

AVEVA PI WORLD

Accelerating to transformational outcomes

The role of AVEVA's cloud and industrial SaaS solutions

Tim Sowell

AVEVA

The status of industrial digital transformation

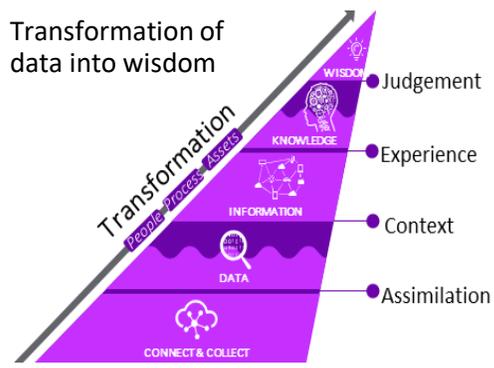
The opportunity

DIGITAL TRANSFORMATION

- Transformation of work enabled by digitalization
- Minimize wasted work
 - Outward thinking
 - Value creation
 - Customer Centric

DIGITALIZATION

Transformation of data into wisdom



DIGITIZE

- Electronic capture
- Digital engagement
- IoT cost-effective capture

The reality, transformation is hard

70% of digital transformations fall short of their objectives

BCG

Digital transformation takes **twice as long and costs 2x more** than anticipated

Gartner

84% of companies fail at digital transformation

Forbes

7/10 say digital transformation progress has **slowed or stalled**

McKinsey&Company

Who is succeeding, and why?



Reduced time to decision from **2 days** → **2 hours**
Improved calculation speed from **7 hours** → **3 minutes**

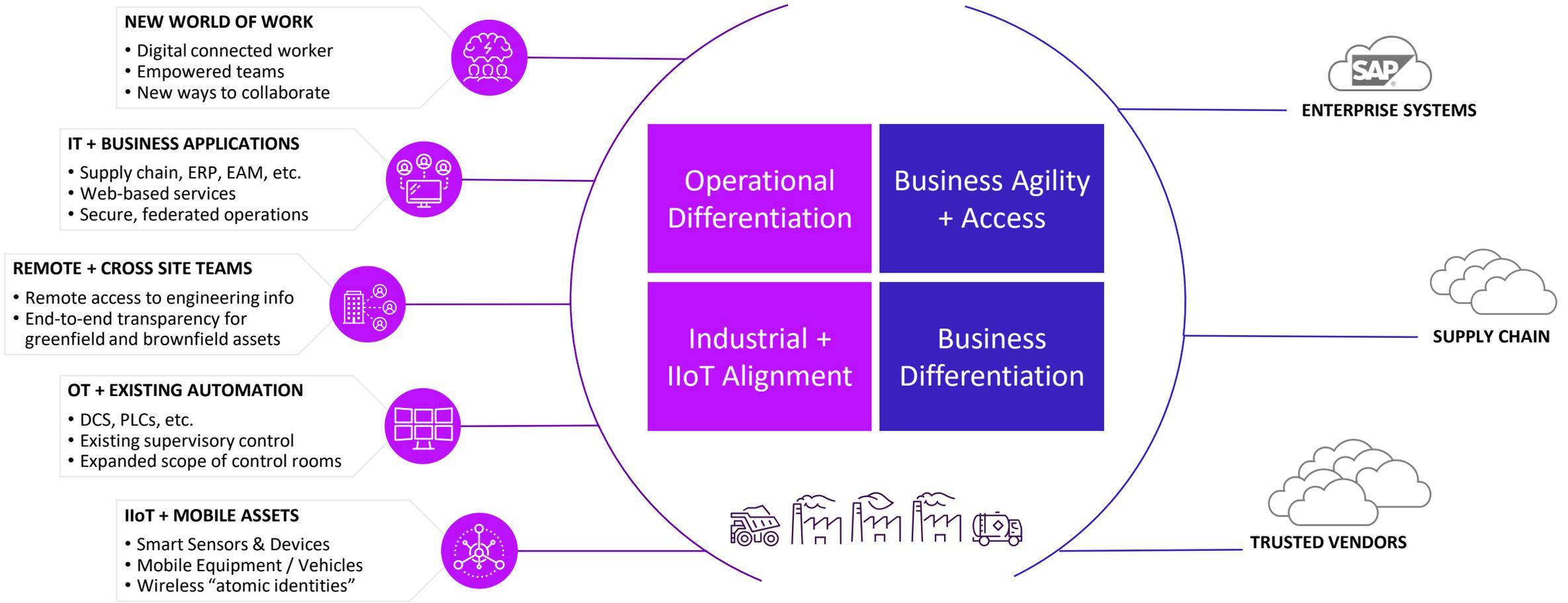
If you could do in minutes what previously took a day, what would you do? **AVEVA's technology in the cloud is creating time**, and BP's responsibility is what to do with the time saved. This is revolutionary to our business."

