE DIVERSITY

Fewer platforms mean fewer spare parts.



SIMPLIFIED INVENTORY MANAGEMENT

Easier to track, manage and forecast.



LOWER HOLDING COSTS

Less capital tied up in excess inventory.



REDUCED OBSOLESCENCE RISK

Current platforms with long-term support.

BUSINESS IMPACT



REDUCED INVENTORY HOLDING COSTS

- ✓ Lower capital commitment
- ✓ Reduced storage requirements
- ✓ Less waste and write-offs



EASIER PARTS SOURCING

- ✓ Common components
- ✓ Multiple supplier options
- ✓ Faster lead times



LOWER OBSOLESCENCE RISK

- ✓ Proven, current technology
- ✓ Planned lifecycle support
- ✓ Fewer urgent replacements



**STANDARDISE. SIMPLIFY.
SAVE TODAY. STAY READY FOR TOMORROW.**



STANDARDISED
PLATFORMS



OPTIMISED
INVENTORY



REDUCED
COSTS



IMPROVED
RELIABILITY



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CHANGE MANAGEMENT & FUTURE UPGRADES

Designed for Change. Built for the Future.

Stratos designs and documents control systems so changes and upgrades are easier, faster and lower risk — today and in the future.



MODULAR
BY DESIGN



EASY TO
CHANGE



BUILT FOR
TOMORROW



THE CHALLENGE

Many organisations find even small modifications difficult because systems are poorly documented and inconsistent.



HOW STRATOS HELPS

Modular designs, standardised programming and comprehensive documentation make future upgrades simpler and lower risk.

DESIGNED FOR EASY CHANGE



MODULAR
ARCHITECTURE



STANDARDISED
PROGRAMMING



COMPREHENSIVE
DOCUMENTATION



REUSABLE
COMPONENTS



SCALABLE FOR
FUTURE NEEDS

SMALL CHANGES TODAY. BIG BENEFITS TOMORROW.

TYPICAL IMPROVEMENT



30-60%

REDUCTION IN
UPGRADE PROJECT RISK

Lower risk through consistent designs, standards and clear documentation.



FASTER
IMPLEMENTATION OF
FUTURE IMPROVEMENTS

Changes can be delivered quicker with less rework and downtime.

BUSINESS IMPACT



LOWER
LIFECYCLE COSTS

- ✓ Easier, lower-cost upgrades
- ✓ Less rework and re-engineering
- ✓ Lower total cost of ownership



REDUCED FUTURE
PROJECT COMPLEXITY

- ✓ Clear structure and documentation
- ✓ Faster scoping and planning
- ✓ Simpler testing and commissioning

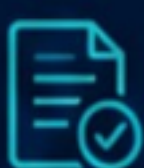


GREATER OPERATIONAL
FLEXIBILITY

- ✓ Adapt quickly to changing needs
- ✓ Easier integration of new technologies
- ✓ Future-proofed operations



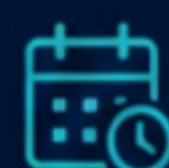
CHANGE WITH CONFIDENCE.
UPGRADE WITH EASE.
FUTURE-READY BY DESIGN.



DOCUMENTED
& TRACEABLE



LOWER RISK
CHANGES



LESS DOWNTIME
& DISRUPTION



BUILT FOR
CONTINUOUS
IMPROVEMENT

TOTAL COST OF OWNERSHIP & ROI

INVEST ONCE. SAVE FOR YEARS.

Finance leaders don't buy PLCs. They invest in business performance.
The true cost of an automation system isn't the purchase price.
It's everything that follows over the next 10–20 years.

- **REACTIVE MAINTENANCE**
- **DOWNTIME & PRODUCTION LOSS**
- **SPARE PARTS INVENTORY**
- **ENGINEERING & SUPPORT HOURS**
- **ENERGY INEFFICIENCY**
- **REPEATED UPGRADES**
- **COMPLIANCE RISKS**

Stratos helps organisations **reduce Total Cost of Ownership** by designing automation systems that are easier to maintain, standardise and support throughout their lifecycle.



THE CHALLENGE

Many organisations focus on project cost instead of lifecycle cost.

Lowest initial price often results in:

- Higher maintenance spend
- More downtime
- Increased contractor dependence
- Larger spare parts inventories
- Higher energy costs
- Earlier replacement



HOW STRATOS HELPS

Our engineering approach focuses on reducing long-term ownership costs.

Through:

- ✓ Standardised hardware
- ✓ Modular PLC software
- ✓ Better documentation
- ✓ Lifecycle planning
- ✓ Easier upgrades
- ✓ Predictive maintenance capability

TYPICAL FINANCIAL IMPROVEMENTS



20–40%

LOWER TOTAL COST OF OWNERSHIP
Less maintenance.
Lower support costs.
Longer asset life.



15–30%

LOWER CAPITAL EXPENDITURE ON FUTURE UPGRADES
Reusable architectures.
Standard designs.
Scalable systems.



20–50%

FASTER PAYBACK
Reduced downtime.
Lower engineering costs.
Improved production performance.

TOTAL COST OF OWNERSHIP DRIVERS

COST DRIVER	BEFORE (LEGACY SYSTEMS)	AFTER (STRATOS SOLUTIONS)
 Emergency Maintenance	 High	 Reduced
 Downtime Costs	 Frequent	 Minimised
 Spare Parts Inventory	 Excessive	 Optimised
 Contractor Dependency	 High	 Lower
 Upgrade Costs	 Repeated Redesign	 Modular Upgrades
 Energy Usage	 Inefficient	 Optimised

BUSINESS IMPACT



BETTER CASH FLOW

- ✓ Lower operating expenditure
- ✓ Reduced maintenance budgets
- ✓ Better use of capital



STRONGER INVESTMENT DECISIONS

- ✓ Clear lifecycle planning
- ✓ Predictable upgrade costs
- ✓ Lower financial risk



IMPROVED ASSET VALUE

- ✓ Longer useful life
- ✓ Better operational performance
- ✓ Higher return on automation investment



Stratos helps you look beyond the upfront cost to the long-term value.
Lower lifetime costs. Higher returns. Stronger business.



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LOWER TCO
Reduce total cost of ownership



FASTER ROI
Improve payback and returns



OPTIMISED OPEX
Lower operating expenditure



REDUCED RISK
Lower financial, operational and compliance risk



LONG-TERM VALUE
Extend asset life and maximise investment performance

INVEST SMARTER. LOWER LIFETIME COSTS. HIGHER RETURNS.