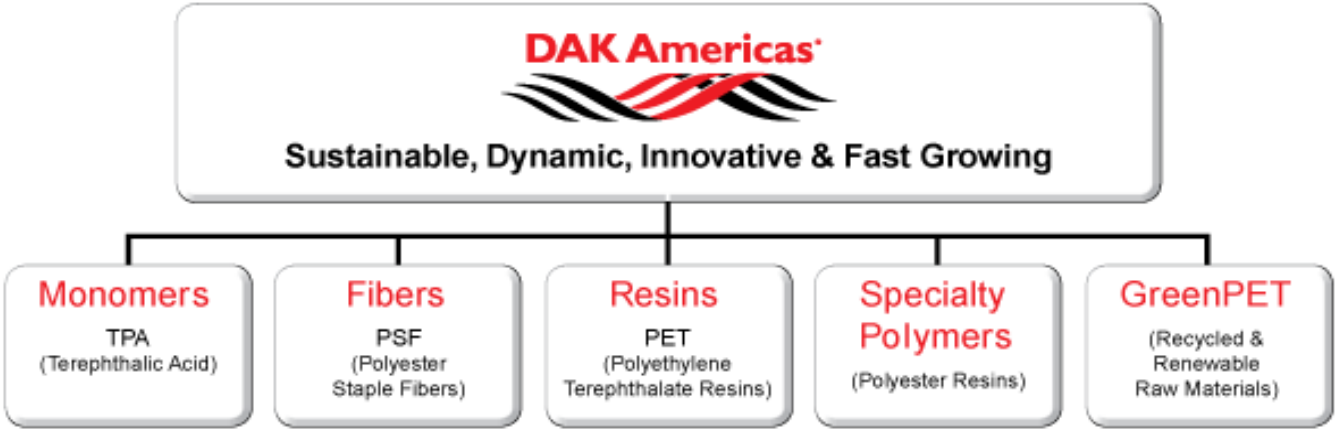
Opportunities for greater Innovation hidden in M & A

Presented by **Carolyn Konieczny**
IT Manufacturing Systems
DAK PI Team Leader

DAK Americas

- DAK Americas is a subsidiary of Alpek S.A. de C.V., a business group of Alfa S.A.B, de C.V., one of Mexico's largest global industrial companies.
- We are headquartered in Charlotte, NC
- We are one of the largest integrated producers of PET resins in the world and the main producer of polyester staple fibers in the Americas.

Business Units



- DAK has five business units and operates seven production facilities across the Americas. With over 1,600 full-service employees, as well as an array of contract partners.

Our mission

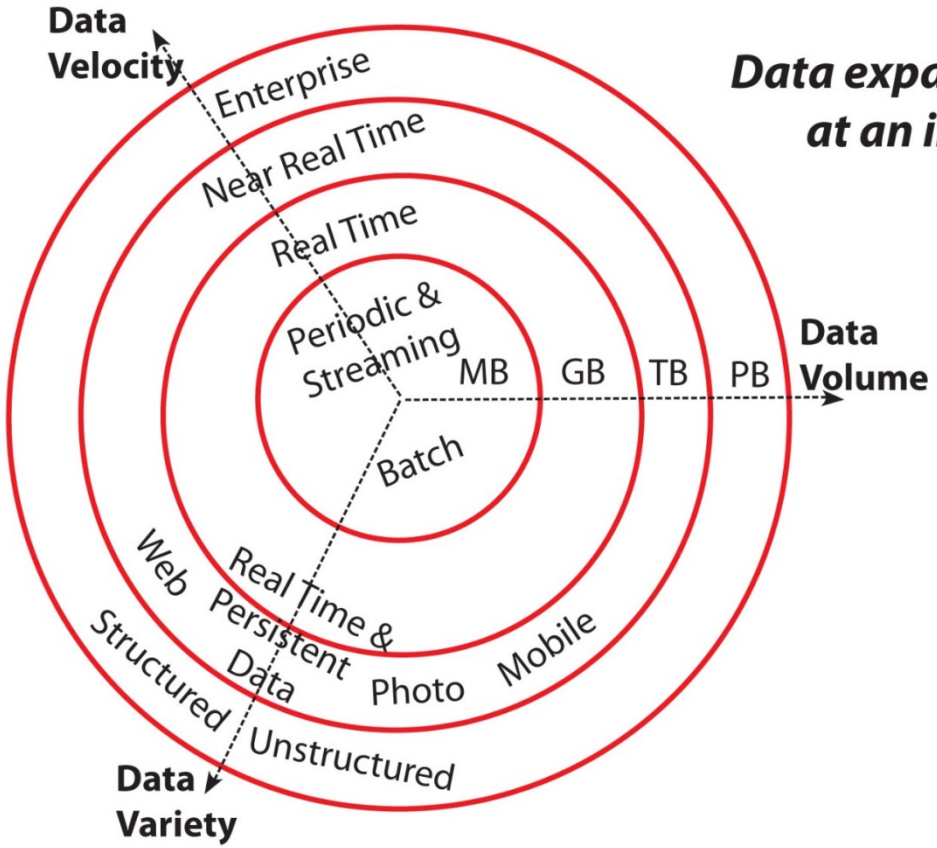
To achieve outstanding long-term value creation and profitable growth as we evolve into a global company while creating superior value for our customers across a portfolio of:

