
AVEVA and ACE portfolio

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AVEVA

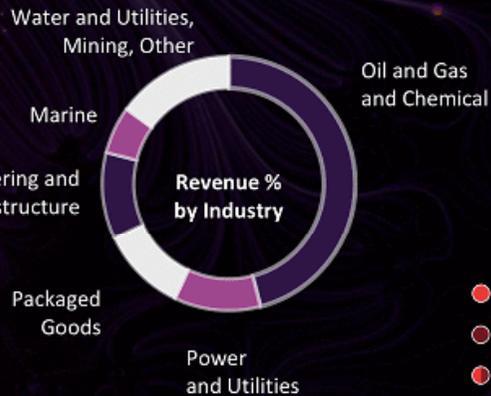
Who is ACE?

AVEVA Distributor

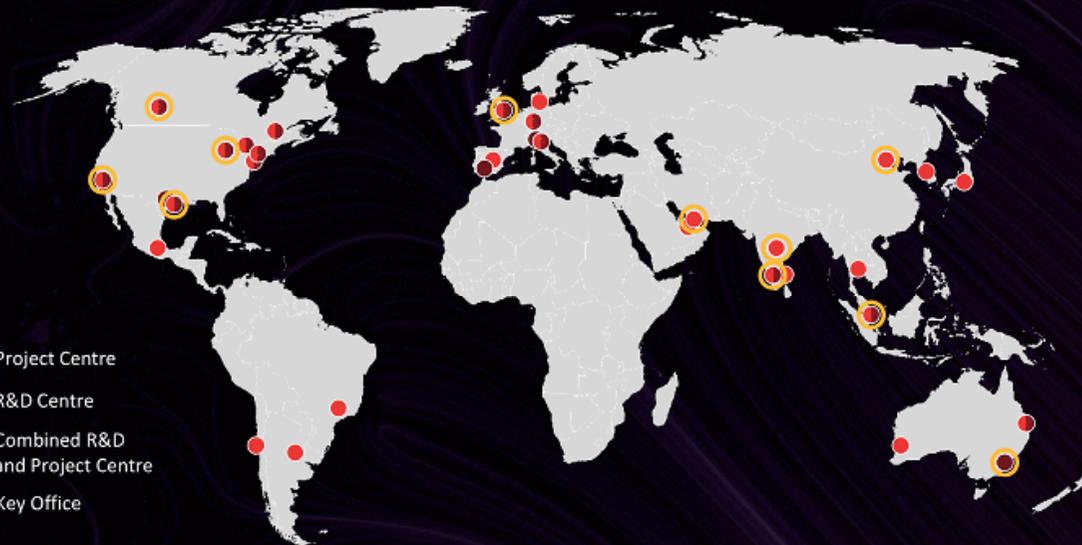
- Since **1996** distributor of **Wonderware** Products in Serbia.
- **ACE-ISS** is the Romanian branch, focused on Romania, Bulgaria, Moldova, Greece.
- We are **support and training center** for Wonderware Software and Citect



