

AVEVA PI WORLD

AVEVA Flex

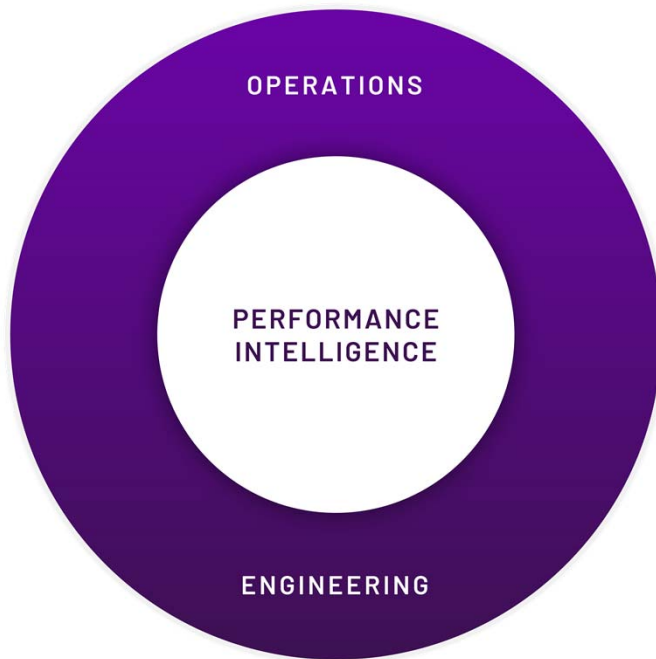
Eliminate traditional barriers to adoption with technical and commercial flexibility

Presented By: Saadi Kermani, VP Cloud Platform & Digital Business

AVEVA

A Unique Subscription Architecture

AVEVA's comprehensive portfolio, unlocked by AVEVA Flex



AVEVA is a leader in industrial digital transformation

SUBSCRIBE.

AVEVA Flex

Commercial subscription program to unlock flexible access to any amount and any mix of AVEVA software both on-premises and cloud.

One common subscription program

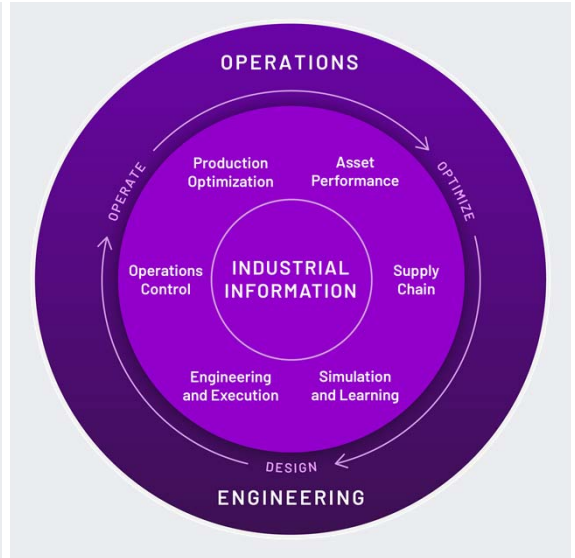
CONSUME.

AVEVA Connect

Cloud platform to transform faster, reduce IT costs, scale up and down with flexibility and securely consume our portfolio.

One common cloud platform

EXPERIENCE.

