

AVEVA PI WORLD



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# Accelerating to transformational outcomes

The role of AVEVA's cloud and industrial SaaS solutions

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**AVEVA**

# The status of industrial digital transformation

## The opportunity

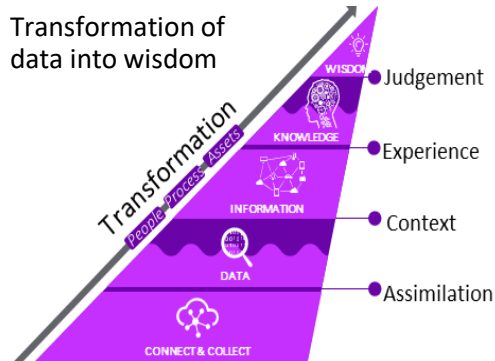
### DIGITAL TRANSFORMATION

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**

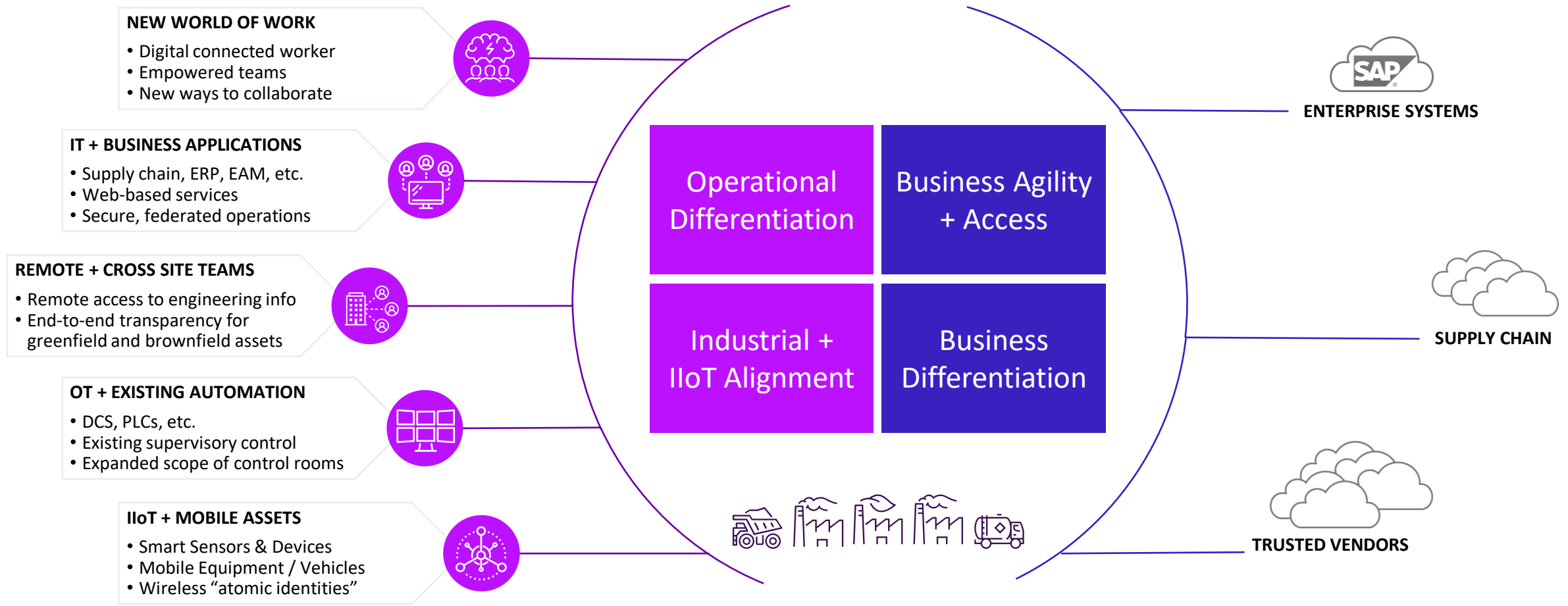
If you could do in minutes what previously took a day, what would you do? **AVEVA's technology in the cloud is creating time**, and BP's responsibility is what to do with the time saved. This is revolutionary to our business."

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.

