

AVEVA CLOUD

Navigating the New Normal

Driving Change with Cloud First, AI Everywhere

Challenging the way you **THINK**

Challenging the way you **COLLABORATE**

Challenging the way you **FUTURE PROOF YOUR BUSINESS**



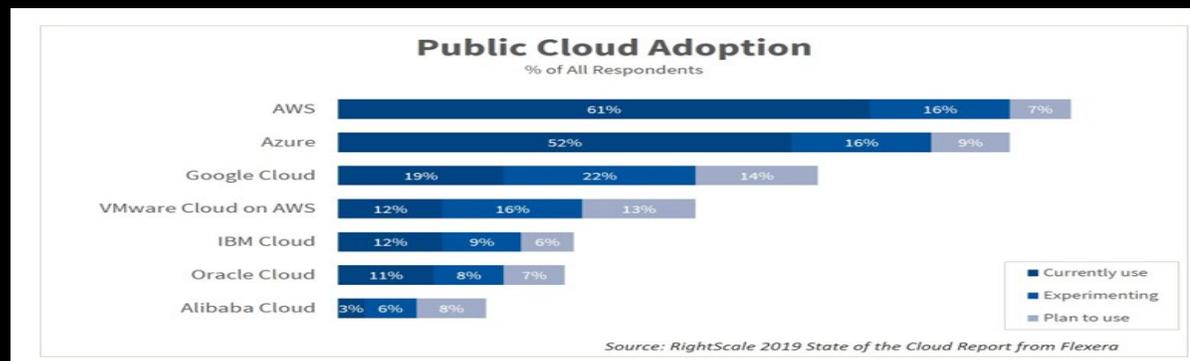
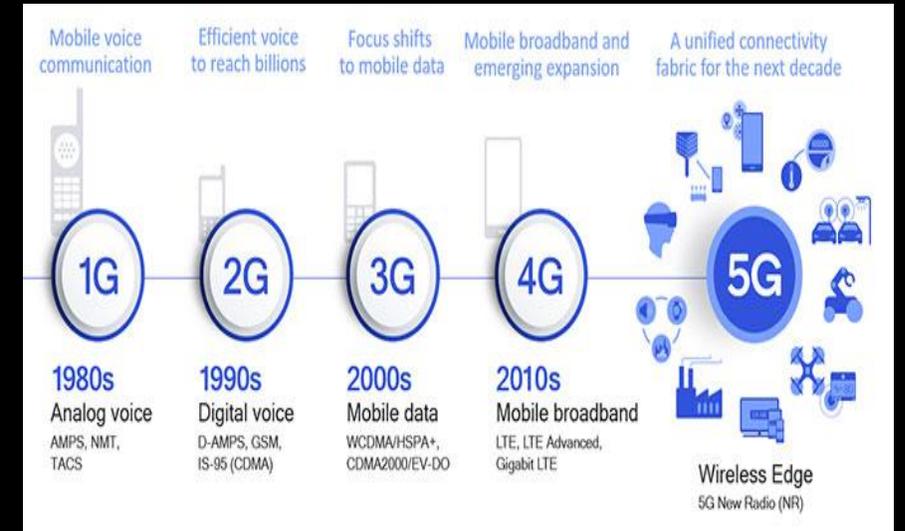
Charlie Brown

Cloud Solutions Consultant

Americas Cloud Sales

AVEVA[™]

Industry Movements



AVEVA Cloud vision

ENGINEERING EFFICIENCY

- Federated Design & Engineering Teams
- Multi Region Teams
- Fast On Board Teams
- Collaborate and Share
- Enable Digital Services
- Efficiency of Distributed Teams

Presentation

- Mobile, Web, Desktop
- Contextual Access
- Role based
- My access
- Collaboration

OPERATIONAL EFFICIENCY

- Federated Plants & Existing Teams
- Operational Transparency across Plants
- Value Chain Optimization
- Asset Reliability & Effectiveness
- Asset & Process Optimization
- Enable New Teams, and Collaboration

Presentation (BI, 3D, XR, Dashboards, Engaged Worker)

| | | | | | |
|--------|----------|---------|------------|-----------|-------|
| DESIGN | ENGINEER | DELIVER | COMMISSION | MODERNIZE | TRAIN |
|--------|----------|---------|------------|-----------|-------|

Design, Engineer
Engineering

| | | | | | |
|------------------|-------------------------|----------------------|-------------------------|-------------------|-------------------|
| PROCESS ANALYSIS | OPERATIONAL PERFORMANCE | PROCESS OPTIMIZATION | PRODUCTION OPTIMIZATION | ASSET RELIABILITY | ASSET MAINTENANCE |
|------------------|-------------------------|----------------------|-------------------------|-------------------|-------------------|

