



# Leveraging an OSIssoft Enterprise Infrastructure to Enable Big Data and Advanced Analytics

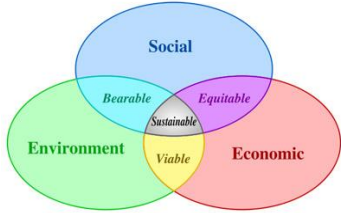
Presented by **Lance Fontaine**  
OSIssoft Industry Principle – Metals, Mining and Metallurgy

# Introduction

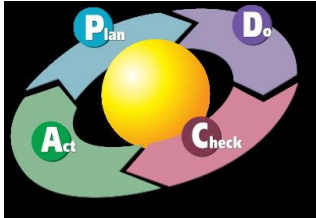
VISION –

Think Big and Leverage Information as a Change Agent

# Sustainability, Manufacturing Excellence and Information



- What is Sustainability?



- Manufacturing Excellence – The Heart of a Sustainability Program



# What Could Manufacturers Achieve with Better 'Information'?



- Financial Value (EBITDA / Working Capital)
  - Process Productivity / OEE
  - Quality Tracking / Product Genealogy
  - Asset Management / Condition Based Monitoring
  - Energy / Raw Material Management

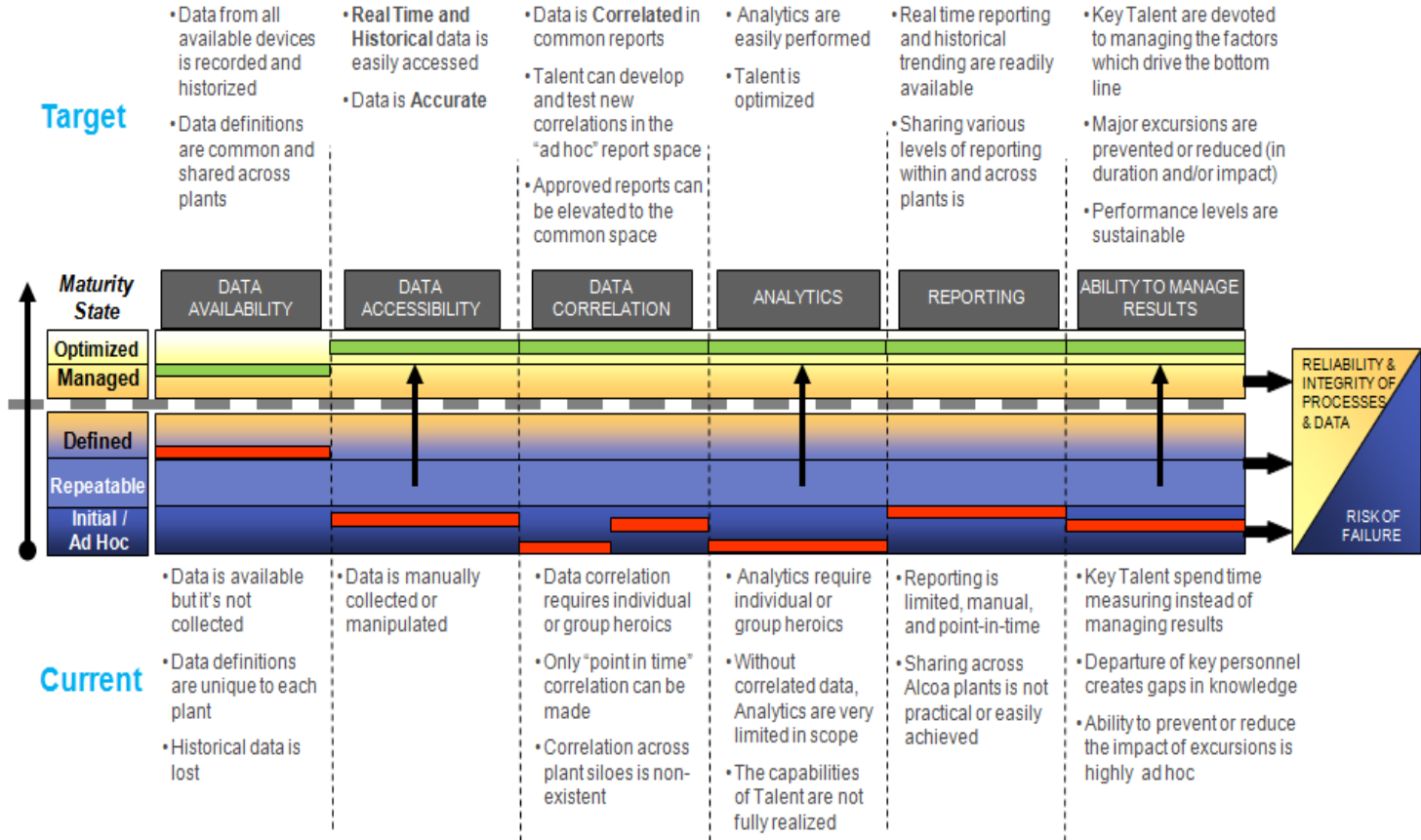


- Improved Environmental, Health and Safety Performance
- Reduced / Eliminated Excursions – Maintain Expected Performance through Early Problem Detection and Recovery



