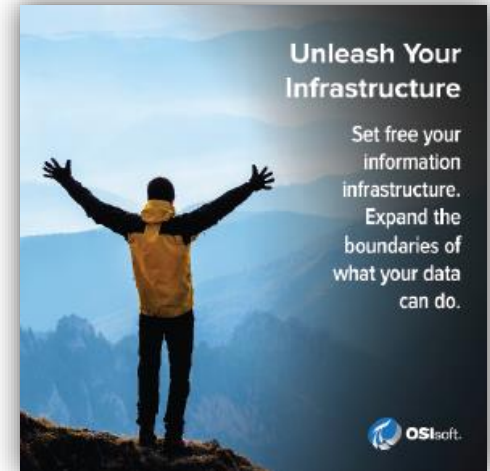




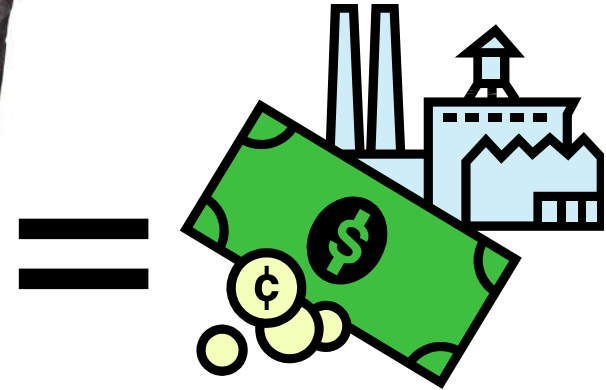
# Customer Presentation Highlights

# Technology & Paradigm shifts



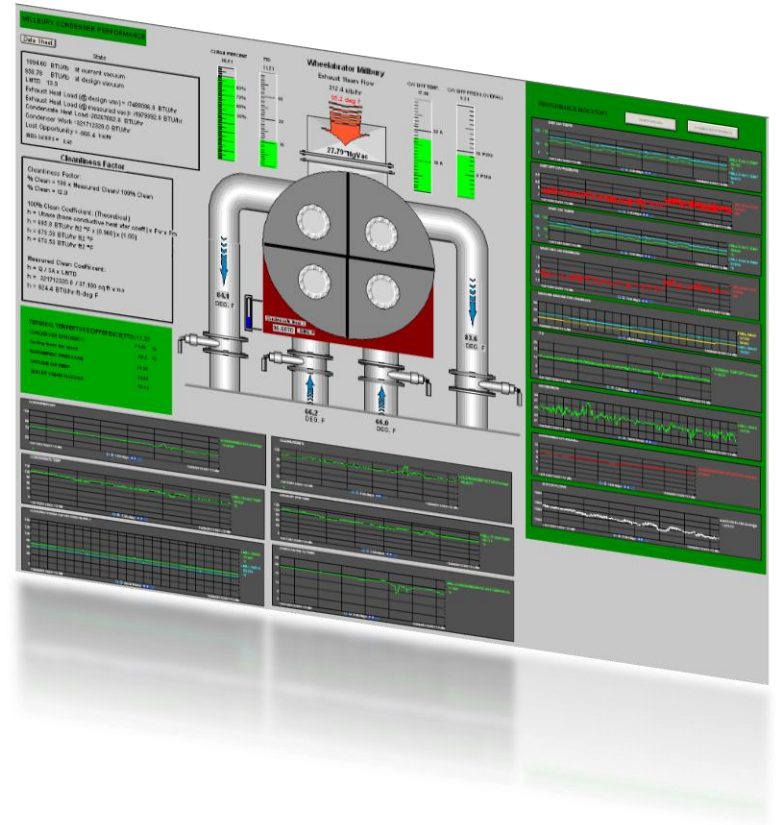
# Wheelabrator

- Opened first waste to energy facility in **1975**
- Currently, 16 facilities have a processing capacity of **23K TONS/DAY** of waste and generate 664 MW
- Four alternative fuel plants generate 184 MW
- Combined, enough power for **900,000+** homes



