

Specialty Ingredients

RCIP Testimonial

PI WORLD Barcelona

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Barcelona, 26 September 2018



- Introduction to Lonza Specialty Ingredients (LSI)
- Digitalizing Operations within Lonza LSI
- PIVOT Initiative and RCIP
- Q&A

A Short Film About Lonza

Lonza



Lonza Specialty Ingredients (LSI) Manufacturing locations

North America

Alpharetta, GA Consumer Care, Water Treatment Coatings & Composites	 Rockland, ME CHN
Charleston, TN Water Treatment	 Vancouver, WA Wood Protection
Cohasset, MN CHN	 Valparaiso, IN Wood Protection
Lake Charles, LA Coatings & Composites	 Ft. Smith, AR CHN
Rochester, NY Consumer Care, Coatings & Composites	 Anaheim, CA Water Treatment
Conley, GA Wood Protection	 Normal, IL Water Treatment
Kalama, WA Wood Protection	 Elburn, IL Water Treatment
Mapleton, IL Consumer Care, Water Treatment Coatings & Composites	 Greenwood, SC CHN
Williamsport, PA Consumer Care, Water Treatment Coatings & Composites	 (Rockland, ME) Tolling CHN
(Lima, OH) Fort Amanda specialties Tolling Consumer Care	

South America

 Igarassu, BRA Water Treatment
 Salto, BRA Consumer Care, Water Treatment Coatings & Composites, Agro Ingredients Wood Protection

Europe

 Visp, CHE Consumer Care, Coatings & Composites Agro Ingredients	 Huddersfield, UK Consumer Care, Coatings & Composites Wood Protection
 Kourim, CZE Consumer Care, Agro Ingredients	 Castleford, UK Consumer Care, Water Treatment Coatings & Composites, Wood Protection
 Copenhagen, DNK CHN	 Wolverhampton, UK Wood Protection
 Amboise, FRA Water Treatment	 (Grangemouth, UK) Tolling Consumer care, Water Treatment
 Colmar, FRA CHN	 Slovenska Lupca, SVK) Biotika Tolling empty
 Ploermel, FRA CHN	

Asia

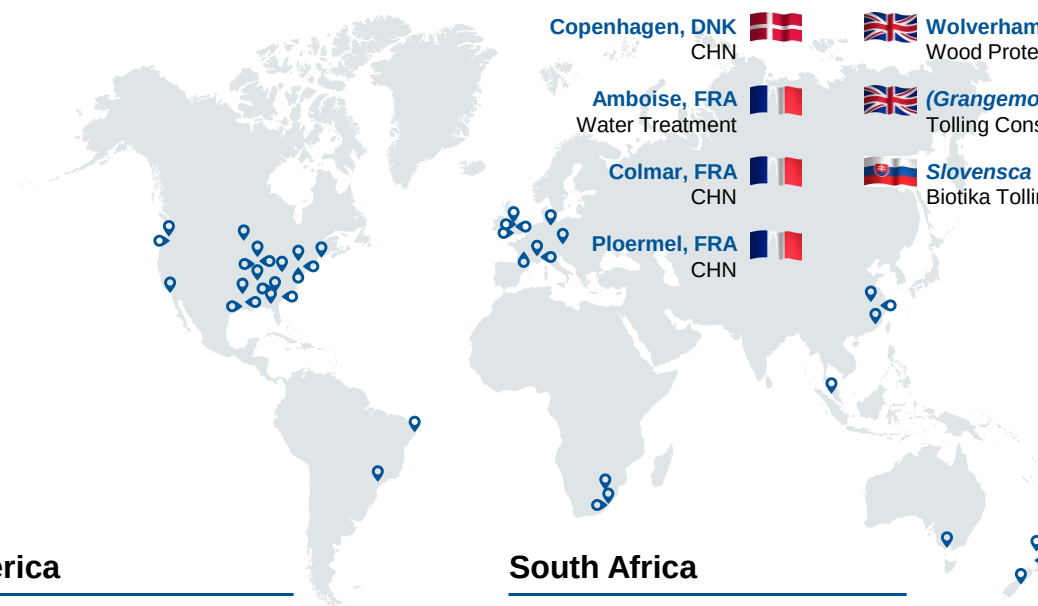
 Nanjing, CHN Coatings & Composites
 Nansha, CHN CHN, Consumer Care, Agro Ingredients
 Suzhou, CHN Consumer Care, Coatings & Composites

South Africa

 Kempton Park, ZAF Consumer Care, Water Treatment
 Port Shepstone, ZAF Wood Protection
 Durban, ZAF Water Treatment

