

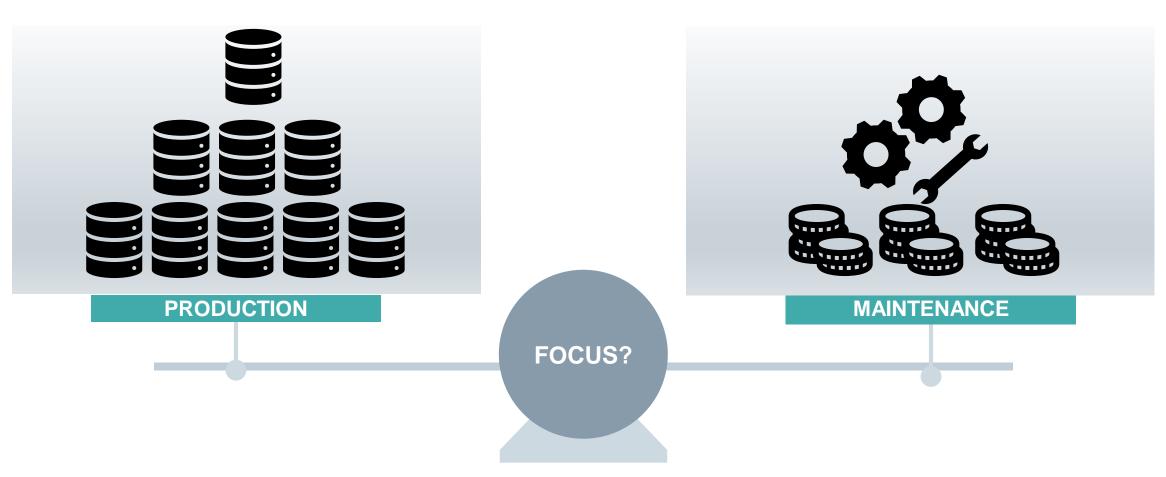
Equipment Predictive Analytics V1.0 Sales Material

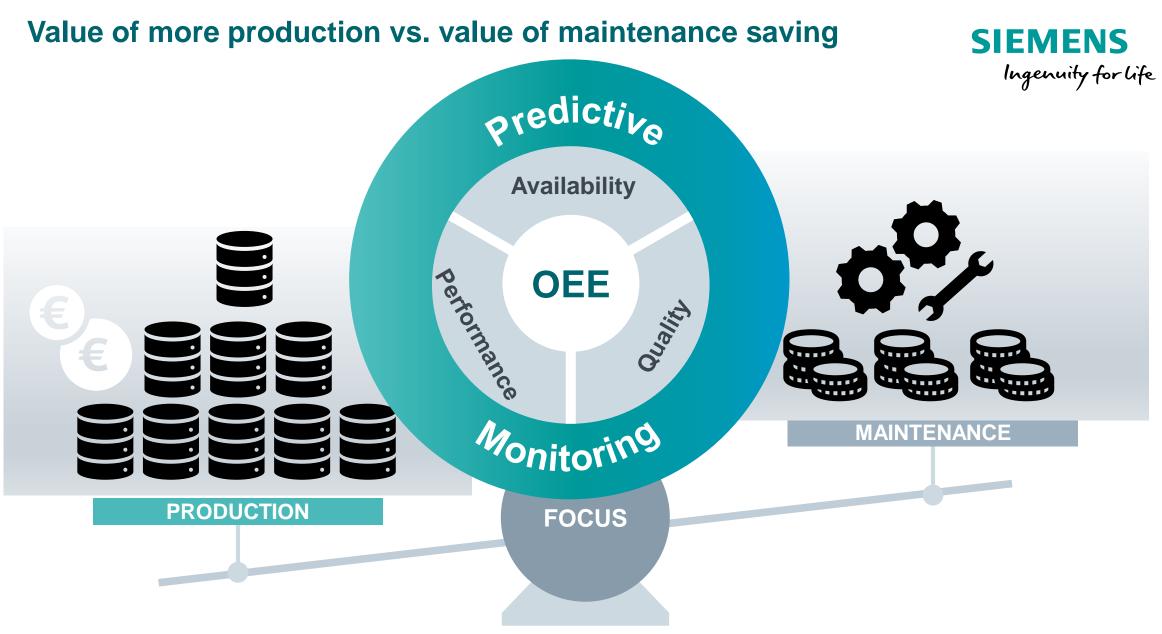
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Value of more production vs. value of maintenance saving







Process Industry Applications Business Driver



Effectiveness is the key to profitability in the process industry. This means maximize value add by increasing production output, quality and availability while minimizing the resources input (e.g. energy and material)

But what are the hurdles why customers don't continuously optimize?