NESTE

Decision **time is cut. Collaboration is improved.**
Drive operational efficiency
Help achieve carbon neutrality targets

"Production can be optimized automatically, and model building, decision-support and production planning all takes in **one digital platform** shared between **over 80 sites**, **increasing efficiency.**"

The reality of convergence. One Connected Landscape.



AVEVA's role: to accelerate your results with our experience



50+ YEARS OF INDUSTRIAL APPLICATIONS DEVELOPMENT

- Libraries of industrial Function as ready as a services
- Purpose-built Industrial enrichment
- Industrial artificial intelligence libraries
- Acceleration thru Configuration vs Programing



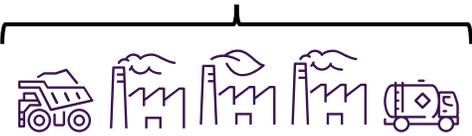
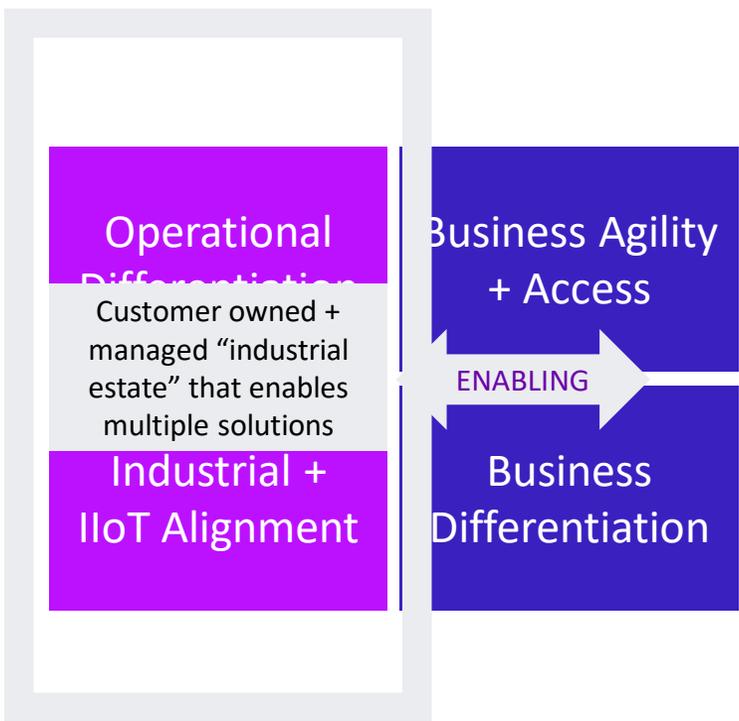
INDUSTRIAL HYBRID SYSTEM KNOWLEDGE

- AVEVA Connect account Enables
 - Customer managed estate
 - Multiple capabilities harnessed with Trust
 - Federation to customer SSO
 - Managed as a Service



UNDERSTANDING INDUSTRIAL Data

- How to integrate IIoT and field
- How to capture engineering diagrams/ documents
- How to ensure data integrity
- How to manage and align, how to normalize
- Unification of your plant/ field data thru Proven Industrial Integration Services



C-care

Flexibility to start small and scale
Moved from manual processes to **fully digital**
Data within hours

“It was so simple, I was surprised! We have a very mobile workforce and with the **data in the cloud** that data is **available no matter** where the person is that needs to see it. In order to scale this to the rest of our site the technology barrier is very low.”