- Polyester Raw Materials
- Polyester Polymers and Fibers
- Differentiated and GreenPET related products and services

Origin and Growth through Mergers Acquisitions Innovation

- 2001- DAK Americas LLC was created as a new company, with three core business units: Fibers, Monomers, and Resins.
- Facilities incorporated in DAK Americas creation:
  - Wilmington, NC
  - Charleston, SC
  - Fayetteville, NC
- DAK Americas acquired additional plants:
  - Mexico and Argentina in 2008
  - Columbia, SC in 2011
  - Bay St Louis, Mississippi in 2012

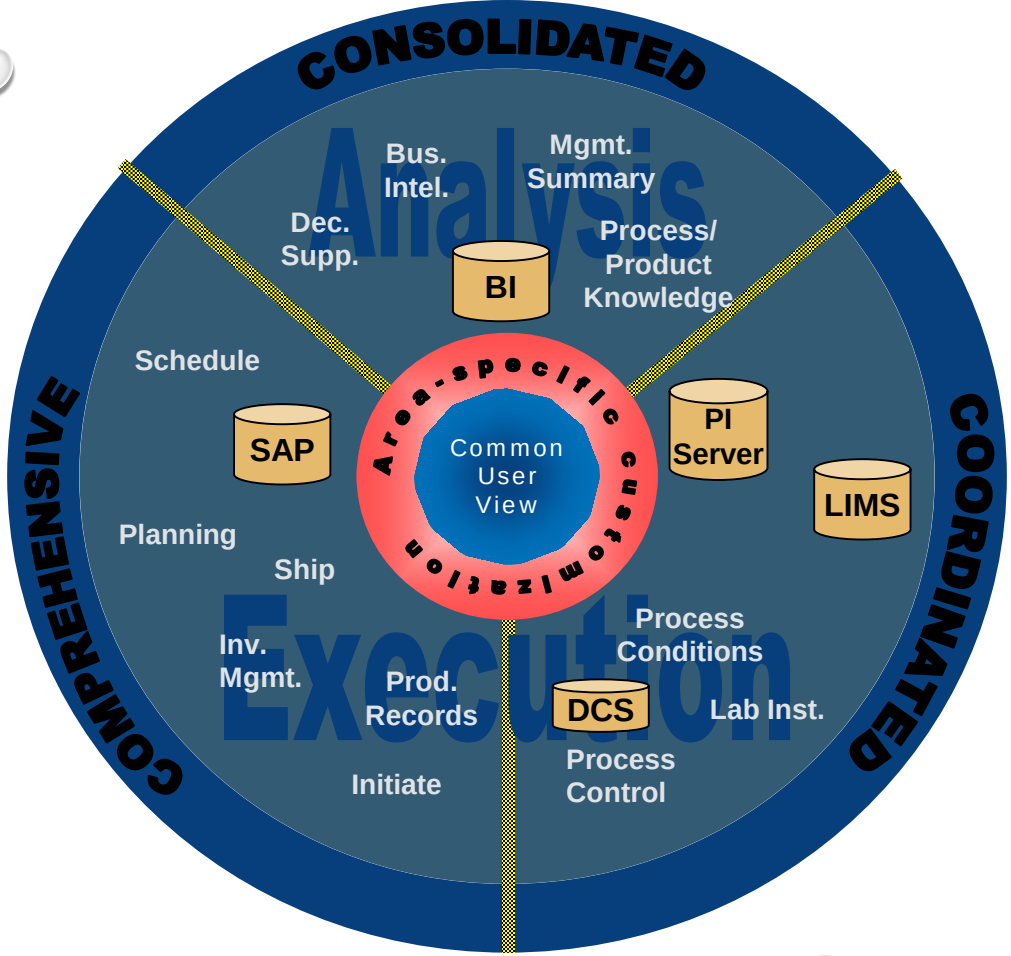
Data Expansion



Data expanding on 3 fronts at an increasing rate

Plant Historian/Operational Data Store

- OSIsoft is an equal partner in the software triangle of SAP, LIMS and the PI System.
