OCTOBER 24, 2023

From Data to Knowledge:
Empower your Asset Lifecycle using a Digital Thread

AVEVA/Aras Strategic Partnership brings you Asset Lifecycle Management

Malcolm Panthaki | VP of Global Alliances | Aras Corp.
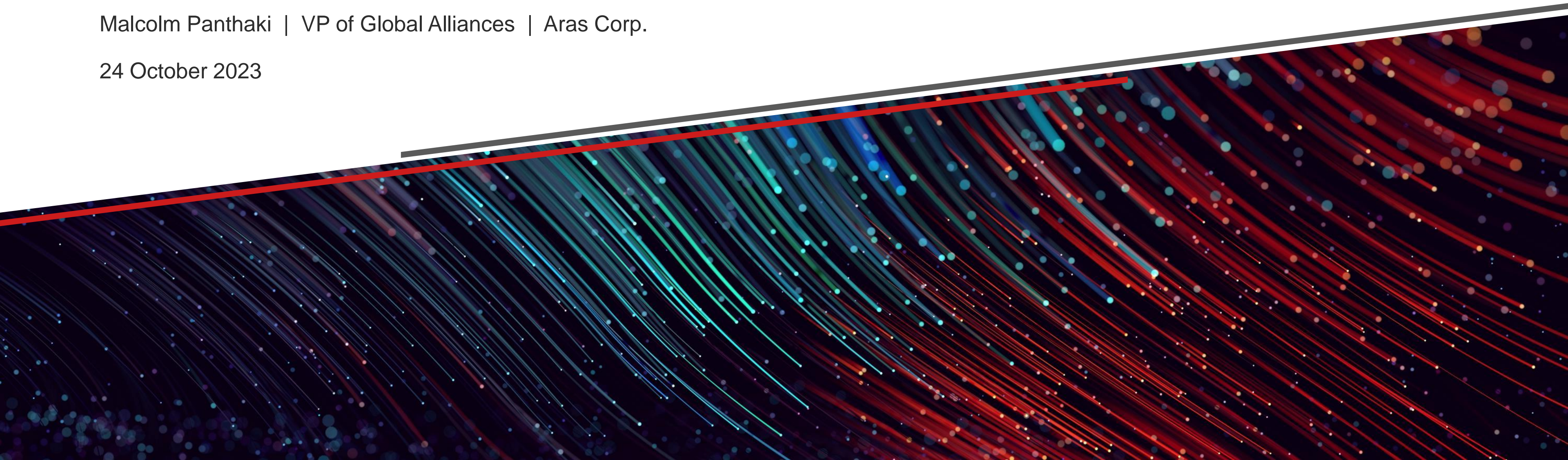
AVEVA

