

9/14/22

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# Getting Into Flex

AVEVA Flex

Presented by: Chris Torres

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# Agenda

What to expect in the next 15 minutes:

- Who am I?
- What is AVEVA Flex?
- Destination Flex
- Success stories
- Questions

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# Chris Torres

## Account Manager

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(661) 903-3393

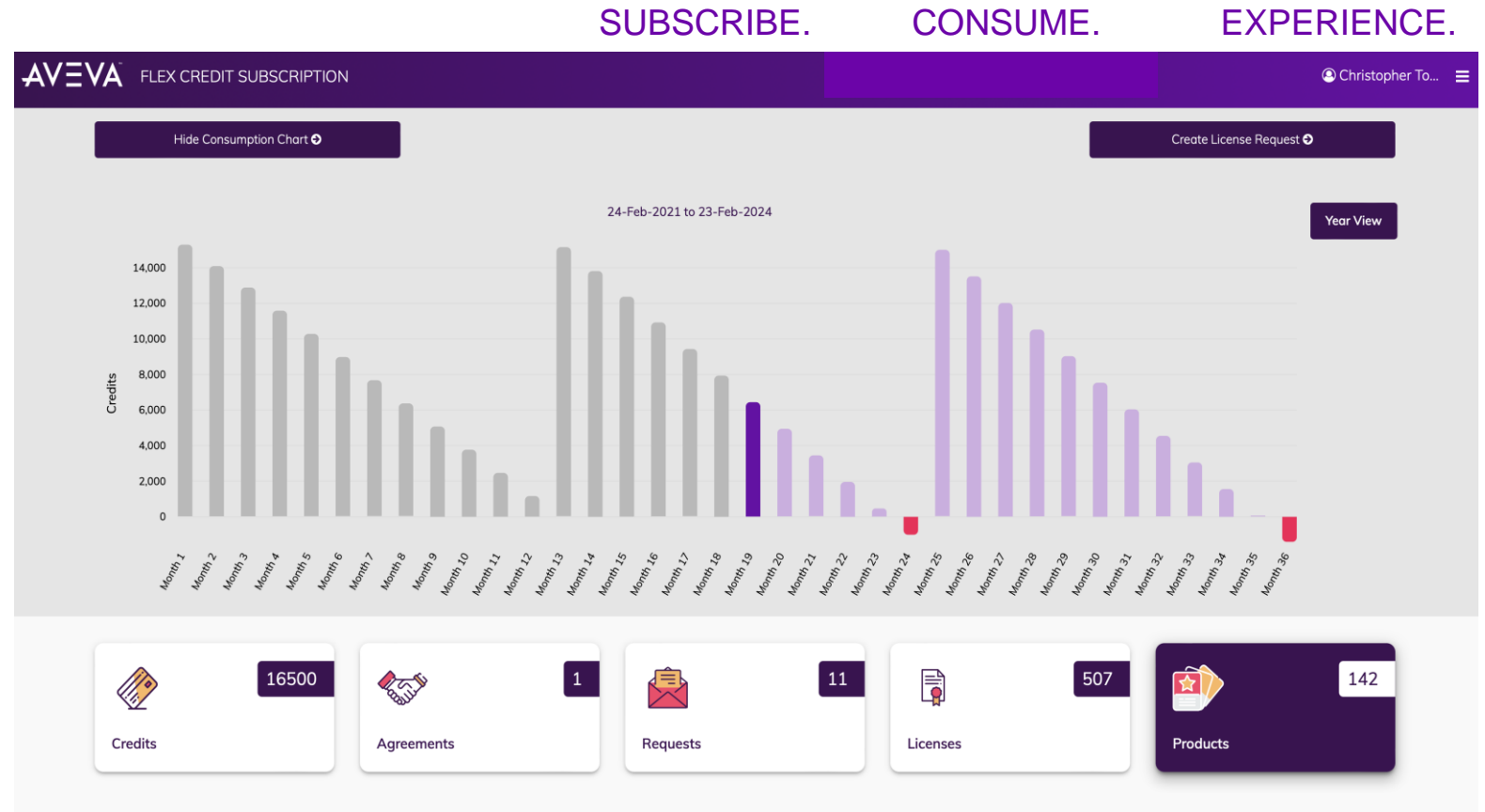
- Born/Raised in Bakersfield, CA
- Marine Corps Veteran
- 15 years industry experience
- 4.5 yrs with AVEVA Select California
  - Including three years of navigating AVEVA Flex
  - Region: Mojave Desert, Southern SJV, and Central Coast