# What is the State of 'Information' in Today's Industries?

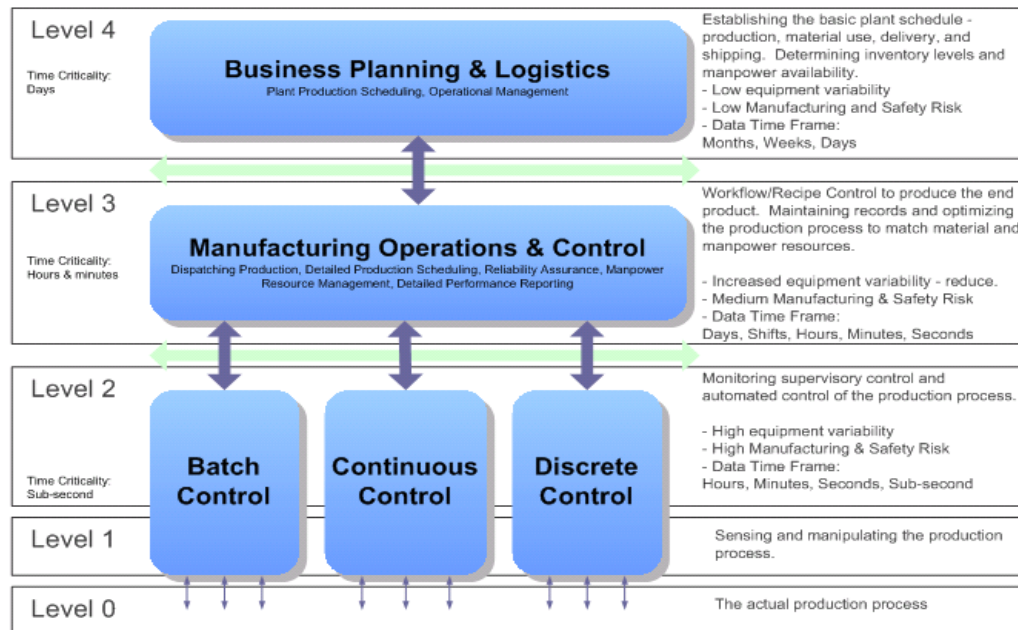
## The Data Capability and Maturity Model



# Contributing Factors to the Current Condition

## 1. Complexity of Information Sources

Architecture Reference Model - Functions



### External Sources:

Web Services, Partners, Public Exchanges, etc.

### Application / DB Examples:

Oracle, SAP, SQL Server, Proprietary Legacy, Access, Excel, etc.

### Visual / Analytics Examples:

OSisoft, Honeywell, SAS, etc.

### HMI / SCADA Examples:

Factory Talk, Citect, Wonderware, Intellution, Schneider Electric, etc.

### PLC / DCS Examples:

Rockwell Automation, Siemens, Honeywell, Square D, Emerson, GE Fanuc, etc.

### Instrument Examples:

Yokogawa, Rosemont, ABB, etc.

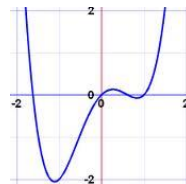
# Contributing Factors to the Current Condition

## 2. Manual Data Entry and Publication of Metrics

- Human Resources are being Used for Data Collection and Aggregation instead of Analysis
- 21<sup>st</sup> Century Technology Solutions are not being Leveraged to Simplify Shop Floor Operations and Management



## 3. Enterprise Performance is Sometimes Overshadowed by Site Specific Versions of the Truth



$$2 + 2 = 5$$

# How to Get Started?

Identifying the User Audience and Value Focus  
Building Business Support



# How is Manufacturing Information Consumed?

## Daily/Real-Time Operations

### Actionable Information

Frequency: Real-time to Daily

## Process Stability/Improvement

### Analysis

Frequency: Daily to Annually

## Production and Operations Management

### Reporting

Frequency: Daily to Monthly

Learnings Applied: Manual or Closed Loop

## Visualization Tools

### Audience:

- Operators
- Craftsmen
- Supervisors

### Objectives:

- Achieve Daily Targets (DMS)
- Resolve Immediate Issues (RCA/Problem Resolution)
- Maintain Schedule/Plan
- Safe Operations

## Analysis Tools

### Audience:

- Process Engineers (Location)
- Production Superintendents
- CoE Experts (Regional/Global)

### Objectives:

- Detect Excursions (Leading)
- Maintain Process Stability
- Improve Productivity
- Improve Quality

