

OCTOBER 24, 2023

Introduction to AVEVA's Development Partner Program

Ecosystem Partners

Fabio Terezinho

AVEVA

Growing Ecosystem around industrial data in the cloud

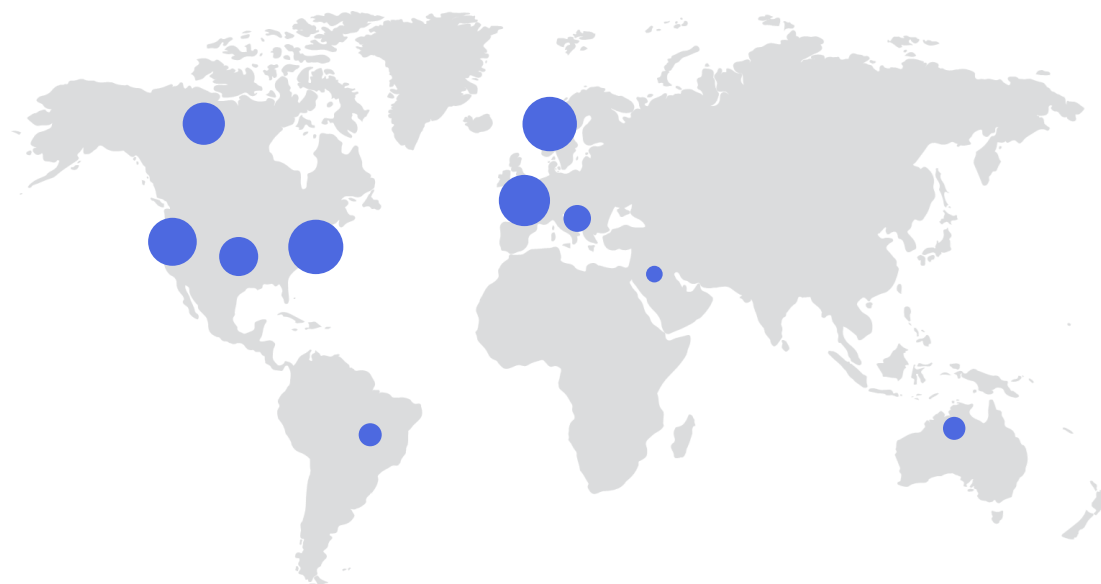
Over **120** customers subscribed to **AVEVA Data Hub** services after one year of product launch

Horizontal industrial data capabilities,
applicable to all industries

Building a connected global network of
customers and partners



- 18% Oil, Gas & Energy
- 21% Power & Utilities
- 18% Process Industries (Chemicals, MMM, Pulp/ Paper)
- 24% Manufacturing (F&B, CPG, Life Sciences, Discrete)
- 3% Infrastructure (Water, Facilities, Transportation)
- 17% Multiple



This ecosystem will only continue to grow

As our industrial customers progress on their cloud journey



3,200+

AVEVA CONNECT Customers

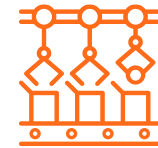
Leveraging the AVEVA Flex
subscription program