# 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

# Credit Based Procurement

Products

TRACK

CONTROL

MANAGE

## 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

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	

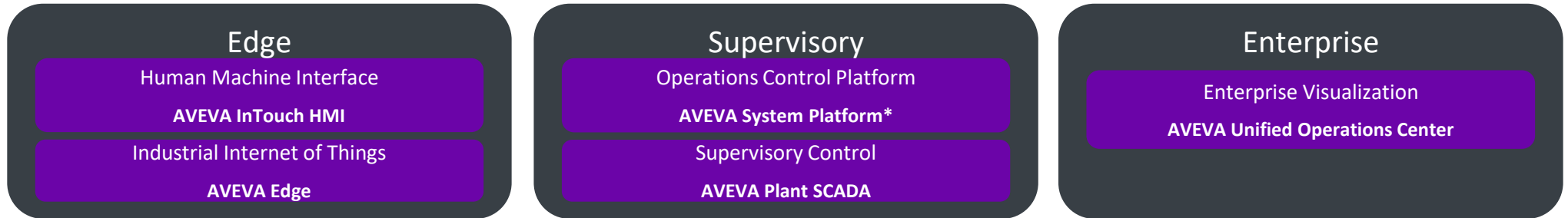
\*Every Flex contract comes with a free development license



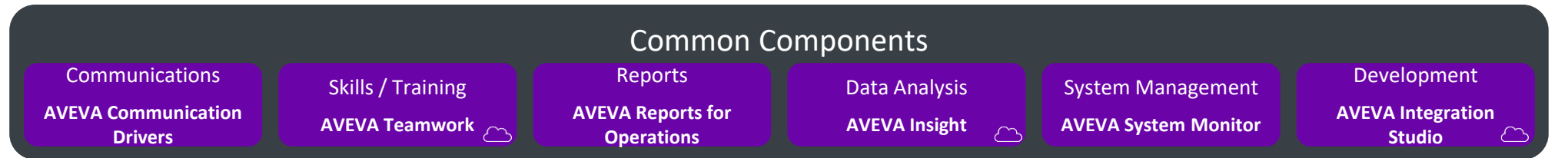
# AVEVA Operations Control

## Evolving HMI/SCADA to Operations Control

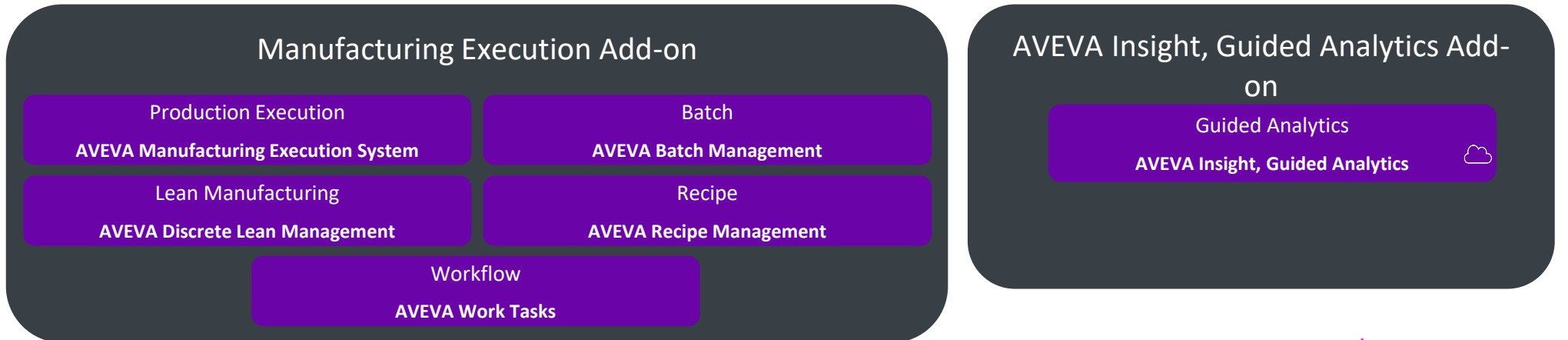
3 Core packages



Included with each core package



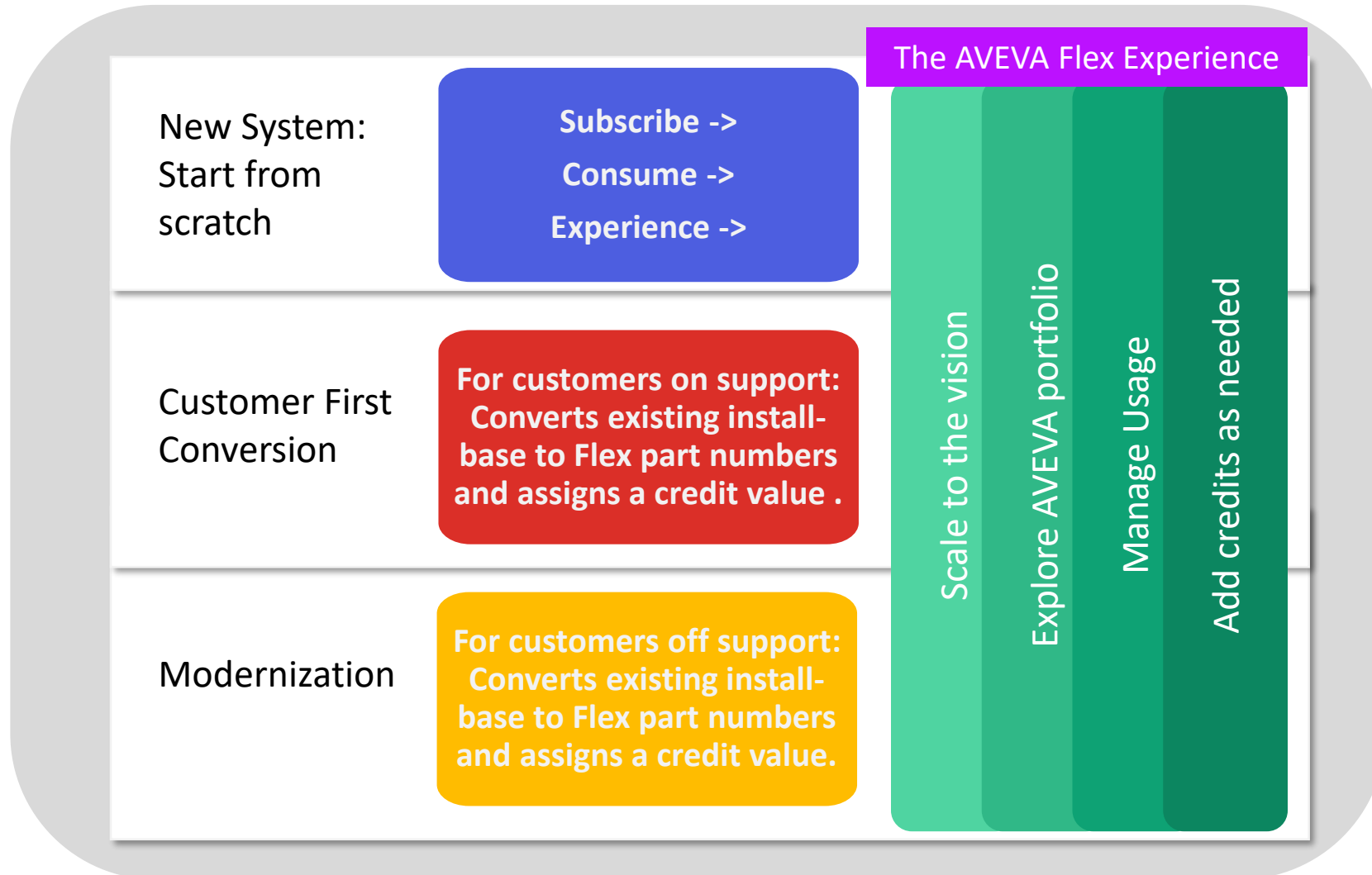
Add-ons to extend core packages



\*Includes AVEVA Historian

# Destination Flex

How to get there



- Fine tune usage
- Easier inventory management
- Fast license fulfillment
- Low risk software evaluation
- Ability to trade-in software



# Success Stories



## Challenges:

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

## Solution:

- AVEVA Flex
- Customer first conversion
- Multi-site consolidation

## Results:

- Clarity of inventory with reduction of unused licenses
- Consolidation of contract renewals
- Unlimited growth of the Tier 2 Historian



## 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



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# Questions?

\*Please see an account manager for pricing details.

# AVEVA SELECT

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