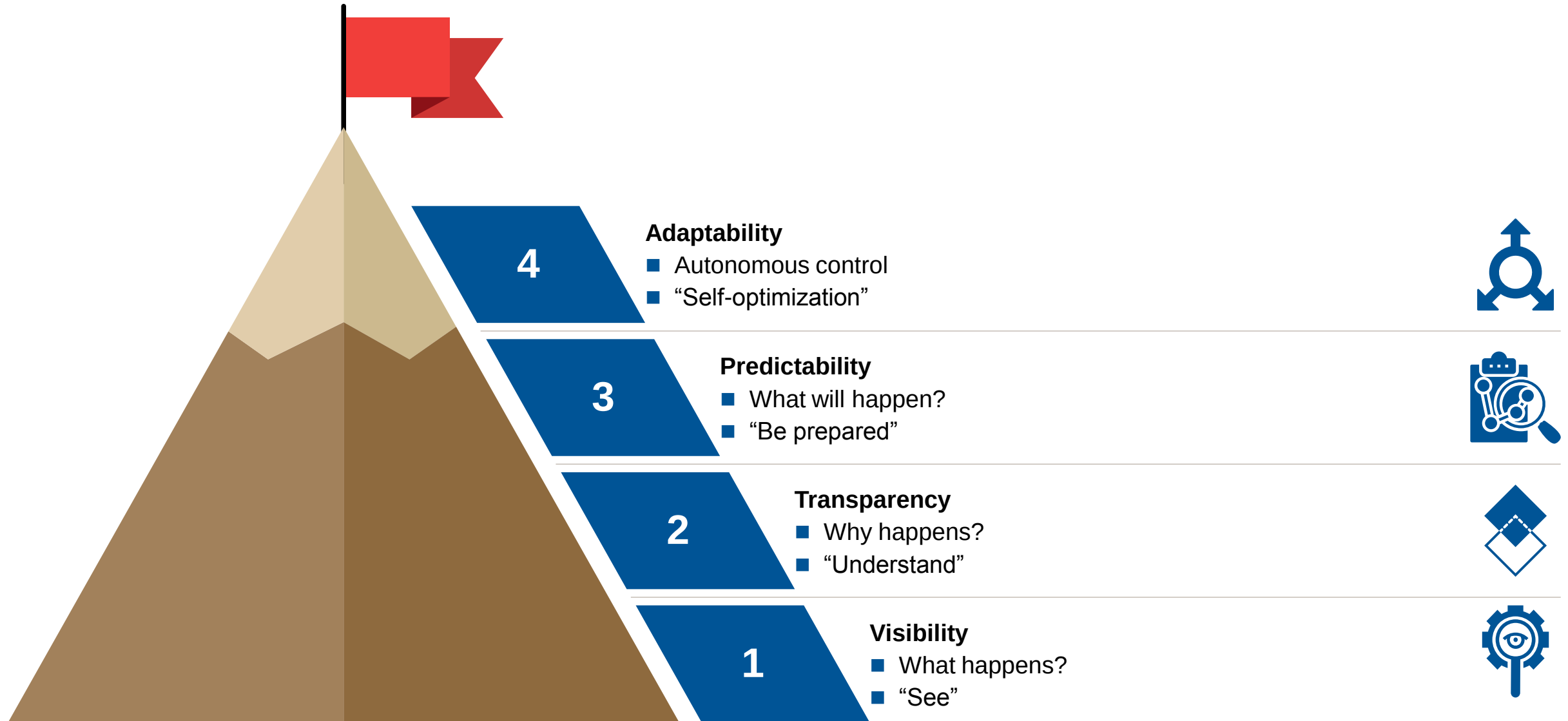
Pacific

 Penang, MYS Wood Protection	 Auckland, NZ Wood Protection
 Trentham, Aus Wood Protection	 New Plymouth, NZ Agro Ingredients, Wood Protection
 Fiji Island Wood Protection	 Christchurch, NZ Wood Protection