30,000+

PI System sites

Empowered with hybrid data
management of
AVEVA PI Data Infrastructure



130,000+

HMI/ SCADA Sites

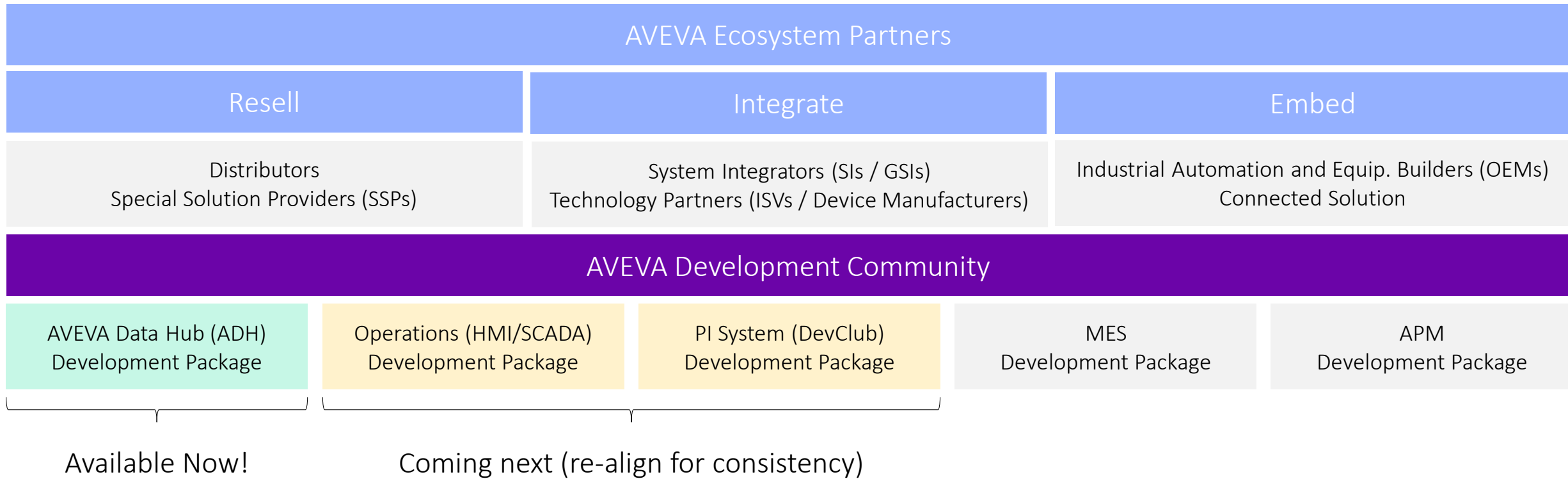
Enabled with a hybrid and user-
centric software subscription:
AVEVA Operations Control

AVEVA Development Community



AVEVA Development Community

Simplicity | Consistency | Alignment



AVEVA™ Data Hub Development Package



AVEVA™ Data Hub (ADH) Development Package

Offer in a nutshell

Why

The AVEVA Data Hub (ADH) Development Package provides all necessary resources to **empower** AVEVA Partners to successfully design, test and implement solutions integrating and configuring the ADH Industrial Platform, reducing the partner's learning curve and increasing their ROI.

What

The ADH Development Package is an AVEVA offer that includes a set of **benefits** and defines the **requirements** for AVEVA Partners who integrate ADH in their solutions and projects.

Who

Technical professionals who configure and develop solutions or projects integrated with ADH. It includes developers, engineers or any other professionals from AVEVA Partners.

Benefits



Development environment and development tools in consignment



Technical enablement materials



Technical Support and Consulting Services

Requirements



ADH Development Discounted Package Fee



Legal compliance with T&Cs



Assignment of technical resource

AVEVA™ Data Hub (ADH) Development Package



Benefit - Development environment and development tools in consignment

Category	Description	Remarks
Development environment and development tools in consignment	AVEVA Data Hub	FLEX-ADH-001
	AVEVA Data Hub Connectivity Pack	FLEX-ADH-002 (Edge Data Store (EDS) and standard AVEVA adapters).
	Edge Data Store Module (EDS)	FLEX-EDS-001
	AVEVA Adapter for MQTT Module	FLEX-APD-001
	AVEVA Adapter for OPC UA Module	FLEX-APD-002
	AVEVA Connect visualization services	FLEX-CS-001

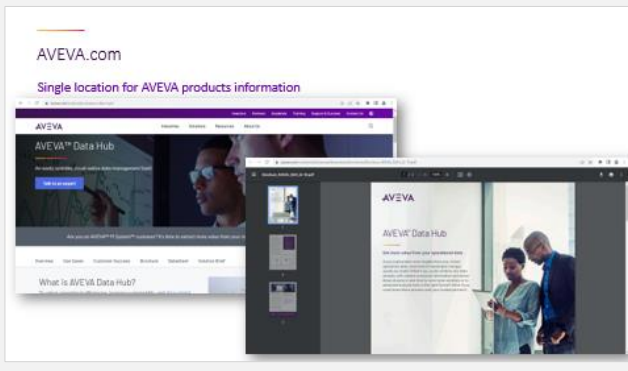
AVEVA™ Data Hub (ADH) Development Package