- The PI Server is the central data store for operational reporting.
- PI Data Archive stores data from field sensors for engineers to trend the data in tools such as PI ProcessBook and Excel/PI DataLink.



How Individual Product Capabilities currently are used to solve our business challenges

- PI System
  - PI ProcessBook
  - PI DataLink
  - PI SMT
  - PI SMTE
  - PI Interfaces
  - PI SDK
  - PI Write Value
  - PI Connect
  - PI Installs – Except PSRLINK
- PIMS
  - Process Change / Configuration
  - Datasheets / Configuration
  - PI SPC Alarm Client / Configuration
  - Batch Tag Loader
- DCS Interfaces to PI/LIMS

Current Challenge: How Individual PI Product Capabilities will help reduce or eliminate custom code

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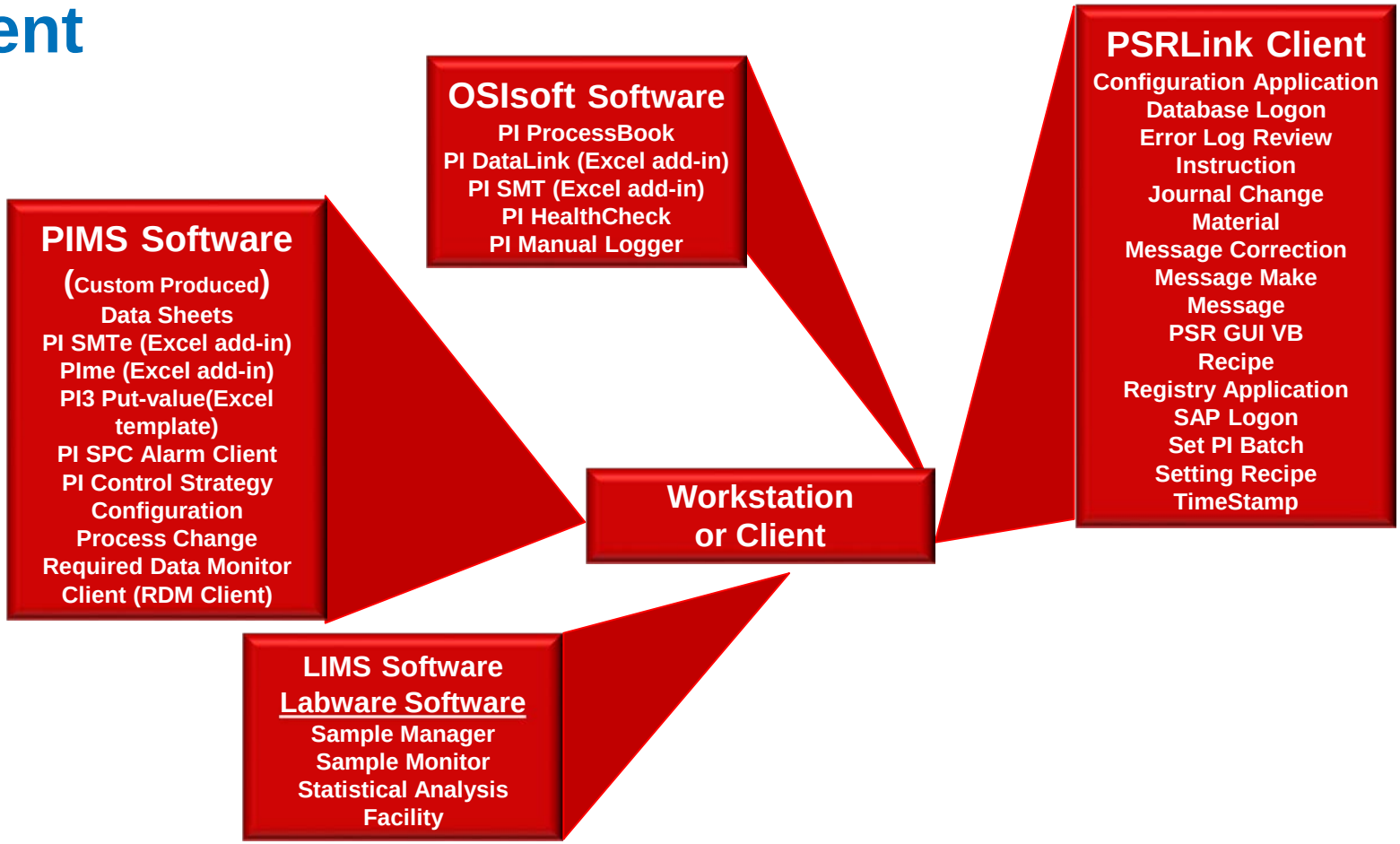
Client



