



CESMII MEMBERSHIP CLASSIFICATIONS AND DEFINITIONS

- **Manufacturer/Producer:** ultimate end-user of the Machine Builders and CESMII Smart Manufacturing technologies that help them improve their energy productivity and efficiencies in the manufacturing of their products
- **Machine Builders:** supply the equipment and/or full production lines that manufacturers use to build, test, inspect, and ship their products
- **System Integrators:** OT & IT system integrators sell services hours for implementing automation, sensing, controls, information and supply chain solutions (plant, enterprise & supply chain); they do not have/sell products
- **Application Vendors:** they sell software products/solutions to manufacturer/producers (plant, enterprise & supply chain)
- **Hardware Vendors:** they sell hardware products/solutions to manufacturer/producers (plant, enterprise & supply chain)
- **Academic / Government Lab /Non-Profit Organization:** conducts Smart Manufacturing Research & Development or Work Force Development & Education work in an academic, government entity/lab, or non-profit environment; or a non-profit organization or government entity that supports the Smart Manufacturing ecosystem and cannot be classified as one of the categories listed above.

MEMBER SIZE CLASSIFICATIONS

- Very large company: >10,000 employees
- Large company: between 500 to 9,999 employees
- Medium Companies: between 100 to 499 employees
- Small companies: <100 employees