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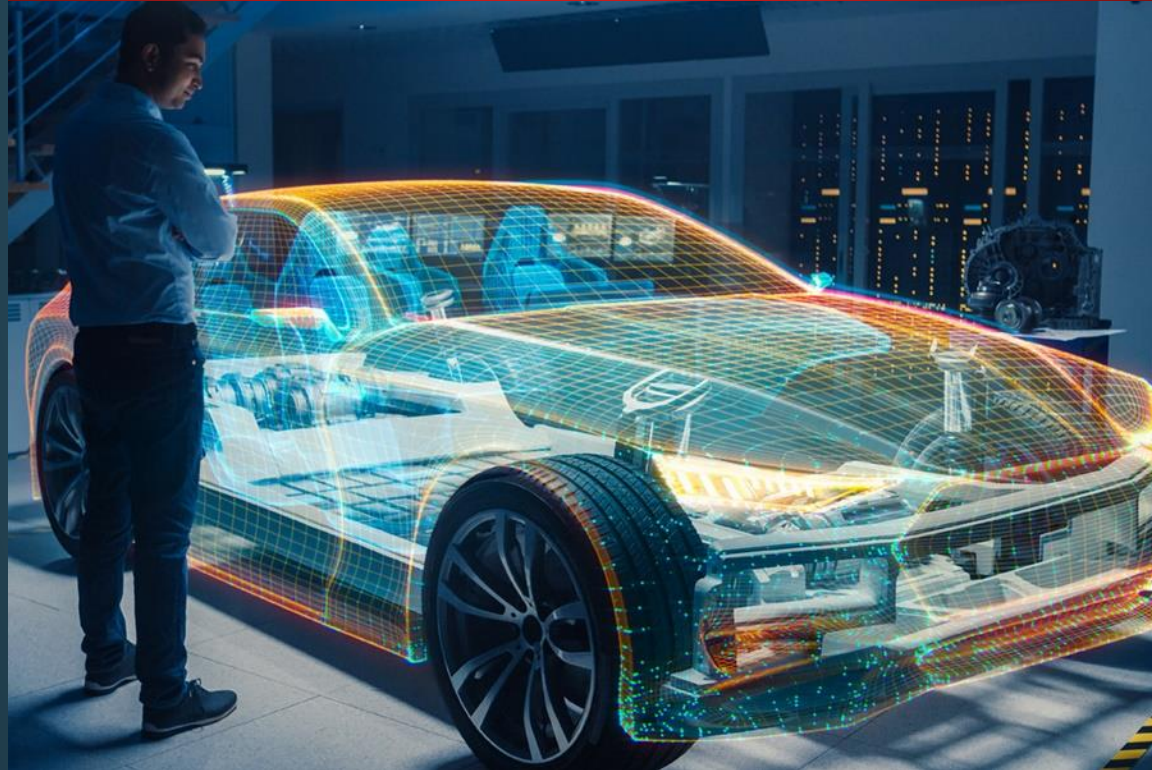Malcolm Panthaki | VP of Global Alliances | Aras Corp.

24 October 2023

The Aras Commitment

PURPOSE

Enable our customers to create safe and innovative products that play an **essential** role in our lives

VISION

Transform the way the world makes products

MISSION

Reinvent software for engineering and manufacturing to empower our customers with the **flexibility** to overcome tomorrow's challenges

Megatrends Speeding Up Change and Disruption

Smart, Connected & Autonomous

Accelerating Complexity

Cloud

Embedded Software

Industry 4.0

Security

Materials Advancements

Electrification

New Regulations & Compliance

Simulation

Sustainability

IoT Connectivity

Product-as-a-Service

Additive Manufacturing

Workforce Transformation

Generative Design

Agile Processes

Systems Engineering

Fastest Growing Product Lifecycle Management (PLM) Company

35%
ARR growth in 2022

95%
gross retention rate of subscriptions

550+
subscribers worldwide

800+
employees globally

35%
product development

40%
support

150+
partners worldwide

Most Installed, Fully Functional PLM Solution in the World

132,000
installations in over 76,000 environments

4 million
enabled users worldwide last 3 years

1000+
apps built by the community

+1 million
license activations over the last 10 years – 30/day

80k
users in our largest accounts

Global Enterprises Use Aras to Design, Build, and Operate Complex Products
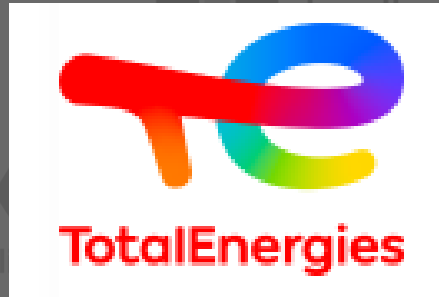

AEROSPACE

AUTOMOTIVE

DEFENSE

HIGH-TECH ELECTRONICS
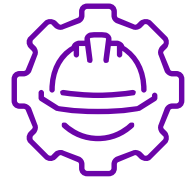
INDUSTRIAL

MEDICAL DEVICES

DATA IS IN OUR
"Collective" DNA

Why Asset Lifecycle Management (ALM)?

Owner Operators

"A data centric approach to managing Asset Information to deliver trusted asset data"

Highly Regulated Industries

"A digital twin to manage requirements, configuration, and change management; through the entire lifecycle"

EPC Capital Projects

"An integrated Digital Platform
For efficient project delivery, modular design & re-use and improved supply chain collaboration"
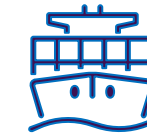
Marine

"Traceability between requirements, CAD, equipment, BOM, sourcing, cost management, planning, and sister ship configuration"

AVEVA

4 Tenets of Industrial Information Management

A unified data platform for better and faster decision-making combining both the engineering and operational data segments of industrial information.