Benefit - Technical enablement materials

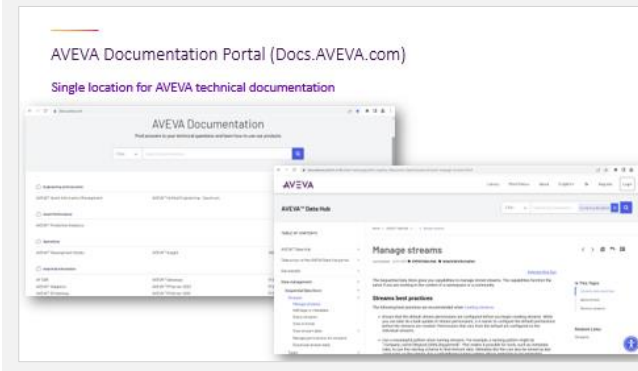


Main locations for
Technical
Enablement
Materials

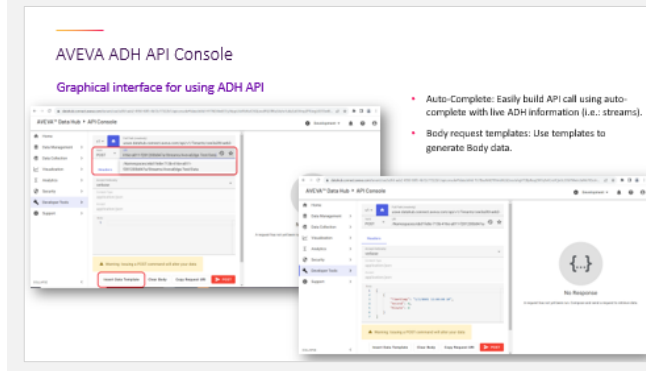
AVEVA.com



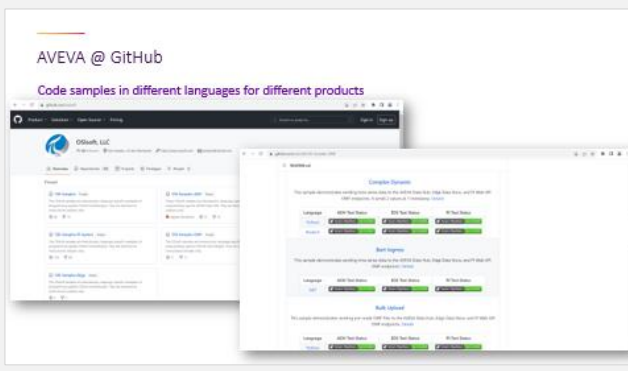
AVEVA Documentation Portal



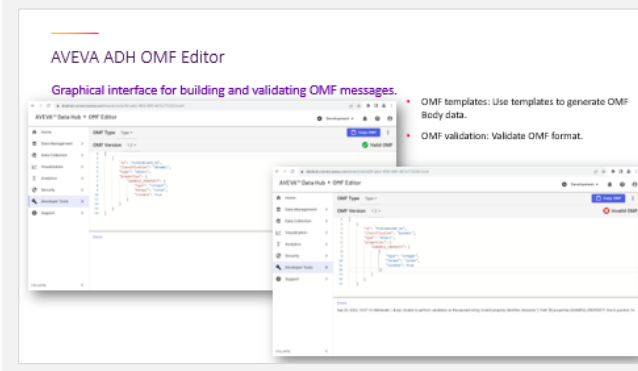
ADH API Console



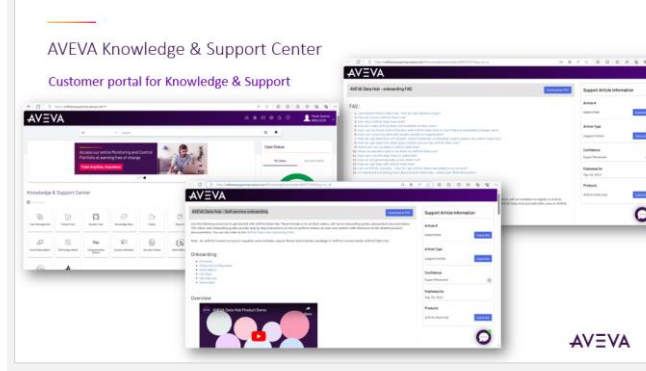
GitHub



OMF Editor



AVEVA Knowledge and Support



AVEVA

AVEVA™ Data Hub (ADH) Development Package



Benefit - Technical enablement materials

Category	Product	Description	Location
Technical enablement materials	ADH	ADH Product Brochure	AVEVA.com
		ADH Data Sheet	AVEVA.com
		ADH Solution Brief	AVEVA.com
		ADH Self-service onboarding	AVEVA Knowledge & Support
		ADH onboarding FAQ	AVEVA Knowledge & Support
		ADH Technical Reference	AVEVA Documentation Portal
		ADH API Technical Reference	AVEVA Documentation Portal
		ADH API console	ADH API console
		ADH code samples	GitHub
	OMF	OMF Technical Reference	AVEVA Documentation Portal
		OMF editor	OMF Editor
		OMF code samples	GitHub
	EDS	EDS Technical Reference	AVEVA Documentation Portal
		EDS Command Utility	AVEVA Documentation Portal
		EDS code samples	GitHub
	Adapters	Adapters Technical Reference	AVEVA Documentation Portal
	All	Technical enablement videos	YouTube

AVEVA™ Data Hub (ADH) Development Package



Benefit - Technical Support and Consulting Services

Category	Description	Remarks
Technical Support and Consulting Services	Instructor-led online training	AVEVA Learning Academy (Future)
	Forum	PI Square
	ADH Technical Support	AVEVA Knowledge & Support Center
	Kick-Start Technical Consulting Services	ADH Solution Architect capable of collaborating on the design of architectures and solutions with ADH. Up to 8 hours per year ⁽¹⁾ .

(1) Schedule based on availability of resources, based on chronological orders of requests. Minimum 2 hours per interaction. Services provided remotely. If traveling is required, its respective expenses, if any, must be covered by the partner in addition to the standard fees for the ADH Development Package.

AVEVA™ Data Hub (ADH) Development Package

Requirements - Legal compliance with T&Cs



Sign the AVEVA Flex Order Form

E-Sign the clickwrap AVEVA General Terms and Conditions

Order Form/Opportunity Number: [Enter Opp Number]

AVEVA Flex Order Form