AVEVA is the Leader in Industrial Digital Transformation



- Project Centre
- R&D Centre
- Combined R&D and Project Centre
- Key Office



Partnering with
16,000
customers

Process
10 trillion+
industrial transactions per day

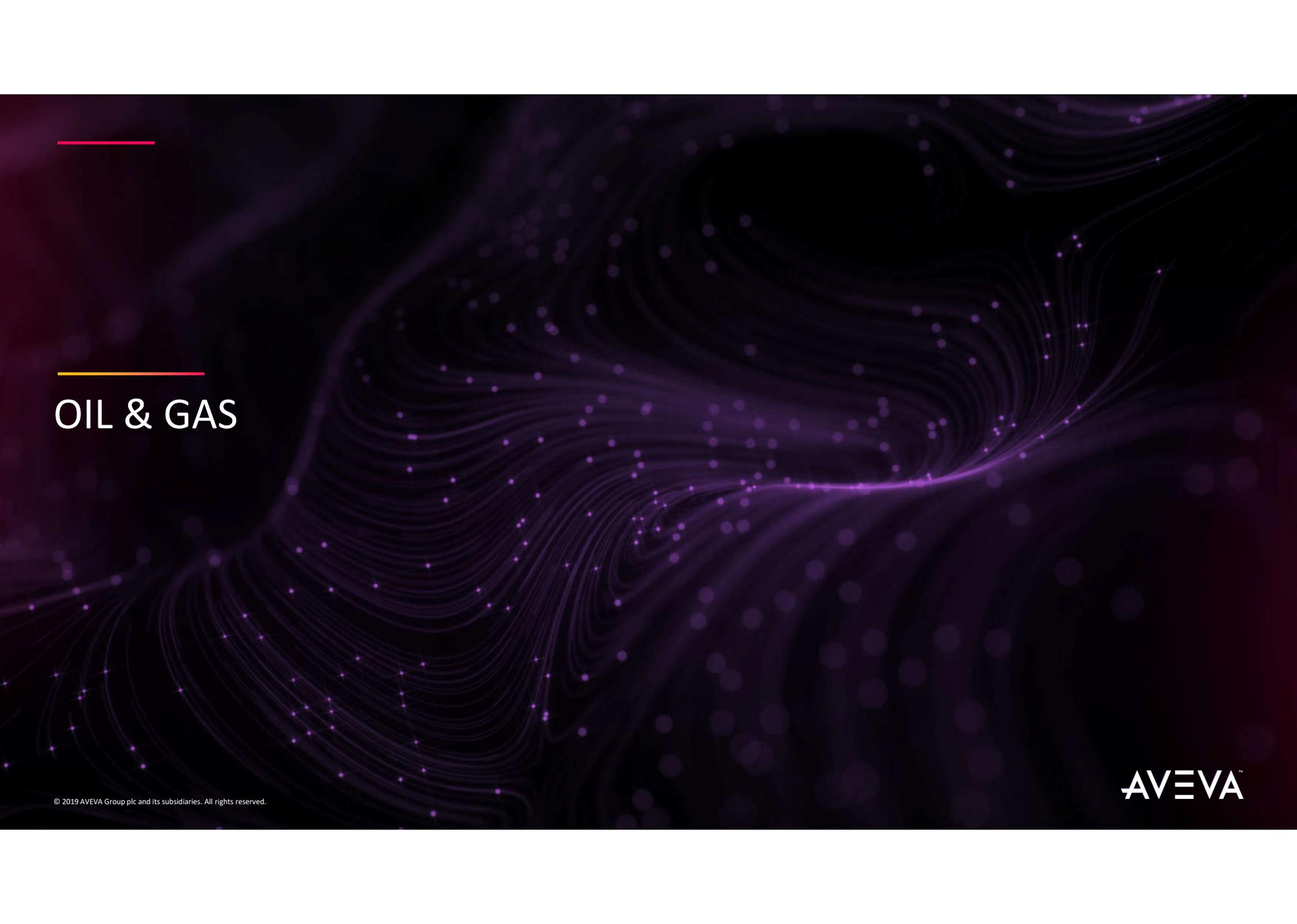
Monitor
20 billion+
industrial parameters

Storing and managing
12,000+ TB
of information per year

4400 people
32+ R&D & project centers

16% of sales on R&D
85% of R&D NextGen programs

4200 partners
5700 certified developers



OIL & GAS

Chevron Oronite Company LLC

Gonfreville l'Orcher (Le Havre), France

Goals

- Implement a SCADA system for a new additive production unit
- Facilitate information sharing between shop applications and the SAP ERP application
- Use thin clients to connect to the SCADA servers
- Determine standards that make it easier to reuse and update applications

Challenges

- Adding different types of equipment to the ERP application
- Standardizing current terminology
- Meeting very short implementation deadlines
- Adopting the ISA-95 standard to define data sharing between the shop floor and the ERP application.

Results

- Information sharing between the ERP application and production units no longer requires manual intervention
- Launching a new product and adding new items is handled without jeopardizing the existing product
- Modifications to an object are immediately transferred to all of the graphic displays, resulting in significant time savings



Industry: Oil and Gas

Products: InTouch HMI (Standard Edition)

“We were looking for a SCADA system that would be easy to connect to our ERP application and we also wanted to implement the ISA-95 standard. The Wonderware System Platform met our expectations.”

Serge Talleux, Industrial IT Director

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GDF Suez

Redcar & Cleveland, United Kingdom

Goals

- Split control of a 14.7-kilometer gas pipeline running between its Teesside Power Station, a gas reception facility and a gas processing plant which provides dual natural gas fuel supplies for the plant
- A robust solution was needed to replace signals originally collected by kilo-stream telemetry and then transmitted via analog telephone lines through a gateway to the distributed control system at the gas processing plant
- Relocate the control Infrastructure and associated data to the control room at the TPS

Challenges

- The company mandated that the power station control system update occur live, because shutting down the natural gas supply pipeline would incur significant financial losses

Results

- Greater system efficiencies as obsolete equipment was upgraded to current power facility control technology
- Improved engineering know-how that enables plant managers to better analyze possible problems and enhance and modify the control system as required
- The power station now has improved overall safety since signal collection at much higher frequencies provides real-time data to more immediately identify and address potential issues



Industry: Oil and Gas

Products: System Platform | InTouch HMI (Standard Edition) | Historian

“AVEVA delivered a significant amount of flexibility and capabilities to the system design.”

Derren Wicks, Lead Maintenance Engineer

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NIS AD

Serbia

Goals

- To improve operator reaction time.
- To decrease manpower and site travel costs.
- To enhance various functionalities in the field, including real-time optimization, collaboration, decision support, data integrity, and general efficiency

Challenges

- Various integrated equipment spread out across a large area required a customized solution.
- NIS oil fields are geographically spread over a 150km x 100km area.