Data Aggregation	Aggregate and align information from multiple sources to create a single source of truth for a given piece of data
Data in Context	1D/2D/3D contextual enrichment of information to improve the quality and speed of decisions
Data Management	Configuration, change management, approval and baselining of engineering data and requirements.
Data Sharing	Democratize access to information for internal and external stakeholders (OEMs, Partners, etc.)

UNIFICATION OF DATA IN THE DIGITAL TWIN

ANALYSIS (MULTI-DISCIPLINE)
PROCESS/SYSTEMS
ELECTRICAL
MECHANICAL
INSTRUMENTATION
PIPING
LAYOUT
STRUCTURAL/CIVIL

AVΞVA

From Information Management to Asset Lifecycle Management

A unified data platform for better and faster decision-making combining both the engineering and operational data segments of industrial information.

Data Aggregation

Aggregate and align information from multiple sources to create a single source of truth for a given piece of data

Data in Context

1D/2D/3D contextual enrichment of information to improve the quality and speed of decisions

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Data Management

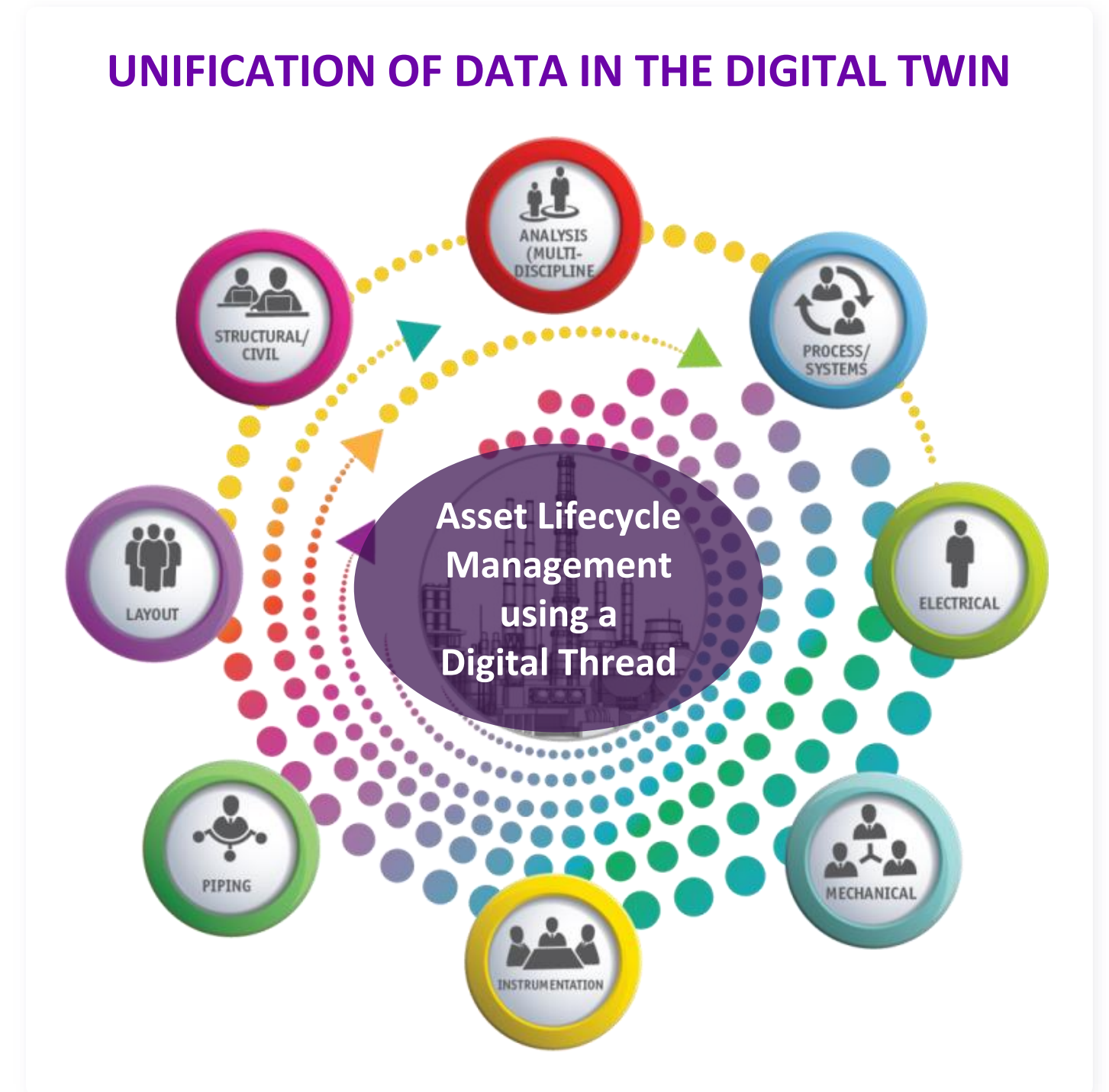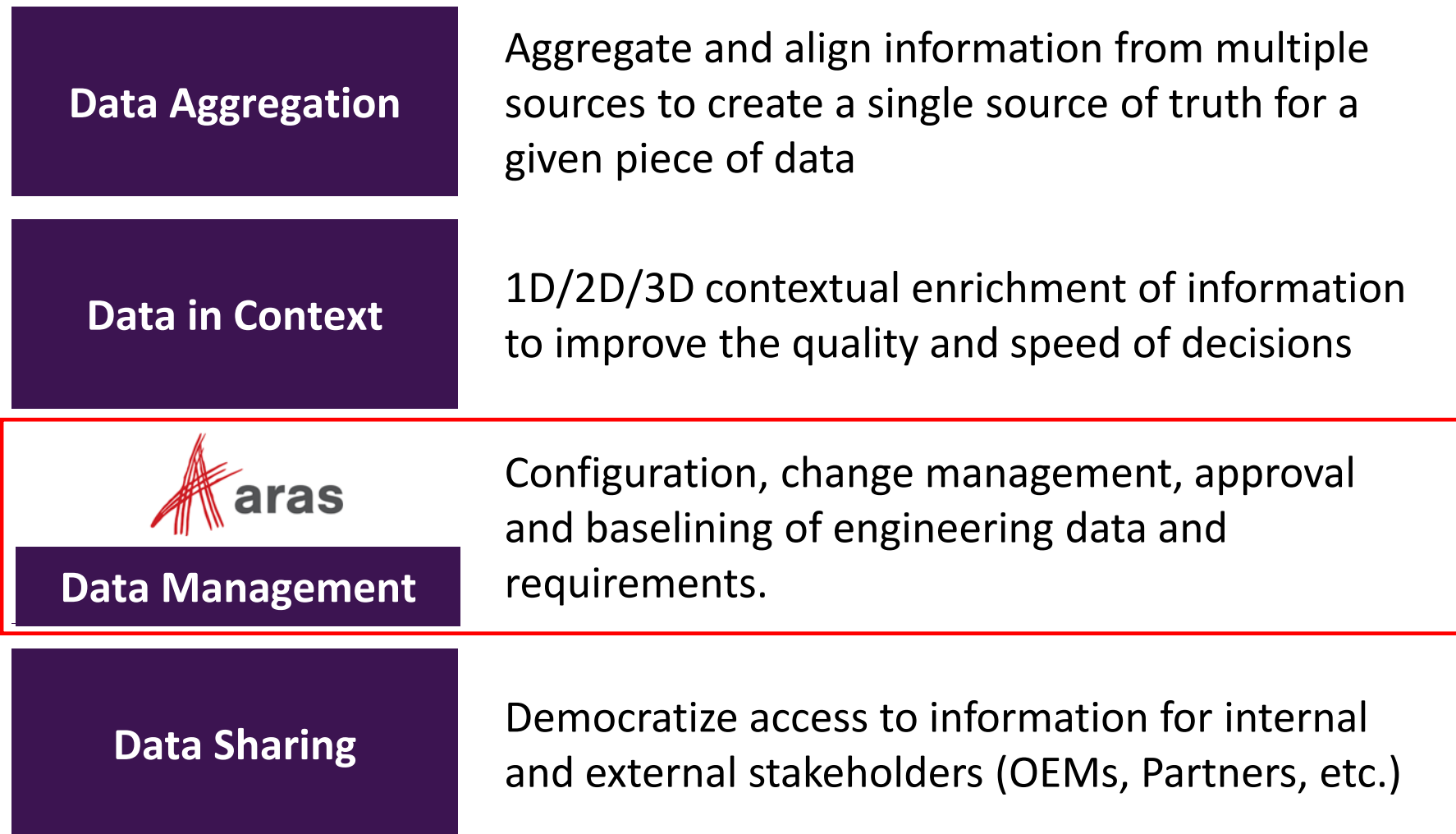Configuration, change management, approval and baselining of engineering data and requirements.

