



**AVEVA WORLD**

**ACCELERATE INDUSTRIAL INTELLIGENCE**



# Accelerating Industrial Innovation: AWS and AVEVA

## From Cloud Migration to AI-Powered Operations

**Ashtad Engineer**

Worldwide Head of Manufacturing, Supply Chain, Sustainability Solutions

Amazon Web Services

# What hasn't changed?

## Manufacturing desired outcomes

### Reduce Variation

- Be predictably boring
- Availability, Performance, Quality, Inventory, Burden Variance

### Empower Employees

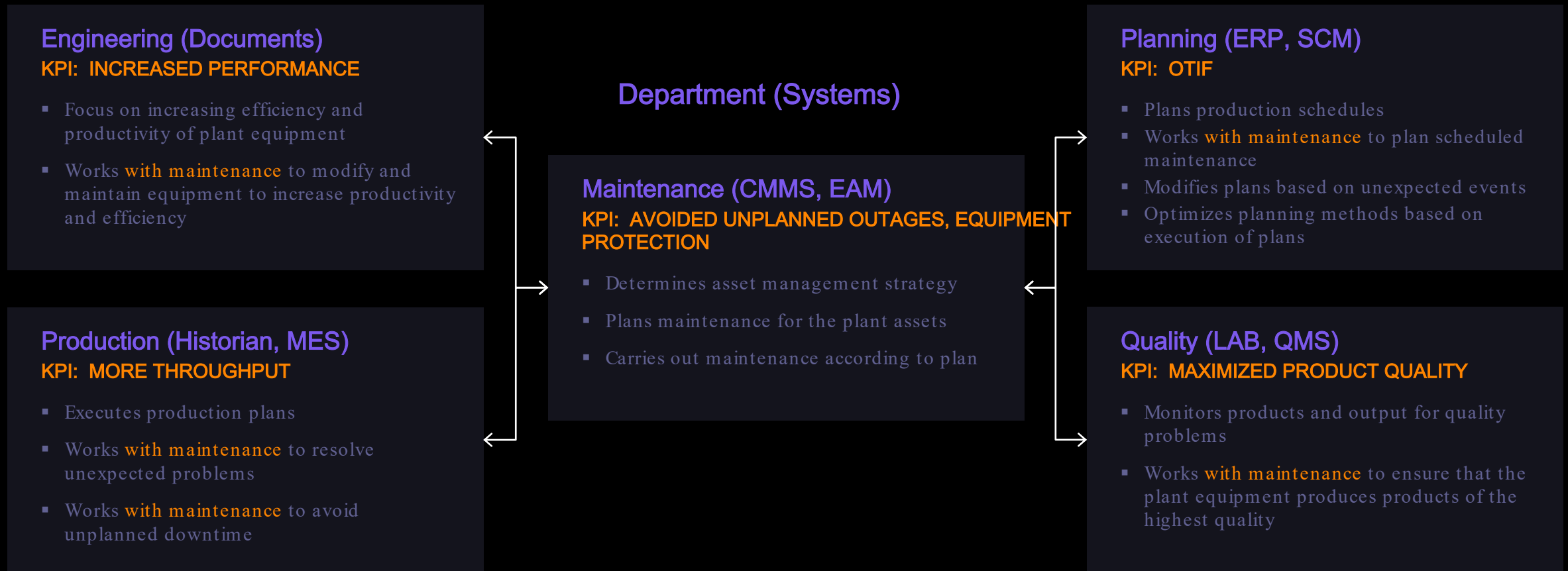
- Make better decisions, faster
- Build resiliency through flexibility
- Drive interoperability of machines and systems

### Speed Wins

- Capacity optimization
- Apply AI/ML technology to enable predictive, prescriptive, self-adapting

# Data Dance @ The Factory !

How do you orchestrate & choreograph the “data dance”?