Operate, Perform
Operations

"LIVING DIGITAL TWIN"

Integration

Common Cloud Platform Services

Collaboration/ Roles

AI

Integration

- Inter Cloud
- Inter Application
- Hybrid

INFORMATION EFFICIENCY

- Federated Information
- End to End 360 Degree Transparency
- Augmented Search / Understanding

AVEVA Cloud Journey from Products to Platform to enable you redefining how you compete and operate

| | | | |
|--------|--------|---------|------------|
| IE&D | ERM | AIM | Spiral |
| Pro/II | ProCon | Insight | Romeo |
| Dynsim | OTS | PRiSM | SimCentral |

From shop floor to cloud products

- Breakdown Silos
- Move from Capex to Opex
- Pay as you use and scale as you need
- Onboard fast
- De-Risk your business with 99% SLA
- Low IT dependency

| | | |
|-------------------|------------------|-------------------|
| Engineering Suite | Operations Suite | Maintenance Suite |
| AVEVA Cloud | | |
| AVEVA Flex | | |

Rationalize to Suite Platforms

- Industry 4.0 leadership
- Single digital platform for all users and transactions
- Start small & grow or go big

| | | |
|---|------------------|-------------------|
| AVEVA – Asset Lifecycle Management Platform | | |
| Engineering Suite | Operations Suite | Maintenance Suite |
| AI & Openness | | |
| AVEVA Cloud | | |
| AVEVA Flex | | |

Fully integrated AVEVA Platform

- Full intelligence, connectedness and openness for integrations
- Platform digital-twin
- Access to all everywhere
- Reimagining the customer experience



AVEVA Cloud Platform is secure, reliable and solves for business constraints to help you accelerate your digital transformation

• Security

Security - AVEVA Cloud is secure
Security is "Baked In" by AVEVA from the beginning

Cloud Offer Security Requirements

- Threat Model review of Cloud Architecture
- Penetration testing based on threat model
- Checkmark scan
- No 7.0k SDL (security development lifecycle) items currently in backlog
- Answering IT Cloud Security Questions in RFPs

Security Development Lifecycle (SDL)

- All product teams have completed specific training to avoid vulnerabilities

Third Party Certification

- CSA Secure
- SOC-2 (System & Organization Controls) – December 2019
- ISO 27001 (Information Security Management) certification for our cloud offers in progress now – January 2020

Security Confidence- Customer Engagement

- Join Cloud Security Alliance
- Become recognized with International standard
- Pro actively have a Re Answered set of Security questions from Industry

- Member of CSA
- Security by Product Design
- ISO 27001
- SOC-2

• Availability

Availability – Uptime is close to 100% across products
Only one incident within the last 12 month, which was solved within agreed SLA

- SaaS comes with SLA of 99%
- Up time nearly 100%
- Any incident solved with agreed SLA

• Flexibility & Scalability

Value – Cloud is delivering value beyond saving Capex and solving for current business constraints
Because its cutting costs mid term we can capture more budget

SPEED & CERTAINTY

- Business gets fast, predictable ROI with rapid implementation.
- IT dependencies limited, which allows Business invest, buy and implement much faster
- Fast Set up through Pre-Configured Templates
- Rapid access to solutions within days instead of months
- Always latest version within 2 month release cycles - lengthy migration and updates belong to the past
- Move away from customization and lengthy documentation and migration processes
- Enables central Digital Asset, single source of truth, visibility across the project/ different players/ collaborations
- Customer is de-risking their operation through SLA
- Dedicated DevOps and Security teams 24/7 monitoring

FLEXIBILITY

- Easy to onboard team members inside and outside the organization and ramp up teams fast
- Global availability across
- Least possible disruption
- Cloud offers for "New Workplace" and flexibility of distributed teams (work global, home etc)
- Natural Collaboration across teams drives efficiency and becomes a

PREDICTABILITY

- "Pay as you consume" with Transparent & Easy to understand pricing model
- Moving from Capex into Opex
- Platforms allow for integrations between AVEVA products solving for more than one AVEVA

- Move from Capex to Opex
- Low dependency on IT
- Pay as you use and scale as you need
- Platform for collaboration and single source of truth

Security Development Lifecycle

Security is “Baked In” from the Beginning



**Certificate / Certificat
Zertifikat / 合格証**
AVE 1905010 C001

exida hereby confirms that the process entitled:
Security Development Lifecycle Process
Which is maintained and practiced by
**AVEVA
Lake Forest, CA
USA**

Has been assessed per the relevant requirements of:
ISASecure® Security Development Lifecycle Assurance (SDLA) Program Version 2.0.0

ANSI/ISA-62443-4-1-2018 Secure product development lifecycle requirements
IEC 62443-4-1:2018 Secure product development lifecycle requirements

The normative documents and issue dates that define this certification are listed at www.isasecure.org.