Results

- Reduced staff labor costs by 20 percent.
- Increased overall production by 0.2 percent.



Industry: Power and Utilities

Products: System Platform | InTouch HMI & Access Anywhere | Alarm Adviser | Dream Report

“At first, the idea was quick expansion. We wanted to cover as many oil wells as possible to collect and gather the data without strong emphasis on standardisation. However, with the release of System Platform, that all changed.”

**Nenad Kovacevic, Assistance & Support Engineer,
Automatic Control Engineering**

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ADNOC

Abu Dhabi

Challenges

- Long cycle to produce production plans, inconsistency in reporting, location performance and discrepancy in transfer measurement between plants

Solution and Benefits

- Integrated Production Monitoring Platform, Performance Manager, Yield Accounting, System Platform and Historian
- Reduce “value leaks” and improve enterprise awareness with drill down on operations, equipment benchmarks, health and safety, energy usage, and production information
- Value optimization - macro and capacity planning with forecasting and What-if analysis of key inventories
- Information on cost/barrel as it moves through value chain

Results

- Command Center integrates around 100,000 tags and aiming for more than 2 million Tags
- Panorama provides access information from one central location, enabling a “single version of the truth” via dashboards viewable from Pods and the 150ft x 10ft video wall centerpiece
- “Systematic Anticipation” a standardized, automated way of managing the business by looking at current and near future operations requirements, planned and actual performance
- Next: predictive analytics, decision automation and AI



Industry: Oil and Gas

Products: System Platform | InTouch OMI

“The Panorama Digital Command Centre demonstrates how ADNOC is utilizing cutting-edge technology to find new ways to optimize our assets, unlock value and drive efficiencies across the company. It provides a single access point to critical operational and performance information, facilitating smarter and faster decision-making and better enabling us to uncover new solutions.”

H.E. Dr Sultan Al Jaber, ADNOC Group CEO

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Kuwait Oil Company

Kuwait

Goals

- To ensure the safest oil refining operation by using the latest in 3D simulator training technology
- To effectively train both field and control employees to address refinery tasks quickly and efficiently
- To capture and knowledge-transfer best practices to new employees to increase efficiency and reduce operations and maintenance costs

Challenges

- The company established new more extensive training requirements for its employees
- Kuwait Oil's aging workforce required the successful transfer of knowledge to its new generation of plant operators
- Management needed to maintain efficient production while at the same time ensure worker safety and competence

Results

- EYESIM helps the company to prepare new operators even before they step into new working environments
- Kuwait Oil can now better execute efficient training for its field and control room operators by means of a High-Fidelity Process Simulation coupled with a Virtual Walk-through Plant Environment 3D visualization training using EYESIM enhances safety resulting in fewer accidents, which avoids costly plant shutdowns



