

AVEVA PI WORLD AMSTERDAM

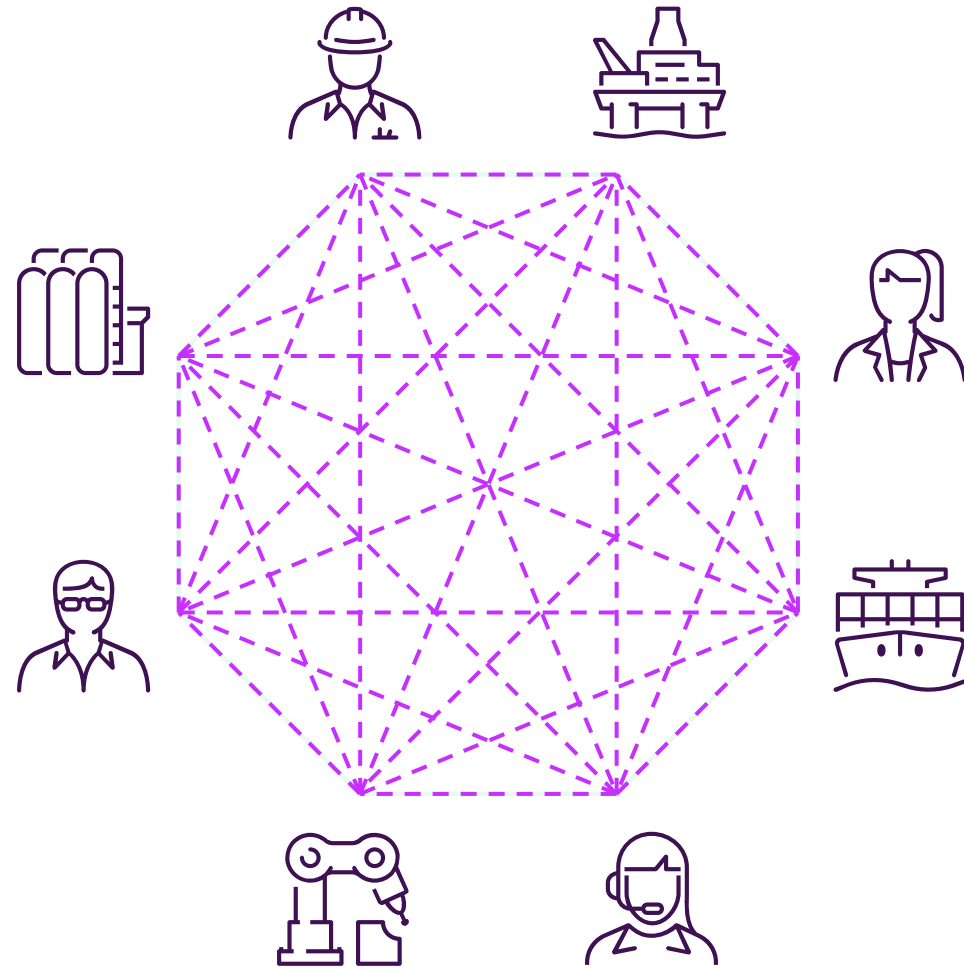
Lighten your load: How to accelerate time to value and streamline technology upkeep through SaaS

The AVEVA™ Flex subscription program unlocks AVEVA's full portfolio across on-premises, hybrid, and cloud products delivered via the AVEVA™ Connect industrial cloud platform