This certification applies to versions 2.3 or later of "Security Development Lifecycle Process"



Authorized Representative



ISO/IEC 17065
PRODUCT CERTIFICATION BODY
#1004
T-138, V1R3

All Software R&D Teams follow our ISASecure SDLA Certified Process

We have aligned our Security Development Lifecycle with the IEC 62443 standard and our Agile/Lean development practices.

The Quality Management System (QMS) and Security Development Lifecycle (SDL) provides for governance across the software business.

All product teams have assigned Security Advisors



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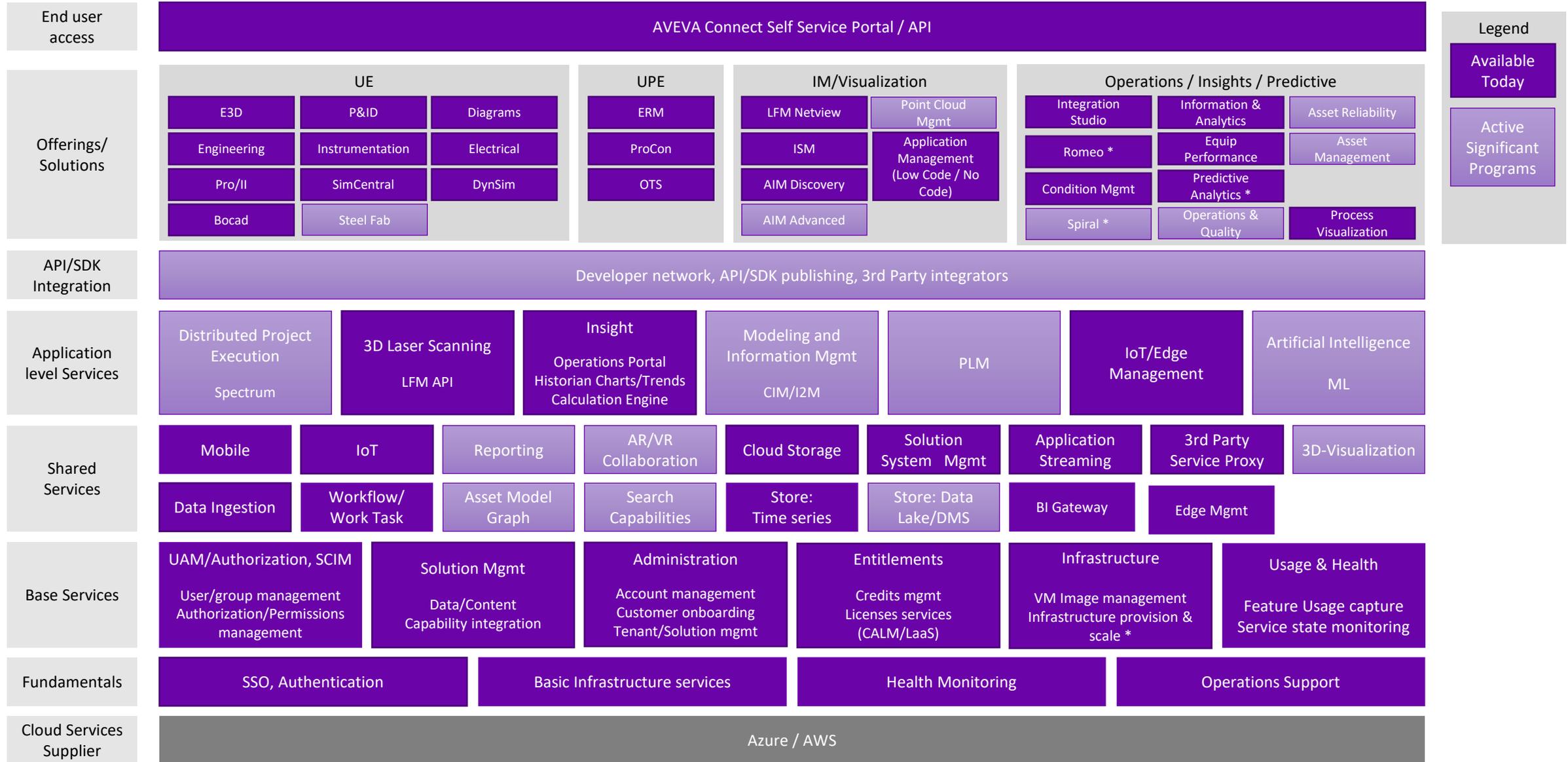