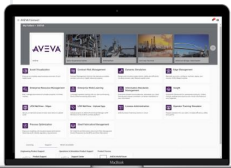


# AVEVA's role: to accelerate your results with our experience


## 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

### Operational

Customer owned + managed "industrial estate" that enables multiple solutions

### Industrial + IIoT Alignment

### Business Agility + Access

ENABLING

### Business Differentiation



## 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."



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.**"

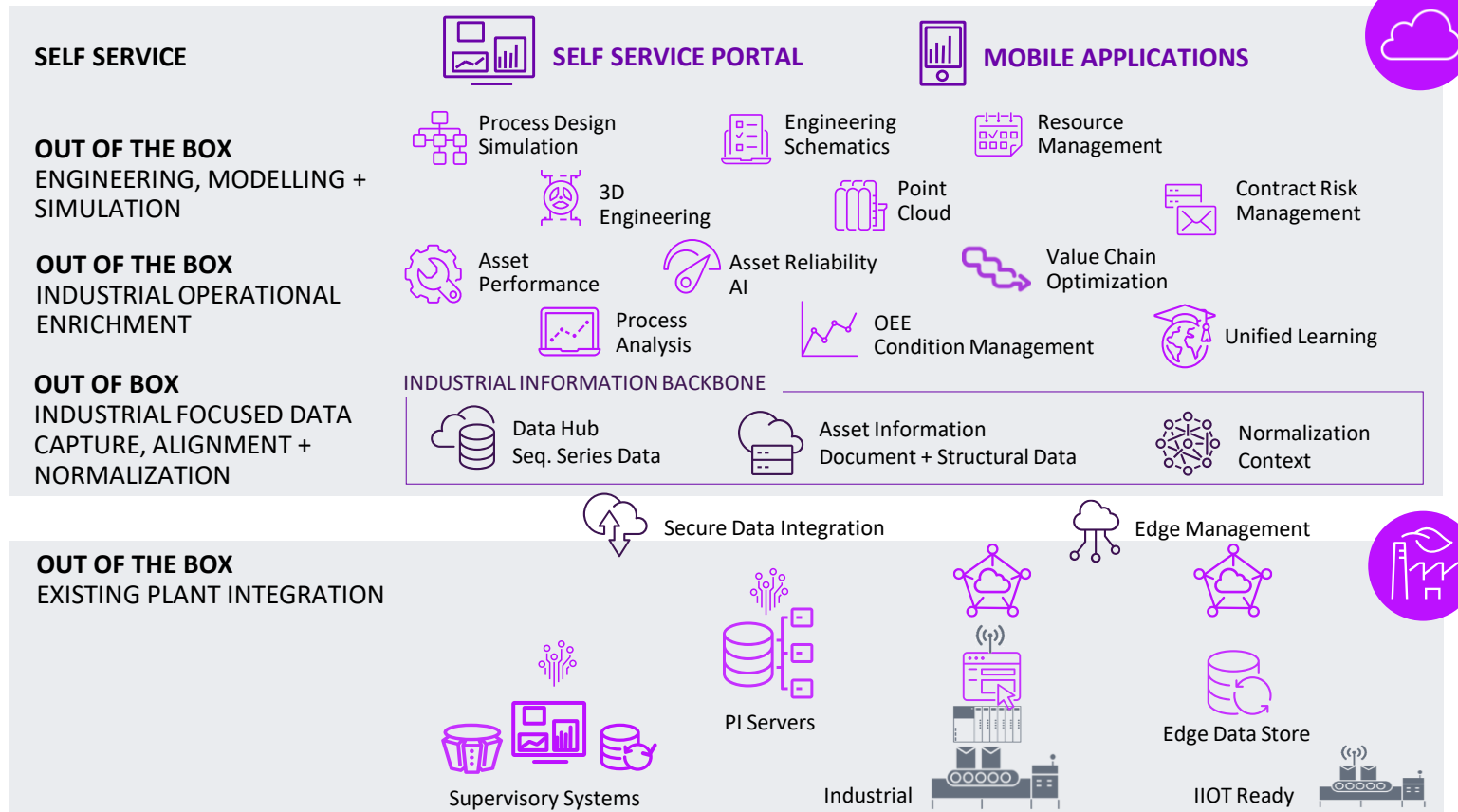
# AVEVA

# 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.”

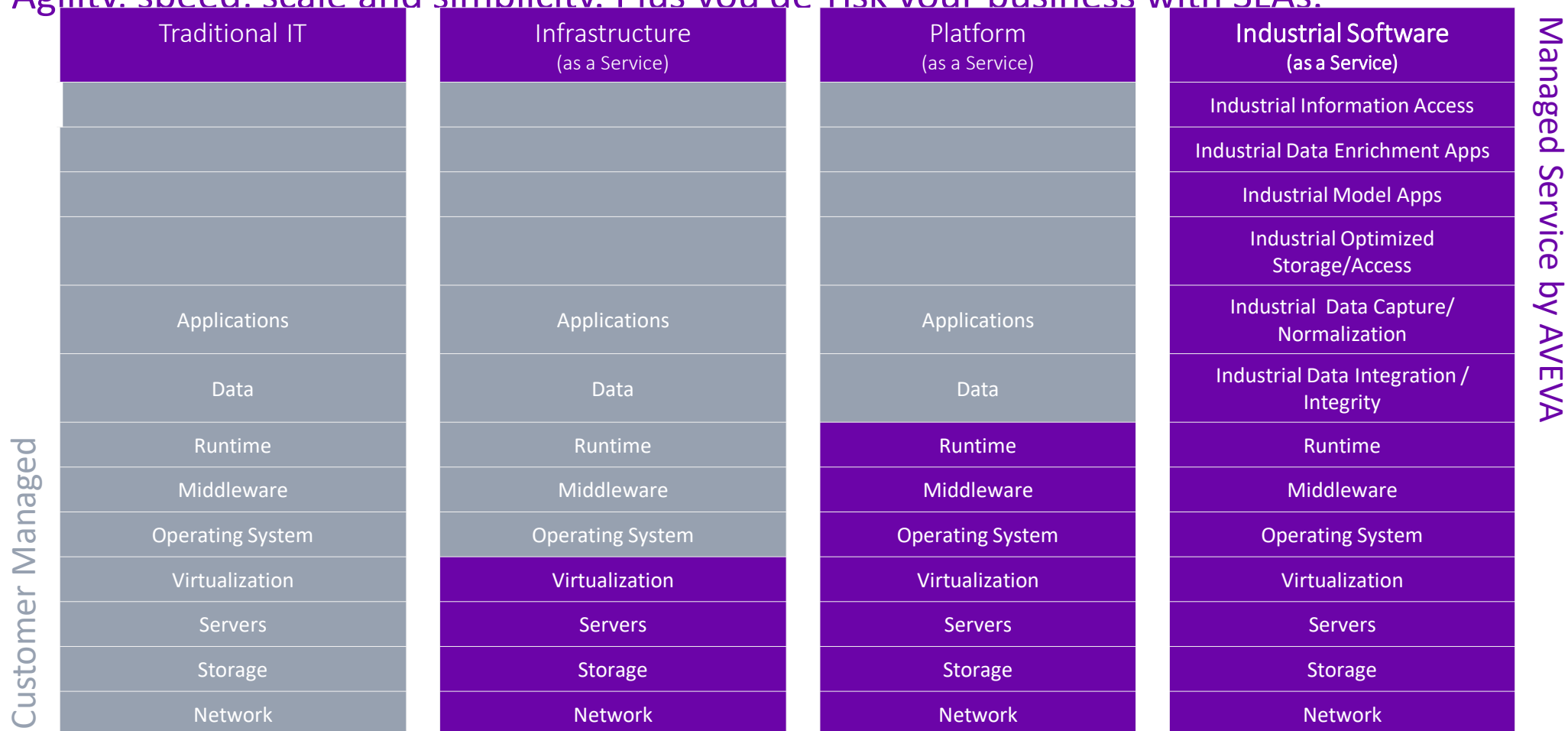