Presented by: Andreas HARTL, Saadi KERMANI

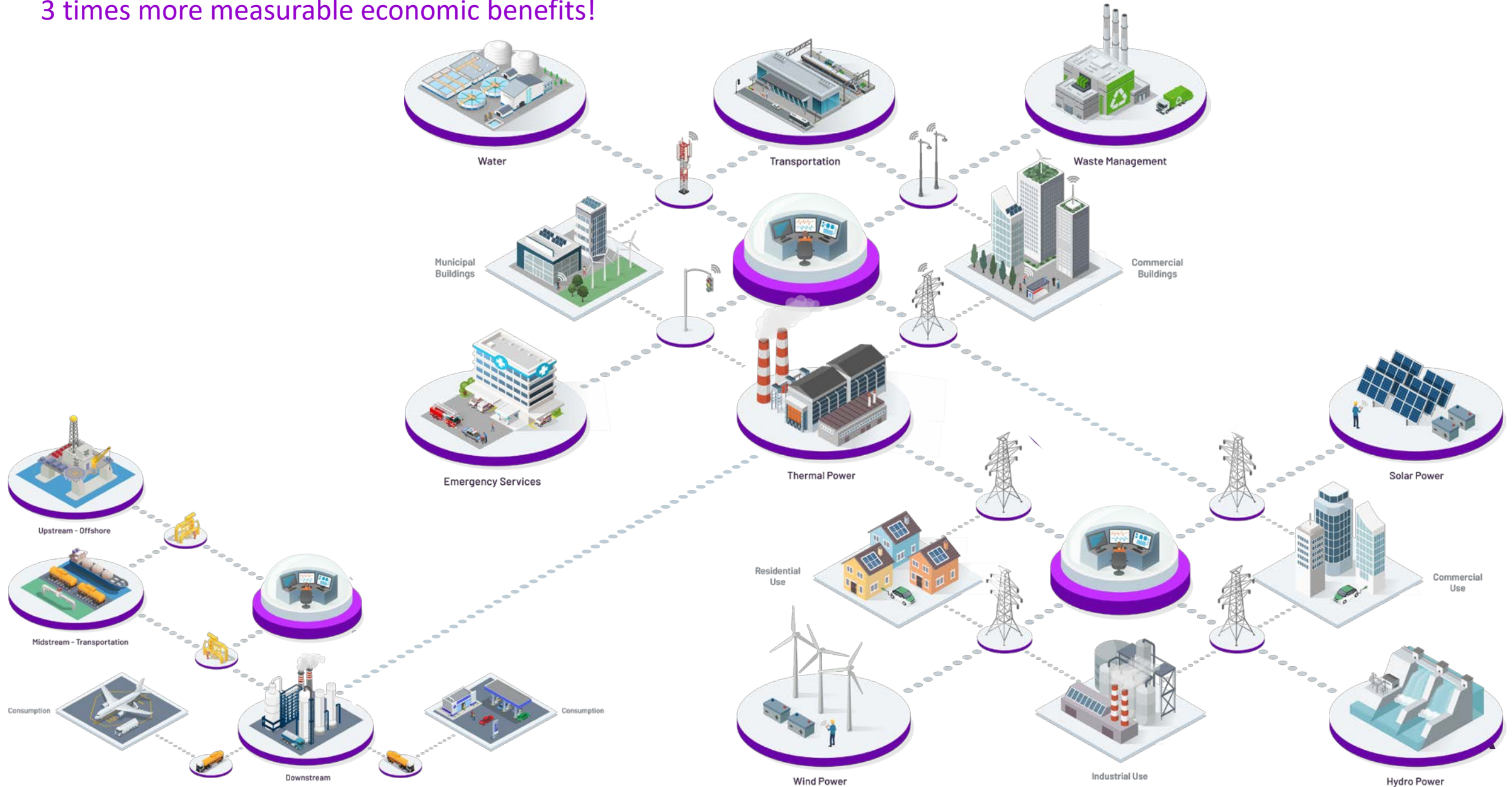


Imagine if all parties in
a value chain were
optimized in parallel:
Data is the accelerator
of the connected
industrial economy



Data becomes the foundation of a connected community

3 times more measurable economic benefits!



How AVEVA supports your growth

Changing industrial landscape

- Sustainability, agility, resilience as priority
- Transformation of work enabled by digital technology
- Differentiation in evolving competitive landscape