Industry: Oil and Gas

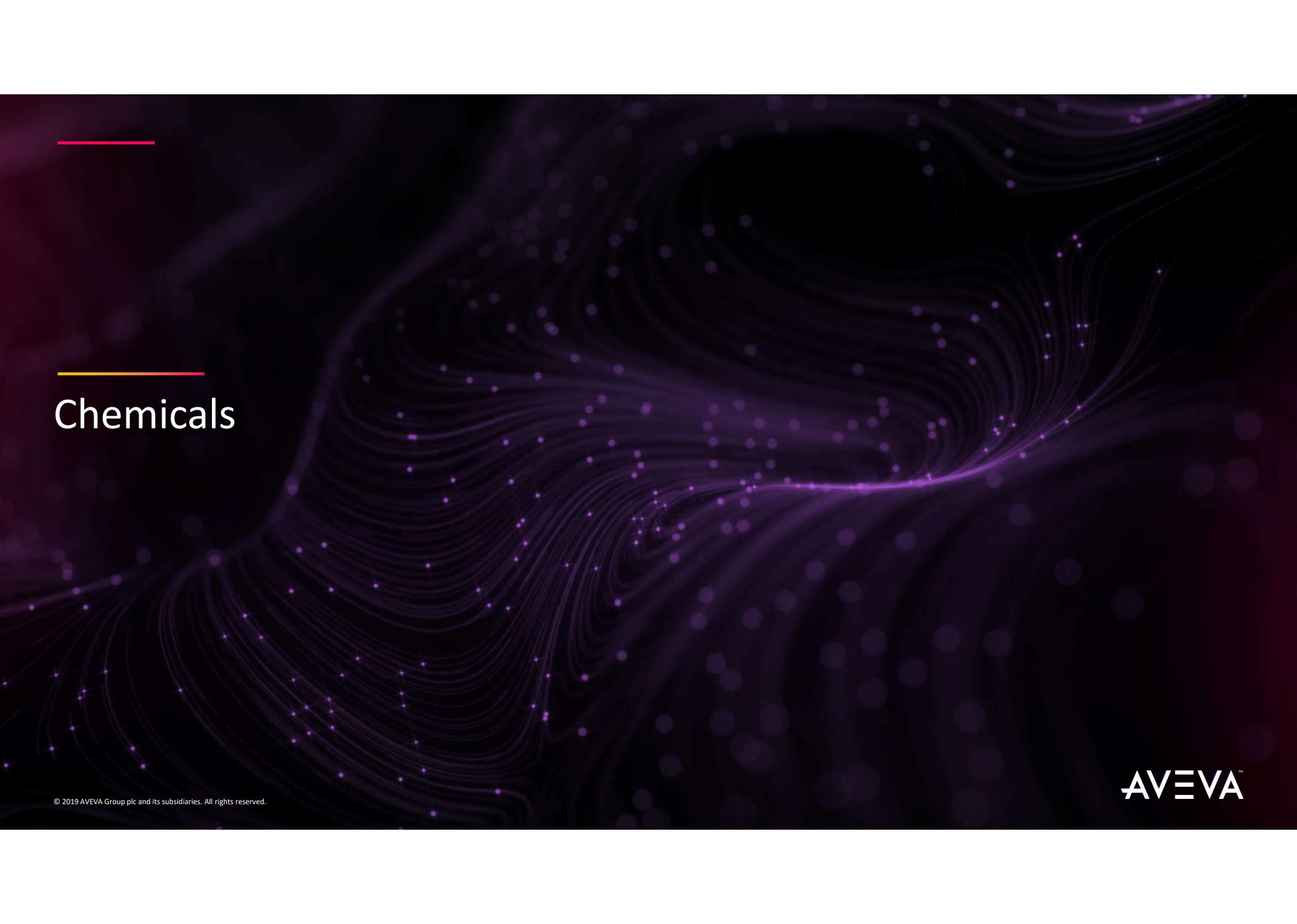
Products: SimCentral Simulation Platform

“The SimCentral Simulation Platform helps in plant safety and combined with Smart Training supports the efficient overall operation of the refinery.”

**Jamal Abdul-Hameed Al-Humoud, Manager,
Research & Technology Group**

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Chemicals

Covestro

Leverkusen, Germany

Covestro is among the world's largest polymer companies. Its business activities are focused on the manufacturing of high-tech polymer materials and the development of innovative solutions for products used in many areas of daily life. Covestro is into the automotive, construction, wood processing and furniture, and electrical and electronics industries. Other sectors include sports and leisure, cosmetics, health and the chemical industry itself. Covestro has 30 production sites worldwide and employs approximately 16,200 people.

AVEVA is successfully supporting Covestro Digital Transformation strategy by supplying different types of technology and services.

- Process Simulation to support Covestro product life cycle
- Predictive Analytics to predict failure ahead of time
- MES in 4 sites of the Polycarbonate division and signed a consulting agreement to specify MES for another 8 sites
- System Platform in 5 sites



Industry: Chemicals

Products: AVEVA Process Simulation | AVEVA Predictive Analytics | AVEVA Manufacturing Execution System

"We want to be at the forefront of thoughtful application of innovation, we see process innovation as a contributing factor to the strong financial performance..."

Dr. Frank Döbert, SVP Technology and Production Digital Transformation

"Prism [Predictive Analytics] was actually the software that convince me that machine learning was real, and it worked..."

Jane Arnold, Head of Global Process Control Technology

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Imperator

France

Goals

- Automate the batch production lines for lubricating greases in order to limit the influence of human factors
- Obtain improved regularity in the quality of the grease produced
- Increase the production Infrastructure' efficiency and avoid losses of production lots
- Develop a tool that enables Imperator personnel to develop and execute themselves their new formulations, without using the integrator

Challenges

- Adapt to the constraints of the company, which has a weak culture in automated operations and industrial data processing
- Develop a solution that makes it possible to apply the same formulation on different production lines

Results

- Fewer variations in the quality of the greases produced
- Production Infrastructure optimized with 16,000 metric tons produced every year
- Dialogue facilitated between the formulator and the "machine" technicians using the same man-machine interface



Industry: Chemicals

Products: System Platform | Historian | Batch Management | InTouch HMI (Standard Edition)

"We have a huge project to automate our 10 batch production lines for lubricating greases. Batch Management gives us the open technical standard, in compliance with standard S88, that we were looking for."