Delivered as a Service

Customer Managed

# Lowering risk and accelerating speed to success

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



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

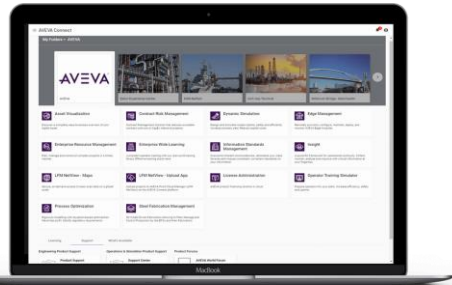
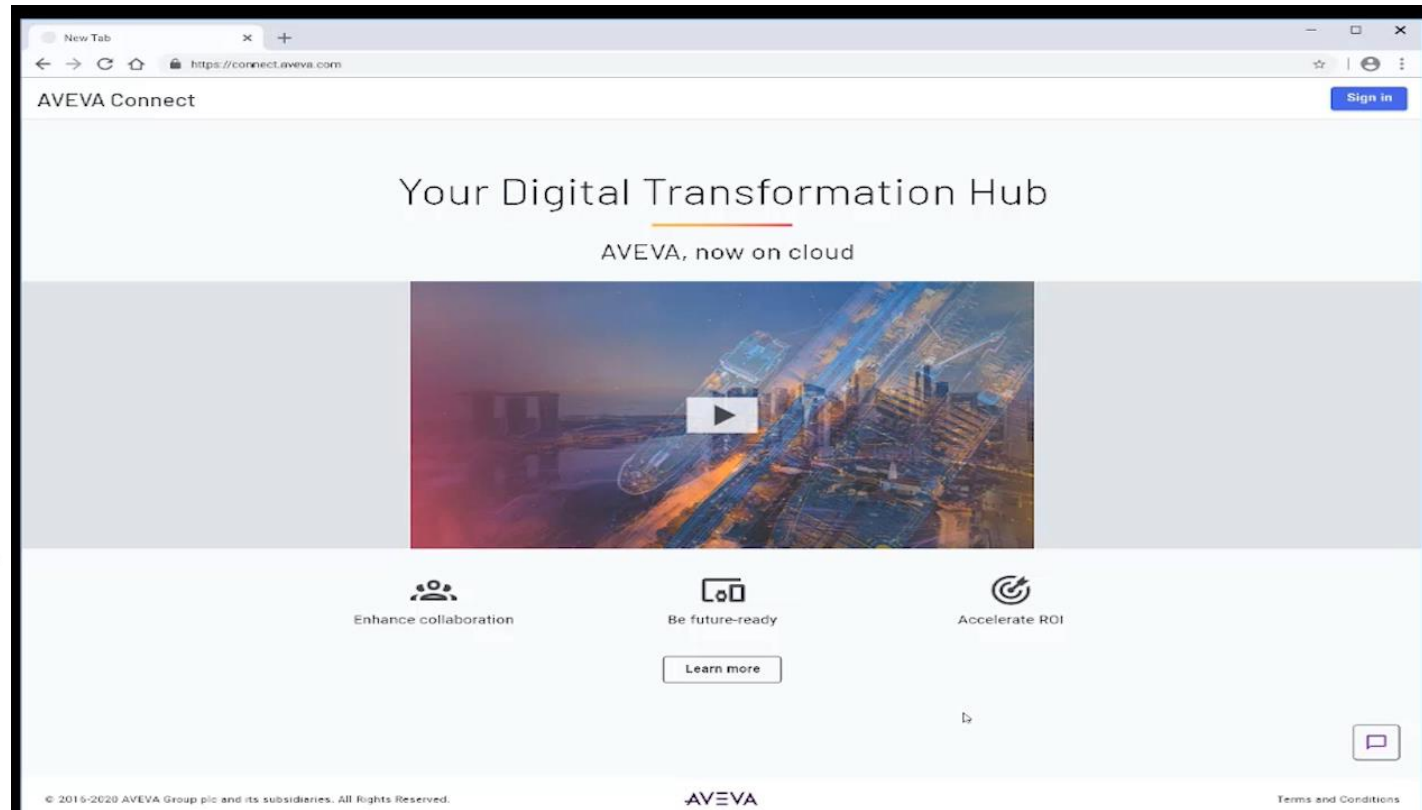
Industrial Domain Knowledge  
Standardise – Low capex  
Little IT dependency, Agility,  
Fast time to value, High flexibility & scalability

AVEVA



# 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



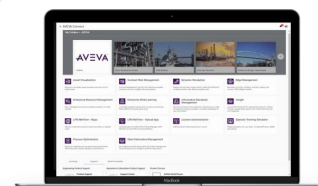
**Gained visibility** into manufacturing lines  
**Self-service visualization** to identify issues  
Enabled **shared data access** for stakeholders

“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



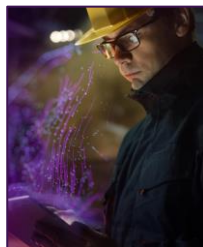
**50+ YEARS OF INDUSTRIAL APPLICATIONS DEVELOPMENT**



**INDUSTRIAL HYBRID SYSTEM KNOWLEDGE**



**UNDERSTANDING INDUSTRIAL CONTEXT**



## DIGITAL TRANSFORMATION

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**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.”

# AVEVA





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