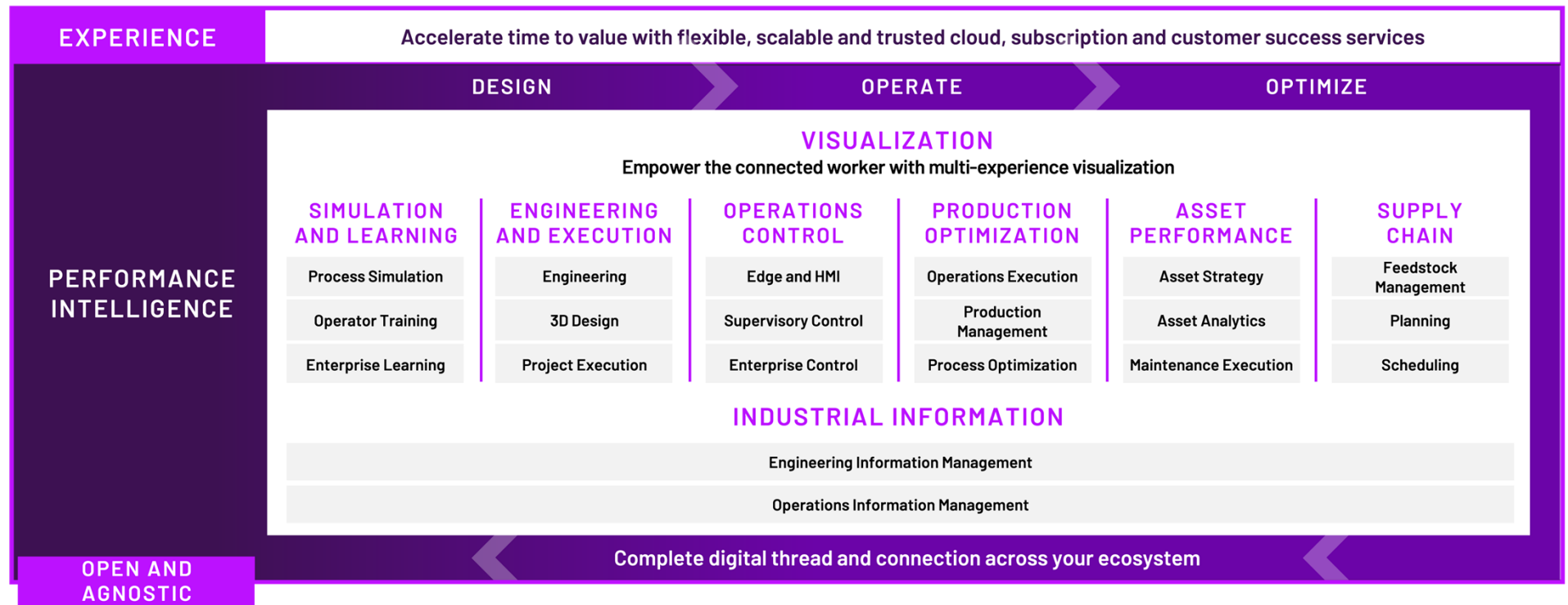


Full access across one comprehensive set of portfolio capabilities

AVEVA

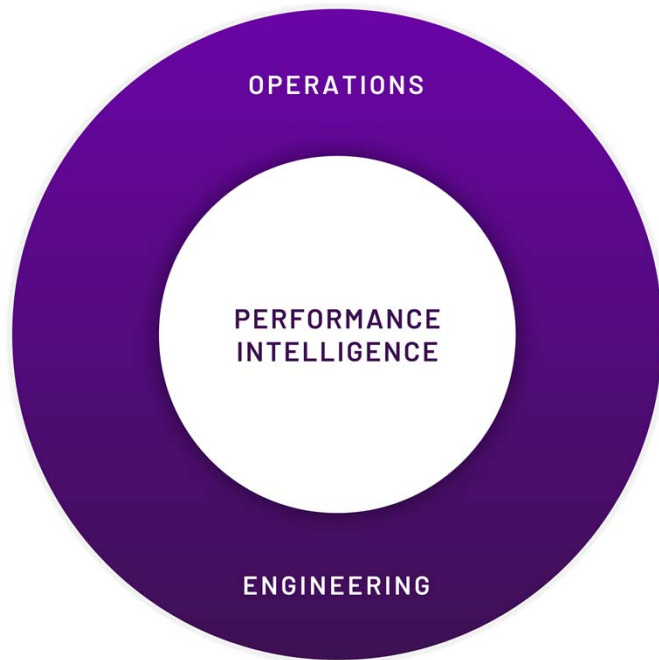
Combining world-class software to drive Performance Intelligence

Accelerating digital transformation of the industrial world with complementary product offerings



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AVEVA Flex

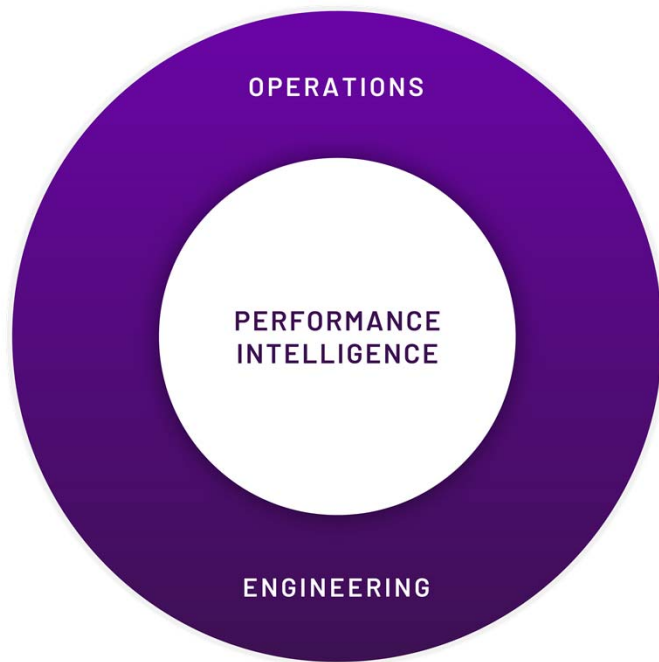
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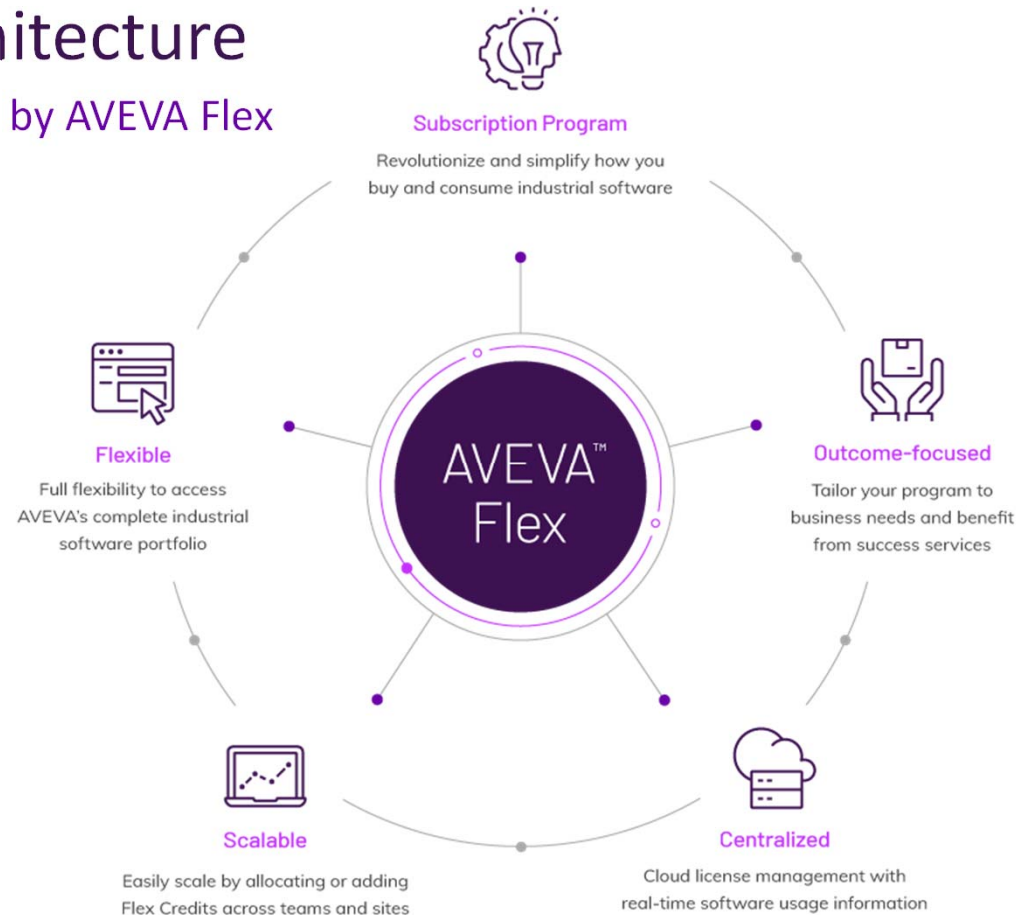
AVEVA

