

## In today's fast-paced industrial landscape, ensuring **operational reliability** is paramount.

This infographic highlights the key differences between grey market products and genuine Siemens industrial automation solutions sourced from authorised partners. By understanding these distinctions, you can make informed decisions that safeguard your factory operations, protect your investments, and ensure long-term success.





## No warranty and limited support

No valid warranty; limited or no access to official support, leaving you vulnerable to downtime.



## Risk of non-compliance and fake certification

Risk of counterfeit or tampered components; may lack certifications, violating regulations.



## Outdated software and no updates

Often outdated or incompatible software; no access to critical updates, increasing vulnerability.



## Missing documentation and untraceable supply chain

Missing or forged paperwork; unclear supply chain history, complicating accountability.



## Higher failure and downtime risk

Higher risk of premature failure, unvetted components, and operational disruptions.

## Valid warranty and full support

Full manufacturer warranty, access to Siemens technical support, and repair services.



## Guaranteed compliance and certification

Guaranteed compliance with global safety and industry standards (e.g., ISO, CE).



## Regular updates and security patches

Regular firmware/software updates, cybersecurity patches, and compatibility assurance.



## Full traceability and authentic documentation

Full traceability of origin, authentic documentation, and audit-ready records.



## Proven reliability and quality assurance

Engineered for durability, backed by Siemens' quality assurance and testing.



Don't take chances with your operations. Source from Siemens authorised local distributors and partners for operational reliability.



**Empower your operations. Protect your future.**

**Find a partner today**