Vincent Duthoit, Imperator's Manufacturing Manager

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PVC Compounders

Texas, USA

Goals

- Ensure that the recipe for each compound is accurate and consistent
- Easy access of plant operators to compound formulations
- Increase plant productivity but still maintain high product quality

Challenges

- All products are built to order and inventory is always at a minimum
- Plants from different states need to communicate and pass information
- Extreme temperature fluctuations at plant site
- Language problems with local labor force

Results

- Less than 1% internal failure
- Reduction in downtime by 15-20%



Industry: Chemicals

Products: MES Performance | Historian | InTouch HMI | System Platform

"With AVEVA in place, our internal failures have really reduced. Our goal for internal failures is less than 1%, and we've been meeting these goals."

Subburaman Ananthanarayanan, Quality Manager

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Water

Pima County

Pima County, Arizona

Goals

- To ensure capture of institutional knowledge of current workforce for effective training of future operators
- To employ an effective Situational Awareness strategy enabling personnel to effectively understand and address operations of the facility

Challenges

- Management of more than 60 million gallons of sewage each day with assets spread out over more than 700 miles to support the region's population of more than 1 million people
- To take immediate action when alarms sound alerting operators to issues within the plant

Results

- Capacity of the plant has doubled resulting in a 50% increase in operational efficiency
- Overall energy consumption has been reduced by 10%
- Current staff levels were maintained, while still achieving significant operational improvements
- "Institutional Knowledge" is captured to train future workforce, successfully addressing concerns of the facility's aging workforce
- Sophisticated Data Mining capabilities resulted in the county receiving a \$362,000 rebate check from the local utility



Industry: Water and Wastewater

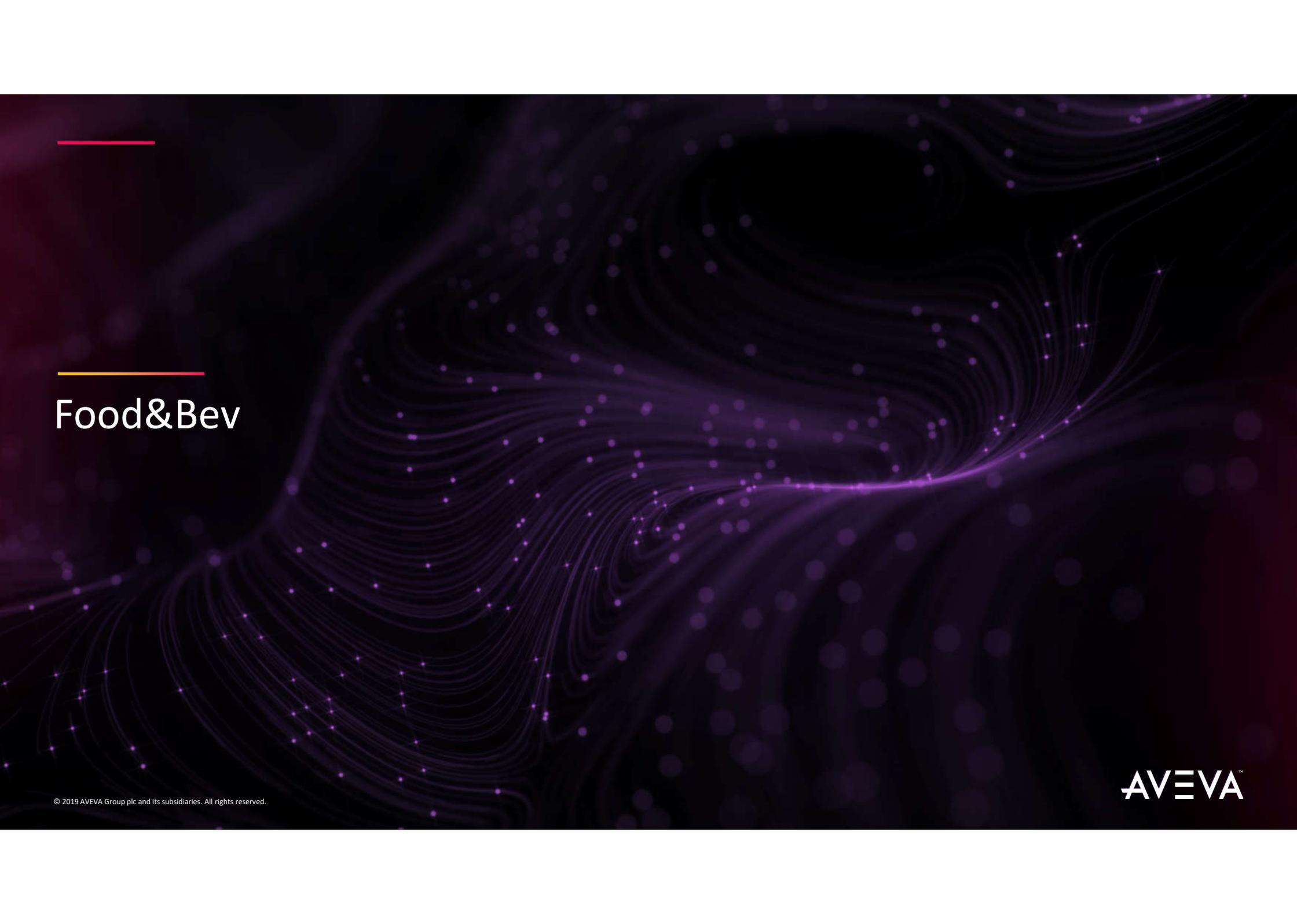
Products: System Platform | InTouch HMI (Standard Edition) | Historian | IntelTrac Mobile Operator Rounds

"The new Wonderware SCADA system has enabled our Tres Rios facility to double capacity, while operating using the same number of staff, which is about a 50 percent increase in operational efficiency with a 10 percent in energy consumption."