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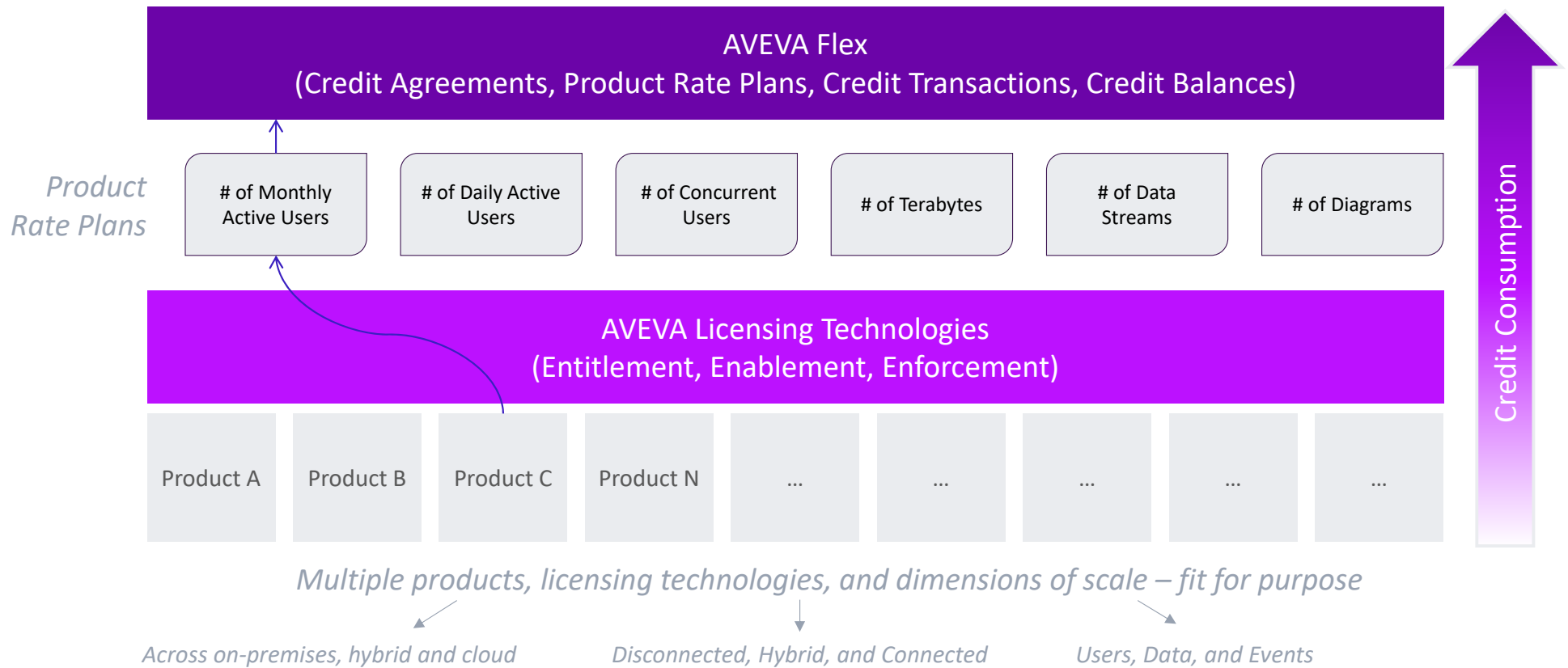
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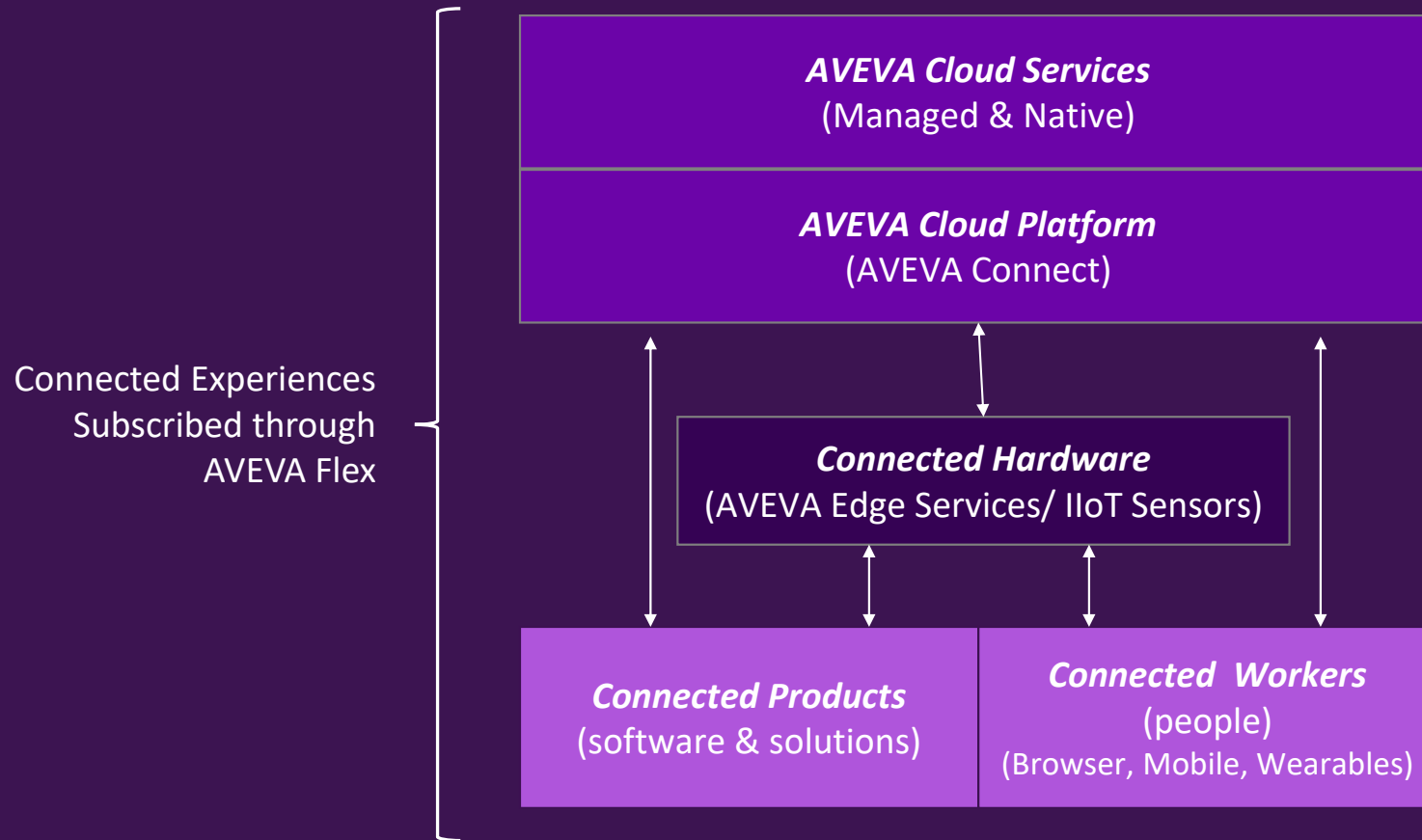
Harmonized Customer Support & Success