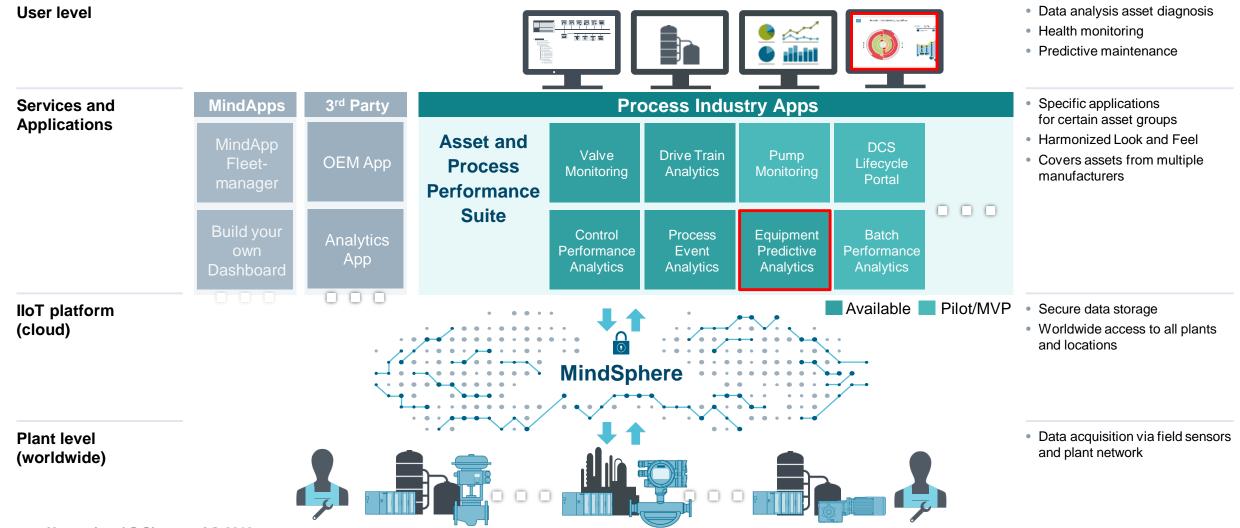


Resources – most customers don't have the needed resources to continuously monitor and analyze their processes and assets

Competence - some customers don't have the necessary knowledge on site and the transparency to know where and what to optimize

Vision – A cloud based, vendor independent Asset and Process Performance Suite





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Equipment Predictive Analytics Benefits / Value Proposition



Increased

reliability

and effectiveness

(OEE)

All assets fully operational

and optimally

utilized

Cost reduction

Asset integrity

Increased Plant Uptime

- Avoid unplanned shut-down of your plant by predicting failures of critical equipment (based on historical data)
- Analyze behavior of equipment within process environment and find anomalies

Higher Operation Efficiency



- Get an **intuitive picture** of the health of your equipment in a timely and efficient manner
- Achieve a **predictive maintenance** instead of time-based / reactive maintenance
- Enable **remote monitoring** and issue identification

Better Decision Accuracy



- Identified correlations hidden in data for smart decisions on operation
- Consolidate knowledge, experience and data for 24/7 stable monitoring performance
- Reduce workload for limited resources on experienced engineers