ASTRON ENERGY

Cloud deployment in **only 3 months** with no business disruption
\$10-15k per day improvement in lost opportunity costs

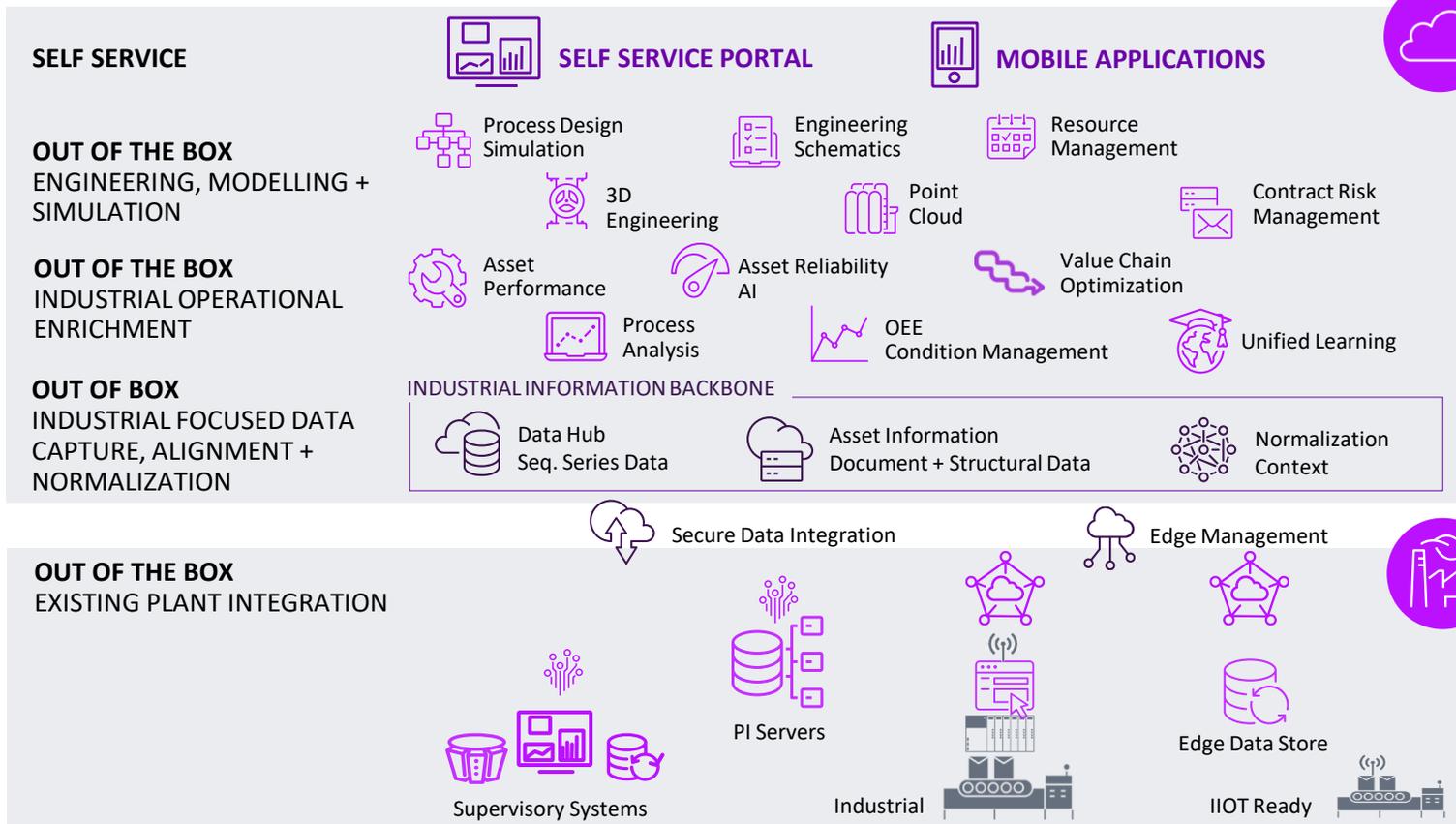
“We not only transformed our crude management processes without disruption to the business, **we are now 50% faster.**”