Rod Graupmann, SCADA Manager, Pima County, Tres Rios Facility

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Food&Bev

Pepsi Bottling Ventures of Idaho

Improves line efficiency



Operational
Efficiency

Goals

- Improve changeover performance by accurately identifying constraints and bottlenecks
- Facilitate better decision making for cross functional teams through consistent and reliable data which would eliminate guesswork and assumptions
- Understand payback metrics and use this data to justify future projects requiring capital investment

Challenges

- The new plant required the integration of new and legacy equipment
- Downtime data was recorded manually, and this tracking system did not include recently installed equipment
- A lean headcount meant that engineers' time was at a premium

Solutions

- InTouch HMI, System Platform, Historian powered by Wonderware, Historian Clients, MES Performance

Results

- Cause of downtime in changeover process identified, leading to 50% reduction in changeover time and additional savings in raw materials and packaging
- Plant has achieved an overall 10% increase in line efficiency
- Total payback for investment took less than one year; annualized savings calculated at over \$78,500

“ With more detailed data available from the PLCs in real-time, we are able to cost justify upgrade projects specifically for certain machine centers. We're able to prove the need for more capital investment.

Chris Bacon, Project Manager ”



50% Reduction

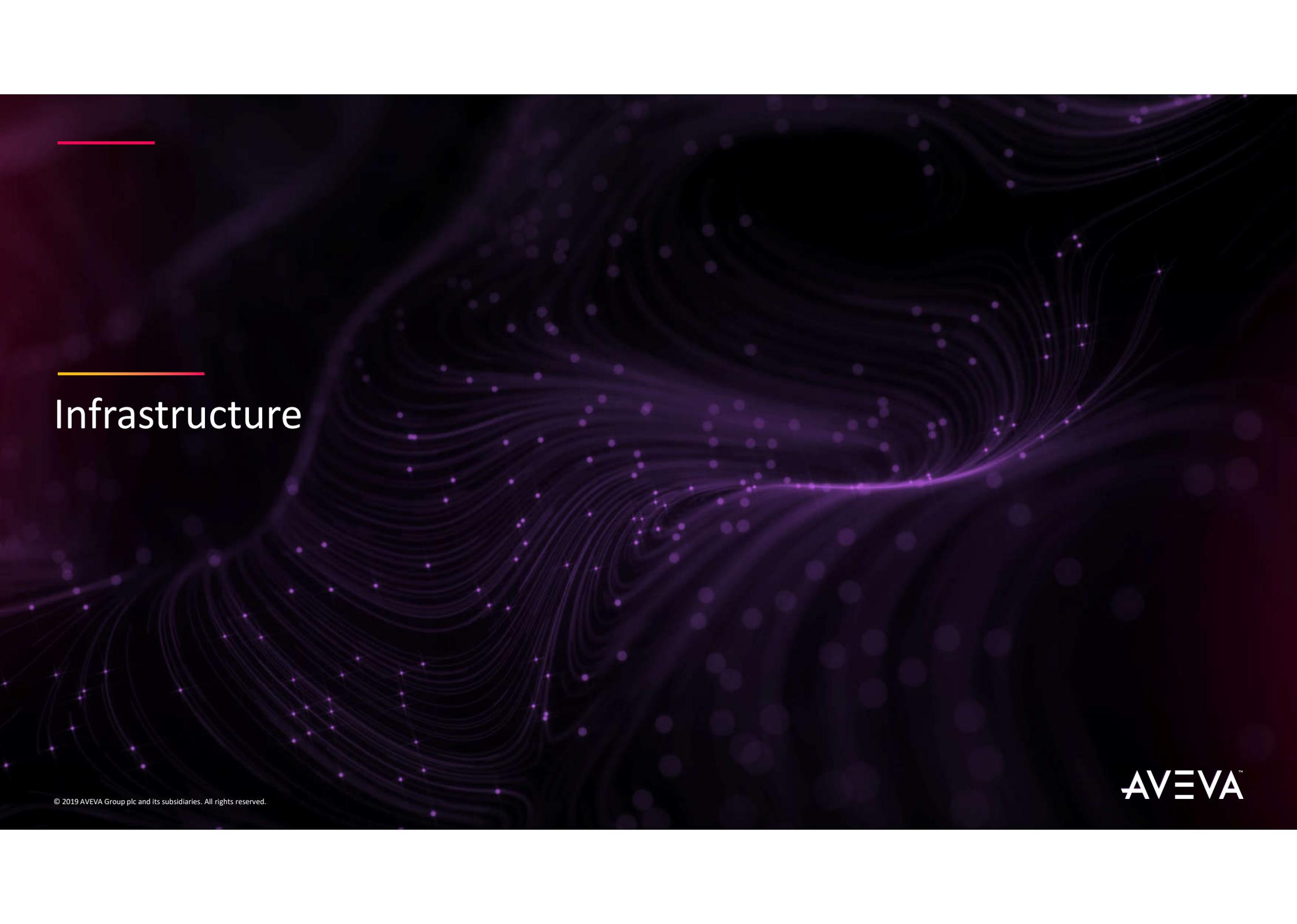
In changeover time



\$78,500

Annualized savings

AVEVA™



Infrastructure

City of Barcelona

Spain

Goals

- To achieve a more sustainable and livable city by improving the quality of life of its citizens
- To ensure that all available resources function and are optimized efficiently

Challenges

- A solution was needed to enhance the availability and functionality of the city's resources such as elevators, escalators, public fountains, parks and gardens