## Reporting Tools

### Audience:

- Location Managers
- Regional/Global Operations
- Business Leadership

### Objectives:

- Understand/Grade Performance
- Adjust Expectations
- Establish Plans
- Calculate Forecasts

## Common Tools

- Data Model: Meta Data Tools (OSIsoft AF – Asset Framework & EF – Event Frames, Honeywell PhD & BusinessFlex)
- Databases: Relational and Historian (Microsoft SQL Server, OSIsoft PI, Honeywell PhD)

# Building the Business Case – Overview

## ‘Achieving Value from the Vision’

- Eight (8) Steps for Building the Enterprise Infrastructure Business Case
  - ✓ Select a Pilot Location within the Business – CoE Concept
  - ✓ Engage Plant Resources in Value Brainstorming and Prioritization Activities – Identify Project Champions
  - ✓ Introduce Plant Leadership to Prioritized Opportunities and Gain Support to Proceed to Pilot Phase
  - ✓ Develop Detailed Use Cases for Identified Opportunities including both a Focus on Process Value and a Focus on Financial Benefit – Gain Process and Finance Support
  - ✓ Verify Use Cases with Plant Leadership – Gain Site Support for the SMART Manufacturing Concept
  - ✓ Deliver Pilot Successes
  - ✓ Estimate Value Potential of an Enterprise Wide Deployment
  - ✓ Present Enterprise Wide Value Potential – Gain Enterprise Wide Support for the Concept (EA Approach)

# Building the Business Case

## Example – Value Brainstorming and Prioritization

- Support the Process with People Engagement
  - ✓ Onboard Resources in the SMART Manufacturing Vision
  - ✓ Dedicate 'Brainstorming' Sessions within each Functional Area
  - ✓ Develop Rough Estimates of Value, Cost and Ease of Deployment for each Identified Opportunity
  - ✓ Prioritize Opportunities for Initial Pilot Focus

Smart Mfg Brainstorming Ideas											

# Building the Business Case

## Example – Use Case with Process Detail

- Initial Use Case Development is Focused in Process Detail Onboard Resources in the SMART Manufacturing Concept
  - ✓ Development is Completed with Area Assigned Process Engineers
  - ✓ General Approach is to Focus on Production / Process Improvement

**Case B: Auxiliary Energy & Gas Use**

Tangible Benefits	Current Method	SMART Method	Objective Met	Est. Benefit
Reduce usage due to procedure and policy changes (and training)	Ad hoc	Real Time	Reduce Energy (20%) <sup>1</sup>	\$165,000
Auxiliary Energy Gas (Total Consumed)	Ad hoc	Real Time	Reduce Gas (20%)	\$165,000
Reduce compressed air use	Ad hoc	Optimized	Reduce Energy	\$50,000
Automatically optimize building heat based on seasonal, weekend, and extreme temp rules	Not Possible	Real Time	Reduce Gas	\$100,000
<b>Total Annual Benefit</b>				<b>\$120,000 – 480,000</b>

**Footnotes**

<sup>1</sup> The additional energy could be used to realize production gains of \$300,000.

<sup>1</sup> Alcoa's Energy Efficiency Group performed a study which indicates that, with the availability of real time plantwide consumption of Energy and Gas, a 1-8% decrease in Auxiliary Energy Use and a 1-15% decrease in Gas use are typical.

<sup>2</sup> Best Practices, Measurement, and Verification, reported January 2011.

<sup>3</sup> We conservatively estimate that Deschambault could realize a 2% savings in Energy.

<sup>4</sup> Gas (boiler furnace) savings estimate is based on:

- Thermocouples drilled (100 thermocouples @ \$100 - \$150/line)
- Maintenance Collapse time (Manager)
- Thermocouples to Monitor Gas (Manager)
- Thermocouples to Monitor Gas (Manager)
- Microfilm/continuous (downstream) savings of compressed air (costing parameter, value corrected)

**Total** **\$165,000**

<sup>5</sup> A reduction of 500 scfm/year for a saving of \$100 for 1 scfm/year.

**Case B: Auxiliary Energy & Gas Use**

### Measurement vs. Management

**Q: How is energy measured now? How is it managed?**

A: We have measures but do not correlate these to the hundreds of other factors (across sectors within the plant) which can affect overall usage. Today we only know the usage allocation between the Polonium and all other sectors. We cannot properly manage usage.

**Q: Is instant data available? What is the cost / LOE to obtain the data?**

A: For Polonium – yes, we have instant data. However, for Auxiliary, where waste occurs, we know what the plant-wide consumption is but we cannot drill down to specific usage areas. It would be a time consuming and costly project to perform an auxiliary energy use analysis and impossible to perform a complete one. We might say that:

*"Everybody takes from the buffet of auxiliary energy, but no one sees the impact of that."*

**Q: Are Alcoa Talent able to analyze the data in time (to make a difference)?**

A: No.