AVEVA industrial software-as-a-service

Reduce risk with focused industrial capabilities

Operational
Differentiation

Industrial +
IIoT Alignment




Up and running in hours,
not weeks or months
Eliminated unplanned downtime
Improved maintenance spend

“Data share was possible to do **in one day** with our customer. We can do the commissioning, tuning and management of devices remotely.”



Reduced unplanned downtime
Improved **equipment effectiveness**
Improved **productivity**

“The **speed** at which we can **implement** has **drastically been minimized, going from weeks to only hours.** This capability allows us the flexibility to provide more actionable information about our process and assets to decision-makers in our business.”



Delivered as a Service

Customer Managed

Lowering risk and accelerating speed to success

Agility, speed, scale and simplicity. Plus you de-risk your business with SLAs.

	Traditional IT	Infrastructure (as a Service)	Platform (as a Service)	Industrial Software (as a Service)	
				Industrial Information Access	Managed Service by AVEVA
				Industrial Data Enrichment Apps	
				Industrial Model Apps	
				Industrial Optimized Storage/Access	
	Applications	Applications	Applications	Industrial Data Capture/Normalization	
	Data	Data	Data	Industrial Data Integration / Integrity	
	Runtime	Runtime	Runtime	Runtime	
	Middleware	Middleware	Middleware	Middleware	
	Operating System	Operating System	Operating System	Operating System	
	Virtualization	Virtualization	Virtualization	Virtualization	
	Servers	Servers	Servers	Servers	
	Storage	Storage	Storage	Storage	
	Network	Network	Network	Network	