Platform + applications

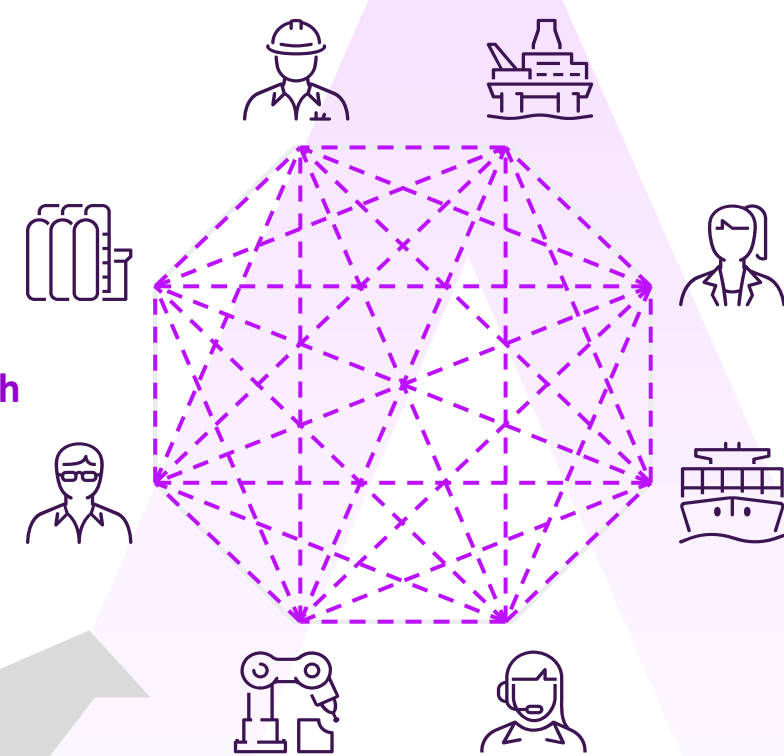
- PI System expanded our holistic message
- Combination (e.g., AI, DataHub) helps to go hybrid with new market entries