**Q: Are the factor measures even available? What key measure will be newly available with SMART Method?**

A: We cannot maintain awareness of where auxiliary energy is used. With SMART Method, we will monitor usage, make adjustments, and apply lessons learned to the future of operations.

**Q: Do Alcoa Talent get to focus on managing the various factors? Or is more time spent attempting to gather the measures (data)?**

A: Since measures are not available at all, we are unable to manage auxiliary energy.

**Our goal is to budget auxiliary energy use for each area within the plant and hold managers accountable for operating below that budget.**

**Case B: Auxiliary Energy & Gas Use**

### A Recent Example

In February of 2011, the shop room door breaks and will no longer close completely. An operator submits a Maintenance request. Operations resume.

Maintenance can only prioritize those requests for which they actually know the cost factors. Not knowing the energy costs, Maintenance fixes the door when they can.

**34 days** after the Maintenance request is made, the door is fixed.

This led to significant additional heating cost. February was a cold month.

Perhaps some of the other repairs could have waited.


**The SMART Method will save us in Energy and Gas costs. In REAL TIME, we will:**

- Correlate and trend energy usage data
- Respond to observations
- Develop procedures and training to manage those factors going forward

# Building the Business Case

## Example – Use Cases with Finance Detail

- Later Efforts are Focused on Re-Packaging for Finance Onboarding
  - ✓ Aligned with Enterprise Level Objectives (ELOs)
  - ✓ General Approach is on Value / Savings to the Bottom Line (\$\$\$)



### A Summary of the Use Cases

With readily available data measures, Alcoa Talent can focus on managing the factors which drive **value** for Alcoa instead of working just to gather measures.

Use Case	Reduce Energy & Gas Costs	Increase Production	Reduce Environmental Impact & Cost	Increase Maintenance Cost	Reduce Operations Process Stability	Improve Raw Material Consumption	Sustain Asset Life	Optimize Performance Metrics	Value
A: Metal Production Optimization	x	x							\$ 200,000
B: Auxiliary Energy & Gas Use	x	x	x		x		x		380,000
C: HF Emissions	x	x	x		x		x	x	200,000
D: Anode Incidents & Tracking	x	x		x	x		x	x	300,000
E: Environmental Equipment	x		x					x	70,000
F: Maintenance			x		x	x	x	x	50,000

Grayed "x" Indicates another possible objective that is not detailed in this document.

These are just a few of the (possibly hundreds of) opportunities enabled by the SMART Method.