AVEVA Contract Information:

This AVEVA Flex Order Form ("Order Form") is a binding agreement for the Products and/or Services listed in this Order Form. This Order Form is governed by the agreement specified below ("Agreement").

- The AVEVA General Terms and Conditions between [Enter Customer Name as per GTCC] and [Enter AVEVA Contracting Entity on GTCC] ([Enter GTCC Number]).
- The AVEVA General Terms and Conditions agreed by Customer on registration for AVEVA Connect, available here: <https://www.aveva.com/online/cloud-services>
- That certain agreement by and between [Enter Customer Name] and [Enter AVEVA Contracting Entity], titled [Enter Title of Existing Agreement] dated [Enter Effective Date of Existing Agreement].

[Enter Order Form Customer Name] hereby represent that Customer meets the definition of an Affiliate as specified in the Agreement referenced above. Customer acknowledges and agrees: (i) that Customer has examined and understands the terms and conditions of the referenced Agreement; and (ii) to observe, perform and be bound by the terms and conditions of the referenced Agreement as though Customer were an original party to that Agreement. The terms and conditions of the referenced Agreement are hereby incorporated into this Order Form. Once executed, this Order Form together with the referenced Agreement and any exhibits, addenda and amendments executed prior to the Order Form Effective Date, constitute a separate agreement between Customer and [Enter Order Form AVEVA Contracting Entity]. Such Agreement and any dispute or claims arising out of or in connection with it or its subject matter or formation (including non-contractual disputes or claims) shall be governed by and construed in accordance with the governing law specified in the referenced Agreement.

AVEVA Flex Order Form Term:

Effective Date of this Order Form ("Order Form Effective Date"): [Enter Effective Date of this Order Form]

Order Form Expiration ("Order Form Expiration Date"): [Enter Expiration Date of this Order Form or 12, 24 or 36 months etc after Effective Date of this Order Form]

This Order Form is effective as of the Order Form Effective Date and unless terminated earlier in accordance with the terms of the Agreement, this Order Form will immediately expire on the Order Form Expiration Date ("Order Form Term").