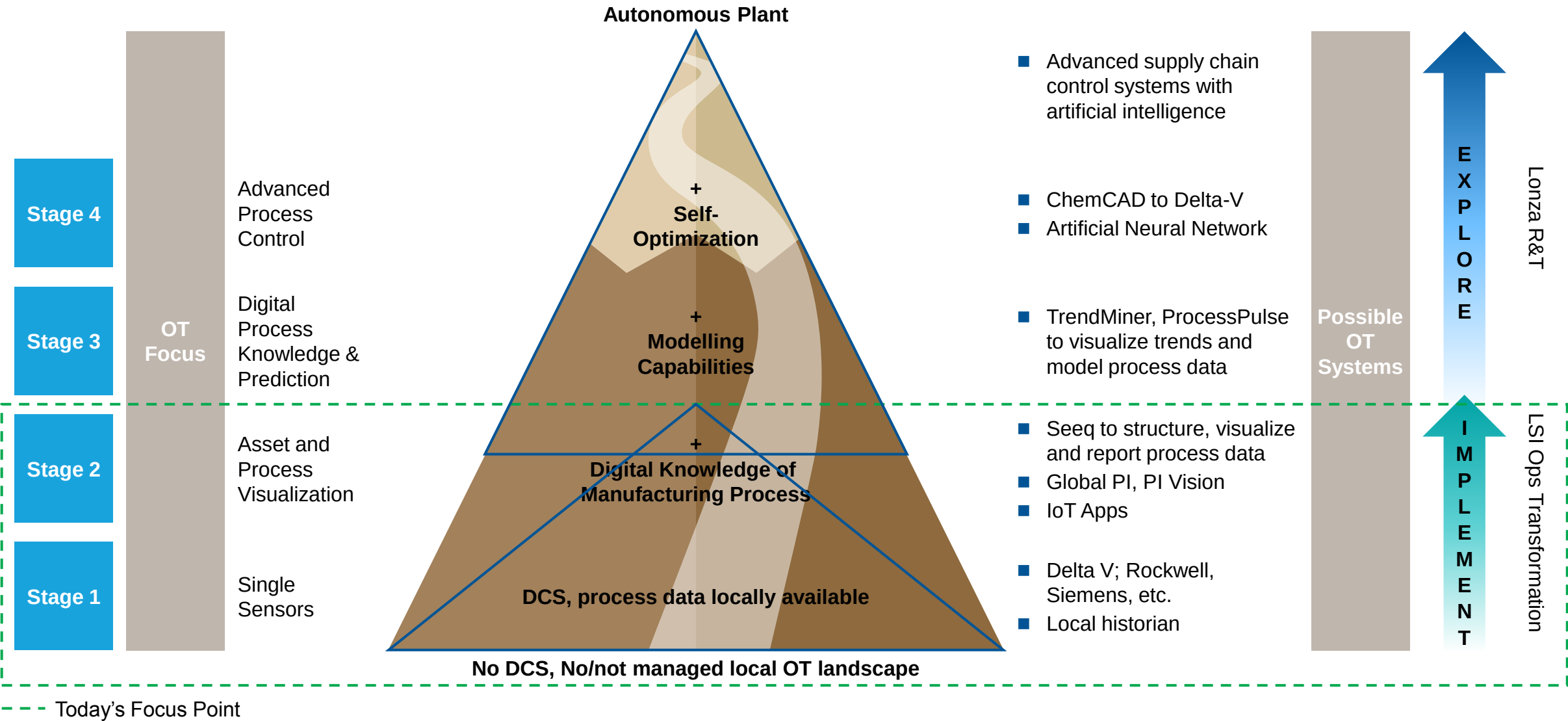
The Bigger Picture in 4 (Large) Steps

Data – Digital Information – Digital Decision – Digital Action



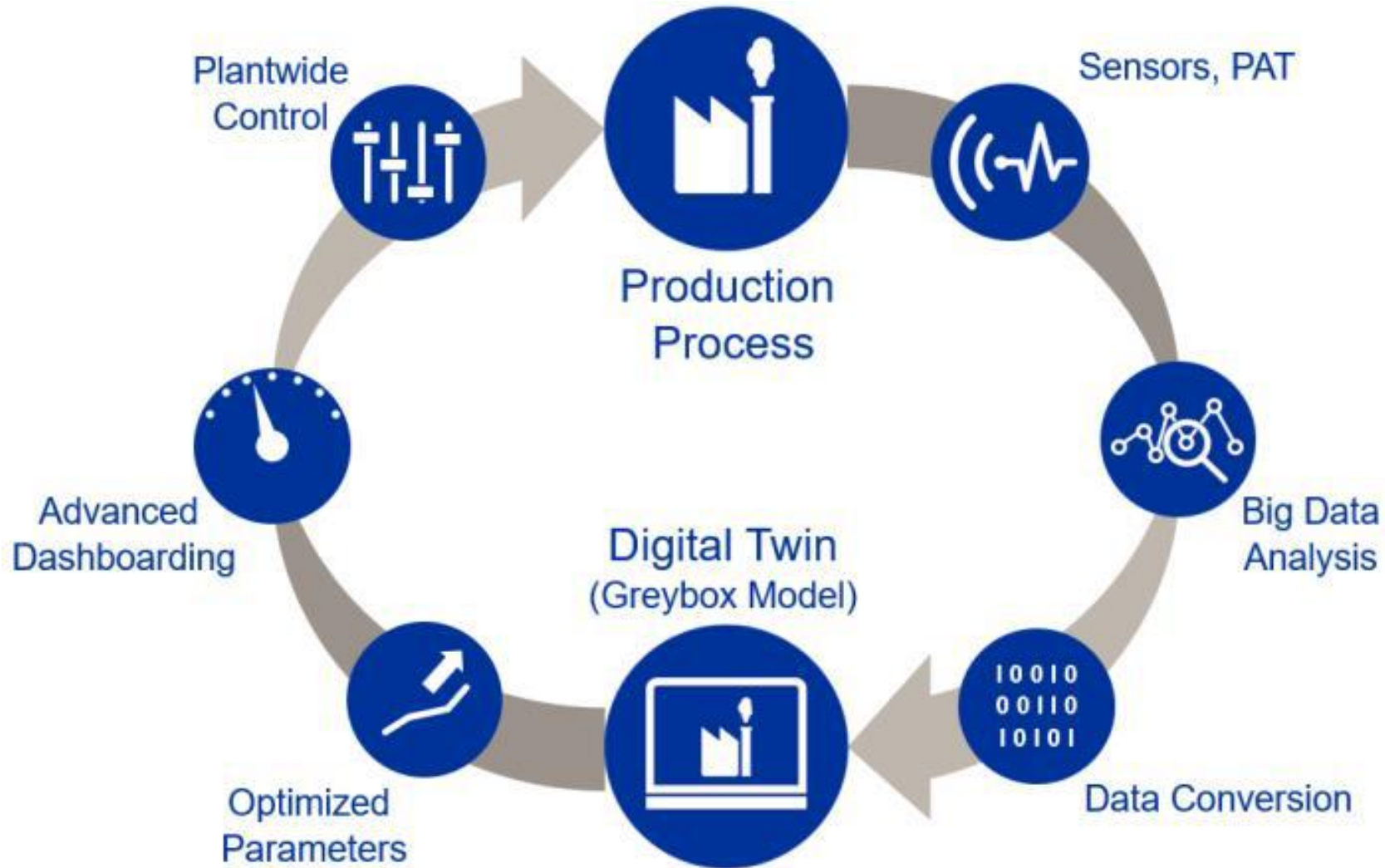
LSI Operations Digitalization Long-Term Roadmap