Industrial intelligence-as-a-Service

- **New** business model monetizes information use
- Harness scale with cloud

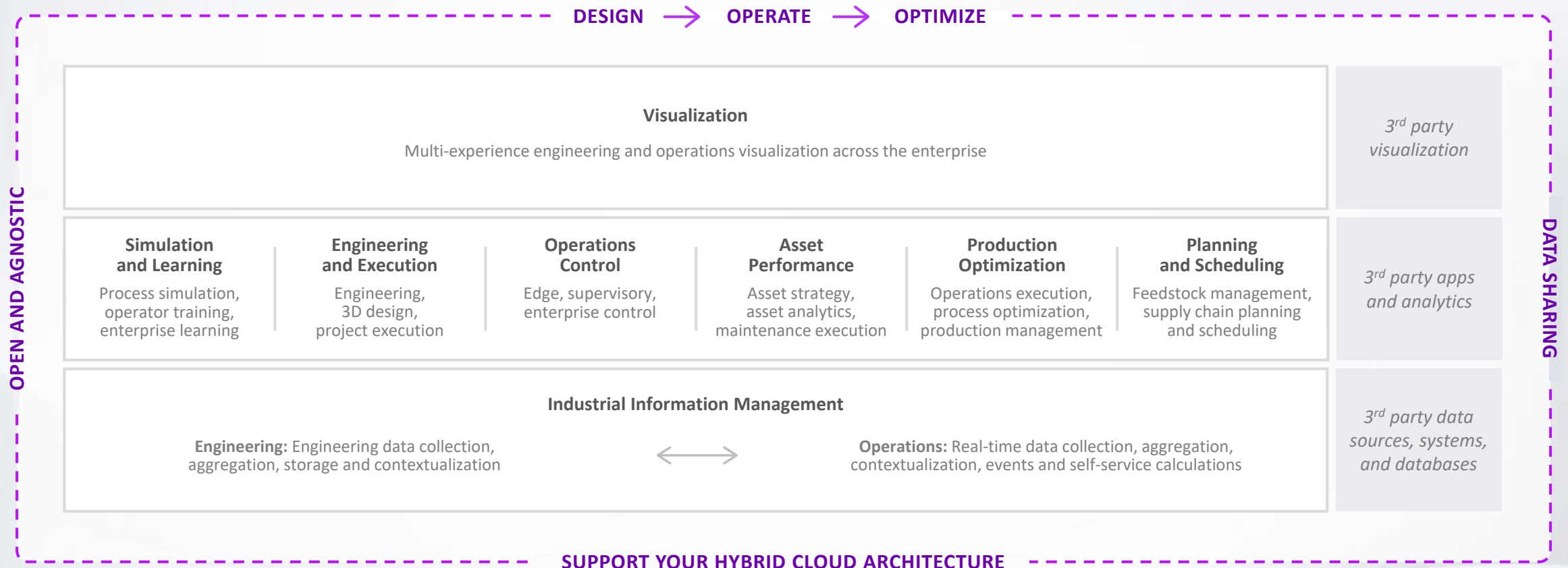
Continued growth

- Connected
- Community
- Innovation



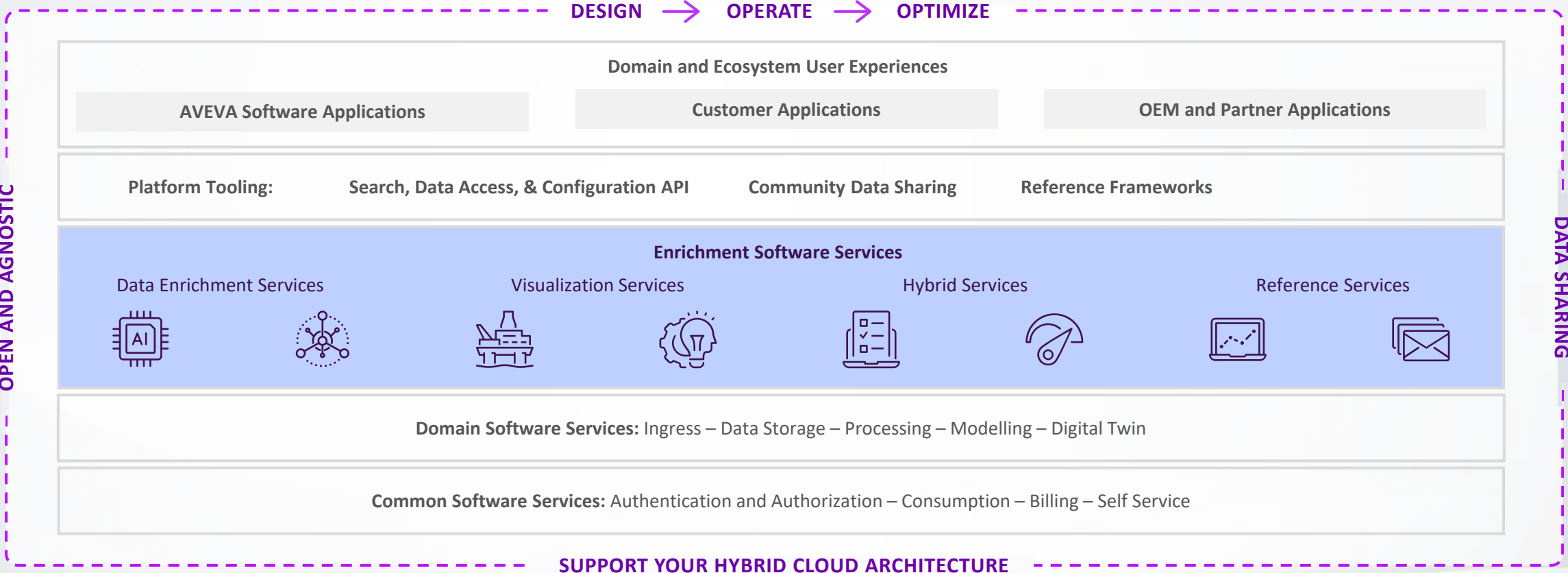
Delivering a complete digital thread, purpose-built for industry

Accelerate time to value with flexible, scalable, and trusted industrial hybrid SaaS solutions