Party Identification:

AVEVA:	[Enter AVEVA Contracting Entity ("AVEVA")]
Company Registration Number (if applicable):	[Enter Registration Number]
Company Registered Address:	[Enter Registered Address]
Company Telephone Number:	[Enter Phone Number]
Principal Contact (Name, Email and Phone Number):	Name: [Enter Contact Name] Email: [Enter Contact Email] Phone Number: [Enter Contact Phone Number]

CUSTOMER:	[Enter Customer Name] ("Customer")
Company Registration Number (if applicable):	[Enter Registration Number]
Company Registered Address:	[Enter Registered Address]
Company Telephone Number:	[Enter Phone Number]
Ship to Address (if different than Registered Address):	[Enter Ship to Address (if different to Registered Address)]
Invoice Address (if different than Registered Address):	[Enter Invoice Address (if different to Registered Address)]
Principal Contact (Name, Email and Phone Number):	Name: [Enter Contact Name] Email: [Enter Contact Email] Phone Number: [Enter Contact Phone Number]
AVEVA Connect Administrator (Name and Email):	Name: [Enter AVEVA Connect Administrator Name] Email: [Enter AVEVA Connect Administrator Email]

This Order Form is hereby executed by the parties.

AVEVA: [Enter AVEVA Entity]	Customer: [Enter Customer Name]
By: _____ (Signature)	By: _____ (Signature)
Name: _____ (Print Name)	Name: _____ (Print Name)
Title: _____ (Enter Title)	Title: _____ (Enter Title)
Date: _____ (Enter Date)	Date: _____ (Enter Date)

AVEVA Flex Order Form (Manual) (All region)v1.2-June 2023 1

Terms and Conditions

"Sanctions Laws" means any economic, financial, trade or other, sanction, restriction, embargo, import or export ban, prohibition on transfer of funds or assets or on performing services, or equivalent measure imposed by any government, regulatory authority of any country in which obligations under this Agreement are to be performed, or in which AVEVA are incorporated or operate, including without limitation the United Nations, the United States of America, the United Kingdom, and the European Union or of any of its Member States;

"Service Level" means any Cloud Service Level or Support Service Level.

"Standby Time" means time during which any AVEVA Personnel is requested to be ready and available to provide the Support Services to the Customer;

"Support Services" means the support services set out in the Order Form and more particularly described in the CFP User Guide, which is incorporated herein by reference;

"Swiss SCC" means the SCC in the form set out in the AVEVA Swiss SCC (Feb 2023) located at <https://www.aveva.com/en/legal/>;

"Third Party Products" means the products (including any software and software-as-a-service products) of a third party vendor supplied by AVEVA under this Agreement;

"UK" means the United Kingdom;

"UK DPA" means Data Protection Act 2018 of the UK;

"UK IDTA" means IDTA in the form set out in the AVEVA UK IDTA (Feb 2023) located at <https://www.aveva.com/en/legal/> ;

"UK SCC Addendum" means the international data transfer addendum to the European Commission's standard contractual clauses for international data transfers issued under Section 119A of the UK DPA and following approval by the UK parliament, came into force on 21 March 2022;

"Updates" means any error correction, patch, upgrades, updates, enhancements, improvements, or modifications to the Products generally made available by AVEVA as part of any Support Services, excluding any new version of the Products that may be separately offered by AVEVA;

"Usage Metrics" means information and data for determining and measuring Use of, and calculating the fees due for, a Product or a Service;

"Use" means utilisation of a Product whether via AVEVA Connect or by copying, transmitting, or loading the same into the temporary memory (RAM) or installing into the permanent memory (e.g. hard disk, DVD ROM or other storage device) of Customer's hardware for the processing of the system instructions or statements contained in such Product;

"User" means (i) any Customer Personnel who is authorised by the Customer to Use a Cloud Service on the Customer's behalf by creating the User Credentials in an AVEVA Connect Account in accordance with this Agreement and (ii) any Customer Personnel authorised by the Customer to operate one (1) or more instances of an On Premises Product from a single workstation;

"User Credentials" means the username and password and any other identifiers of a User provided by AVEVA to the Customer, or created by the User in accordance with instructions provided by AVEVA, in order to allow such User to Use the Product.