A Stage Gate/Maturity Level Approach



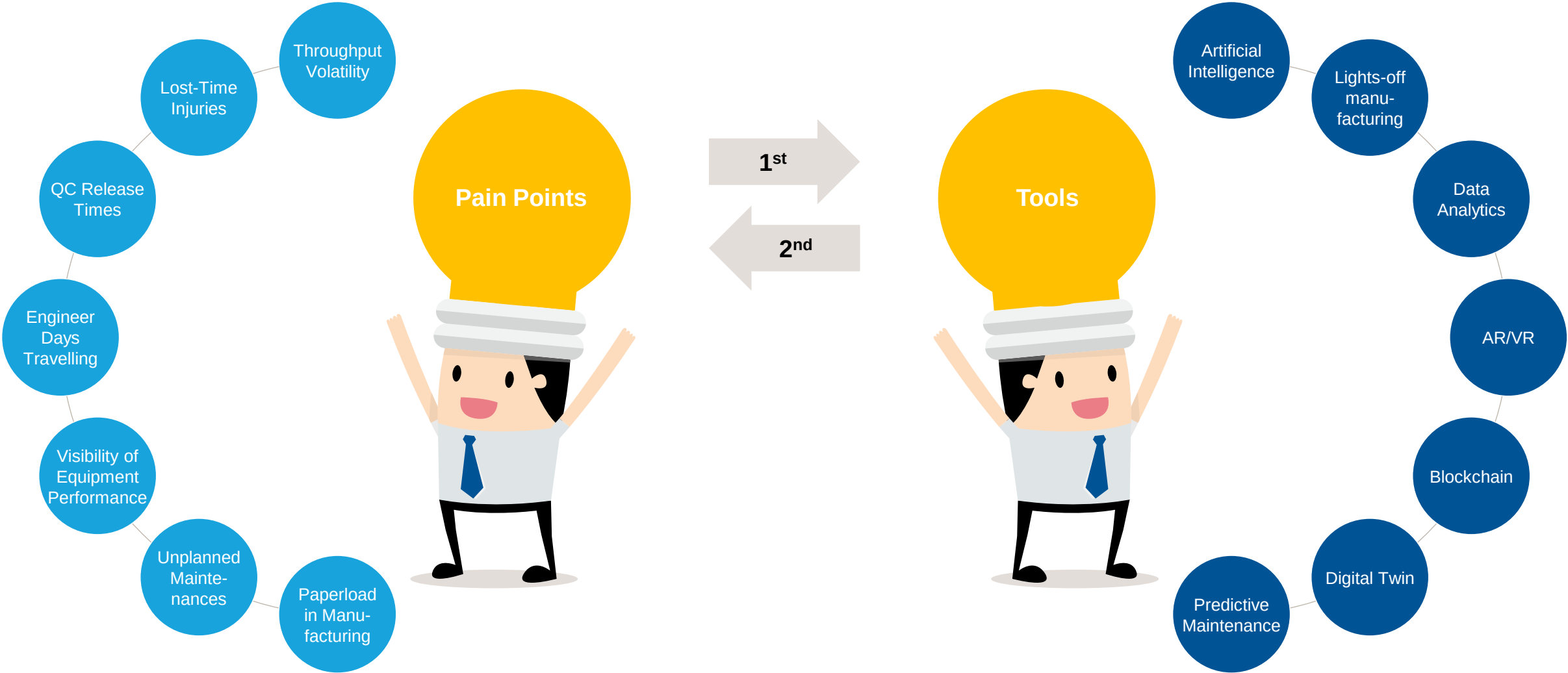
LSI Operations Digitalization Long-Term Roadmap

