Industrial PC Use Case

Industrial PC OEM White-Label
White-labeled HMI/SCADA platform enabling IPC vendor market entry in under 6 months versus 2-3 year development cycle.
Industry: Industrial Computing / OEM

Quick Facts

Attribute	Value
Application	White-labeled HMI/SCADA for industrial PC hardware
Market Size	$12.93 billion (2024)
Market Growth	9.6% CAGR
Time to Market	Under 6 months
Traditional Development	2-3 years
Customization	Full source code access
Competition	Siemens, Rockwell, Schneider Electric, ABB, Honeywell

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The Challenge

Challenge: Industrial PC vendor needed to rapidly enter the competitive HMI/SCADA market to compete with major automation players but lacked development resources and time to build proprietary software from scratch.

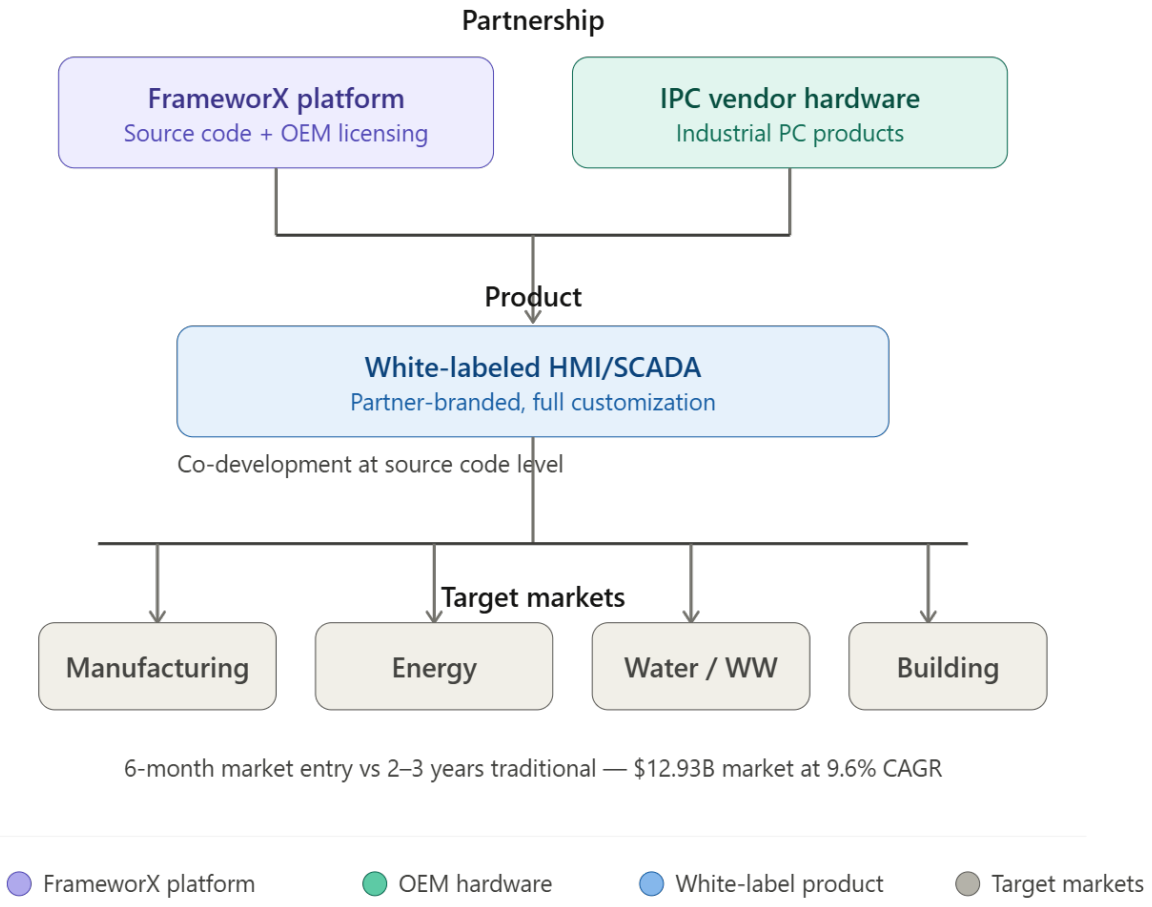
Specific pain points:

- Traditional SCADA development would require 2-3 years
- Significant investment needed for proprietary development
- Competition from established automation giants (Siemens, Rockwell, Schneider)
- Absence of integrated software solutions limited competitive positioning
- Unable to offer complete hardware-software packages
- Market valued at $12.93 billion with 9.6% CAGR growth opportunity

Impact: Without integrated software solutions, the IPC vendor couldn't compete against automation giants offering complete hardware-software bundles.

The Solution

Architecture



Component	Implementation
Hardware	Partner's industrial PC products
Software	White-labeled FrameworX
Branding	Partner's own brand identity
Source Code	Full access and modification
Pricing	Custom OEM licensing structure
Development	Ongoing co-development partnership

Partnership Model

Element	Description
White-Label Program	Complete OEM customization
Source Code Access	Full modification capabilities
Custom Pricing	Flexible licensing for margins
Co-Development	Market-specific features
Go-to-Market	Joint solution development

Target Industries

- Manufacturing
- Energy management
- Water/wastewater treatment
- Building automation

Platform Foundation

FrameworX runs the full engineering and runtime stack on standard industrial PC hardware, with OEM licensing terms set by the partnership and no dependency on vendor-specific hardware.

Key Enablers

FrameworX capabilities that made this solution possible:

Capability	Application
Complete White-Label	Custom branding, unique features, tailored functionality
Rapid Time-to-Market	Pre-built platform eliminates years of development
Flexible OEM Pricing	Custom licensing for competitive margins
Hardware-Software Integration	Single-source accountability
Co-Development Partnership	Continuous source code level innovation
25+ Years OEM Expertise	Thousands of delivered HMI/SCADA applications

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The Results

- **6 Month Market Entry** — Versus typical 2-3 year development timeline for proprietary SCADA
- **Multiple Go-to-Market Solutions** — Partner-branded products for targeted industry verticals
- **Complete Integration** — Hardware-software bundle with single-source accountability
- **Ongoing Innovation** — Continuous co-development at source code level
- **Market Opportunity** — Sustainable advantage in $12.93 billion market at 9.6% CAGR
- **Healthy Margins** — Flexible OEM pricing enables competition while maintaining profitability

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This case demonstrates white-label OEM partnership enabling rapid HMI/SCADA market entry with full source code customization for industrial PC vendor.

In this section...