Data Sharing

Democratize access to information for internal and external stakeholders (OEMs, Partners, etc.)

UNIFICATION OF DATA IN THE DIGITAL TWIN

Asset Lifecycle Management using a Digital Thread

ANALYSIS (MULTI-DISCIPLINE

STRUCTURAL/CIVIL

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ELECTRICAL

PIPING

MECHANICAL

INSTRUMENTATION

AVEVA **aras**

Challenges with existing, legacy PLM platforms

NOT Flexible

NOT Scalable

NOT Easy-to-Extend

NOT Open

With Restricted SaaS Offerings

Why did AVEVA choose Aras? Aras' Disruptive Advantages!

Low-code platform Flexible | Adapt faster
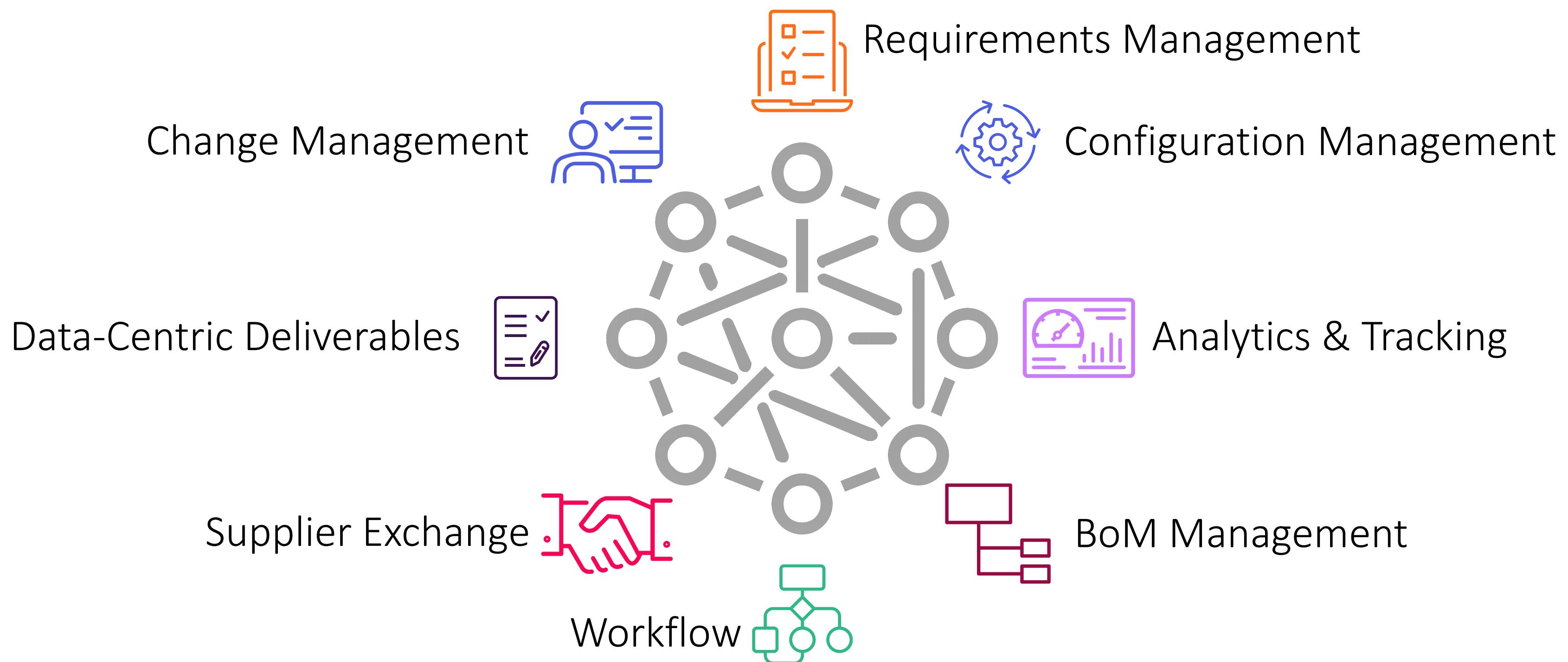
Digital thread Open | Unlimited connectivity