AVEVA

Harmonized AVEVA Software Licensing & Entitlement



One Set of Connected Experiences across Software, Hardware, and People



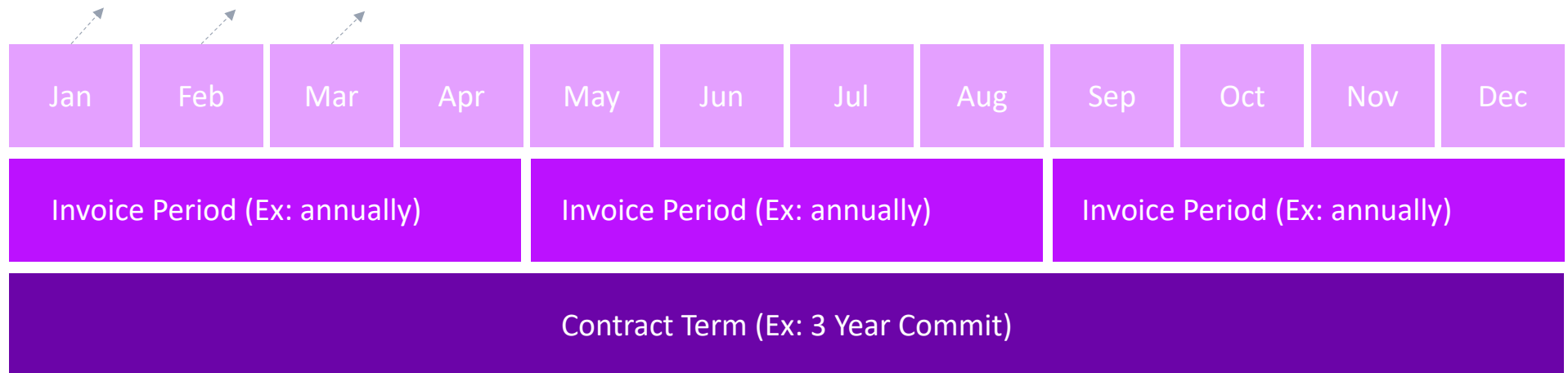
AVEVA Flex Key Concepts

Subscribe > Purchase Credits > Consume Software for Value Outcomes << Experience

- Step 1: Subscribe to AVEVA Flex.
- Step 2: Purchase AVEVA Flex Credits to fund your AVEVA Connect account.
- Step 3: Consume AVEVA Software for both on-premises and cloud against AVEVA Flex Product Rate Plans (e.g., Credits per User/Month)

Consumption Period (ex: daily*, monthly, or annually AVEVA Flex Burn Down Rates)

