

2014 Yokogawa Users Conference and Exhibition

Current Industry Challenges & Expectations of an Automation Partner

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What has changed in the IA landscape? (Contd.)

1

Analogue



Digital

2

Simple supply of
process data



Ability to handle much
larger pool of data,
at much higher speed



To manage complex
operations and logics;

What has changed in the IA landscape?

3

Local and segmented plant control



“Total” plant control

4

High reliability of IA



Capability to closely supervise performance of critical operations and equipment

5

Scattered plant data



An integrated MES portfolio of plant information

What do these mean ?

1. Use of IA as a tool beyond just a simple control system;
2. Powerful IM tool: better manage **RELEVANT** information at **DIFFERENT LEVELS** to operators, technical support personnel and managers;
3. With fast and integrated information flow comes ability to manage production as a “total business unit”;
4. **A BUSINESS TOOL**, not a control tool to help business meet challenges in the industry.
5. Create reliance on IA vendor as complexity increases.

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Challenges faced by businesses

1. Cost leadership through lower operating costs;
2. Safe production, with increasing challenge from the public;
3. Getting maximum benefits out of feedstock;
4. Dilution of technical resources and experiences to operate and manage change – **Human Reliability**
5. Is IA vendor a cost factor only or as a strategic value added partner for growth?

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What tools or systems does a Site Manager want from an IA supplier

1. At the minimum, we need a **RELIABLE DCS** platform;
2. Sitting on this platform we need software packages to make the **TOTAL IA** system a power tool to achieve its short and long term financial objective:
 - ✓ Use of IA tools to reduce **maintenance** costs, through reliability based maintenance and inspection;
 - ✓ Enhance **safety management** through intelligent alarm management system & **ensuring its integrity**;
 - ✓ Use of simulation software to optimize **production**;
 - ✓ Enhance training (and retraining) of **operators** and system testing through dynamic simulators;
 - ✓ Use of artificial intelligence to **capture experience of operators** to avoid operations mishaps;
 - ✓ Avoid costly **downtime** or **safety** infringements.
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What Capabilities a Site Manager Expects from an Effective IA Supplier

1. Need to understand the business concerns and challenges through effective means using industry knowledge, information management and production processes.
2. Driven to collaborate **actively** with consultants and IA supplier for advanced business architecture embedding knowhow, best practices to sustain the competitive business.
3. **Long term relationship** with the supplier is needed to ensure continuity and support.
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Thank you for your attention.