Enterprise SaaS Powerful | Unmatched capabilities

Adding PLM concepts in a data-centric context
Asset Lifecycle Management

Requirements Management

Change Management

Configuration Management

Data-Centric Deliverables

Analytics & Tracking

Supplier Exchange

BoM Management

Workflow

AVEVA aras

The AVEVA/Aras Partnership is in Two Parts

A Re/Co-sell partnership agreement to collaborate on mutual accounts for **AVEVA in 2023 and beyond** to offer and sell Aras PLM capabilities alongside AVEVA Unified Engineering, AVEVA Marine and AVEVA Asset Information Management products as part of a joint Asset Lifecycle Management (ALM) Solution.

A strategic OEM partnership to create AVEVA Lifecycle Management Products as part of the AVEVA portfolio for release in **2024** using Aras Innovator as a licensed technical platform.

AVEVA ALM Program: Phase 1 Business Goals

Lighthouse Engagements

Project solution to manage deliverables produced by Unified Engineering and integrate with data aggregation systems (AIM / IIP)

Deliverables Management

Manage deliverables produced by Unified Engineering and external systems against a project plan –

Operations Change Manager

Manage change packages and work sets of data for Owner Operators against an existing Digital Twin Implementation –
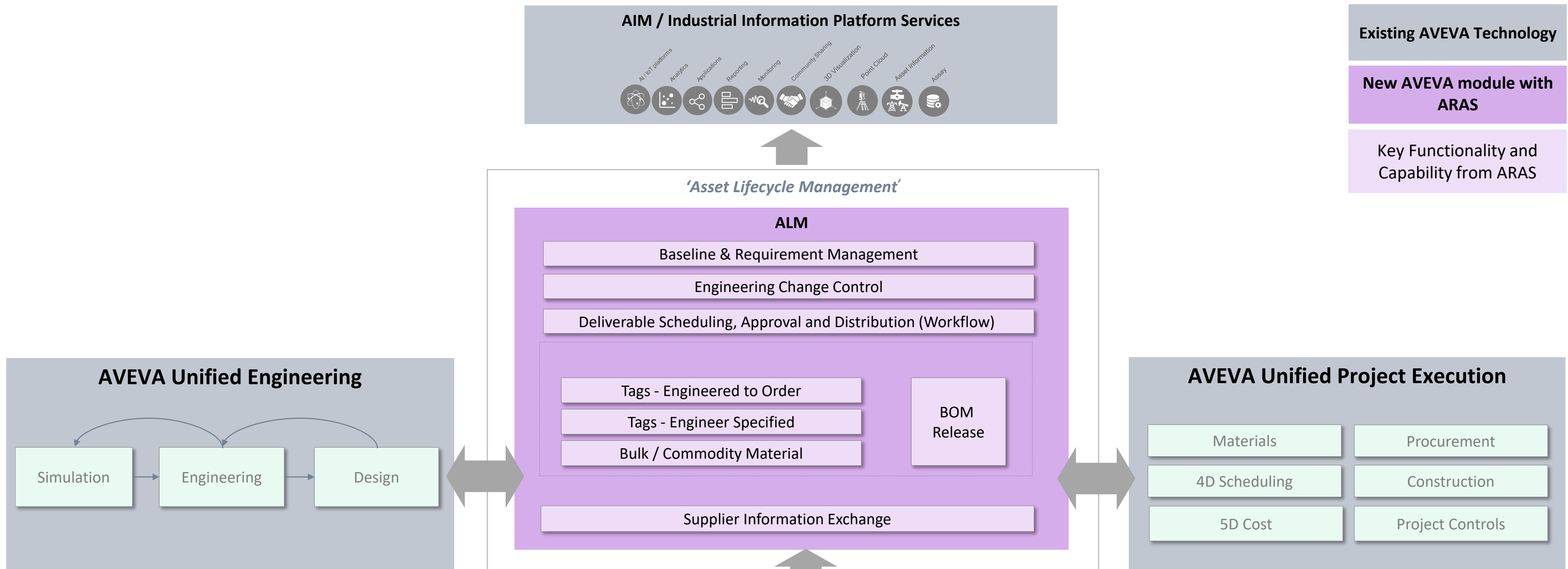
Validation as a Service