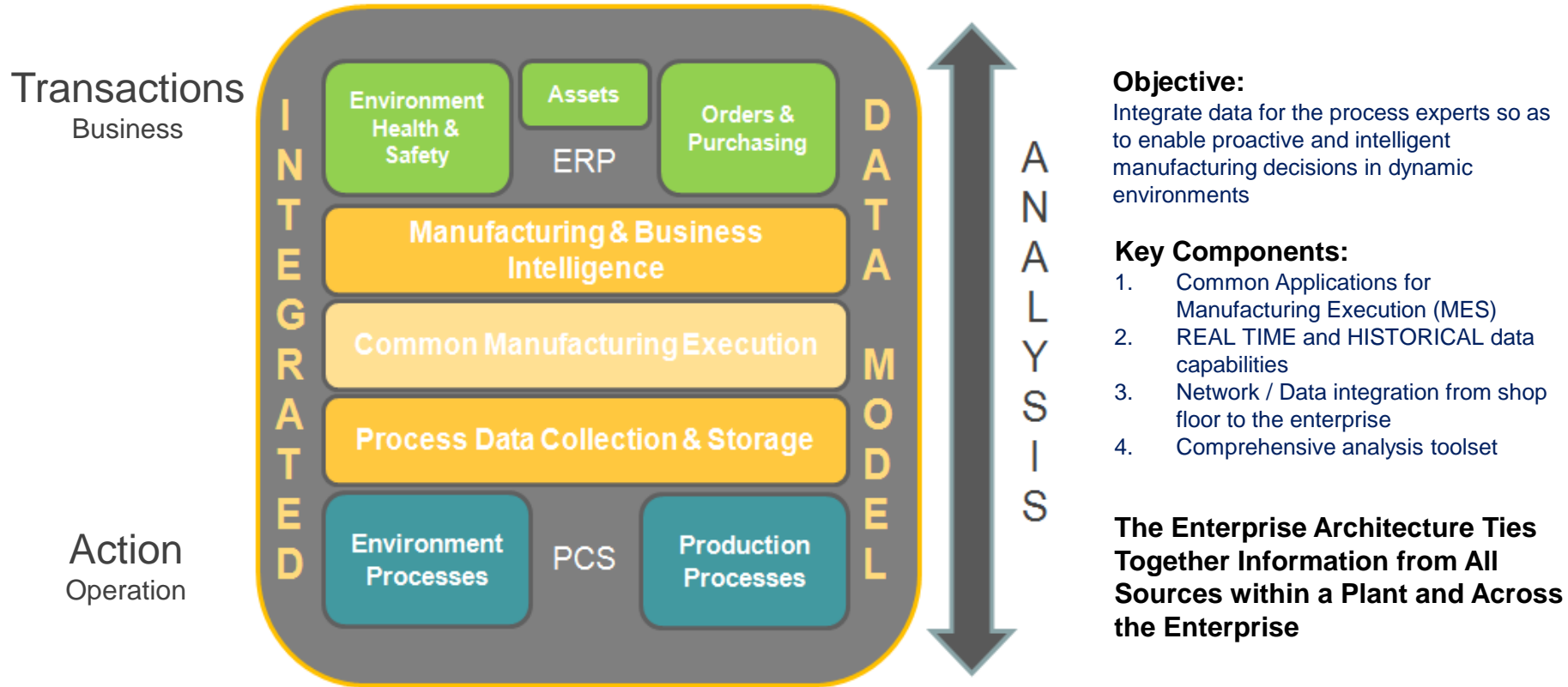
# Critical Risks and Recommendations

1. Don't Let Best Forsake Better
2. Scope Pilot Focus to Highest Value / Least Effort

# Developing the Technical Solution?

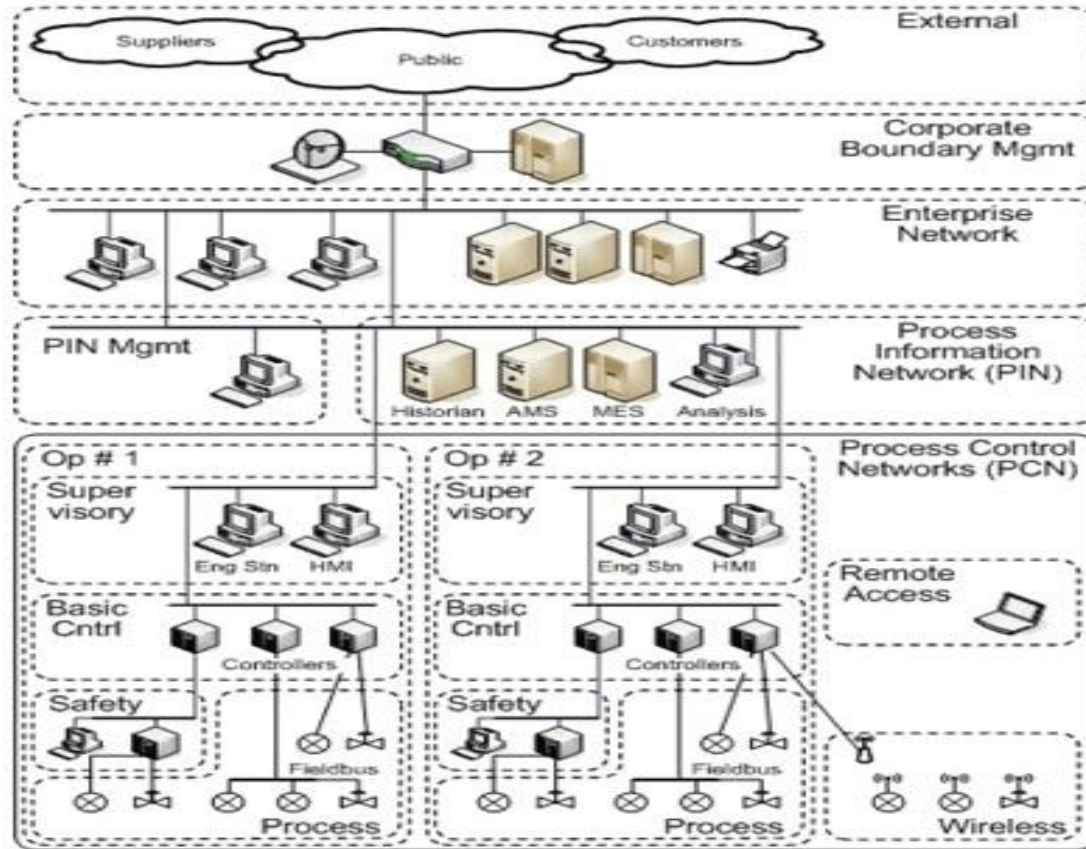
Designing and Deploying the Enterprise  
Infrastructure