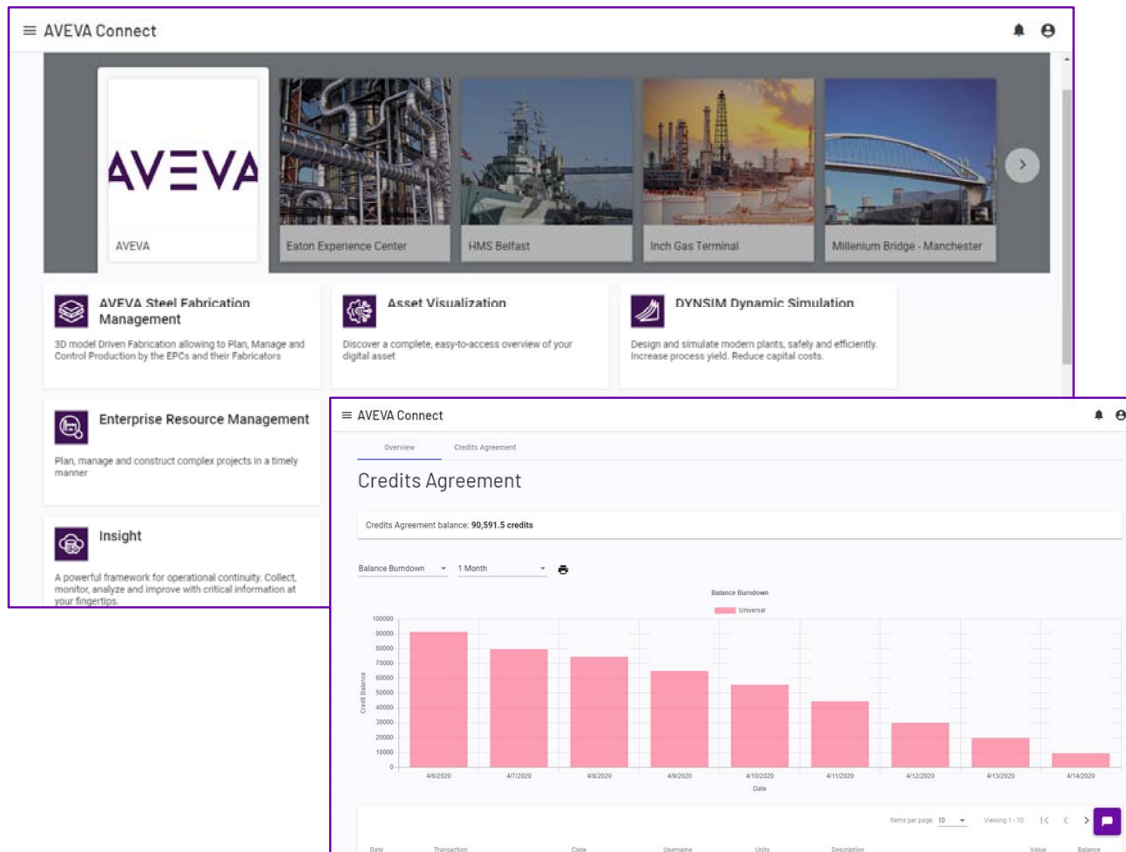
Optional: Purchase additional Flex Credits to 'Top-Up' at any time to consume additional software products for unlocked innovation



* Daily rates where applicable. Certain conditions may apply.
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AVEVA

AVEVA Flex Subscription Introduction



Helping You to Optimize Software Usage & Value

- Maximize your investment with a self-service AVEVA Flex Credit experience located in AVEVA Connect.
- Manage and allocate licenses, monitor software usage and project consumption of credits and capabilities.
- Subscribe to an allocation of credits, consume on a monthly or daily (where applicable) credit consumption model.
- Reallocate licensing spend and usage as needs expand and projects evolve.
- Dramatically simplify license management and reporting across teams, sites, and the enterprise.

Your Digital Transformation Hub

AVEVA, now on cloud



Enhance collaboration



Be future-ready



Accelerate ROI

Learn more



AVEVA

SIGN IN

REGISTER

Email

poweruser@example.com

Password

Forgot password?

Have a connection code?

SIGN IN

Sign-Up...

...or Sign-In

AVEVA

AVEVA



Eaton Experience Center



HMS Belfast



Inch Gas Terminal



Millenium Bridge - Manchester



AVEVA Steel Fabrication Management

3D model Driven Fabrication allowing to Plan, Manage and Control Production by the EPCs and their Fabricators



Asset Visualization

Discover a complete, easy-to-access overview of your digital asset



DYNSIM Dynamic Simulation

Design and simulate modern plants, safely and efficiently. Increase process yield. Reduce capital costs.



Enterprise Resource Management

Plan, manage and construct complex projects in a timely manner



Enterprise Wide Learning

Jumpstart operator training with our real-world training library. Effective training starts here.



Information Standards Management

Overcome inherent inconsistencies, rationalise your class libraries and impose consistent, compliant standards on your information.



Insight

A powerful framework for operational continuity. Collect, monitor, analyze and improve with critical information at your fingertips.



LFM NetView Maps

AVEVA LFM Maps provides secure, on-demand access to laser scan data on a global scale.

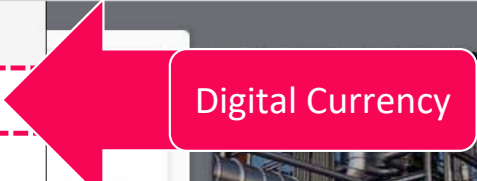


LFM NetView Upload App

Upload projects to AVEVA LFM NetView on the AVEVA Connect platform.



- 🏠 Home
- 💰 Credits Agreement



abrication

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Digital Currency

Digital Twin (Assets)

Digital Identity

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Digital (Cloud) Services



- 🏠 Home
- 💰 Credits Agreement



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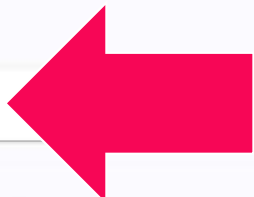
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Credits Agreement

Credits Agreement balance: 90,591.5 credits

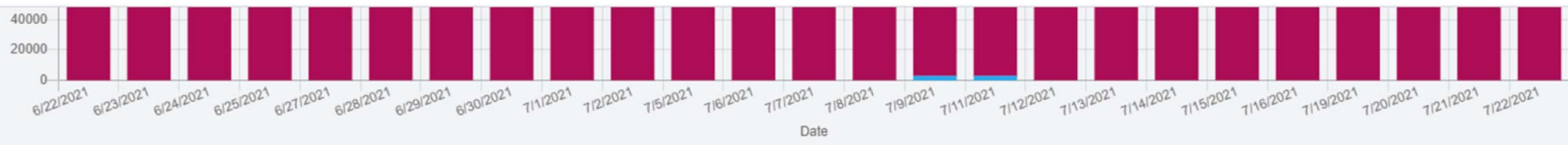


Balance Burndown ▾ 1 Month ▾ 🖨



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Date	Transaction	Code	Username	Units	Description	Value	Balance
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Items per page: 10 Viewing 1 - 10 < >