AVEVA

AVEVA™ Data Hub (ADH) Development Package



Requirements – ADH Development Package Fee

	Included at no charge	Cost
AVEVA Data Hub	Up to 200 streams per day	AVEVA Matches 1:1 AVEVA Flex credits (i.e.: effectively, 50% reduction in the cost)
AVEVA Connect visualization services	Up to 5 users per month	
AVEVA Edge Management Modules (EDS, MQTT, OPC UA)	Not applicable	
AVEVA Data Hub Connectivity Pack	Whole package	Not applicable

- AVEVA Flex Credits is the currency.
- Period of 12 months.
- Multi-users environment for one account (company/site).
- Partner account: Environment available for design, development, tests, and troubleshooting only (not production).

Coming soon!

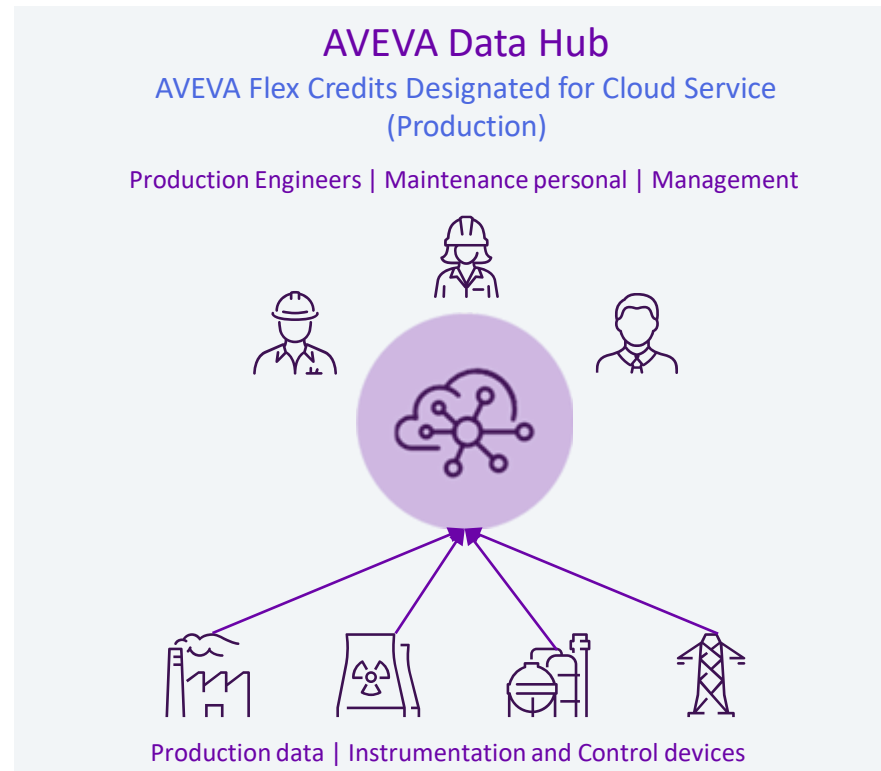
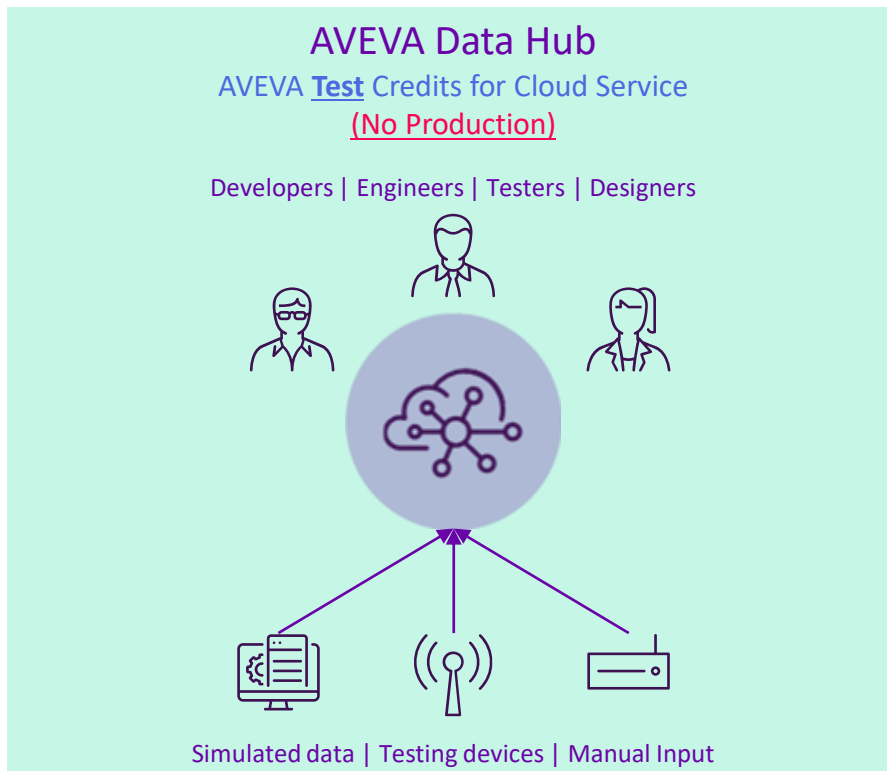
(ADH Starter Rate Plan available now)