Customer Managed

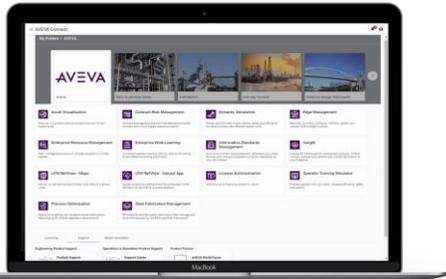
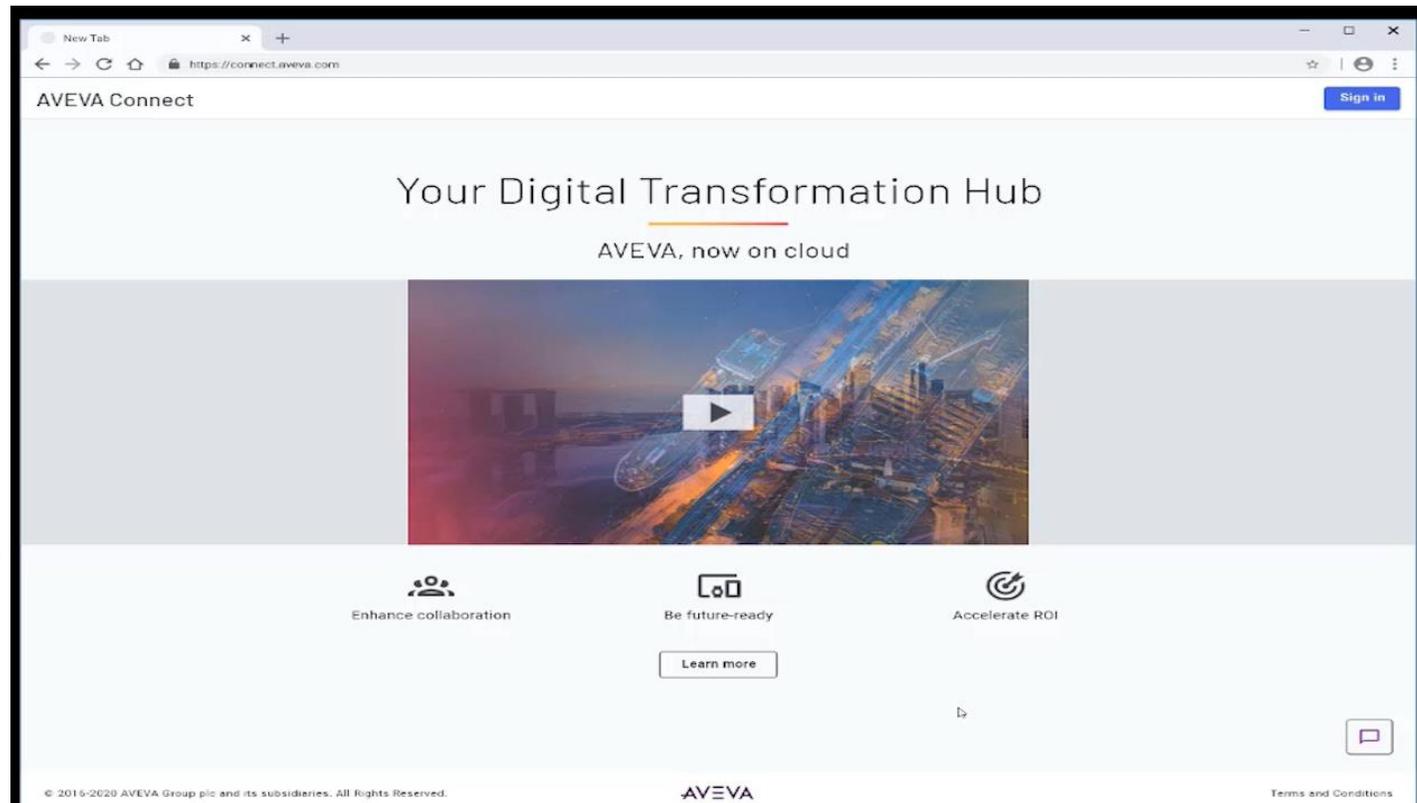
Customization – High capex
High IT dependency - Slow time to value/ market
Limited flexibility & scalability

Industrial Domain Knowledge
Standardise – Low capex
Little IT dependency, Agility,
Fast time to value, High flexibility & scalability



AVEVA Connect

Our common cloud platform. The broadest and deepest portfolio of industrial SaaS.



- Connecting plants
- Connecting applications
- Connecting workforce
- Connecting the enterprise to operations



Increased efficiency and collaboration

Improved visibility of engineering data

20% improvement in IT agility

“By using data more proactively, we are able to boost operational performance and **achieve our strategic objectives.**”



Digital escalation for faster decision making

44% less downtime

40% increase in on-time delivery

21% energy savings

“The result now is quicker insight to enable **faster decision making.** We can stop the line through digital escalation if there is a quality issue.”