# Visualizing Efficiency

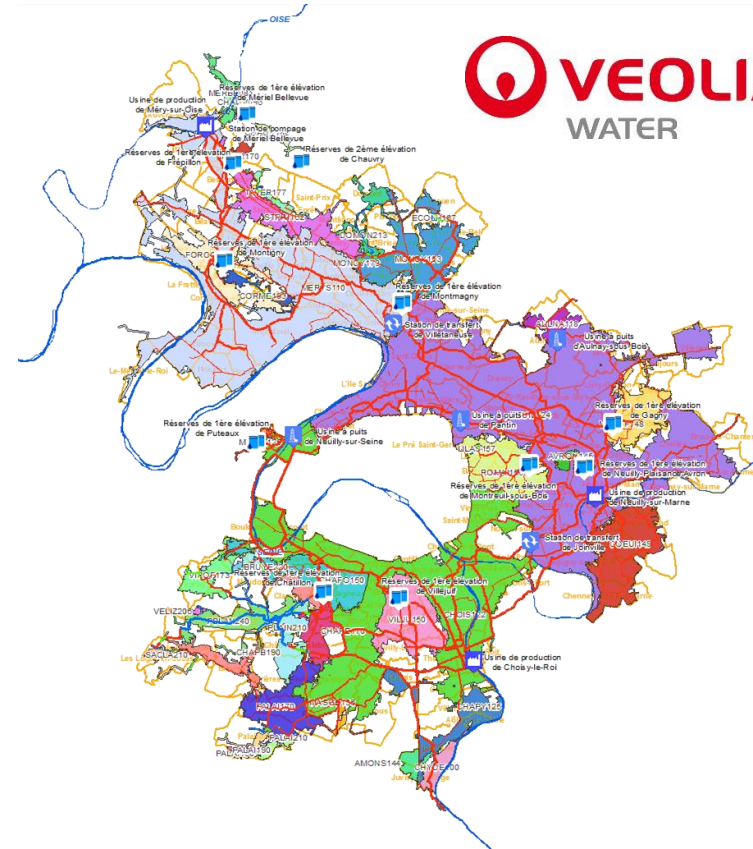
- Cooling Tower Performance
  - **\$450K/Year**
- River Water Temperature Management
  - **\$300K/Summer**
- Chemical Consumption Reduction
  - **\$70K/plant**



# Veolia Eau (water)

Awarded largest water management contract in France to bring three districts under one management system

- Covers 149 towns
- Supplies 4 million customers
- Produces 255 million m<sup>3</sup>/yr
- 5219 miles of pipelines





# Unique, unified vision

A Single data system to manage:

- Energy usage - ↓6%
- Water resources
- Diagnostics and decision support. Leaks - ↓7%
- Water “traceability”

Across previously divided territories

BETTER CUSTOMER SERVICE, SAFER  
DRINKING WATER, EFFICIENT OPERATIONS



# Osys / Rolls-Royce

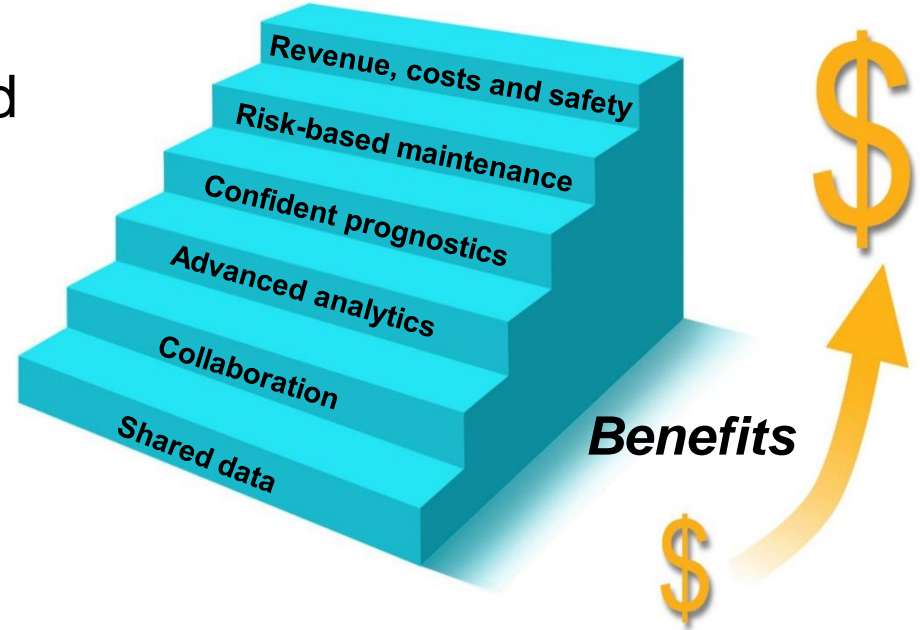


- **Optimized Systems and Solutions**
  - Founded in 1999
  - Part of the Rolls-Royce Group
- **450+ Customers Across Multiple Industries**
- **Optimization through:**
  - Predictive Equipment Health Management
  - Process Assurance and Compliance
  - Operational Optimization
  - Maintenance Management