# Establishing an Enterprise Vision for Information

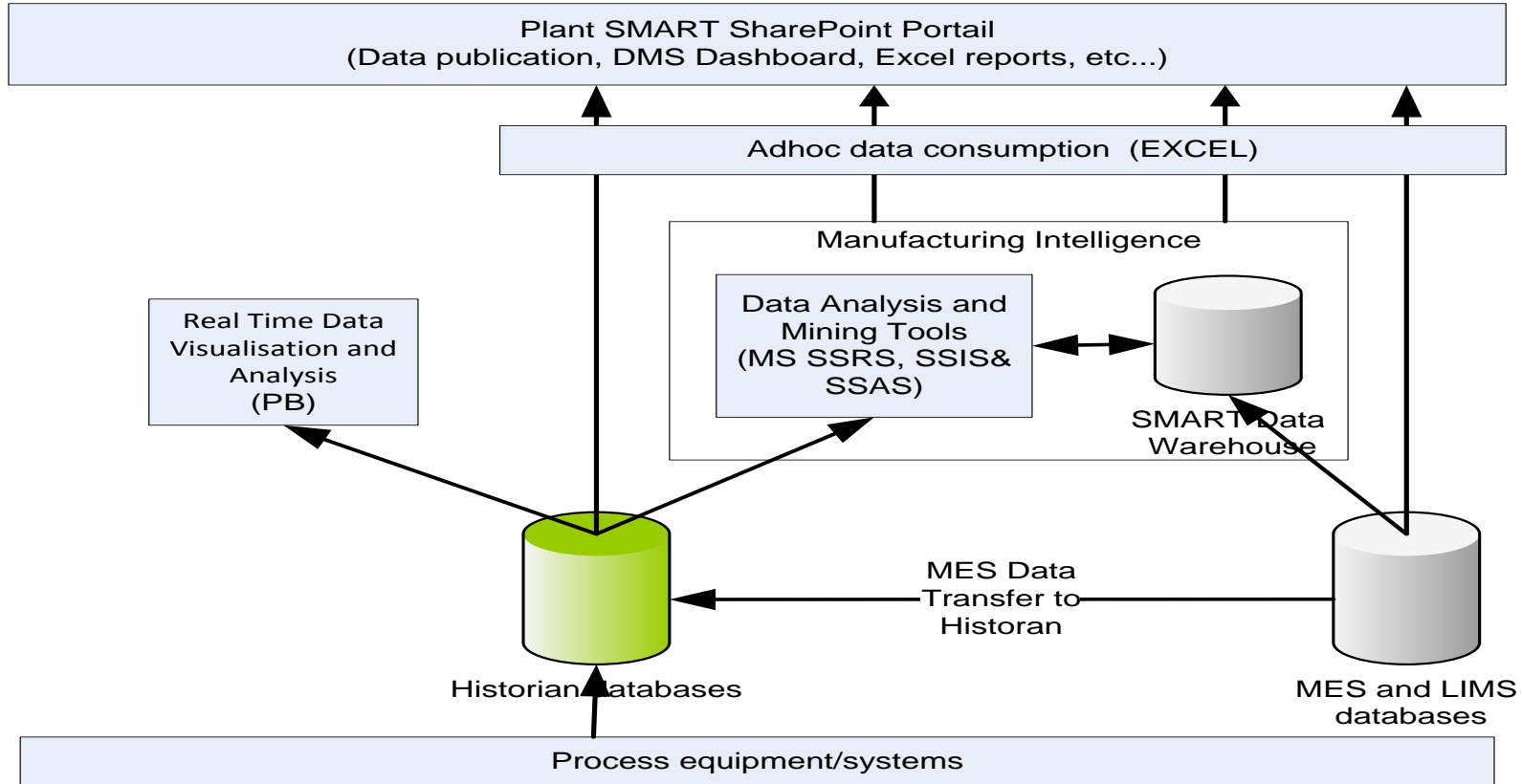




# Network / Server Infrastructure



# The Data Infrastructure and Visualization Toolset



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# Critical Risks and Recommendations