Date	Hosting type	Transaction	Code	Username	Service	Units	Description	Value	Balance
7/22/2021	Cloud	AVEVA Unified Engineering 2020 - 3D User	FLEX-UENG-068			1	Unique users / day	-15	192,435 ⓘ
7/22/2021	Cloud	AVEVA Information Standards Manager (ISM) - Cloud Equivalent	FLEX-AIM-062			1	Unique users / day	-2	192,450 ⓘ
7/22/2021	Cloud	AVEVA Unified Engineering 2020 - 3D User	FLEX-UENG-068			1	Unique users / day	-15	192,452 ⓘ
7/22/2021	Cloud	AVEVA Insight - Cloud - Standard User	FLEX-INC-005			1	Unique users / month	-5	192,467 ⓘ
7/22/2021	On-premises	OF - AVEVA Dynamic Simulation (ALS)	FLEX-SIM-006			1	Resource / month	-10	192,552 ⓘ
7/22/2021	On-premises	OF - AVEVA PRO/II Simulation Bundle (ALS)	FLEX-SIM-001			10	Resource / month	-80	192,472 ⓘ
7/22/2021	Cloud	AVEVA Unified Engineering 2020 - 3D User	FLEX-UENG-068			1	Unique users / day	-15	192,562 ⓘ
7/21/2021	Cloud	AVEVA Insight - Cloud - Standard User	FLEX-INC-005			1	Unique users / month	-5	192,577 ⓘ
7/21/2021	Cloud	AVEVA Insight - Cloud - Standard User	FLEX-INC-005			1	Unique users / month	-5	192,582 ⓘ
7/21/2021	Cloud	AVEVA Insight - Cloud - Standard User	FLEX-INC-005			1	Unique users / month	-5	192,587 ⓘ

Flex Credits

Overview Credits Agreements

Credits Agreement ID: 0002

[View History](#)

Status:

Active

Initial Credits:

On-premises:50000

Cloud:150000

Total:200000

Overdraft:

0

Effective Date:

6/11/2021

End Date:

6/10/2023

Account users' time zone:

(UTC 00:00) Dublin, Edinburgh, Lisbon, London

(Used for Entitlement access and Credit Charge periods. To ensure accurate charging, this is set to the primary location for account users.)

Rate Plans: CALM

Hosting Type Product Code	Product Name	Service	Rate Plan Name	Unit Threshold	Units	Credits	User Limit
On-premises FLEX-UENG-016	OF - AVEVA Electrical - per seat, CALM (ALS)		Day and Month	-	Resource / Month	10	-
				-	Resource / Day	1	-



Edge Data Store

- **Persistent data available** for visualization and analytics at the edge
- **Cross-platform** (Windows, Linux), lightweight, resilient and easy to manage
- **Data transfer to PI Server and OCS** with options to optimize bandwidth



Local
storage



Self-healing
capabilities



Application
platform



PI Server

- **Store millions of data streams** for years or even decades for immediate retrieval
- **Add context to raw data streams** with Asset Framework (AF) and see the big picture
- **Pinpoint and notify on key events** throughout your enterprise with Event Frames and Notifications



High-fidelity
data storage



Context-rich
data



Operational
awareness

AVEVA



AVEVA Operations Control

- **Simplified experience** for procuring and deploying complete, world-class software solutions
- **Expand team access to information** by eliminating the need to count IO, tags or device licensing
- **Transform your operations** with unparalleled insights and digitize work processes and knowledge



Simplicity of
operations



Unlimited
capability



Outcome
focused

AVEVA



OSIsoft Cloud Services (OCS)

- **Connect operations data to the cloud** for flexible, secure data sharing, even with external partners
- **Create a single source of operations data** to power corporate reports and applications
- **Data sharing drives operations data science**, application integration, and real-time collaboration



Industrial data
platform



Remote
monitoring



Connected
community

AVEVA



AVEVA Insight

- **Better manage your assets and improve performance** with artificial intelligence and powerful analytics
- **Visualization and data analysis tools** to understand equipment performance
- **Remote monitoring and access anywhere**, at any time