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AVEVA Cloud Architecture

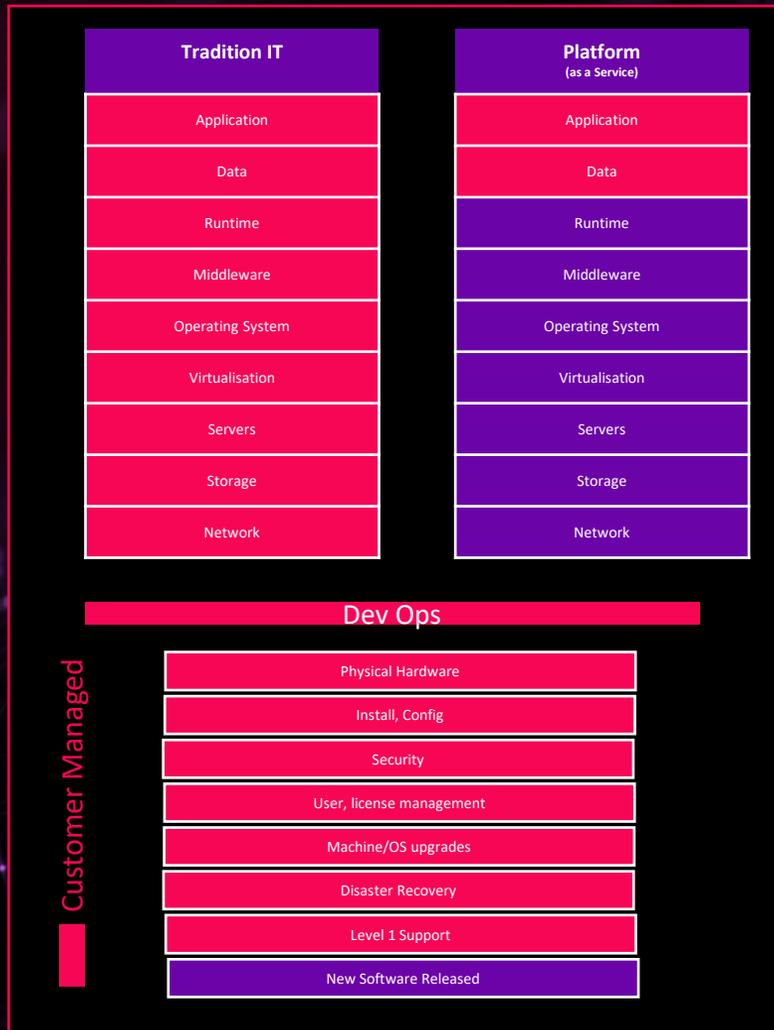


Legend

- Available Today
- Active Significant Programs



Value - Delivering beyond Capex and constraints



AVEVA Connect: your digital transformation hub

<https://connect.aveva.com>

AVEVA CONNECT

Complete Lifecycle Solutions for Assets and Operations

Engineer

Improve project lifecycle efficiency

- DESIGN & CONSTRUCT >
- SIMULATION PLATFORM >
- PROCESS ENGINEERING >
- DYNAMIC SIMULATION >
- OPERATOR TRAINING >

Operate and Optimise

Empower decisions with living information

- INSIGHT >
- PROCESS OPTIMISATION >
- ENTERPRISE TRAINING >

Asset Performance

Increase asset reliability and longevity

- PREDICTIVE ASSET ANALYTICS >

Browse our portfolio of industrial software solutions [WHAT'S NEW? >](#)

Developer
Collaborative development in the cloud
[INTEGRATION STUDIO >](#)

Learning
Your gateway to:
Engineering knowledge [EXPERIENCE >](#) Product knowledge [TRAINING >](#)

Support
Technical information, product forums and updates
[SUPPORT >](#)

AVEVA

AVEVA Flex – Bigger. Better. Bolder.