# Address fragmented data and knowledge gaps with AI



## SYNTHESIZE

Combine information  
across disparate systems



## AUTOMATE

Streamline routine  
tasks and workflows



## ENHANCE

Improve decision-making  
with AI-generated insights

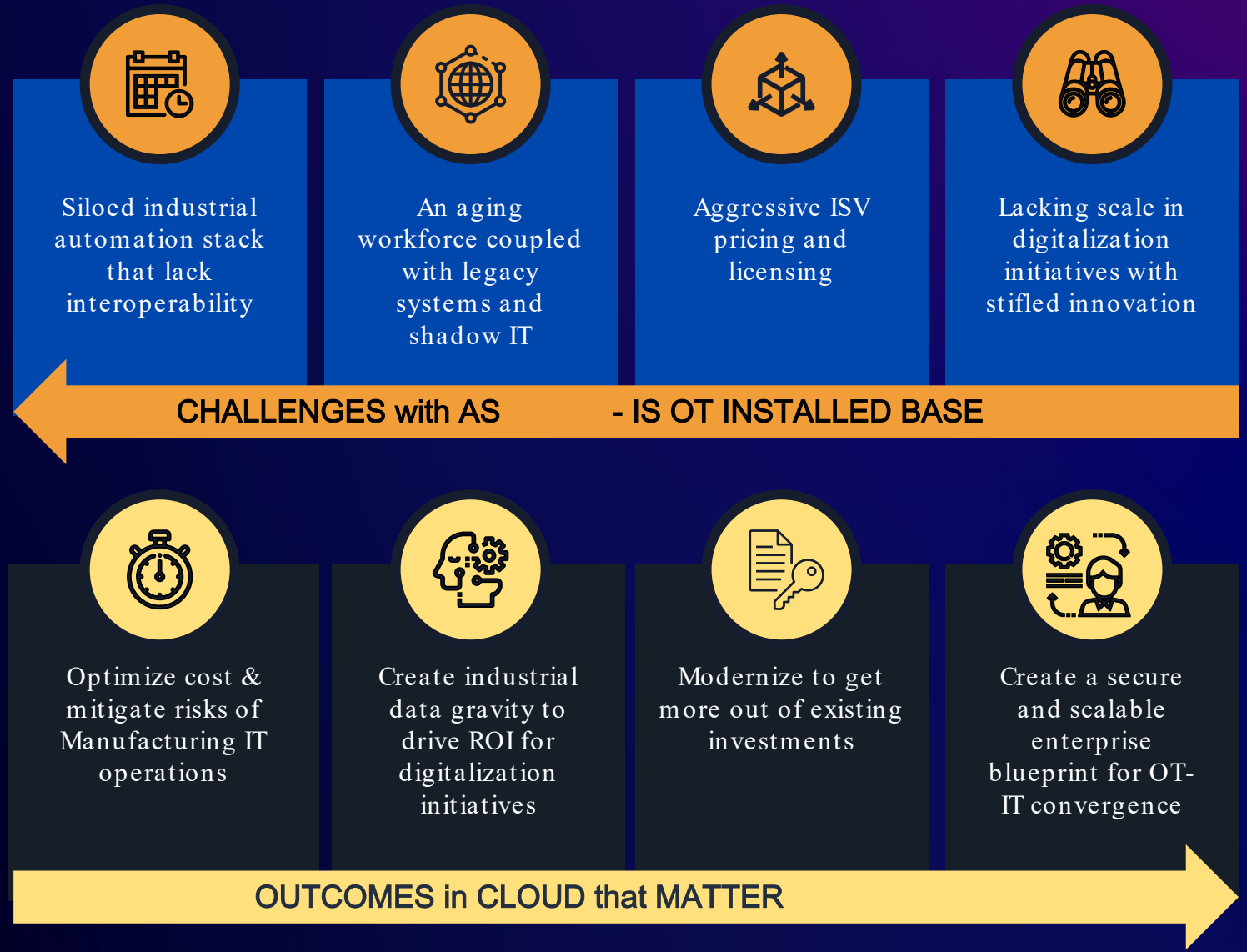


## PRESERVE

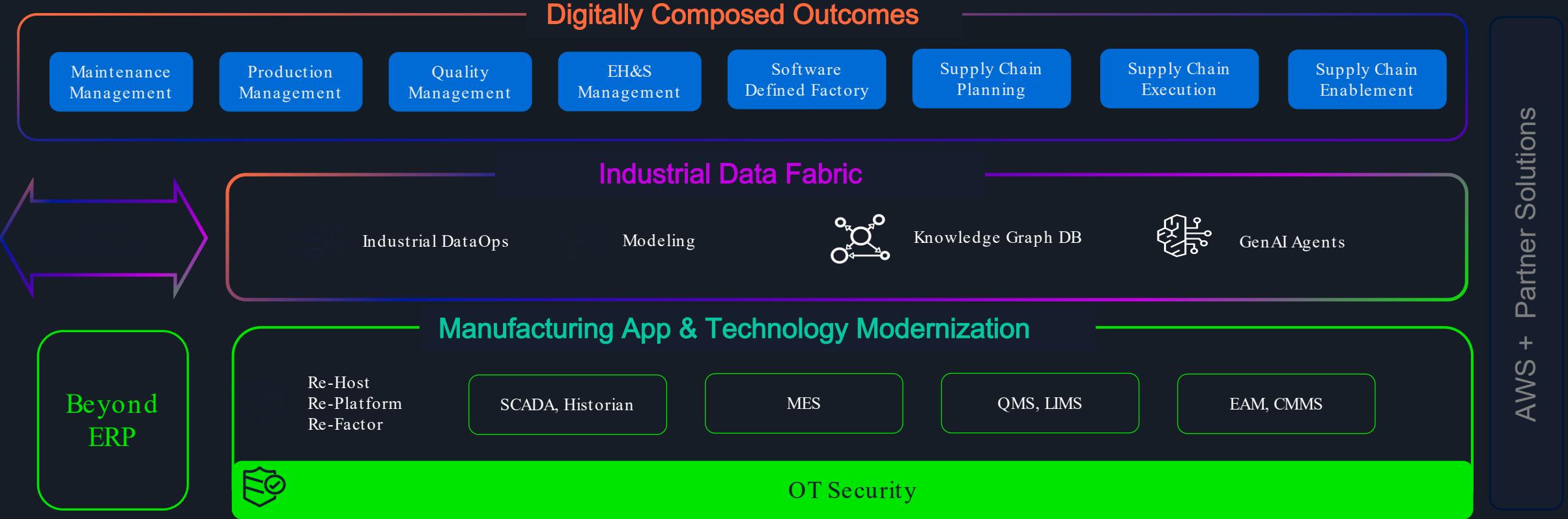
Capture and scale  
domain expertise

# Importance of OT modernization for Manufacturing Customers

These factors are key for considerations for manufacturers to drive OT modernization enabling digitalization in the shop floor for driving business outcomes around operational efficiency and productivity