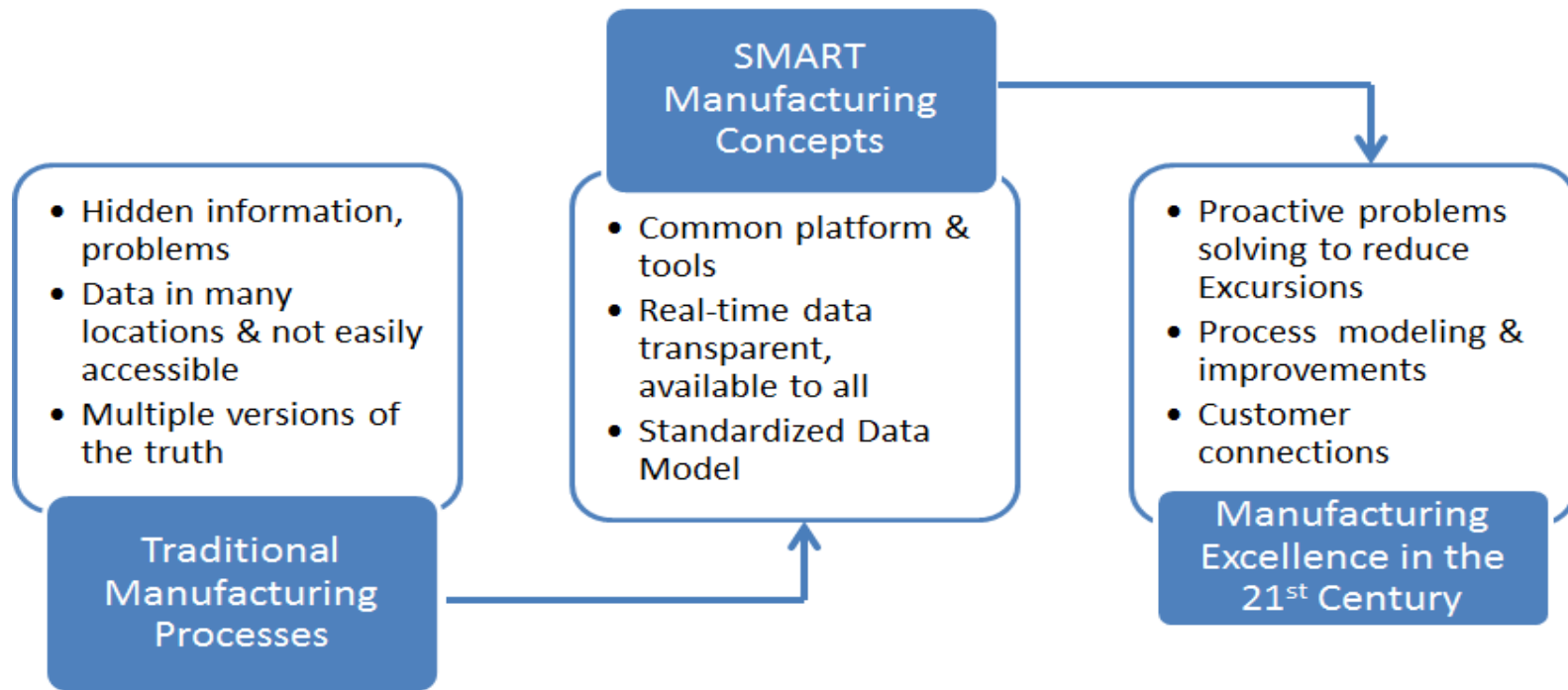
1. Technical Environment Roles / Responsibilities
  - a. IT Accountabilities
  - b. OT Accountabilities
2. Primary Focus on Applications in lieu of a Foundation Enterprise Infrastructure
  - a. Data Design and Integration in Re-Invented for Specific Projects
  - b. Business **not** Well Positioned for Future Challenges
3. Introduce New Tools / Functionality where appropriate (Mobility, Dynamic Web Based Reporting, etc.)

# How to Ensure Full Potential and Ongoing Success?

Information Enabling the Business Operating System  
and Working the Needed Culture Change

# Information – A Key Enabler for Manufacturing Excellence

New Technology Enables Improved Productivity through Employee Engagement and Enhanced Functionality to the Business Operating System



# Information as an Enabler for the Business Operating System

The Infrastructure serves as a foundation for competitive advantage through:

## ✓ People Engagement & Best Practice

- With common data, talent across the globe will engage in **collective innovation** and the pursuit and sharing of best practices.
- The SMART architecture allows for the rapid deployment of 'Best Practices' through leverage of a common computing infrastructure



### Who Derives the Benefit:

-**Operators** leverage critical information when and where it is needed

-**Process Engineers** develop ad-hoc analysis and 'Best Practice' process visualization standards to improve location production management and performance

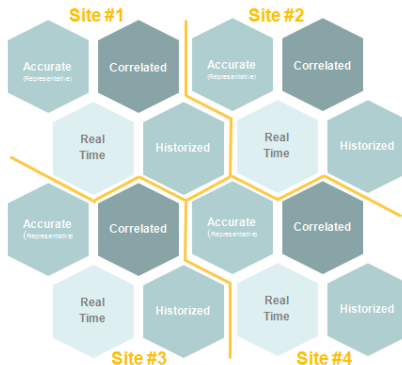
-**Supervisors and Area Managers** review real time KPI and have drill down capability for root cause analysis and problem resolution

-**TICoE Resources** leverage 'Best Practices' visualization standards across the business for 'Power of Comparison', root cause analysis and improved performance