- More effectively manage the city's water consumption for both irrigation and public use
- Implement a scalable system that enables the integration of new city processes and facilities

Results

- The city has optimized water consumption via a communications infrastructure built upon the existing irrigation network via a customized SCADA system
- Wonderware System Platform provides a modular structure composed of standardized communication equipment and protocols ensuring connectivity between existing and future systems, as well as scalability to adapt to the needs of the city
- The open platform allows seamless management in real-time of tailored-made applications via a centralized control system”



Industry: Infrastructure

Products: System Platform | InTouch HMI (Standard Edition)

“The implementation of smart systems operating Wonderware System Platform enables us to improve the management of various municipal activities deployed throughout the city to achieve a more sustainable city.”

Cristina Vila Rutllant, General Manager, Barcelona de l'Aigua SA, Barcelona City Council

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Norfolk Southern Railway

Norfolk, Virginia, U.S.A

Goals

- Operate more than 21,500 route miles in 22 states and Ontario, Canada
- Completely automate the operation of the trainyard
- Decrease labor cost and replaces old and antiquated equipment

Challenges

- Receive up to 2,000 train cars in any given day while assuring efficiency and safety
- Provide critical information using devices that are easily accessible by trainyard personnel

Results

- Using the InTouch HMI package, the development time for the HMI was reduced to 40 to 50 percent
- The new software has increased the work efficiency of both the yardmasters and the trainmasters at Buckeye trainyard



Industry: Infrastructure

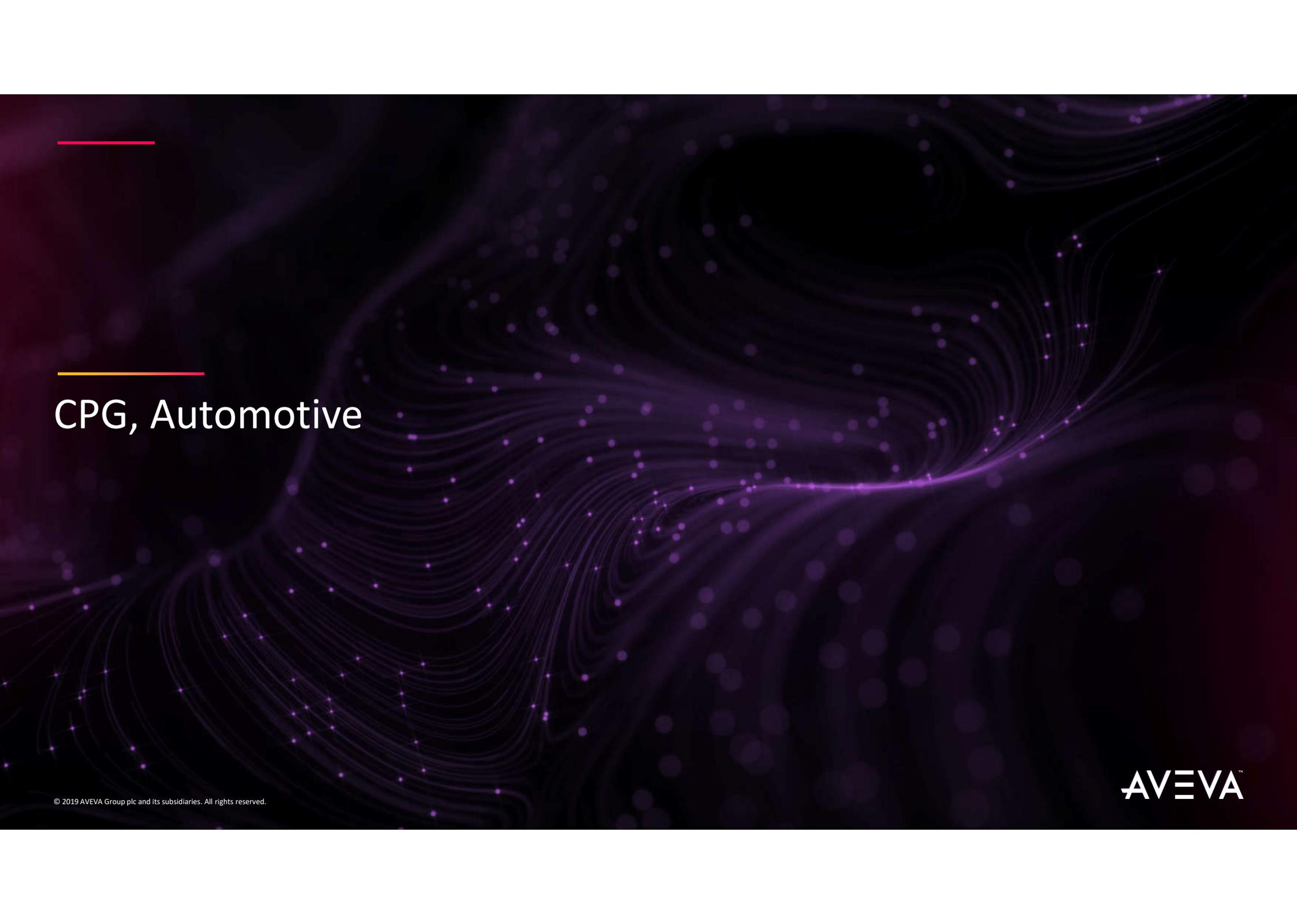
Products: InTouch HMI | Industrial Computers