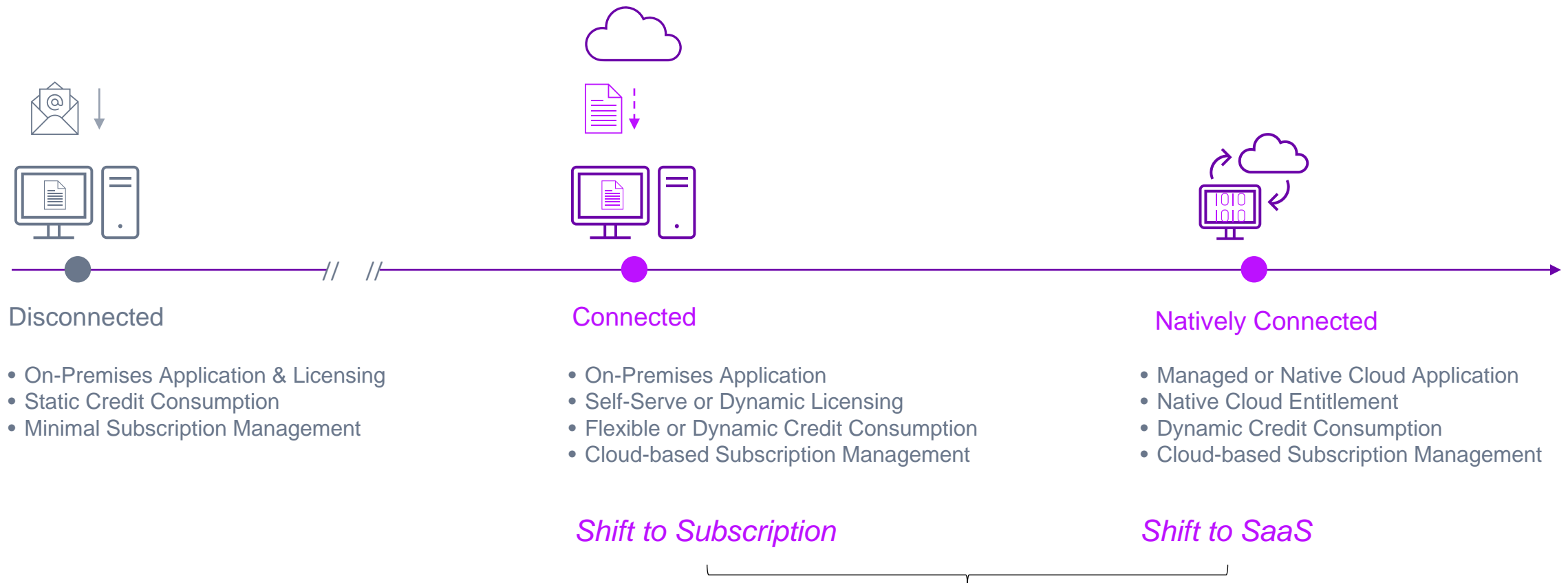
Future vision: Optimize the entire industrial ecosystem

Connecting people with Industrial Intelligence-as-a-Service



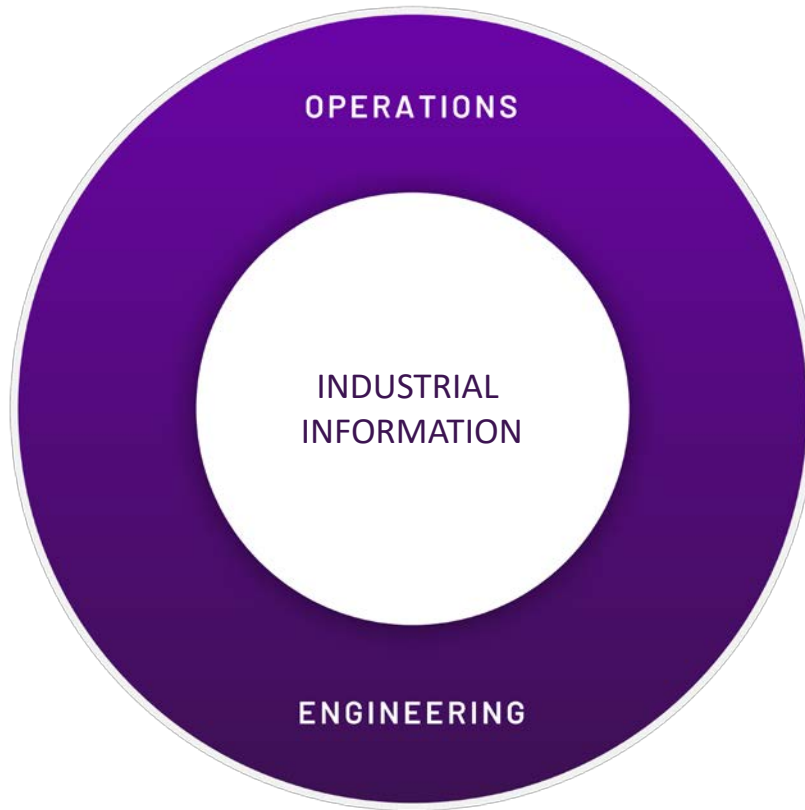
Shift to Connected Experiences

With AVEVA Flex, experienced through AVEVA Connect



A unique subscription architecture

AVEVA's comprehensive portfolio, unlocked by AVEVA Flex



AVEVA is a leader in industrial digital transformation

SUBSCRIBE.