AVEVA™ Data Hub (ADH) Development Package



Requirements - Assignment of technical resource

- Partner must assign at least one technical resource to access the development tools and enablement material
- Technical skills and requirements depends on the role and project/product requirements
- Written and verbal communication in English



NOT INCLUDED
In the ADH
Development
Package

AVEVA

AVEVA™ Data Hub (ADH) Development Package

FAQs

Q: Can I use the Development environment and development tools in consignment for production?

A: The development environment and development tools included as benefits of the AVEVA Data Hub Development Package must be used **only** to design, develop, test and troubleshoot solutions and projects with AVEVA Data Hub. These components must **not** be used in any circumstances for production. In other words, the partner (or customer) must purchase additional AVEVA Data Hub rate and any other components used for production (i.e.: actual solution consumed by its users).

Q: What if the committed usage from the AVEVA Data Hub at no charge (200 streams per day) is not enough for my development?

A: The capacity included in the AVEVA Data Hub free of charge (200 streams per day) is enough for most projects and solutions integrated with AVEVA Data Hub (in the development environment). Partners and customers can scale their production environment with larger capacity, while keeping the cost down on the development environment. However, if you require additional capacity even on the Development Environment, you can scale it as high as you need for a lower cost than the cost for the same capacity in production.

Q: Do I need to have the AVEVA Data Hub Development Package to design projects/solutions with ADH?

A: We strongly recommend to acquire the AVEVA Data Hub Development Package to design any project/solution with ADH. It would provide an isolated development environment (sand-box) to implement and test changes before applying them to a production environment. Moreover, it is likely that in the future, AVEVA will provide differentiations for this environment (e.g.: earlier access to functional enhancements). However, technically, customers and partners can use existing rate plans in production to design projects/solutions and implement changes.

Recommended Sessions



Recommended Sessions

Enabling end-to-end continuous biomanufacturing by leveraging real-time data in the cloud

Biosana

Wednesday, October 25 @ 8:40am
Room 2004

Uniting AVEVA Data Hub and Advanced Analytics with IOTA View, for Proactive Well Maintenance

Devon Energy

Wednesday, October 25 @ 10:20am
Room 2004

Building apps and solutions with AVEVA's industrial platform

Wednesday, October 25 from 11am-12p
Room 2004

Sharing data across Quebec Iron Ore's IT and OT ecosystem with AVEVA's cloud technologies

Quebec Iron Ore

Wednesday, October 25 @ 1:30pm
Room 2004

Improving Kaiser Permanente's sustainability footprint with enhanced energy efficiency, visibility, and optimization