R&T exploring the road to the manufacturing plant of the future



Our Digitalization Implementation Philosophy

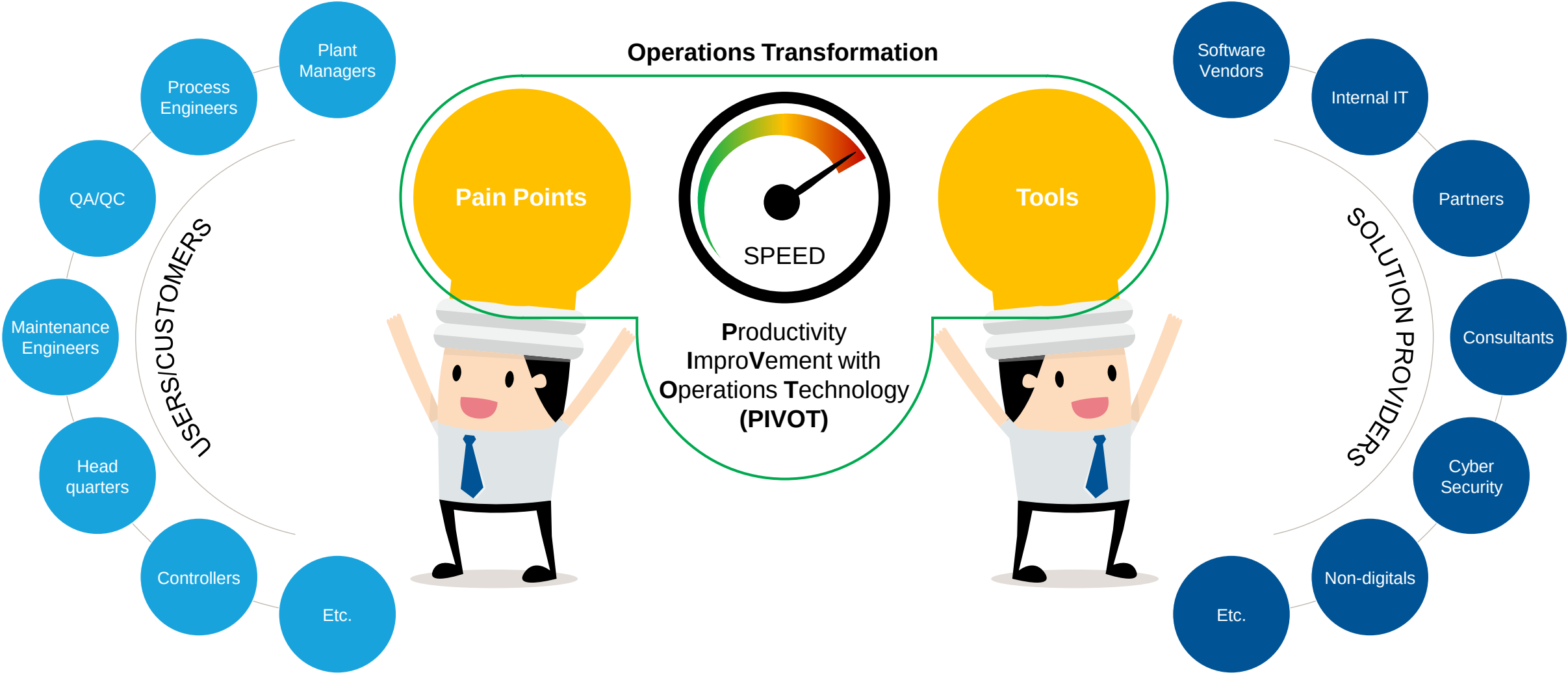
Users FIRST (!!!) – Technology second



Translating Philosophy Into Action

A gearbox function created – where users/customers and tools are brought together

Under the Vigilance of Cyber Security



Our Journey So Far – Steady (R)Evolution?



PIVOT Example

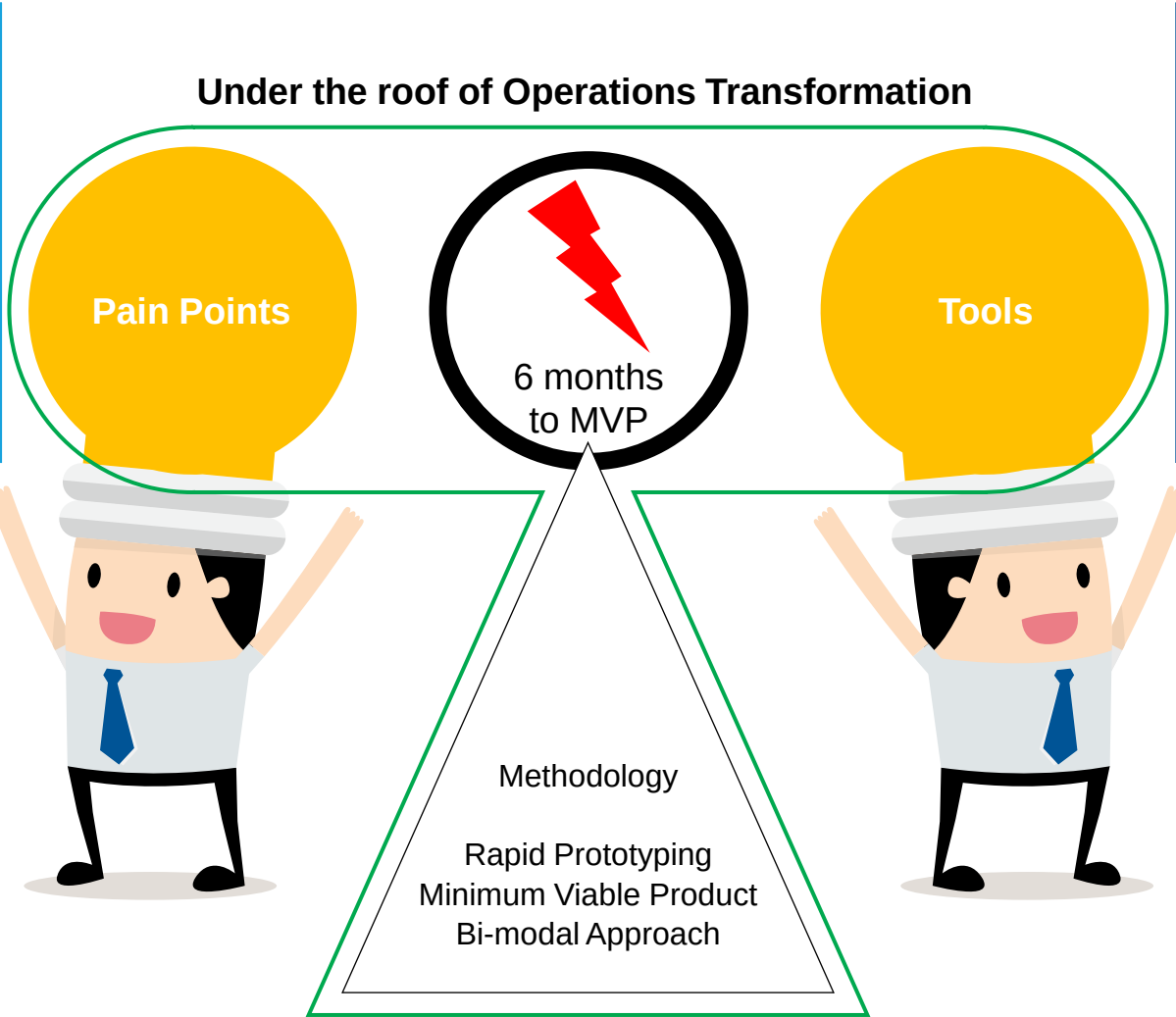
Helping Process Optimization Engineers to Globally Access Process Performance Data

