

OCTOBER 25, 2023

---

# Changing Role of OEMs in Manufacturing

Panel Discussion

Host & Moderator: Fabio Terezinho

**AVEVA**

# Trends for End Users

## Digital Transformation

**50%**

of all industrial data was created in the last 2 years. In 2024, that will still be true.



## Regulatory Compliance

**38%**

of new operational data will be stored and processed in the cloud. This is an increase of 16% since just two years ago.



## AI-Driven Forecasting

**39%**

Lost productivity for data scientists' time spent preparing & cleansing data



## “Servitization” Models

**72%**

of managers say they are considering data sharing to improve operations

**+\$100B+**

in value can be unlocked through manufacturing-process optimization alone



## Remote Monitoring and Maintenance

Organizations that share data externally with their partners generate **3x more measurable economic benefit** than those that do not.

Organizations adopting data sub-strategies will achieve outcomes dependent on shared data with at least **60% lower cost**.



## Customization and Modularization

AVEVA PI System: edge to plant to cloud data management

An integrated, edge-plant-to-cloud architecture supports your OT, IT and IIoT use cases



AVEVA

## Data Sharing and Integration

Connected community: Powering your industrial ecosystem



AVEVA

## Sustainability Focus

Dominion Energy

Enabling real-time renewable data to customers access to status and supporting the design for customers across the USA

Goal

Collaborate data streams from multiple sources and distributed power generation with and greater integrated data analytics to be used for ESG reporting for maximum transparency, and also for Dominion's customers, through their cloud-based data platform.

Results

Secure and real-time generator data visualization successfully deployed to data platform via the AVEVA PI System Cloud.

Real-time and hourly load-based data gathered from the power generation portfolio, including wind, solar, hydro, geothermal, combined cycle and unrecycled resources, enabling companies to visualize their renewable energy investments and ESG reporting requirements.

Secure real-time access to Dominion's ESG emissions for Dominion's existing the need for data reporting of renewable energy resources.



**Industry Focus:**  
Industrial PI System™ and IIoT™ Data Hub

"Working with PI System has definitely opened our vision ability to get access to data quickly and for able to share our data into multiple new markets, so we can quickly diagnose and ensure safety to service. PI System also gives us the ability to pool different data sources together to make these decisions."

Mike Thomas, Power Generation Software Manager, Dominion Energy

AVEVA

# Our Panelists



Fabrice Meunier

Schneider Electric

VP, Industrial End User, System Integrator and Software Business

[fabrice.meunier@se.com](mailto:fabrice.meunier@se.com)



Johan Hultman

Sartorius

Manager, Technical Presales & After Sales Support

[Johan.hultman@sartorius.com](mailto:Johan.hultman@sartorius.com)



Jonathan Fox

BK Vibro

Manager, Technical Presales & After Sales Support

[jonathan.fox@bkvibro.com](mailto:jonathan.fox@bkvibro.com)



Martin Jette

AVEVA

VP, Partner Sales, Embedded Solutions  
[martin.jette@company.com](mailto:martin.jette@company.com)

This presentation may include predictions, estimates, intentions, beliefs and other statements that are or may be construed as being forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could result in actual outcomes differing materially from those projected in these statements. No statement contained herein constitutes a commitment by AVEVA to perform any particular action or to deliver any particular product or product features. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.

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.

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