02/27/2023

Getting Into Flex

Presented by: Tim Brost

AVEVA | SELECT
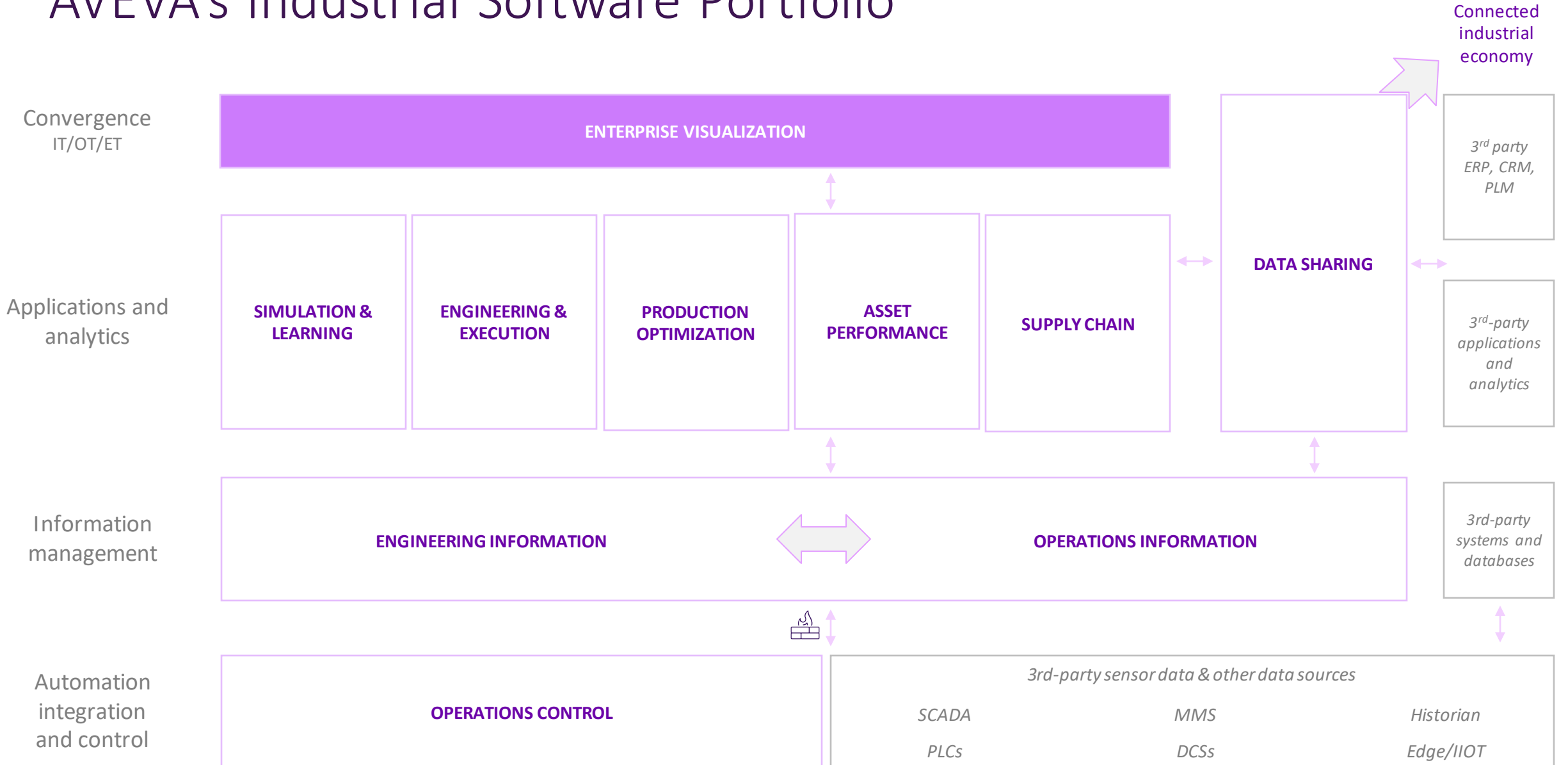CALIFORNIA

A Unique Subscription Architecture

AVEVA's comprehensive portfolio, unlocked by AVEVA Flex

- Accelerate time to value

- Flexible

- Scalable

- Trusted industrial hybrid
  SaaS solutions
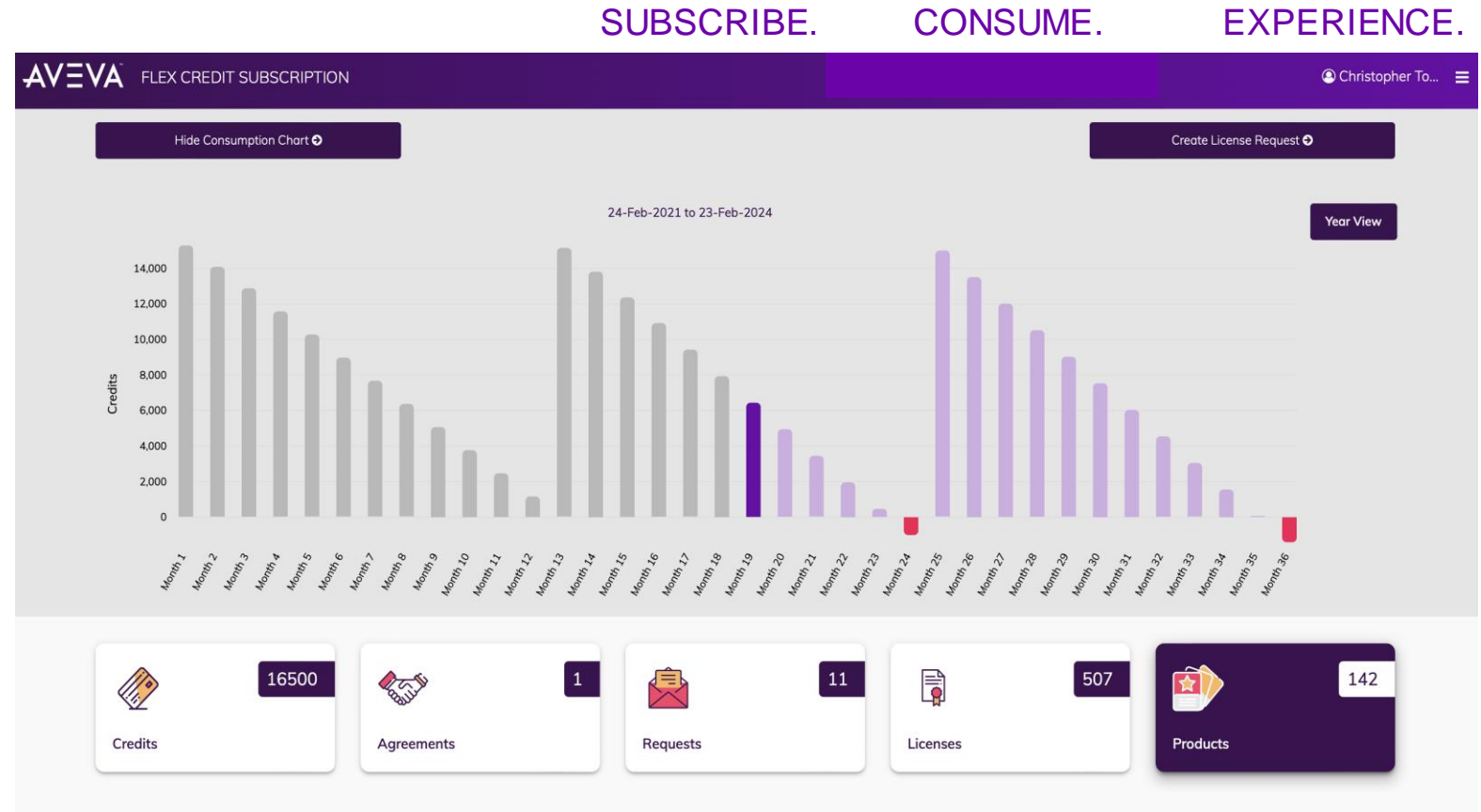
AVEVA is a leader in industrial digital transformation

AVEVA's Industrial Software Portfolio

Connected industrial economy

Convergence IT/OT/ET

ENTERPRISE VISUALIZATION

3rd party ERP, CRM, PLM

Applications and analytics

SIMULATION & LEARNING	ENGINEERING & EXECUTION	PRODUCTION OPTIMIZATION	ASSET PERFORMANCE	SUPPLY CHAIN

DATA SHARING

3rd-party applications and analytics

Information management

ENGINEERING INFORMATION   **OPERATIONS INFORMATION**

3rd-party systems and databases

Automation integration and control

OPERATIONS CONTROL

3rd-party sensor data & other data sources

SCADA	*MMS*	*Historian*
PLCs	*DCSs*	*Edge/IIOT*

Credit Based Procurement

AVEVA Flex credits
= One Entitlement Unit of Measure
- All customer offers entitled through Flex credits
- Credit consumption reported as one