# Manufacturing & supply chain transformation



# Manufacturing & supply chain transformation

Common User Interface for Integrated Workflows

New Business Capabilities and Data Products

Assess

Mobilize

Modernize

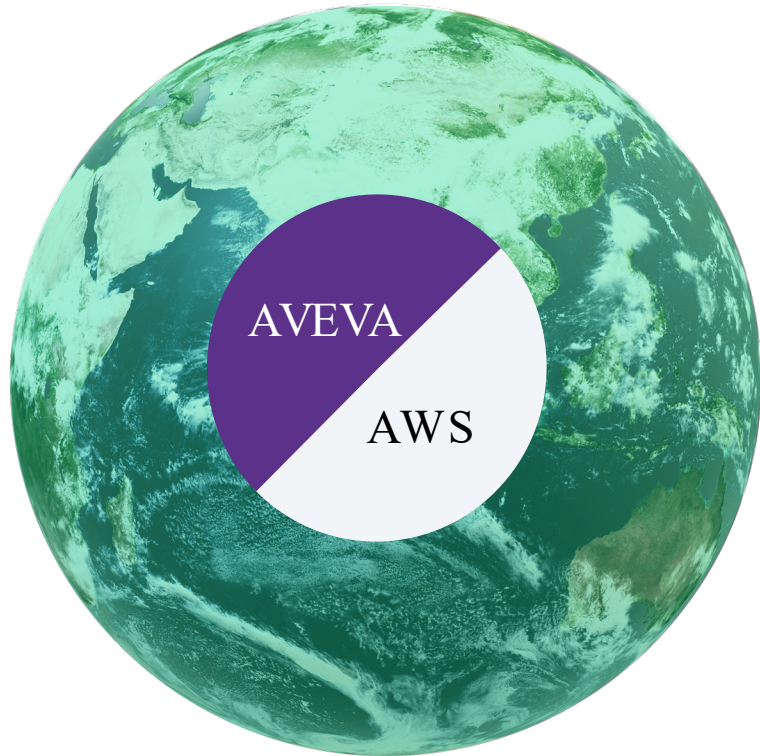


OT Security

AWS + Partner Solutions

# Over 10-year strategic collaboration

## Enabling the industrial transformation for a sustainable future



AWS's global cloud capabilities

+

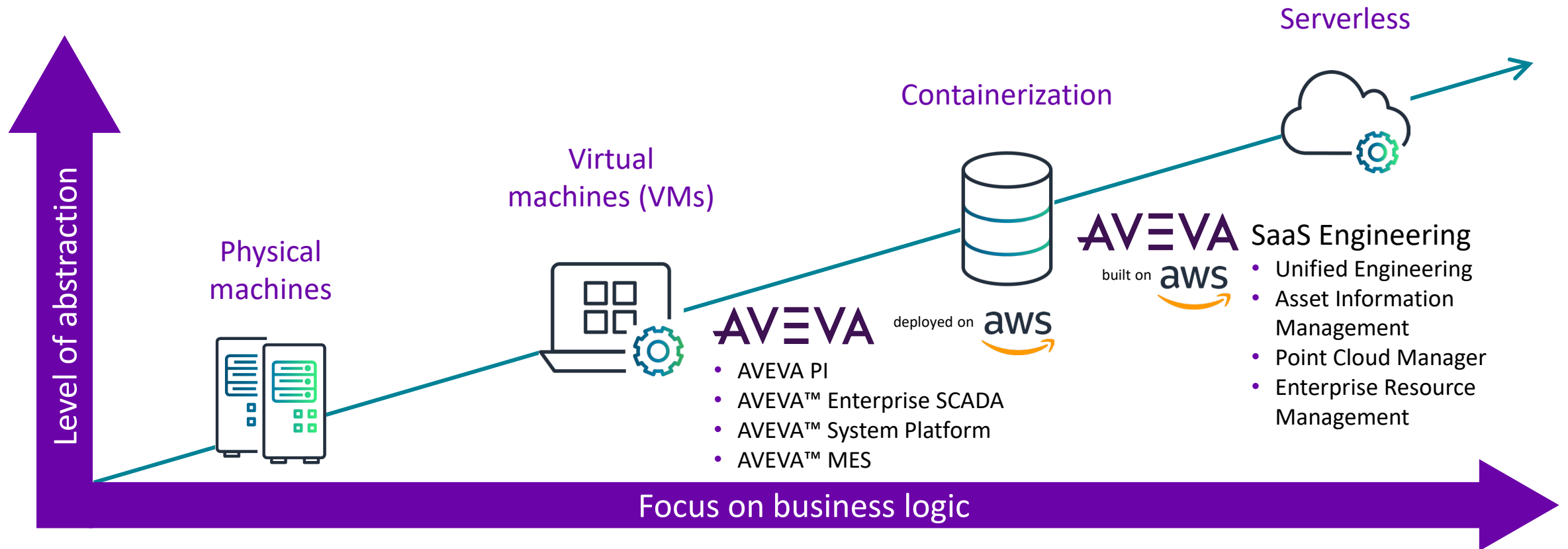
AVEVA's leading industrial software

- Sustainable outcomes
- Rapid deployment
- Cost savings
- Innovation
- Optimized engineering productivity
- Global access and availability
- Enhanced user experience
- Increased performance

AWS Competency Partner for  
Energy and Manufacturing & Industrial software



# Trends in computing and how AWS enables AVEVA workloads



# AVEVA + AWS Value Unlock



## MIGRATE

IMPROVE INFRASTRUCTURE SCALE

*"I need to migrate on-premise hardware to reliable, scalable cloud infrastructure."*