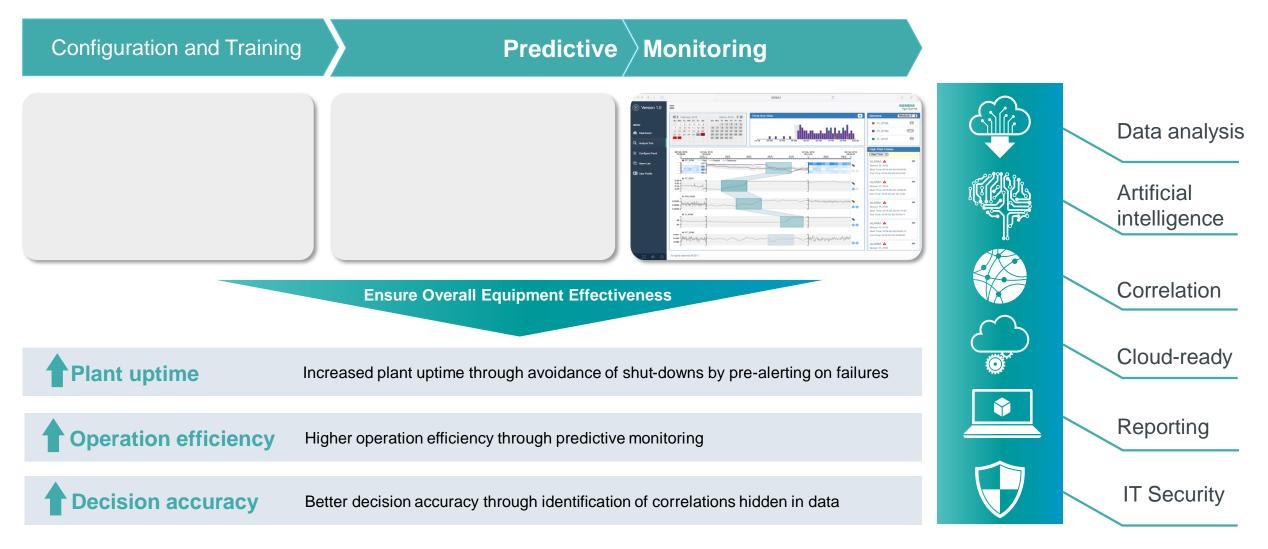
Intelligent linking of knowledge and data

Smart Data

Practical & robust tool for predictive monitoring integrating human experience/know-how and machine analysis capability

Equipment Predictive Analytics Goals





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What is Artificial Intelligence?

1. Historical behavior - Understand the "pattern"

2. Current behavior

Apply the "pattern" and raise conclusions

Create new "pattern" based on current behavior Artificial Intelligence Program that can sense, reason, act, adapt

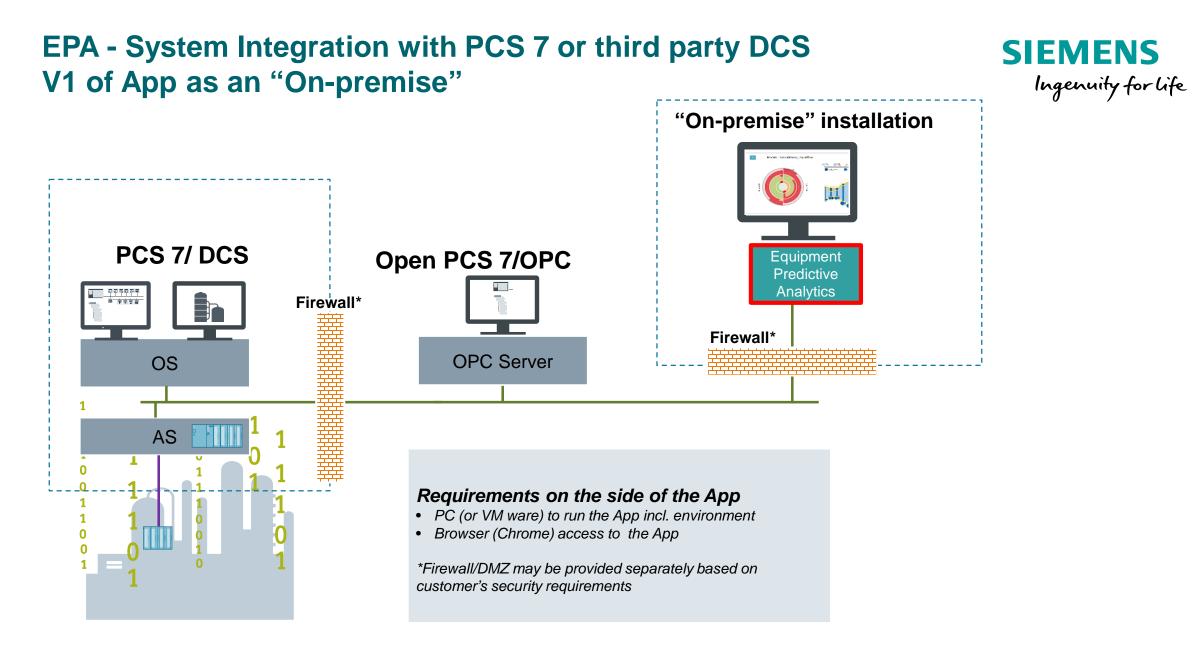
Machine Learning Program that improves as soon as it is exposed to more data