Centrally track all AVEVA Software & Services through AVEVA Connect
- On-premises' disconnected offers
- On-premises' "connected" offers
- Native managed, hybrid, cloud services

Credit Consumption
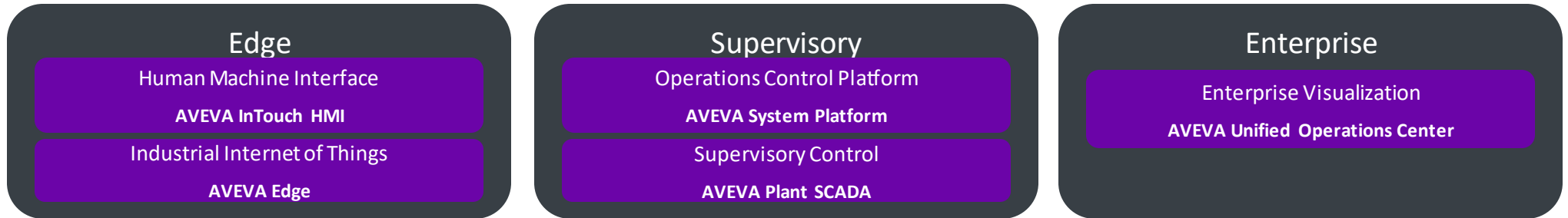- Self-service dashboards
- Export data

Products

Search Product · Export

Category	Sub Category	Part No	Description	Product Usage	Unit Cost
HMI/SCADA	AVEVA Edge	FLEX-HMI-016	AVEVA Edge - IoT View (RT) 150 tag	Rate	15
HMI/SCADA	AVEVA Edge	FLEX-HMI-017	AVEVA Edge STUDIO (DEV) + SCADA (RT) 1500 tags	Rate	80
HMI/SCADA	AVEVA Edge	FLEX-HMI-018	AVEVA Edge STUDIO (DEV) + SCADA (RT) 16k tags	Rate	150
HMI/SCADA	AVEVA Edge	FLEX-HMI-005	AVEVA Edge STUDIO (DEV) + SCADA (RT) unlimited tags, single client	Rate	300
HMI/SCADA	AVEVA Edge	FLEX-HMI-006	AVEVA Edge - IoT View	Rate	120
HMI/SCADA	AVEVA Edge	FLEX-HMI-009	AVEVA Edge - SCADA w/ Unlimited Clients	Rate	1000
HMI/SCADA	AVEVA Edge	FLEX-HMI-004	AVEVA Edge - Client	Rate	120
HMI/SCADA	Citect	FLEX-HMI-008	AVEVA Plant SCADA - Workstation	Rate	300
HMI/SCADA	Citect	FLEX-HMI-010	AVEVA Plant SCADA	Rate	1000
HMI/SCADA	Citect	FLEX-HMI-007	AVEVA Plant SCADA - Control Client	Rate	120
HMI/SCADA	Citect	FLEX-HMI-019	AVEVA Plant SCADA - Access Anywhere	Rate	20
HMI/SCADA	InTouch	FLEX-HMI-011	AVEVA InTouch HMI - Workstation	Rate	300
HMI/SCADA	InTouch	FLEX-HMI-012	AVEVA InTouch HMI - SCADA	Rate	1000
HMI/SCADA	InTouch	FLEX-HMI-001	AVEVA InTouch HMI - Client	Rate	120
HMI/SCADA	InTouch	FLEX-HMI-020	AVEVA InTouch HMI Starter	Rate	700
HMI/SCADA	InTouch	FLEX-HMI-015	AVEVA InTouch HMI Unlimited	Rate	1500

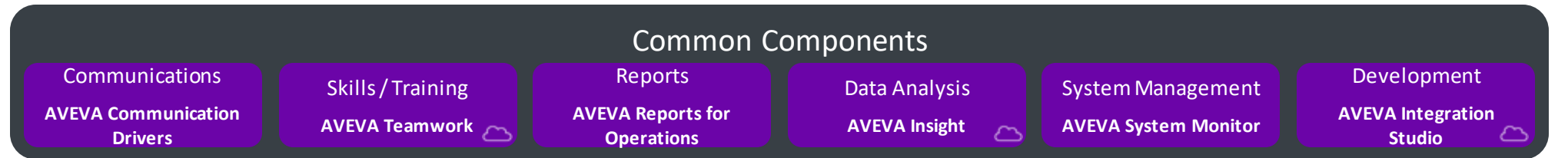***Every Flex contract comes with a free development license**

AVEVA | SELECT CALIFORNIA

AVEVA Operations Control

Named User-based Licensing!