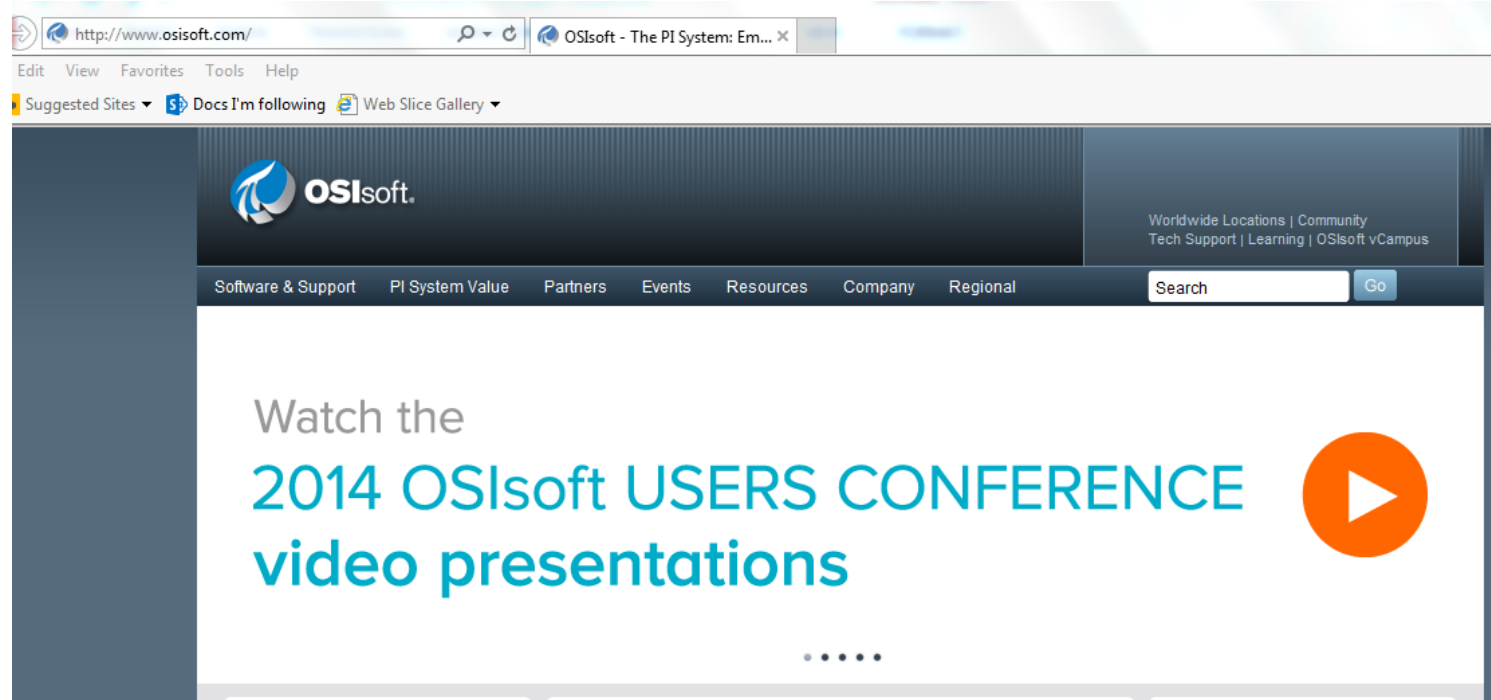
# Connected Service Models

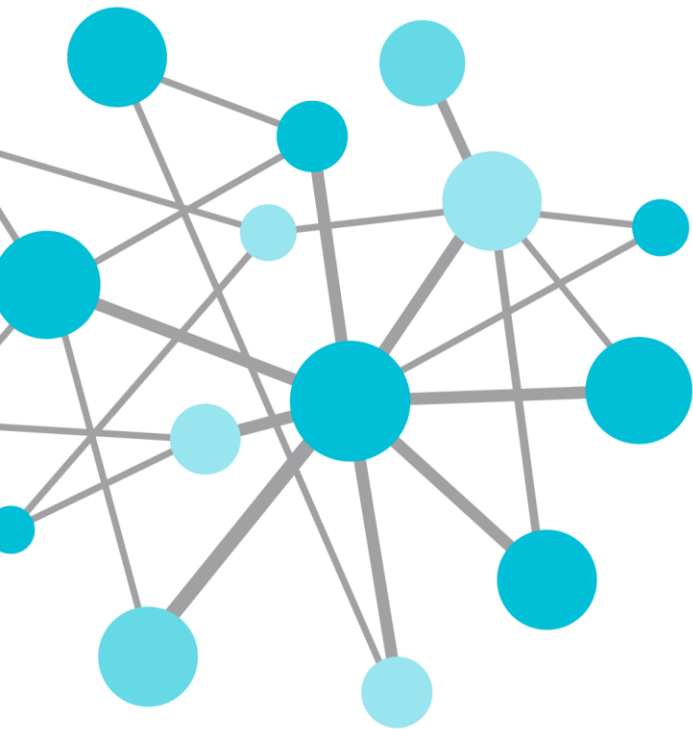
- Rolls-Royce transitioned to a **RISK-MANAGED** service business
- Manages 12,000+ jet engines and industrial equipment
- Share price up by **600%** since 2009
- For 3,000 aero engines
  - In 2013 75%+ of all events prevented
  - In 2014 <10% false alerts





# You can find these talks at...





THANK  
YOU

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