A Shared Commitment to Innovation, Collaboration and Transformation

SUBSCRIPTION

Benefits of Subscription Model

- Instant Value, Trusted Experience
- Deferred Cost/ Risk
- Tightly mapped to business needs

AVEVA FLEX

Benefits of AVEVA Flex

- Focused on growth, not constraints
- Commercial and technical agility
- Simple, Flexible, Transformational

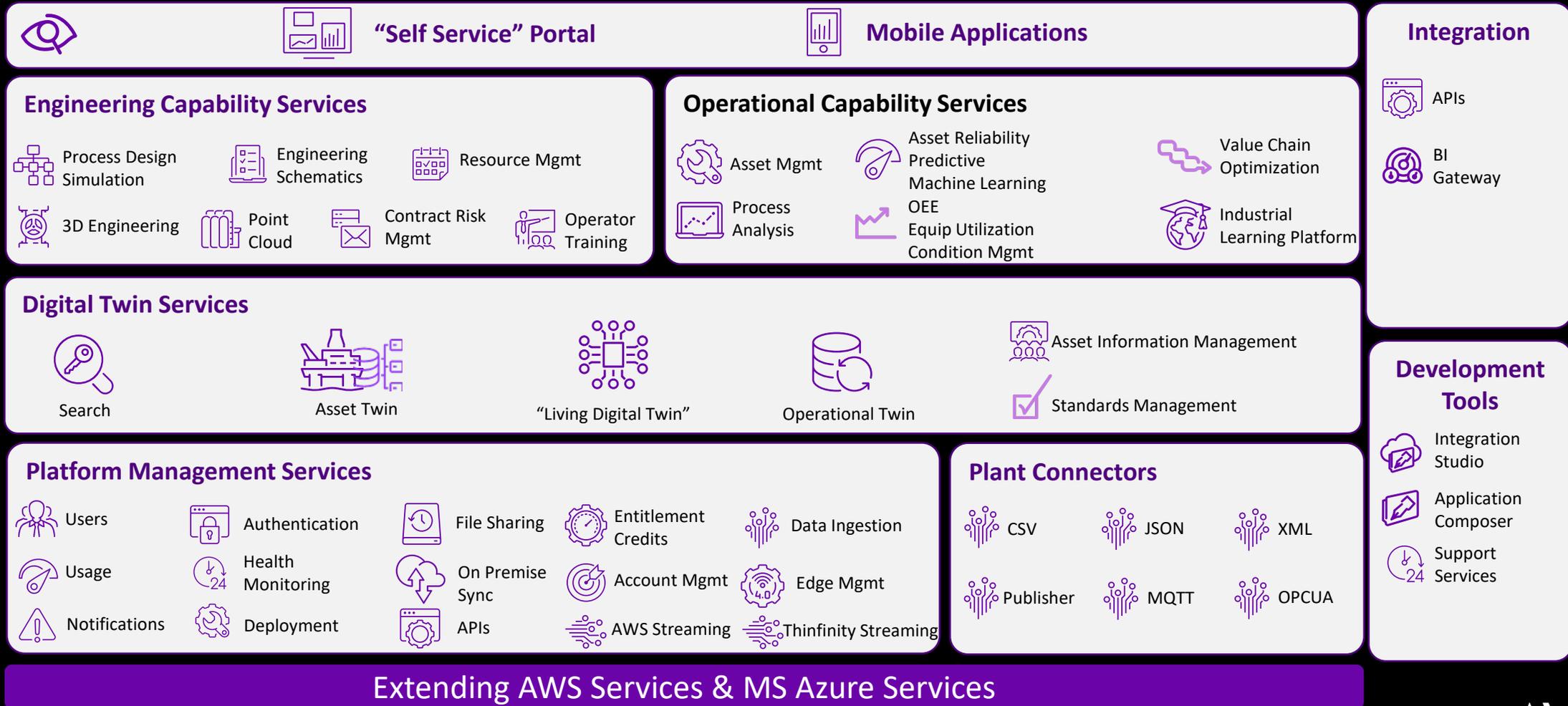
AVEVA FLEX ENTERPRISE Plus

Privileges of AVEVA Flex Enterprise Plus Tier

- Exclusive, personalized member benefits
- Proactive Customer Engagement + Success
- Strategic Partnership & Investments

AVEVA Cloud architecture

A SUITE OF DIGITAL SERVICES TO ENRICH ON-PREMISE SYSTEMS, AND EMPOWER DIGITAL TRANSFORMATION



The AVEVA logo is rendered in a bold, white, sans-serif typeface. The letter 'E' is uniquely designed with three horizontal bars, giving it a stylized, digital appearance. The logo is centered horizontally and positioned in the upper-middle section of the frame.

AVEVA

We'll take you there™

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