> Deep Learning Program that learns based on multilayer neural networks

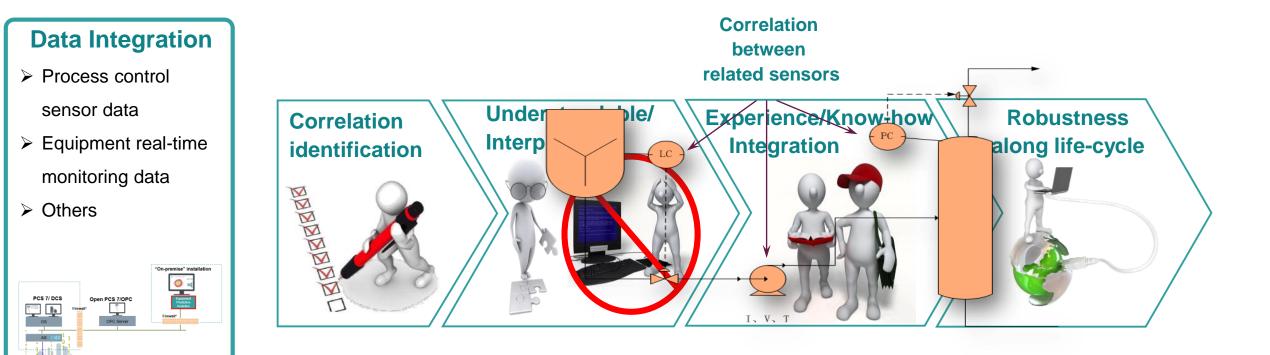
Data Availability and Analysis





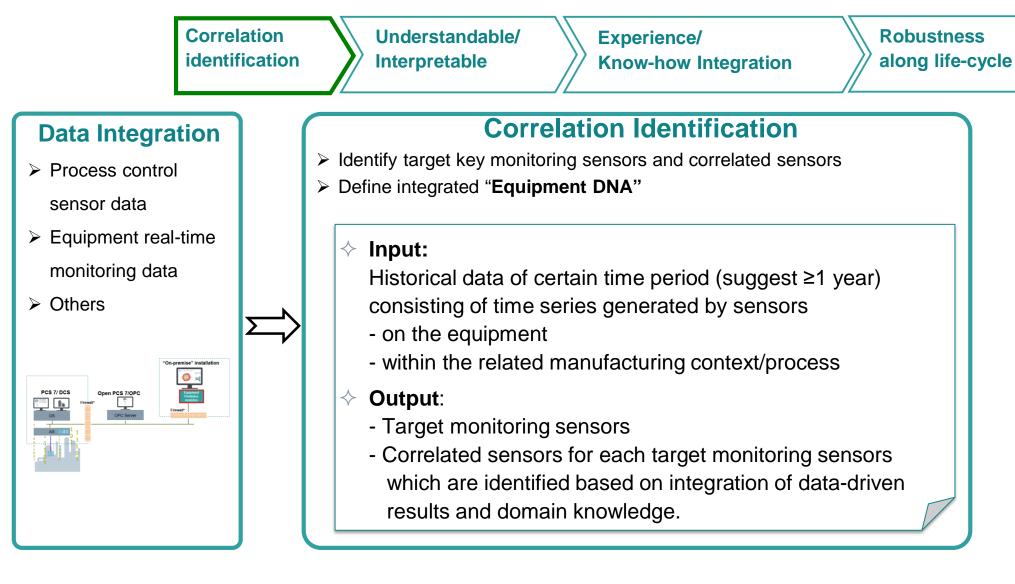




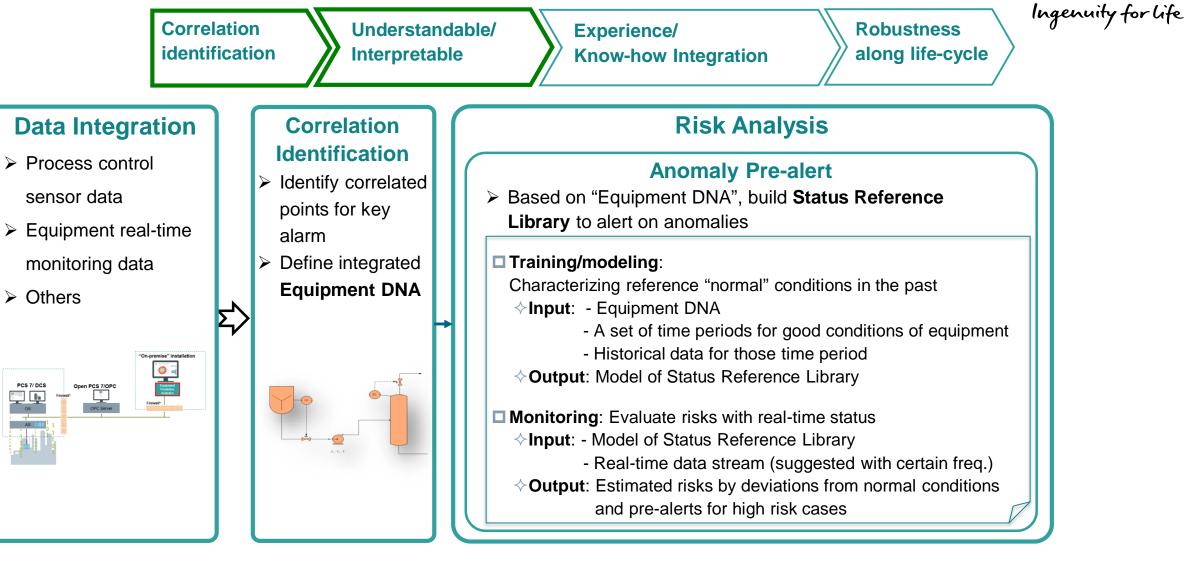


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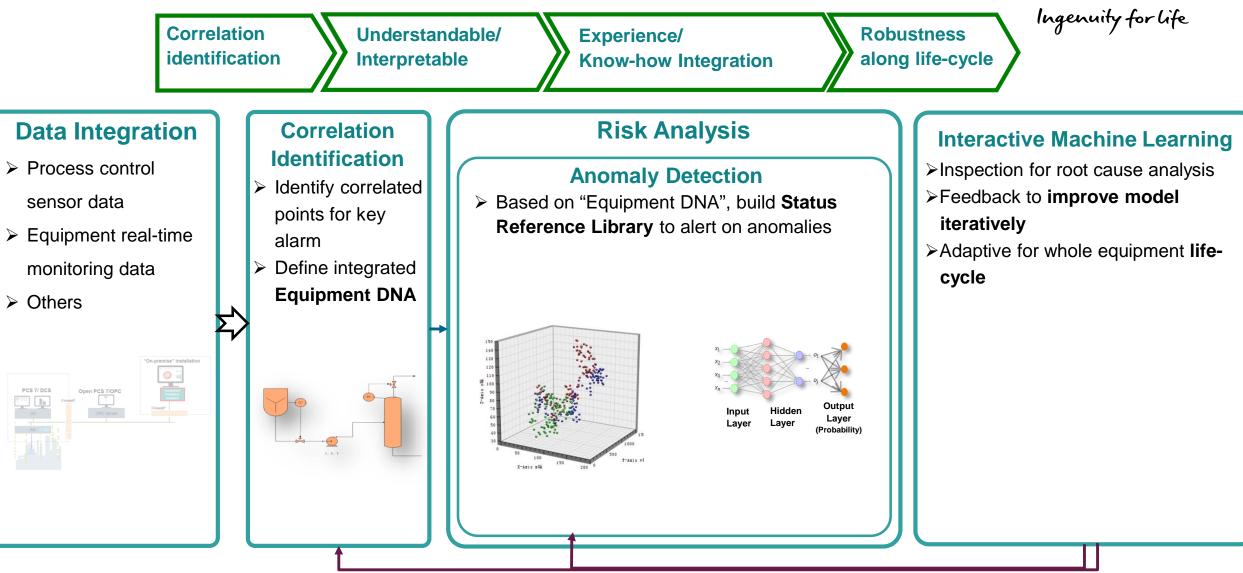
