

## IloT fuels the spirit of innovation

Never has Endress+Hauser filed as many patents as it did last year

The number of patent applications by the Endress+Hauser Group continues to grow. The globally-active company submitted a record 273 patents in 2016. Around three-fourths involve level, flow and analysis measurement technology, followed by digital communication and instrument diagnosis. The number of invention disclosures also reached an all-time high of 382. “We can be proud of our creative employees. The results point to our innovative strength,” says CEO Matthias Altendorf.

The measurement and automation technology provider traditionally places a high value on research and development. This includes recognizing the company’s inventors at the annual Endress+Hauser Innovators’ Meeting, which is dedicated to honoring new ideas and excellent patents. This year, more than 300 inventors gathered together on 31 March in Merzhausen, Germany, to socialize and share their knowledge.

### **Industrial Internet of Things is gaining ground**

Endress+Hauser currently holds more than 7,000 active property rights. Every invention disclosure is subject to an internal, multistep evaluation process before the patent is submitted, typically taking four months. While the worldwide patent approval rate averages roughly 50 percent, Endress+Hauser boasts a 63 percent rate in Europe, 70 percent in the US and as high as 86 percent in China. The number of approved patents by Endress+Hauser rose 10 percent in all three global markets in 2016.

This increase did not happen on its own. Roughly seven percent of Endress+Hauser’s net sales flows into research and development. A key focus is the Industrial Internet of Things (IloT). “Innovative products that offer our customers genuine added value represent our best sales argument,” explains Dr Andreas Mayr, Corporate Director Marketing & Technology.

Endress+Hauser already offers instruments that monitor their own status during the process, while making the sensor and process data available via Internet-based platforms. The seamless integration of instruments into the customer’s automation and IT systems permits on-going optimization of maintenance cycles and process controls, among other things.

### **Overseas focus**

Endress+Hauser has run its own patent department in the US since 2016 to protect analysis technology developed by the SpectraSensors (Houston, Texas) and Kaiser Optical Systems (Ann Arbor, Michigan) subsidiaries, as well as Endress+Hauser Conducta (Anaheim, California), from imitators. “The US, where we have 850 employees, is one of our most important markets,” says Angelika Andres, head of the Endress+Hauser patent department. “The 50 patents we filed in the first year prove that the transatlantic move was the right decision.”



**EH\_innovators\_2017.jpg**

Endress+Hauser honored the company's inventors at the annual Innovators' Meeting in Merzhausen, Germany. More than 300 employees involved in patent applications over the last year attended the event.

## **The Endress+Hauser Group**

Endress+Hauser is a global leader in measurement instrumentation, services and solutions for industrial process engineering. The Group employs 13,000 personnel across the globe, generating net sales of more than 2.1 billion euros in 2016.

### **Structure**

With dedicated sales centers and a strong network of partners, Endress+Hauser guarantees competent worldwide support. Our production centers in 12 countries meet customers' needs and requirements quickly and effectively. The Group is managed and coordinated by a holding company in Reinach, Switzerland. As a successful family-owned business, Endress+Hauser is set for continued independence and self-reliance.

### **Products**

Endress+Hauser provides sensors, instruments, systems and services for level, flow, pressure and temperature measurement as well as analytics and data acquisition. The company supports customers with automation engineering, logistics and IT services and solutions. Our products set standards in quality and technology.

### **Industries**

We work closely with the chemical, petrochemical, food & beverage, oil & gas, water & wastewater, power & energy, life science, primaries & metal, renewable energies, pulp & paper and shipbuilding industries. Endress+Hauser supports its customers in optimizing their processes in terms of reliability, safety, economic efficiency and environmental impact.

### **History**

Founded in 1953 by Georg H Endress and Ludwig Hauser, Endress+Hauser has been solely owned by the Endress family since 1975. The Group has developed from a specialist in level measurement to a provider of complete solutions for industrial measuring technology and automation, with constant expansion into new territories and markets.

For further information, please visit [www.endress.com/media-center](http://www.endress.com/media-center) or [www.endress.com](http://www.endress.com)

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