“The new Wonderware system has definitely decreased the labor costs involved with the repair and upkeep of the system on a day-to-day basis. We’ve been able to remove a lot of old and antiquated equipment we no longer need due to the upgrades in the current software.”

Tim Forman, Trainmaster Norfolk, Southern Railway

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CPG, Automotive



Henkel

Germany

Goals

- To reduce specific energy consumption and support ISO 50001 certification for all production sites.
- To improve supply-chain resource efficiency on the production side by 5 to 6 percent annually, 75% increase of overall efficiency by 2020, and finally, to be three times more efficient by 2030.

Challenges

- Improvements were needed in the collection, use and communication of consumption and emissions data across the length of its global supply chain.

Results

- Solution support for growth and sustainability strategies has resulted in 9% reduction in energy consumption, this translates to €15 million in energy costs saved.
- Reduction in filling line waste and elimination of all incorrect labeling resulted in 100% label quality.
- Performance installation has demonstrated measurable improvements of 4.5% in OEE after just one year.



Industry: CPG

Products: System Platform | Historian | MES Performance | Intelligence

“We succeeded in making global energy consumption data available to our supply chain managers in real time.”

**Dr. Dirk Holbach, Corporate Senior Vice President
Global Supply Chain Laundry & Home Care Sector**

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Valmet Automotive

Finland

Goals

- The automotive manufacturer needed production data to be easily transferred between the automation and ERP systems
- The availability of electronic documents was necessary to more easily share the production information between departments and company executives
- Data generated from the new automation software system had to effectively manage bill of materials and track and trace data used in the production of the end products

Challenges

- Due to growing demand for energy-efficient electric automobiles, the company was eager to have an MES solution installed quickly to enable the immediate ramp up of manufacturing
- It was important for the new software solution to easily integrate with existing software and hardware currently installed at the facility for quicker ROI

Results

- The Wonderware solution was installed quickly enabling Valmet to bring manufacturing online in three months
- The software provided flexibility in the management of production data and bill of material documents
- With its Web-based reporting capabilities, all necessary production managers and executives have immediate access to manufacturing data enabling more effective decision-making



Industry: Machine Builders / OEM

Products: InTouch HMI (Standard Edition) | System Platform | MES Operations | MES Performance | Enterprise Integration

"Wonderware operations software was adapted for the car manufacturing environment in only three months. All production data is now handled in electronic format; no paper printouts are required."

Kari Rannila, Manufacturing Director NTS Networks

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ABOUT AVEVA

AVEVA is a global leader in engineering and industrial software driving digital transformation across the entire asset and operational life cycle of capital-intensive industries.

The company's engineering, planning and operations, asset performance, and monitoring and control solutions deliver proven results to over 16,000 customers across the globe. Its customers are supported by the largest industrial software ecosystem, including 4,200 partners and 5,700 certified developers. AVEVA is headquartered in Cambridge, UK, with over 4,400 employees at 80 locations in over 40 countries.

[aveva.com](https://www.aveva.com)



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