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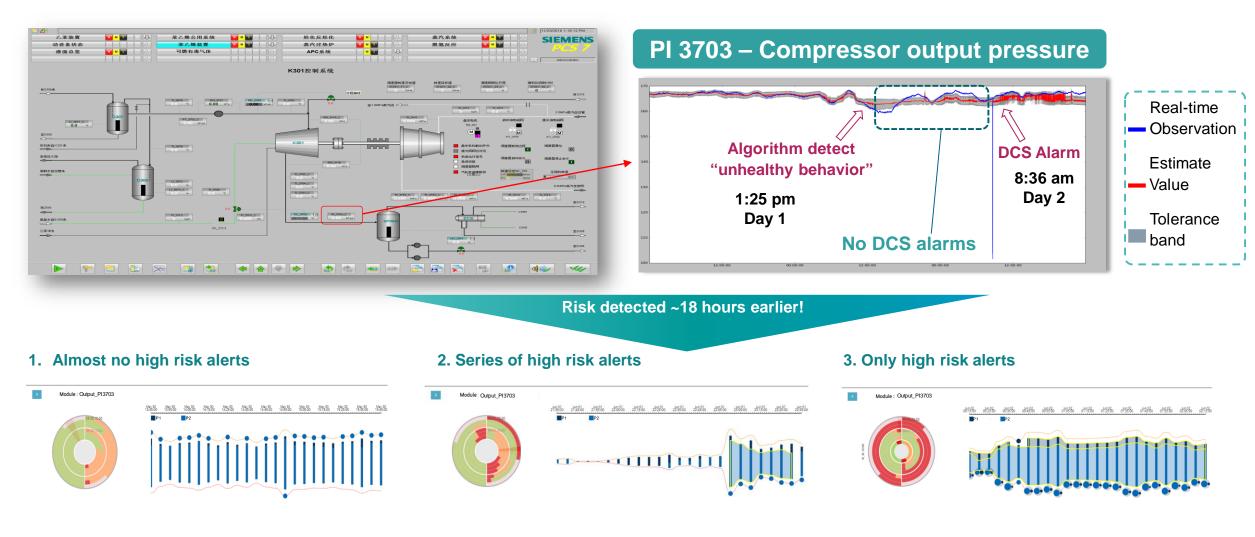


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Proof of concept Advanced compressor monitoring



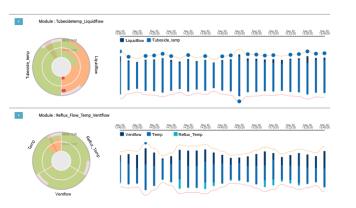


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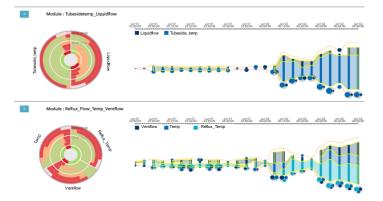
Proof of concept Advanced pump monitoring



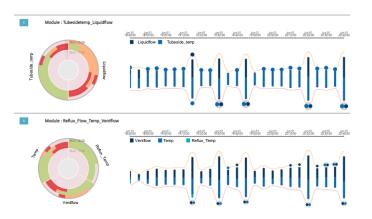
1. 30th May 3pm: almost no high risk alerts



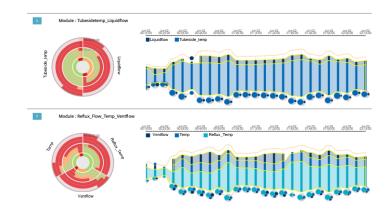
4. 2nd June 12am: start of long series of high risk alerts