Under the Vigilance of Cyber Security

User: Process Optimization Engineers

Pain Point: 40-50% of time used to collect and analyse data for optimization projects

Gain if resolved: 80% reduction in data collection time, data analytics to support optimization



Tool Selected: Global Historian and SPC Tool linked to Cloud

Partnering Eco-system: Microsoft, OSI Soft, SEEQ and Hans-Meyer-Engineering

Internal IT: Support Infrastructure

 Too long! Target: 50% reduction

RCIP: Journey from prospect to adoption

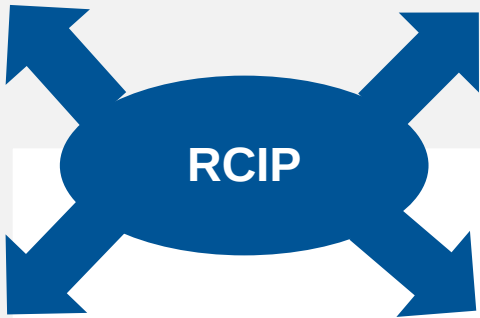
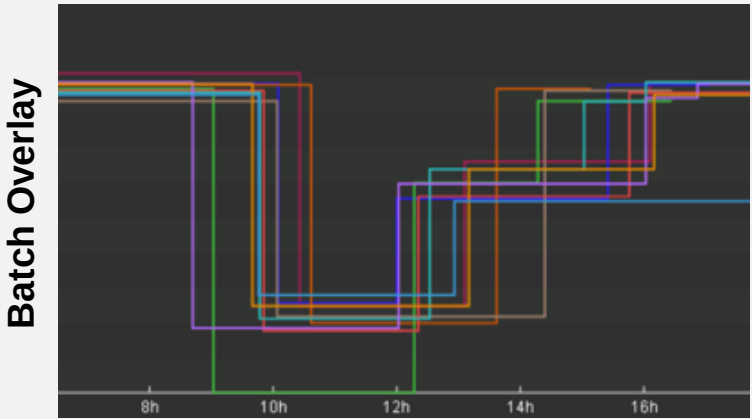