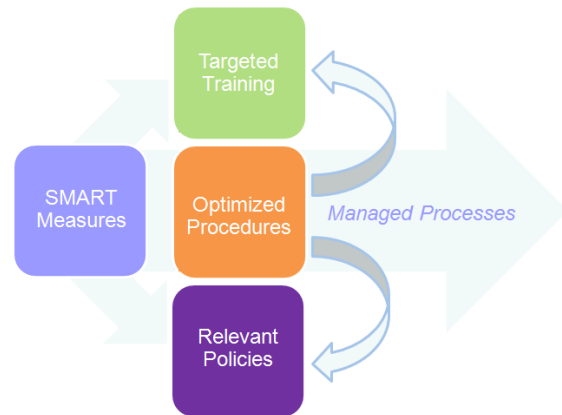
-**Business Leadership** is ensured of timely, accurate and consistent information for evaluating performance and driving decisions

## ✓ Process Measurement (KPI)

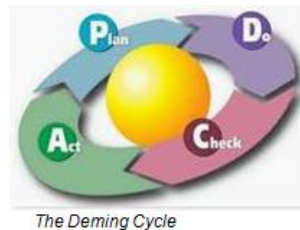
- Sharing a common language with other plants will allow us to truly realize Enterprise Advantage.
- A discovery in one plant can result in procedure, training, and policy changes in the other plants.
- SMART measures will become common measures. They will allow us to share best practices from one plant to another.
- Conventional manual data entry / transfers will be reduced.



## ✓ Continuous Improvement

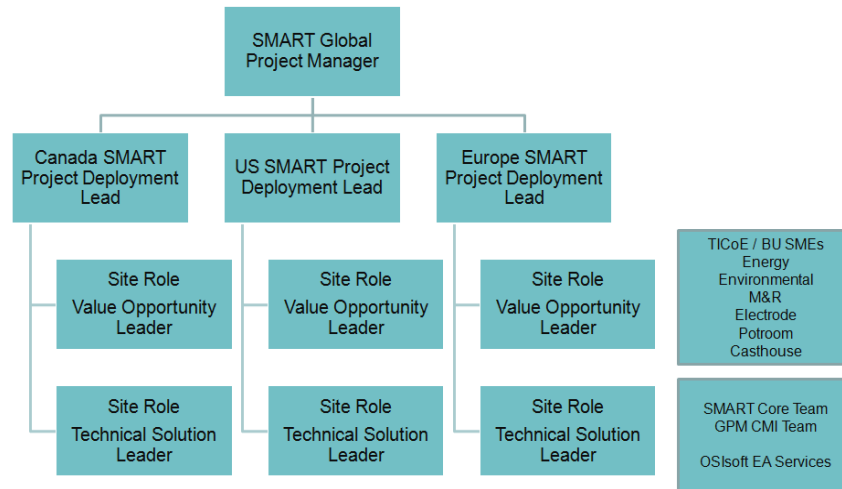


*Better Results*



# Turning the Vision into an Enterprise Strategy

- In Addition to Technology – Also Recognize the Criticality of ‘Change Management’ within the Business Operating System
  - Clearly Define Roles and Responsibilities



- Identify Value as the Key Deliverable – Technology is the Enabler
- Identify People as the Critical Component to Delivering Results

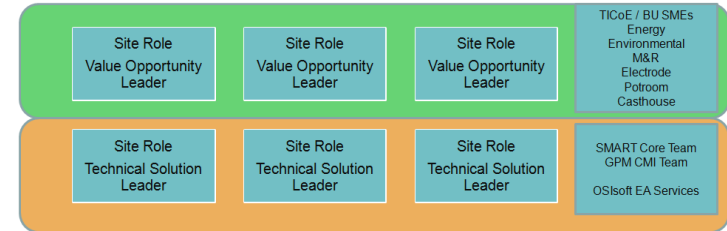
# Ensuring Continued Success

- Maintain Focus on Delivering Value through the Operating System
  - Enterprise Level Objectives (ELOs)
  - Internal Users Groups
  - Best Practices
  - Enabler to other key initiatives
- Enhance Functionality and Manage Total Cost of Ownership
  - Life Cycle Management of Enterprise Architecture
  - Solution Support Model (CoE) / Leveraged Expertise
- Improve Cyber Security

Primary Roles:  
• Value Identification  
• Value Opportunity  
Progress Tracking  
• DI Creation  
• Value Reporting /  
Dashboard

Primary Roles:  
• Maintain / Upgrade  
Infrastructure  
• Maintain Data Model  
• Deploy / Maintain  
Identified Best Practices

ALCOA GPM SMART USERS GROUP





# Critical Risks and Recommendations

1. Technical Solution is Deployed with Limited Resource Engagement
  - a. Business Decision to Limit Resource Involvement or Inadequate Onboarding / Buy-In
  - b. Risk: Value Realization Does Not Meet Business Expectations
  - c. Risk: Solutions are Not Leveraged Across Enterprise

# In Conclusion

What are the Key Take Aways?

# Key Take Aways...

- It Starts with a Vision – Think Big!
- Develop User and Technical Strategy to Ensure Success!
- Execute as part of your Business Operating System!
- Information is a Key Enabler for 21st Century Manufacturing Excellence

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