



Countless parts.  
One flow.



AVEVA™



Benjamin Robert  
**Competence Director**  
25 years experience





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**ADAPT, EVOLVE, COMPETE**

# WHO IS INDEFF

## INDEFF AROUND THE WORLD

### IN NUMBERS

Since 2003  
+1000 projects  
11 offices  
24/7 support

● INDEFF USA

● INDEFF EUROPE

● INDEFF MIDDLE EAST

● INDEFF ASIA



**INDEFF**



# THE FOUNDATION OF OUR SUCCESS

**AVEVA**

ENDORSED  
System  
Integrator

Endorsed Operate

Strategy for AVEVA – our core business

Everyday. Everyone – Every Project

## INDUSTRIES

# GLOBAL EFFICIENCY AMBASSADORS

Discover what we can  
do for you:



**FOOD & BEVERAGE**



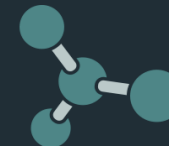
**INFRASTRUCTURE**



**OIL & GAS**



**MANUFACTURING**



**LIFE SCIENCES**



**SPECIALITY CHEMICALS**

# OBSERVATION

✓ Complexity ↗

✓ SCADA & PLC

✓ Batch Management

✓ MES

✓ Analytics

✓ Reporting

▶ More demands / functionality

▶ More work / code / testing

# OBSERVATION

- ✓ Complexity ↗
- ✓ Connectivity ↗

- ✓ SCADA & PLC
  - ✓ Batch Management
  - ✓ MES
  - ✓ Analytics
  - ✓ Reporting
  - ✓ ERP, CMMS, LIMS, WMS, APS, ....
- 
- ▶ Cyber security risk
  - ▶ Compatibility



# OBSERVATION

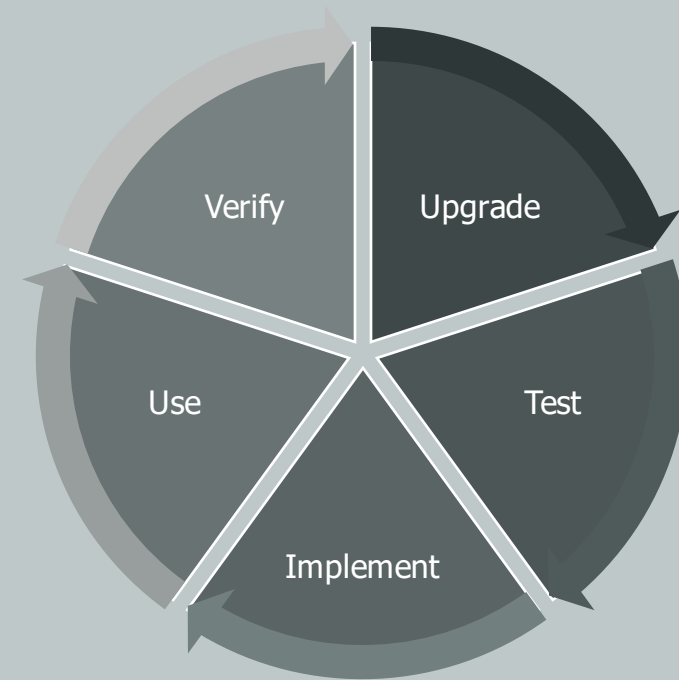
- ✓ Complexity ↗
- ✓ Connectivity ↗
- ✓ Implementation Window ↘





# CHALLENGES

✓ Life Cycle Management







# CHALLENGES

- ✓ Life Cycle Management
- ✓ Scalability
- ✓ Extensibility



# CHALLENGES

- ✓ Life Cycle Management
- ✓ Scalability
- ✓ Extensibility
- ✓ Security





# CHALLENGES

- ✓ Life Cycle Management
- ✓ Scalability
- ✓ Extensibility
- ✓ Security
- ✓ Time to Market
- ✓ Peace of Mind

# MY TWO CENTS



What is needed to make your next digital journey  
a success in today's fast evolving landscape ?



# WHAT YOU CAN DO

✓ Know what you want

# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio





# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio

# 1/2



# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio

# 80/20



# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio

**ADAPT,  
EVOLVE,  
COMPETÉ**



# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio
- ✓ Total Cost of Ownership





# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio
- ✓ Total Cost of Ownership
- ✓ Step by Step



# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio
- ✓ Total Cost of Ownership
- ✓ Step by Step
- ✓ Allow Time for Adoption



# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio
- ✓ Total Cost of Ownership
- ✓ Step by Step
- ✓ Allow Time for Adoption
- ✓ Commitment





# WHAT YOU CAN DO

- ✓ Know what you want
- ✓ Stick to the Portfolio
- ✓ Total Cost of Ownership
- ✓ Step by Step
- ✓ Allow Time for Adoption
- ✓ Commitment
- ✓ Find the Right Partner



# WHAT WE CAN DO

✓ Be a Partner



# WHAT WE CAN DO

- ✓ Be a Partner
- ✓ Stick to the Portfolio





# WHAT WE CAN DO

- ✓ Be a Partner
- ✓ Stick to the Portfolio
- ✓ Step by Step



# WHAT WE CAN DO

- ✓ Be a Partner
- ✓ Stick to the Portfolio
- ✓ Step by Step
- ✓ Know your Customer



**IN CLOSING**

**THINK BIG  
START SMALL  
SCALE FAST**





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**ADAPT, EVOLVE, COMPETE**

# THANK YOU

Countless parts.  
One flow.

DISCOVER OUR  
NEW WEBSITE  
[www.indeff.com](http://www.indeff.com)

