At HMS, we believe that working together creates the best results. That’s why we are passionate about partnering with other innovative companies within industrial communication and the Industrial Internet of Things, IIoT.

HMS stands for Hardware Meets Software, which pinpoints HMS’ focus on enabling seamless communication between industrial hardware and IoT software. In the HMS Solution Partner Program, IIoT becomes reality as solution partners are developing innovative IoT software solutions for their customers using HMS’ proven hardware for industrial communication.

Meeting the growing need for IIoT
Our solution partners are able to offer tailor-made IIoT solutions to meet growing needs among customers in all industrial fields. Customers are enabled to acquire, monitor, process and analyze data from their devices, machines and systems. The customers’ challenges are solved by HMS’ Solution Partners using HMS products – in an easy and secure way.

A winning combination of expertise
The combined experience and expertise of HMS’ Solution Partners and HMS make customers benefit from well adapted industrial solutions. Enabling improved productivity and visibility throughout industrial sites, these solutions open up for a more sustainable, future-proof approach to manufacturing. Thanks to the HMS Solution Partner Program, customers all over the world can move forward with their IIoT deployments with confidence while lowering their development costs and shortening time-to-market.

Partner up with HMS!
HMS has a long tradition of partnering with leading companies in various fields to innovate and generate business. The HMS Solution Partner Program follows the same path, as it opens up opportunities for HMS Solution Partners to grow their businesses and gain competitive advantages in the market.

Partners who join the program get access to HMS’ leading experts for technical support and training, as well as marketing support from HMS and our local distributors. But most importantly – by joining, partners benefit from the most reliable product portfolio in the field, as well as endless opportunities for business growth. All backed by HMS - a trusted, global leader in industrial communication and IIoT.

Hardware Meets Software™ in HMS Solution Partner Program

“Collecting and analysing the data of your machine or production facility, and help to prevent faults and downtime before they occur is the heart of our solution. Thanks to our partnership with HMS and the Ewon Flexy, getting access to this data worldwide is now easier than ever!” – Device Tools

“With HMS Networks, a global leader in the connected world, and Connectitude, a company with extensive industry knowledge, industrial companies all around the world can take a digital leap forward. Having the right partner is a key factor to succeed with industrial IoT, and by working together with HMS, we become a part of HMS’ strong brand, distributor channels and their connected expertise.” – Connectitude
Always at the forefront of innovation

Innovation has been a key cornerstone for HMS since the company was founded in 1988. That passion for innovation has burned brightly ever since. Today, HMS is a market-leading company within industrial communication and IIoT with a full product portfolio targeting manufacturers of devices and machines as well as system integrators.

In addition to these ready-made solutions, we provide programmable products that are especially suitable for partners to use as a basis for their specific solutions for customers. We call these “Partner Enabled” products, such as the Ewon Flexy 205, widely used by HMS Solution Partners globally.

From industrial data to end customer value

Are you making the most of the data in your machine or your system? Are you ready for the possibilities brought by IIoT in your field?

HMS’ Solution Partners can assist you by creating innovative IIoT software solutions on top of our industrial hardware for performance monitoring, reporting, analytics, maintenance and more. Gain insight that allows you to make better decisions by integrating between digital and physical systems. Benefit from improved visibility, increased efficiency and added flexibility as you turn your data into value, while still focusing on your core business.

HMS and our partners’ combined expertise, experience and global presence means a complete, trustworthy IIoT solution tailored to your needs is never far away.

www.hms-networks.com/solution-partners

A product portfolio with world-leading brands

The Anybus® portfolio of embedded interfaces, gateways and wireless solutions connect automation devices such as drives, robot controllers and PLCs to any industrial network.

Ewon® remote solutions allow customers to access, monitor and control industrial machines from anywhere – in an easy and secure way. Data can be transmitted and presented either in HMS’ own systems Talk2M and Argos or in any 3rd party IoT platform.

The Ixxat® offering focuses on CAN-based communication, embedded control, smart grid communication, functional safety and automotive testing applications.
Solving the challenges of connectivity - together

HMS’ global ecosystem of Solution Partners is growing. Here are some of the companies that we work closely with to create world-class IIoT solutions for customers all over the world.

**Spotlight on: Scante**
Scante’s innovative IoT/CX apps help companies provide IoT data to their end-user customers along with extensive after-sales interactions and support content – at a fraction of the cost and time of custom app development. Companies using Ewon Flexy devices can provide branded IoT web apps that serve up real-time machine data, maintenance needs and consumable ordering options on the customer’s smartphone.

HMS hardware used: Ewon Flexy

**Spotlight on: Rilheva**
The Rilheva IIoT Platform is a complete and easy-to-use remote management solution: Collect data from any industrial device, store it in the cloud and access it via web and mobile applications.

HMS hardware used: Ewon Flexy

**Spotlight on: Katana**
Katana is a highly flexible and scalable big data analytics platform. By means of intelligent algorithms, Katana processes and transforms your data into valuable information to predict failures and breakdowns at an early stage, to increase efficiencies and optimize processes. Katana transforms your industrial data into profit.

HMS hardware used: Ewon Flexy

Want to know more?
Learn more about the benefits of the HMS Solution Partner Program and search in our partner database at www.hms-networks.com/solution-partners.
Work with HMS.
The number one choice for industrial communication and IIoT.