AVEVA Flex

Commercial subscription program to unlock flexible access to any amount and any mix of AVEVA software both on-premise and cloud.

One common subscription program

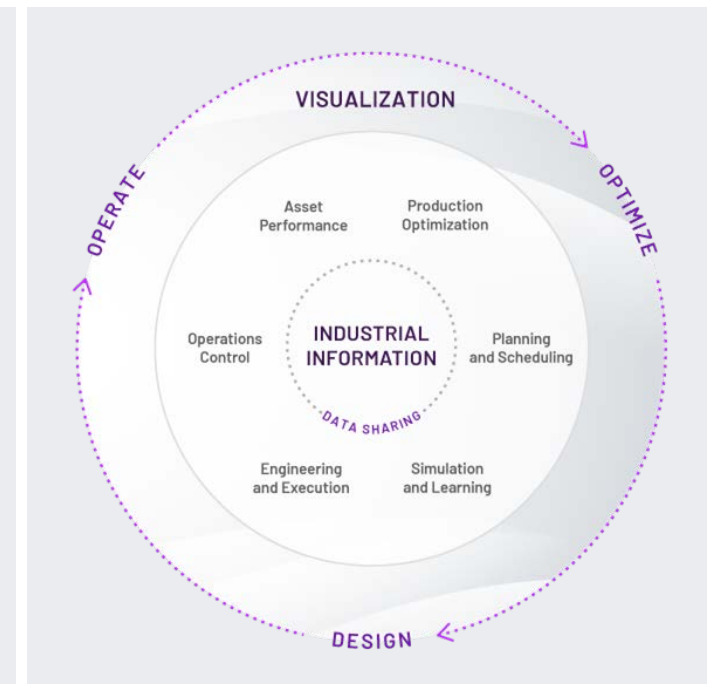
CONSUME.

AVEVA Connect

Industrial cloud platform to transform faster, reduce IT costs, scale up and down with flexibility and securely consume our portfolio.

One common cloud platform

EXPERIENCE.