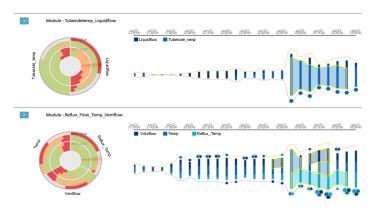
2. 1st June 6:40 pm: sporadic high risk alerts



5. 2nd June after 12pm: only high risk alerts



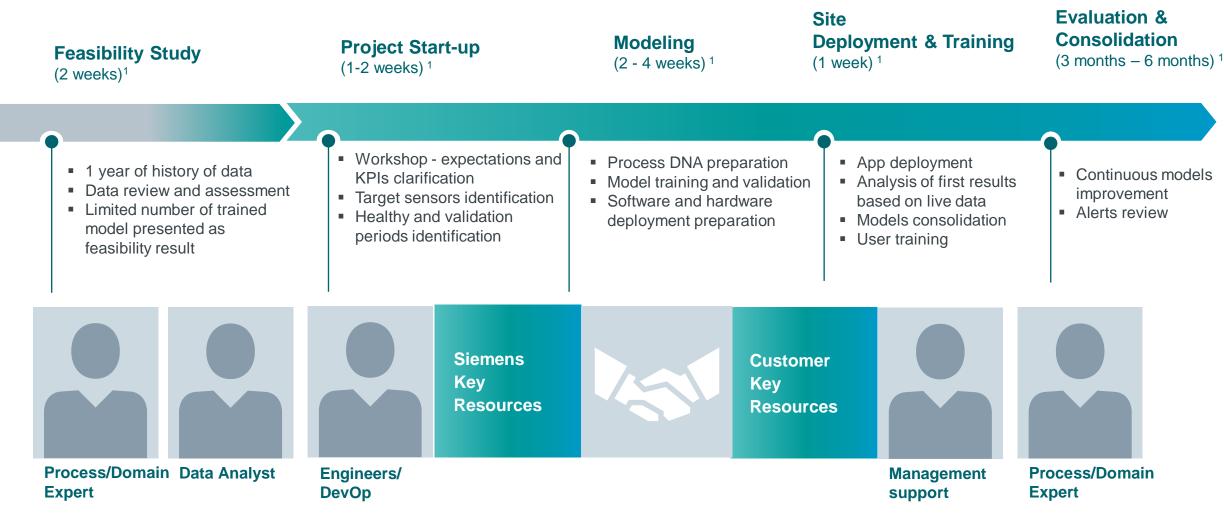
3. 1st June 11pm: series of high risk alerts



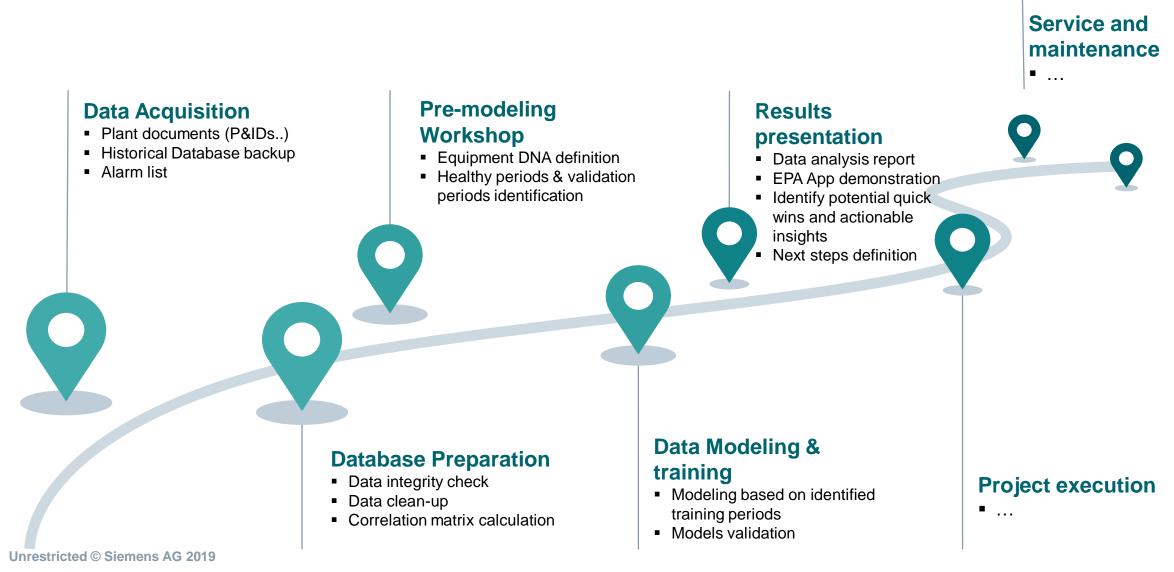
- EPA starts alerting in the evening of 1st of June!
- Actual failure of the pump on 13th of June!