## EXTEND

MAXIMIZE YOUR INVESTMENT

*"I want to enhance my current system with cloud capabilities."*



## MODERNIZE

TRANSFORM YOUR OPERATIONS

*"I want to adopt a modern data architecture that is more agile, elastic, and highly available."*

# Common Benefits

## AVEVA + AWS

- **Market Responsiveness:** Adapt to demand changes 50% faster than traditional systems
- **Innovation Platform:** Enable Industry 4.0 initiatives without infrastructure constraints
- **Talent Attraction:** Modern systems help attract and retain digital-native workforce
- **Competitive Differentiation:** Achieve operational capabilities competitors cannot match

### Strategic

- **OpEx Model:** Convert capital expenses to operational expenses, improving cash flow
- **Resource Optimization:** Reduce IT staffing needs by 20-30% through automation
- **Energy Savings:** Reduce power and cooling costs by 60-80% versus on-premise
- **Faster ROI:** Achieve payback in 12-24 months versus 3-5 years for traditional upgrades

### Financial

- **Standardization:** Implement consistent processes across global operations
- **Knowledge Retention:** Capture and preserve operational expertise in systems
- **Continuous Improvement:** Enable rapid testing and deployment of process improvements
- **Risk Reduction:** Minimize single points of failure and improve recovery capabilities

### Operational

- **Carbon Reduction:** Reduce IT carbon footprint by 70-80% through efficient cloud infrastructure
- **Resource Efficiency:** Optimize production to reduce waste and energy consumption
- **Paperless Operations:** Eliminate paper-based processes through digital workflows
- **Sustainable Practices:** Enable monitoring and optimization of environmental impact

### Sustainability

# Customers across industries unlocking value at scale

with AVEVA PI System + Amazon Web Services



TC Energy

**\$8 million+ value achieved** through cloud-enabled forecasting and operational efficiency

[Source](#)



Flint Hills Resources

Modular cloud pipelines enabling **rapid rollout of new analytics**

[Source](#)



Pfizer

**50% faster compliance** and **90% faster alarm resolution** in continuous manufacturing

[Source](#)



Tereos

Centralized industrial data enabling **real-time optimization across all plants**

[Source](#)



Klabin

Cloud analytics delivering **20x faster process investigations**

[Source](#)



Nutrien

Unified data across 13 plants **powering AI-driven anomaly detection**

[Source](#)

# Why AWS for Manufacturing?



AWS leverages Amazon's years of unmatched experience with factory operations, helping drive digital transformation with leading industrial customers

AWS has purpose-built services to optimize operations at industrial sites, adding to AWS's leading suite of industrial services and solutions

AWS enables partner offerings from worldwide industrial leaders along with a broad suite of partner solutions addressing more industrial workloads than any other provider

# Digital transformation leaders achieve outsized impact of manufacturing outcomes



**5-10%**  
energy  
reduction\*

Yield, energy,  
and throughput  
optimization



**16%**  
overall equipment  
effectiveness (OEE)  
increase†

Increase direct labor  
productivity



**10%**  
reduced warranty  
costs\*

Digital twins for  
value chain and  
warranty analytics



**5-10%**  
improvement of  
on-time-in-full  
fulfillment\*

Digitally enabled  
supply and demand  
planning



**22%**  
increased  
speed to market †

Faster time to  
results, improved  
collaboration

## Modern AI Data Strategy (AVEVA + AWS)

Democratizing data access to for data -driven outcomes

Source: \*McKinsey, "The Digital Revolution is Brewing in the Industrials Sector," 2022  
†The Hackett Group, \*\*Business Impact of Cloud Adoption for Industrial Manufacturers, 2023

# Why this matters for Manufacturing Leaders?

*INNOVATION ISN'T A DEPARTMENT AT AMAZON, IT'S HOW WE OPERATE*

## Cultural Principles

- Day 1 Mentality: Always innovating, never settling
- Working Backwards: Start with customer need, build solution
- Bias for action: Rapid prototyping and iteration



## Operational Excellence

- Technology as force multiplier, not replacement
- Data-driven decision making at every level
- Continuous Improvement embedded in daily operations

# Thank you!