Proven digital transformation



Unilever

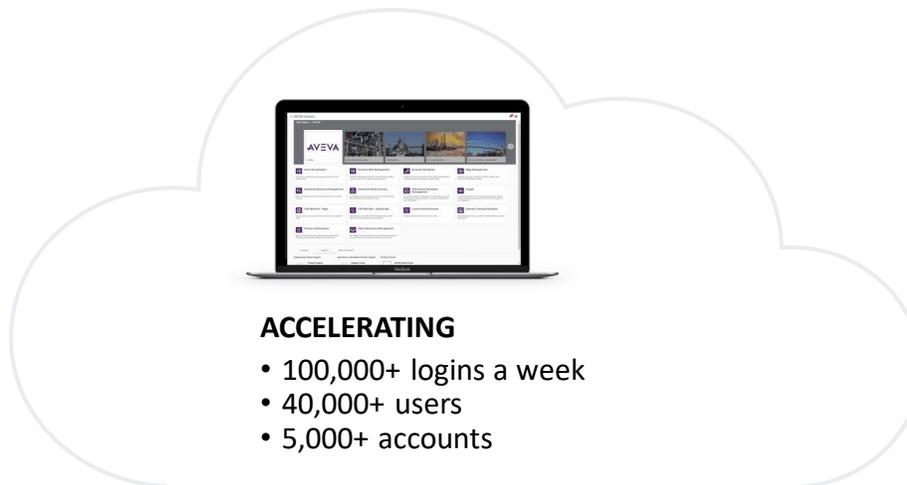
Gained visibility into manufacturing lines
Self-service visualization to identify issues
Enabled **shared data access** for stakeholders

“We at Kilbourn had the capability of getting **quickly up to speed** with cloud technology and we were able to gain increased visibility of our data.”



Enable team to predict equipment health, and drive optimizations
Plant reliability raised from 98% to 100%
9X ROI in 6-months

“AVEVA was the **only company** able to provide an **end-to-end solution** spanning **engineering, operations, and maintenance.**”



ACCELERATING

- 100,000+ logins a week
- 40,000+ users
- 5,000+ accounts



50+ YEARS OF INDUSTRIAL APPLICATIONS DEVELOPMENT



INDUSTRIAL HYBRID SYSTEM KNOWLEDGE



UNDERSTANDING INDUSTRIAL CONTEXT



DIGITAL TRANSFORMATION

Transformation of work enabled by digitalization

- Minimize wasted work
- Outward thinking
- Value creation
- Customer Centric



Common digital thread across the business
Contextualize data to **drive asset reliability, enhance efficiency and reduce downtime**

“The Digital Twin is not just a data representation of an asset; it provides **insight and knowledge** that helps companies better understand the behavior of the process.”



50% less time to train end users
Increased margins 1 to 3 cents per barrel
Ability to **evaluate complex scenarios**

“AVEVA provides more than just software. Its **unique approach** enables **better business processes** through a **unified easy-to-use decision-making tool** that brings better visibility across the overall supply chain, which leads to greater productivity.”



This presentation may include predictions, estimates, intentions, beliefs and other statements that are or may be construed as being forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could result in actual outcomes differing materially from those projected in these statements. No statement contained herein constitutes a commitment by AVEVA to perform any particular action or to deliver any particular product or product features. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.

The Company shall not be obliged to disclose any revision to these forward-looking statements to reflect events or circumstances occurring after the date on which they are made or to reflect the occurrence of future events.

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

 [@avevagroup](https://twitter.com/avevagroup)

ABOUT AVEVA

AVEVA, a global leader in industrial software, drives digital transformation for industrial organizations managing complex operational processes. Through Performance Intelligence, AVEVA connects the power of information and artificial intelligence (AI) with human insight, to enable faster and more precise decision making, helping industries to boost operational delivery and sustainability. Our cloud-enabled data platform, combined with software that spans design, engineering and operations, asset performance, monitoring and control solutions delivers proven business value and outcomes to over 20,000 customers worldwide, supported by the largest industrial software ecosystem, including 5,500 partners and 5,700 certified developers. AVEVA is headquartered in Cambridge, UK, with over 6,000 employees at 90 locations in more than 40 countries. For more details visit: www.aveva.com