OSIsoft product, component & subcomponent names

- PI System
  - PI ProcessBook
  - PI DataLink
  - PI SMT
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Results Obtained and Business Impact

- Next Steps – Assess the current environment and map out a verifiable path to upgrade to the existing PI Server including the PI Data Archive, PI Asset Framework, and associated AF components
- Future Plans – Assess our future tools.

Conclusions

COMPANY and GOAL

DAK Americas headquartered in Charlotte, NC is one of the largest integrated producers of PET resins in the world. It is wholly owned by Alfa S.A.B. de C.V. of Monterrey, Mexico one of Mexico's largest corporations.

Our Goal: To update and integrate our architecture to a synchronized framework of purchased software components

DAK Americas

CHALLENGE

To determine a strategy that will allow us to develop process to upgrade or convert to a single version of our PI System software architecture in order to sustain our complex systems of systems with a lean support staff.

- Multiple versions of PI Server make security and support difficult
- Various plant systems not synchronous

SOLUTION

To upgrade all PI System to the same version and alien business processes to this new version

- Comprehend legacy processes and customizations
- Roadmap of data flow across systems
- Revamp and integrate these processes

RESULTS

More flexible, and more robust PI System with improved features and reduce support requirements.

- Drive efficiency and productivity
- Faster development of products
- More robust processes comprehension

Contact Information

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Questions

Please wait for the **microphone** before asking your questions

State your **name & company**

Please don't forget to…

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The Power of Data
DECISION READY IN REAL-TIME

Evaluation Form (Seminar Location - Date)

Name:_____ Company: _____

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Quality and content of the presentations	Poor	Good	Excellent	N/A
Welcome	○	○	○	○
The Journey To Real-Time Operational Intelligence	○	○	○	○
The Power of Connection	○	○	○	○
Tank Level Management System	○	○	○	○
Using the PI System to Aid in Troubleshooting Operational Aspects of Oil and Gas Well Drilling and Completion	○	○	○	○
Unleash your Infrastructure	○	○	○	○
Information on the Spot	○	○	○	○
Wrap-up/Seminar Conclusion	○	○	○	○

Quality and organization of the seminar				
Choice of date	○	○	○	○
Time allowed for lunch/breaks	○	○	○	○
Choice of presentations	○	○	○	○
Pace and time allowed for the presentations	○	○	○	○

감사합니다

谢谢

Danke

Gracias

Merci

Thank You

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Спасибо

Obrigado