Full access across one comprehensive set of portfolio capabilities

AVEVA

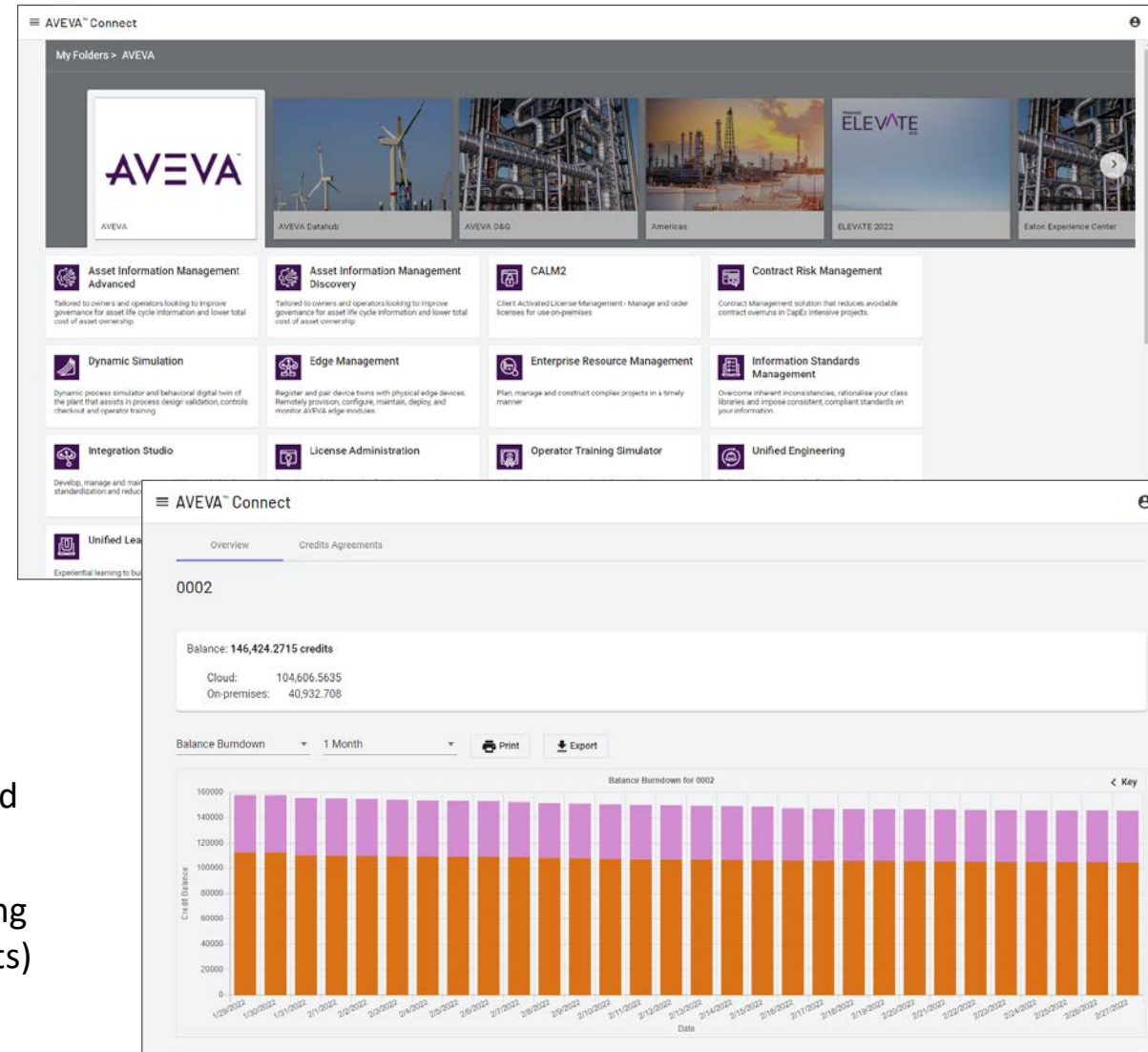
AVEVA Flex subscription benefits

Flexibly manage software access and value

- Maximize investment with a self-service AVEVA Flex Credit experience in AVEVA Connect
- Subscribe to an allocation of credits and consume with a monthly or daily (where applicable) model
- Reallocate usage and spend as needs expand and projects evolve
- Manage edge devices centrally and remotely from one platform
- Enable your people to do more with AVEVA products with e-learning services

Flexibly manage your changing business

- Transition from on-premises to subscription
- Expand to, and leverage cloud services (hybrid to native SaaS)
- Allocate credits across business units, assets, projects, sites/regions, and people
- Adjust credits as needed fit-for-purpose (Usage expansion across existing services, invest into new product discovery, test accounts, Top-up credits)



Flexibly manage software spend and compliance

Empowered, global access and management of AVEVA software via AVEVA Flex on AVEVA Connect
– unified management across sites and across on-premises, hybrid, and SaaS deployment models

TRACK

AVEVA Flex Credits

= One Entitlement Unit of Measure

- All customer offers entitled through AVEVA Flex Credits
- Credit consumption reported as one

Unified Tracking of all AVEVA Software & Services through AVEVA Connect

- On-premises' disconnected offers
- On-premises' connected offers
- Native managed, hybrid, cloud services

CONTROL

Usage Intelligence

- Self-service dashboards
- Understand adoption by service
- Export data for offline analysis

Credit Consumption

- Self-service dashboards
- Export data for offline analysis

MANAGE

Budgets

- Set up monthly usage budgets
- By service, folder
- Notifications if usage patterns are exceeded
- Understand actual vs targeted usage

Service / Software Management

- Cloud Service availability thru Authorised Officer (e.g., controlled)
- Audit logs



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Questions?

Please wait for the microphone

- State your name and company



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- Navigate to this session in the mobile agenda for the survey

Always be Subscribing.

- Saadi Kermani, AVEVA




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ABOUT AVEVA

AVEVA is a global leader in industrial software, driving digital transformation and sustainability. By connecting the power of information and artificial intelligence with human insight, AVEVA enables teams to use their data to unlock new value. We call this Performance Intelligence. AVEVA's comprehensive portfolio enables more than 20,000 industrial enterprises to engineer smarter, operate better and drive sustainable efficiency. AVEVA supports customers through a trusted ecosystem that includes 5,500 partners and 5,700 certified developers around the world. The company is headquartered in Cambridge, UK, with over 6,500 employees and 90 offices in over 40 countries.

Learn more at www.aveva.com