time

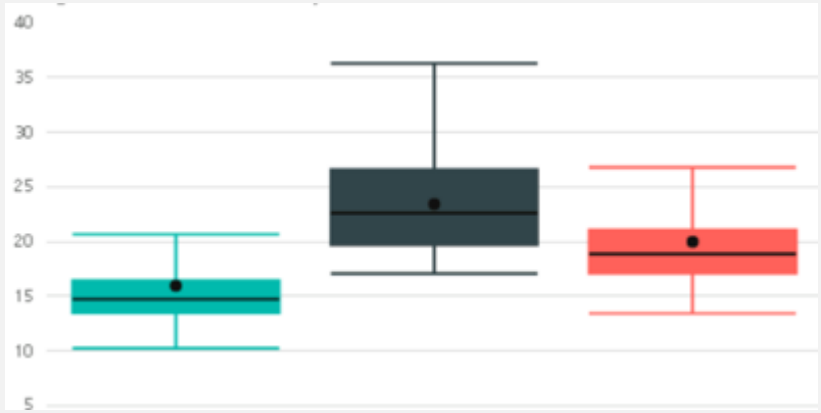
RCIP Findings

Excellent Opportunity to Demonstrate Benefits if Correctly Prepared

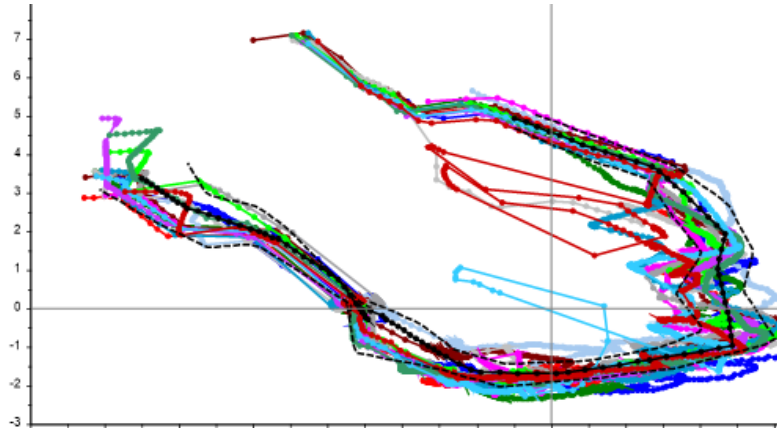
Power of Visibility



Dashboarding

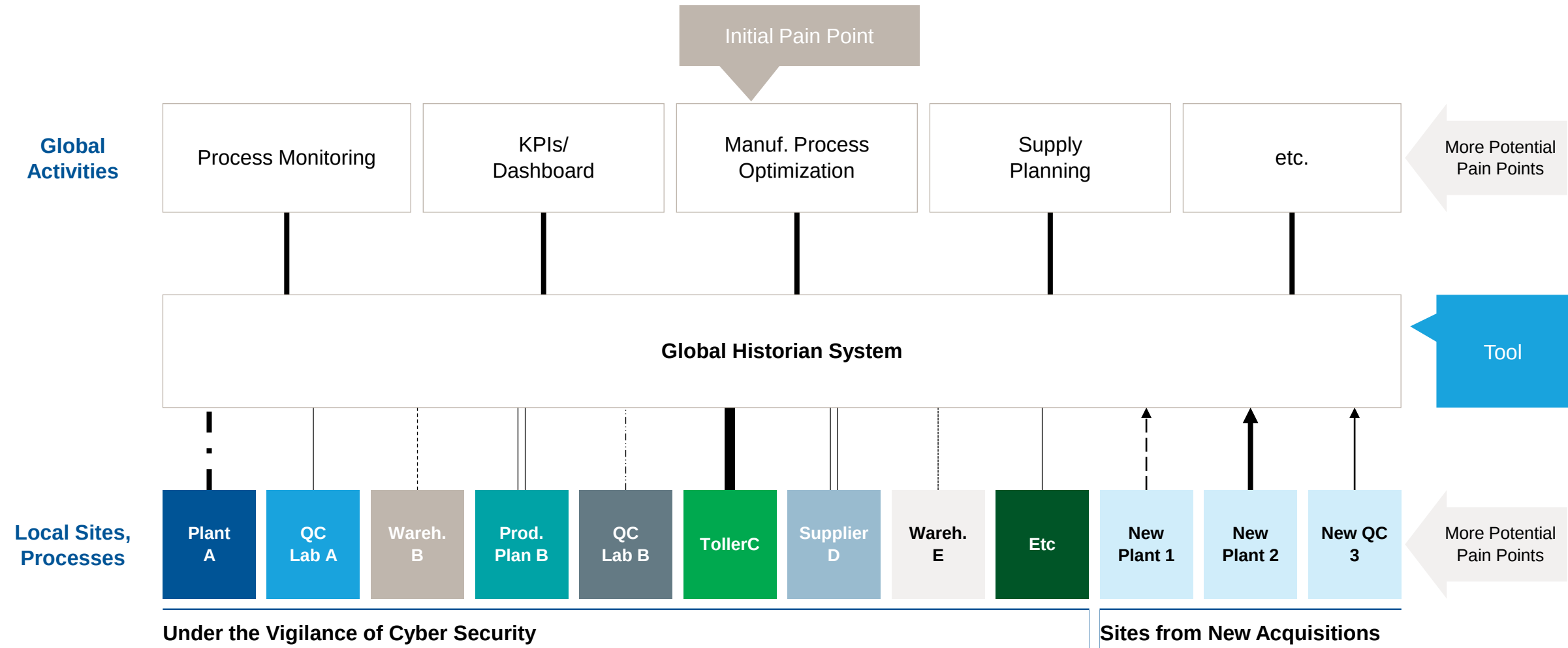


Data Analytics



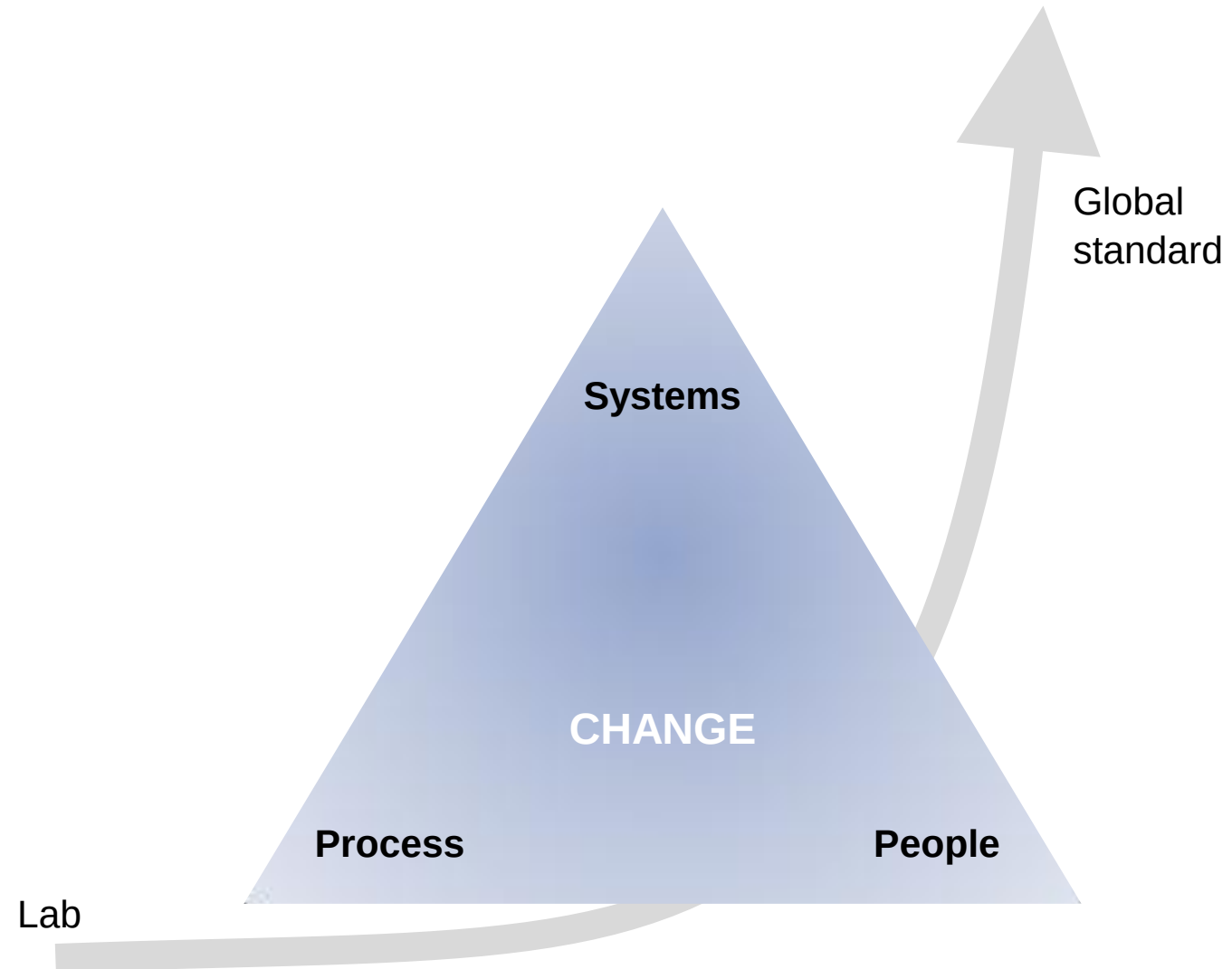
Enhancing Geographical Independence of Knowledge and Sites