Unlock critical
data



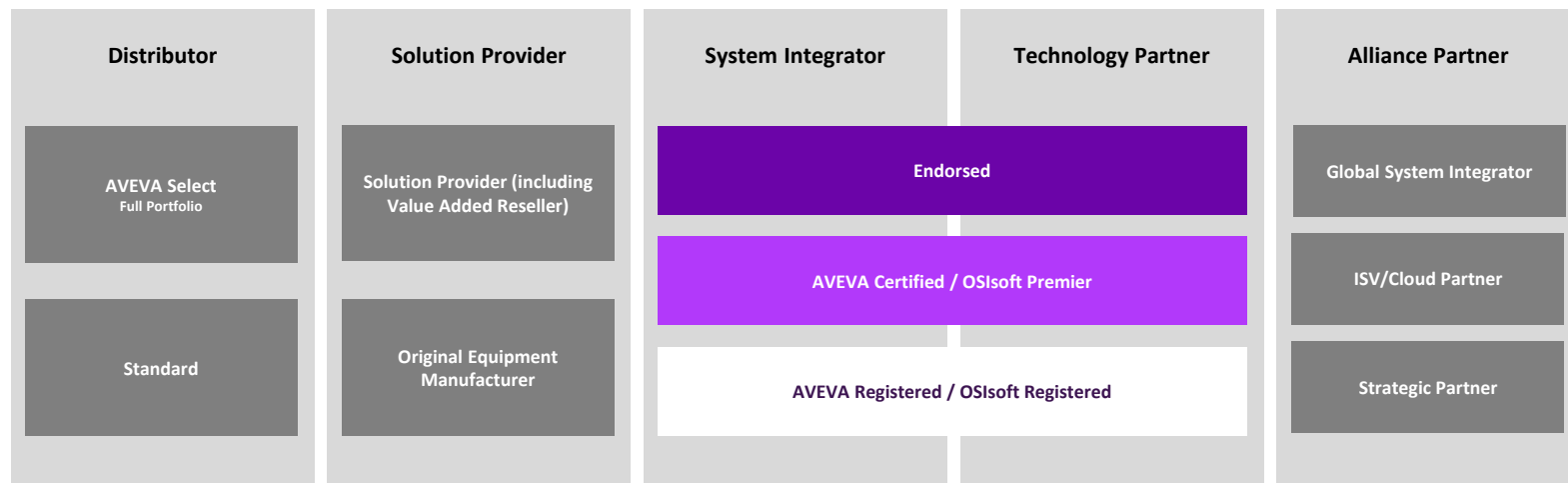
Increase
collaboration



Drive operational
performance

AVEVA brings communities together to spark innovation

More than 5,500 Strategic Partners, Distributors & SIs extend our reach deep into worldwide markets



- AVEVA Flex unlocks the full portfolio for our distributors, solution providers, and systems integrators to gain first-hand experience with our software and solutions.



- AVEVA Flex incorporates solutions from our technology partners and alliance partners to provide the most integrated and comprehensive set of flexible solutions to our customers.

AVEVA ACADEMIC PROGRAM

Subscribe now to prepare the workforce of tomorrow

AVEVA E3D

AVEVA
PROCESS
SIMULATION

AVEVA PI

AVEVA
InTouch HMI

AVEVA Edge

Inspiring & Nurturing the Next Generation of Talent

- Ready to consume training modules covering the student user experience starting from basic concept introductions through to core competency upskilling.
- Minimal setup & configuration required powered by AVEVA's cloud platform – AVEVA Connect.
- Regionally supported for locally adapted needs and resources.

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Real-world problems meet real-world solutions

- Practical and comprehensive use cases driven by proven, implemented customer success stories.
- Community driven experience via Academic Hub.
- Collaborative user environments and ready to use, interactive sample data sets for fast and direct hands-on learning.