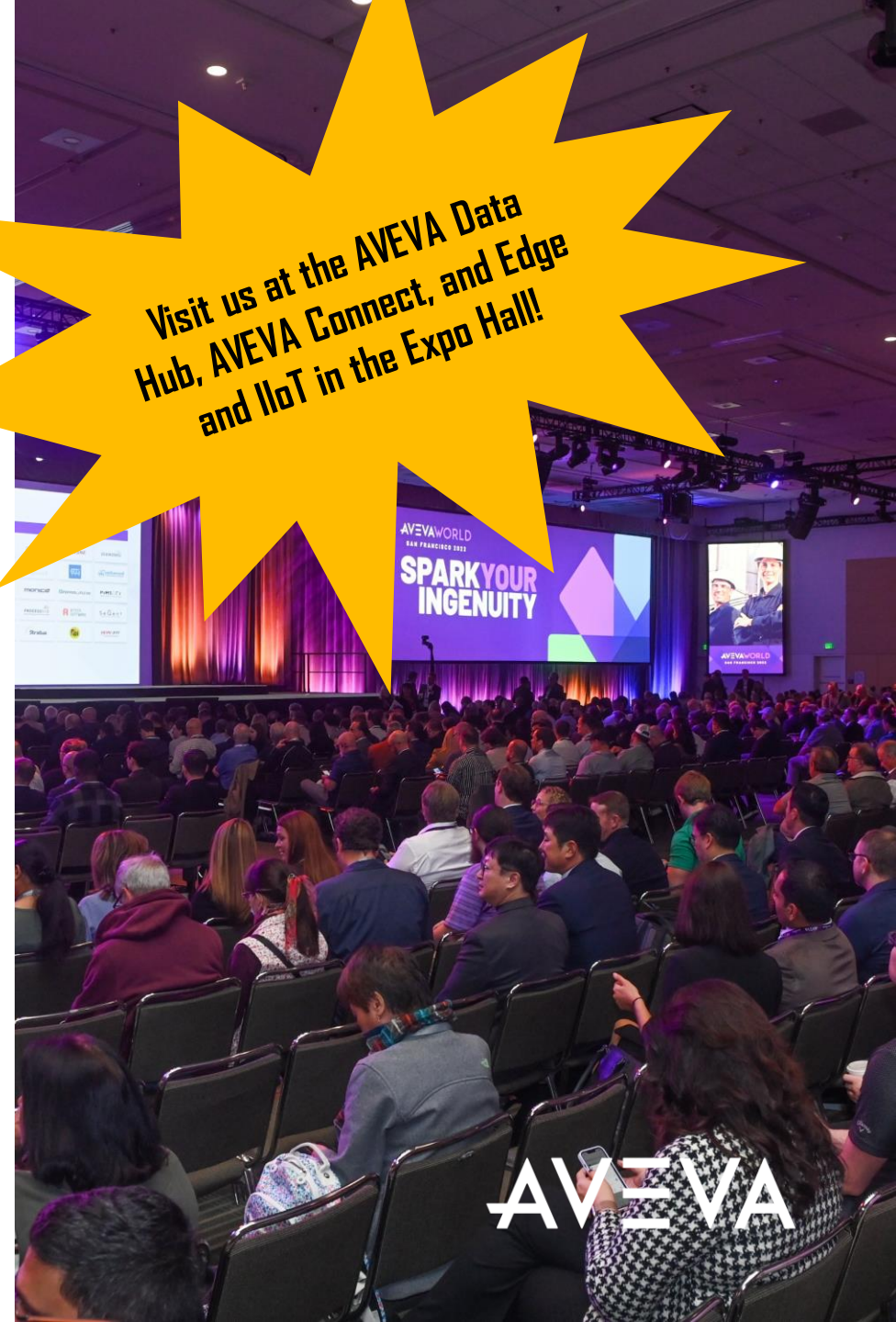
Kaiser Permanente/DERNetSoft

Thursday, October 26 @ 11:25am
Room 2004

Platform developer deep dive: Getting the most out of AVEVA's industrial platform

Thursday, October 26 from 1:30-2:30pm
Room 2004

Visit us at the AVEVA Data Hub, AVEVA Connect, and Edge and IIoT in the Expo Hall!



AVEVA

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

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

ABOUT AVEVA

AVEVA is a world leader in industrial software, providing engineering and operational solutions across multiple industries, including oil and gas, chemical, pharmaceutical, power and utilities, marine, renewables, and food and beverage. Our agnostic and open architecture helps organizations design, build, operate, maintain and optimize the complete lifecycle of complex industrial assets, from production plants and offshore platforms to manufactured consumer goods.

Over 20,000 enterprises in over 100 countries rely on AVEVA to help them deliver life's essentials: safe and reliable energy, food, medicines, infrastructure and more. By connecting people with trusted information and AI-enriched insights, AVEVA enables teams to engineer efficiently and optimize operations, driving growth and sustainability.

Named as one of the world's most innovative companies, AVEVA supports customers with open solutions and the expertise of more than 6,400 employees, 5,000 partners and 5,700 certified developers. The company is headquartered in Cambridge, UK.

Learn more at www.aveva.com

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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.