Scalability of Infrastructure to Other Stakeholders

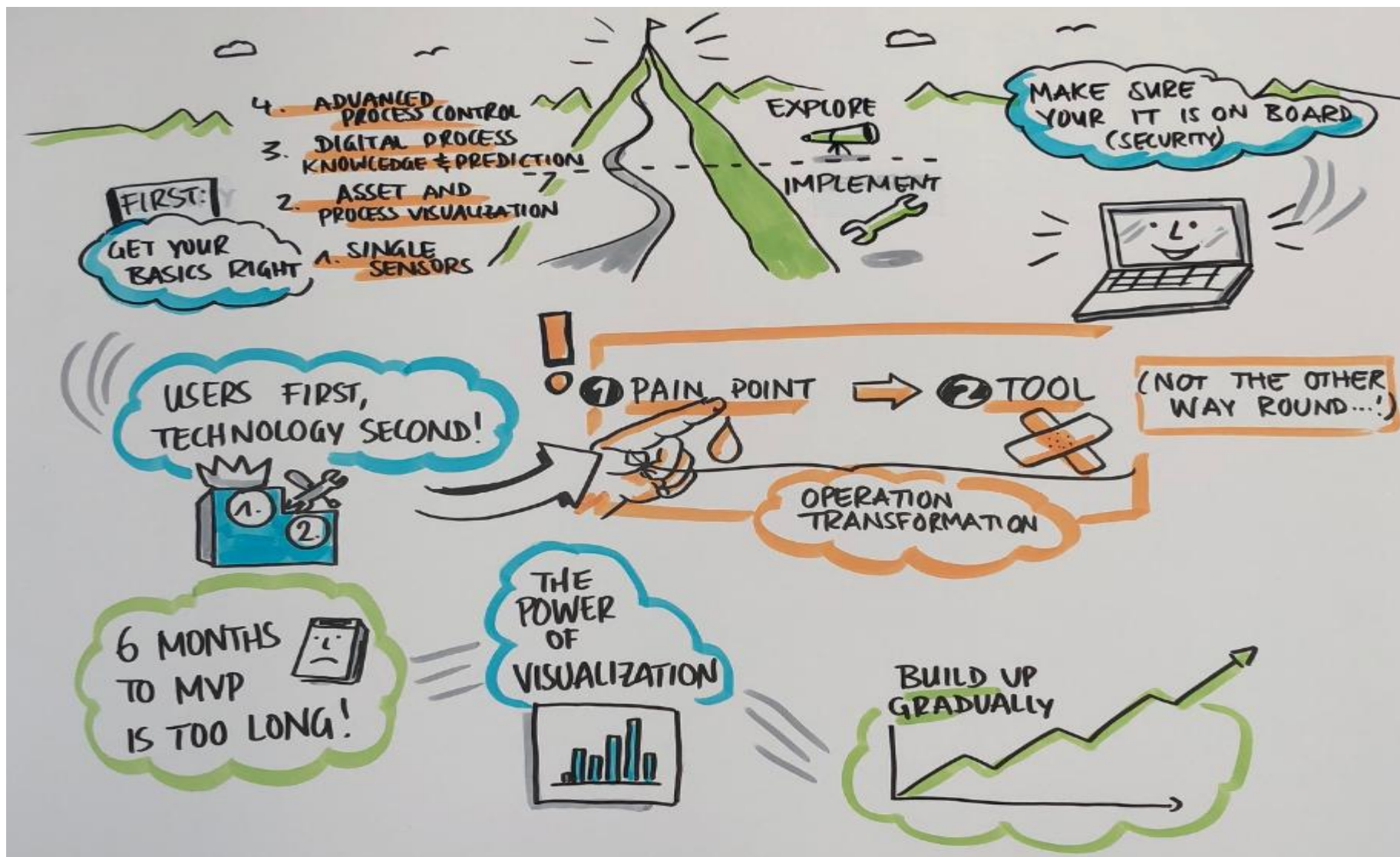


A solution to one problem – and a gateway to address new pain points

Now, let's operationalize!



And Now Our One-Pager





Specialty Ingredients

Thank You