AVEVA Connect service to validate Data submissions against Information Standards as part of ALM Data Ingestion. (In Operations Change Manager Scope)

Long Term ALM / Engineering Architecture Strategy

AIM / Industrial Information Platform Services

Existing AVEVA Technology

New AVEVA module with ARAS

Key Functionality and Capability from ARAS

'Asset Lifecycle Management'

ALM

Baseline & Requirement Management

Engineering Change Control

Deliverable Scheduling, Approval and Distribution (Workflow)

Tags - Engineered to Order

Tags - Engineer Specified

Bulk / Commodity Material

BOM Release

Supplier Information Exchange

AVEVA Unified Engineering

Simulation → Engineering → Design

AVEVA Unified Project Execution

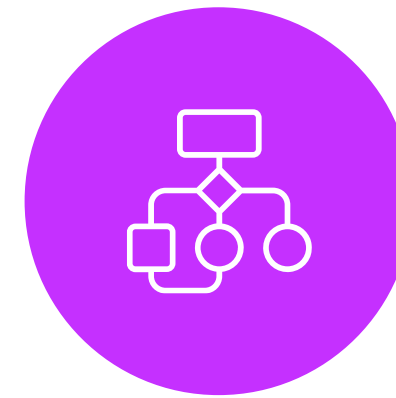| Materials	Procurement
4D Scheduling	Construction
5D Cost	Project Controls

In defence of documents

And why we need them
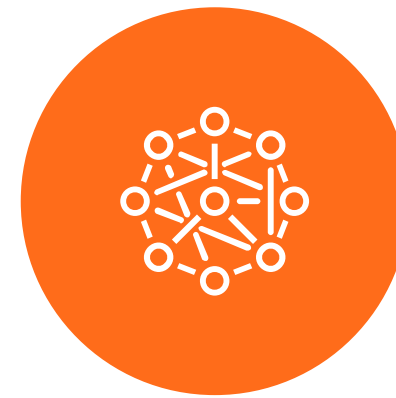
Human-readable

Portable

Flexible

AVEVA

The data-centric approach to Lifecycle Management

And the value it adds

Automated Validation

Integration

Analysis

AVEVA

Joint Value Proposition Example: Deliverables Management Workflow

Efficient Process and Plant Design – Compliance – CAPEX Optimization

Efficient and Sustainable Operations

Any Users
View | Decide | Share

Requirements Engineer / Program Manager
Analyze | Investigate | Validate

3D Designer
Design | Modify

Data Aggregation Platform

AIM and AVEVA CVS

5 Deliverables made available for visualisation via data hub

Community Applications

Customer Applications

Asset Lifecycle Management (ALM)

3 Deliverables registered, versioned & baselined

4 Approval workflows executed and deliverables baselined & attached to configuration / requirements

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6 Deliverables referenced in project execution processes