3 Core packages

Edge

Human Machine Interface
AVEVA InTouch HMI

Industrial Internet of Things
AVEVA Edge

Supervisory

Operations Control Platform
AVEVA System Platform

Supervisory Control
AVEVA Plant SCADA

Enterprise

Enterprise Visualization
AVEVA Unified Operations Center

Included with each core package

Common Components

Communications
AVEVA Communication Drivers

Skills / Training
AVEVA Teamwork

Reports
AVEVA Reports for Operations

Data Analysis
AVEVA Insight

System Management
AVEVA System Monitor

Development
AVEVA Integration Studio

Add-ons to extend core packages

Manufacturing Execution Add-on

Production Execution
AVEVA Manufacturing Execution System

Batch
AVEVA Batch Management

Lean Manufacturing
AVEVA Discrete Lean Management

Recipe
AVEVA Recipe Management

Workflow
AVEVA Work Tasks

AVEVA Insight, Guided Analytics Add-on

Guided Analytics
AVEVA Insight, Guided Analytics

AVEVA | SELECT CALIFORNIA
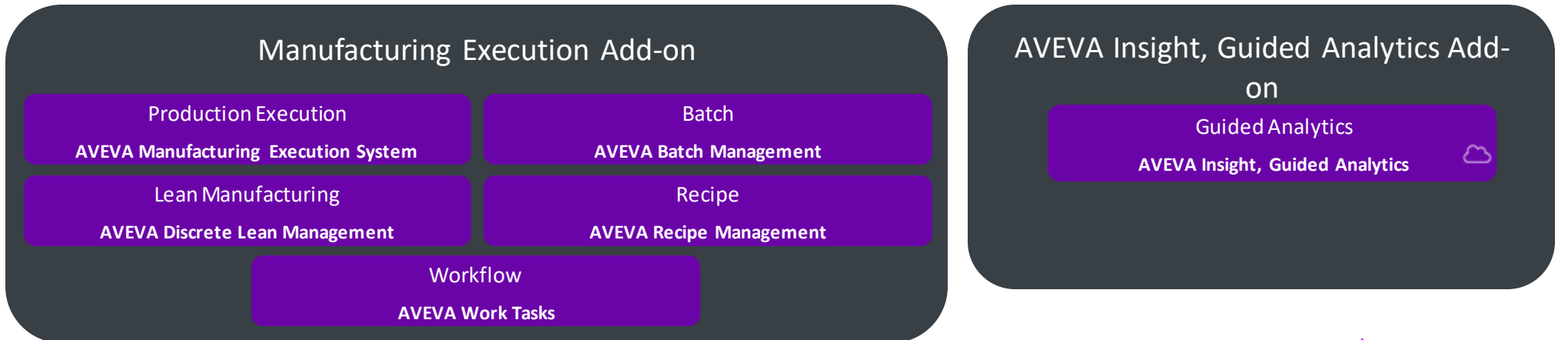
Destination Flex

How to get there

New System: Start from scratch

Subscribe ->

Consume ->

Experience ->

Customer First Conversion

For customers on support: Converts existing install-base to Flex part numbers and assigns a credit value .

Modernization

For customers off support: Converts existing install-base to Flex part numbers and assigns a credit value.

The AVEVA Flex Experience

Scale to the vision

Explore AVEVA portfolio

Manage Usage

Add credits as needed

- Fine tune usage
- Easier inventory management
- Lock in pricing for 3 years
- Fast license fulfillment
- Low risk software evaluation
- Ability to trade-in software
- Supports current software version

AVEVA | SELECT
CALIFORNIA

Success Stories

Sentinel Peak Resources

Challenges:

- Multiple site management
- Low inventory visibility
- Tier 2 Historian growth limitation on tags

Solution:

- AVEVA Flex
  - Operations Control
  - Multi-site consolidation

Results:

- Eliminated need for license management
- Consolidation of contract renewals
- Unlimited growth of the Tier 2 Historian
- Consolidating software stack

Goleta Sanitary Water Resource Recovery District

Protecting Public Health and the Environment

Challenges:

- Old version on expired platforms
- Annual budgetary misalignment
- Potential platform abandonment

Solution:

- AVEVA Flex
  - From scratch
  - InTouch HMI Starter

Results:

- Budgetary alignment and reduced annual spend
- Modernized licenses to support upcoming upgrade

AVEVA | SELECT CALIFORNIA