Customer Implementation Procedure

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Feasibility Study - Details

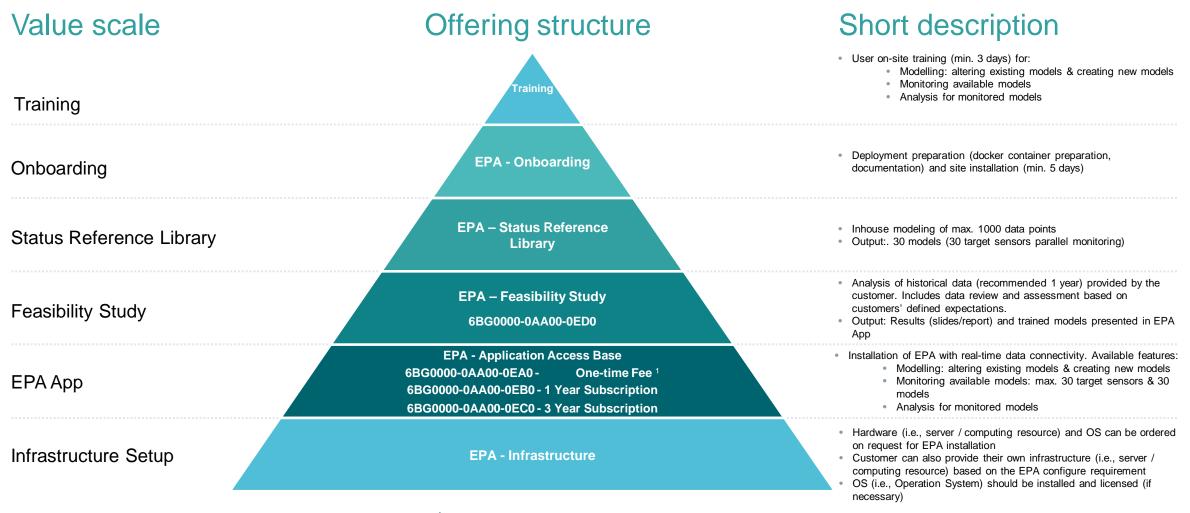


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Scalable Value and EPA (on-premise) portfolio overview





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¹ One-time fee for current released version. Annual Maintenance Fee (6BG0000-0AA00-0EE0) not included. Maintenance fee covers all available updates/versions which are available for download.

Equipment Predictive Analytics Key Takeaways



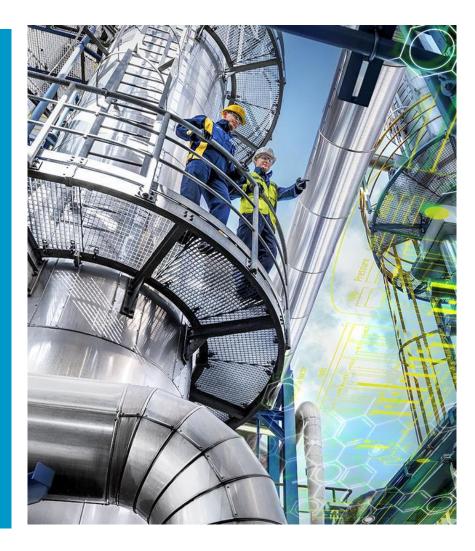
EPA improves your Overall Equipment Effectiveness (OEE).

Artificial intelligence needs data and domain experts to become smart.

Rethink the process – let's work agile.

History is already now.

We have **answers** and **solutions**. We are here to **support YOU**.



Thank you for your Attention!





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