Build & Commission

Process and Plant Operations

Maintain & Service Plant

7 Deliverables referenced in ops & maintenance processes

Power Ops Management

Maintain & Service Power

Comments on Deliverables are addressed in UE

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Unified Engineering

1 AVEVA E3D publishes deliverables to ALM

2 AVEVA Engineering publishes deliverables to ALM
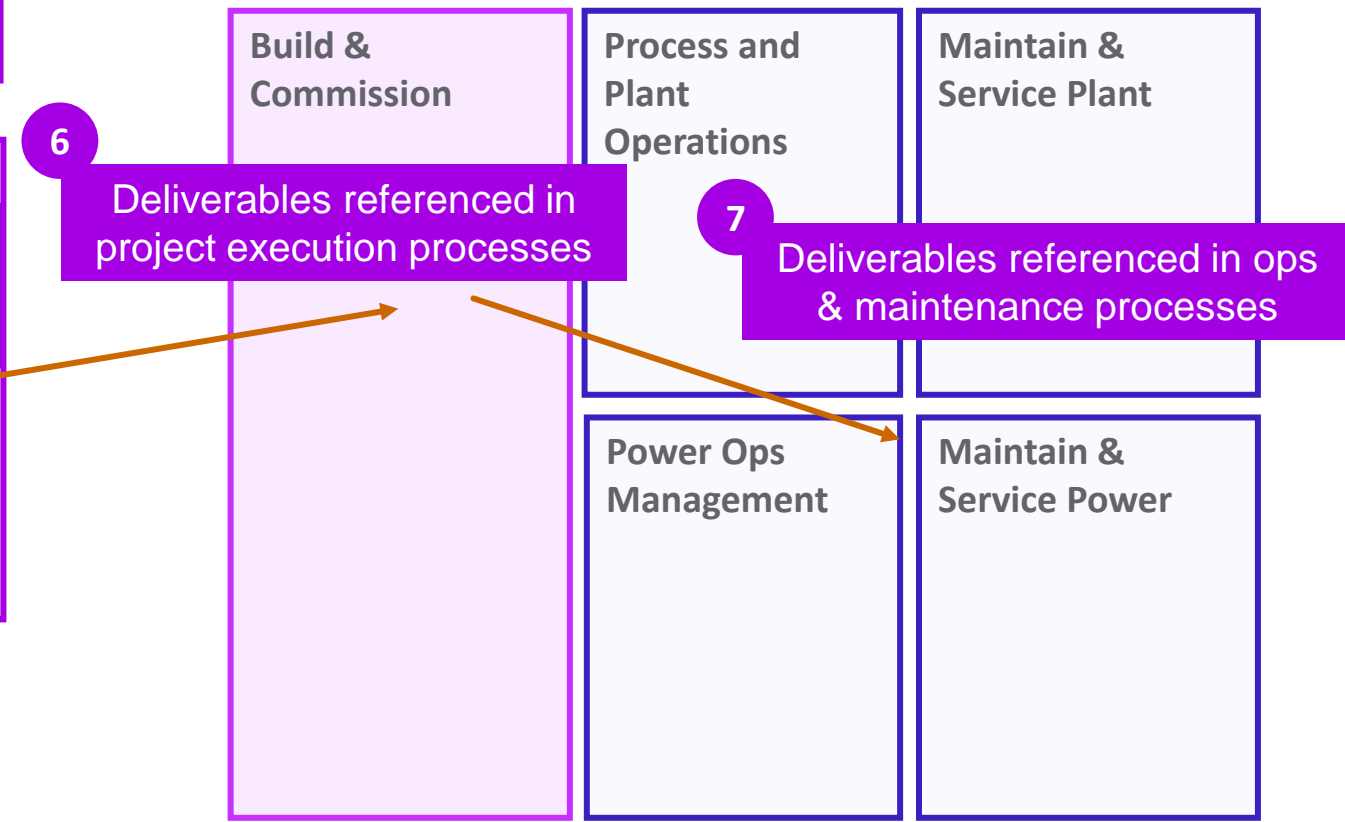
Please VISIT the Aras Expo Booth #8 for a Demonstration of this Workflow

AVEVA

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Questions?

Please speak to us after the session is over or
visit us in our booths:

Aras Partner Booth

AVEVA Digital Twin Booth

Please remember to...

Navigate to this session in the mobile app to complete the survey.

Thank you!

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