AVEVA

We offer a powerful combination of technology and teamwork

10+

R&D Centers

6,500

Employees

22+

Project Centers

4,300

SI Partners

2,000+

R&D Capacity

120+

Sales Partners

16%

of Revenue
reinvested in
R&D

250+

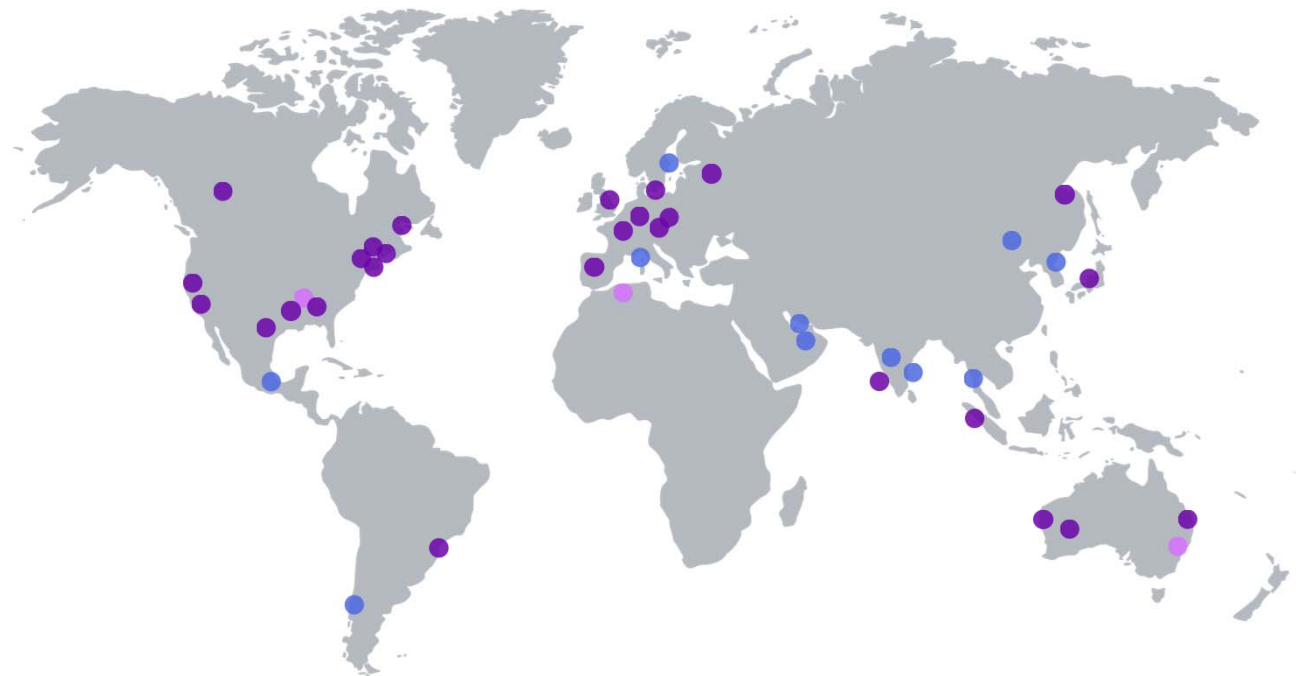
Tech Partners

85%

Projects include
Next-Gen tech

20+

Alliance Partners



● Project Center

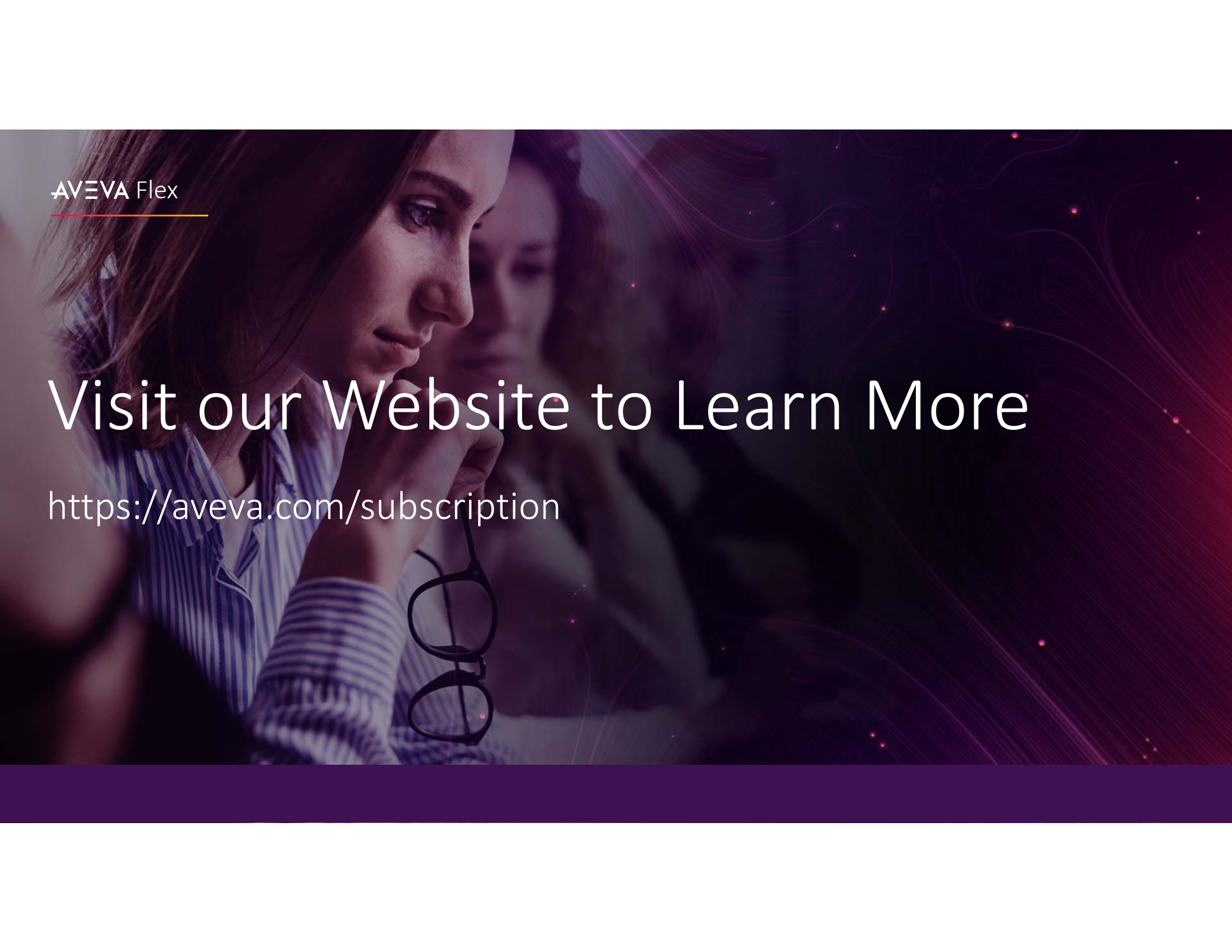
● R&D Center

● Combined R&D
and Project Center

AVEVA



AVEVA Flex



Visit our Website to Learn More

<https://aveva.com/subscription>

Learn more at AVEVA PI World

Your roadmap to operational excellence

Rob McGreevy,
Ronan de Hooge

Give your teams the confidence to operate reliably and reduce risk

Kim Custeau

OCS: OSIsoft Cloud Services

Elizabeth McErlean,
Todd Brown

Making agricultural data fair and FAIR

AxisTech

The Future of Marine Digitization Lies at the edge

Helin Data

AVEVA's cloud vision and strategy

Andreas Hartl,
Gregg Le Blanc

Enabling the edge convergence of IoT and OT in a managed landscape

Tim Sowell, Chris Felts

PI System and OCS Roadmap

Laurent Garrigues,
Brian Bostwick

SDG&E's Data-driven community-based approach to attain grid reliability and sustainability

San Diego Gas & Electric

OSIsoft PI Cloud Solution Data Sharing

Chevron

Discover how AVEVA's industrial SaaS solutions accelerate transformational outcomes

Tim Sowell

OCS Communities - Securely Sharing Data with Trusted External Business Partners

Todd Brown,
Ryan McErlean

Remote operations monitoring in OCS

Collin Bardini,
Doug Broad

Eyes on hands off, how the AVEVA PI platform fits the needs of real-time asset monitoring for ProRail and its partners

ProRail

Talk to an expert at the
Industrial Cloud & SaaS
expo booth

Configuring AVEVA Insight to manage asset and production line utilization and efficiency

AVEVA speakers, varies by region

OCS: Data Science Enablement

Derek Endres,
Kelsey Duffy



Saadi Kermani

- VP Cloud Platform & Digital Business
- AVEVA
- saadi.kermani@aveva.com

THANK YOU

謝謝

DZIĘKUJĘ CI NGIYABONGA TEŞEKKÜR EDERIM DANKIE TERIMA KASIH SPASIBO GRAZIE MATUR NUWUN ХВАЛА ВАМ MULTUMESC PAKMET CIZGE 고맙습니다 GRAZIE شكرا FAAFETAI ESKERRIK ASKO HVALA HVALA TEŞEKKÜR EDERIM OBRIGADO MERCI DI OU MÈSI ĎAKUJEM

KÖSZÖNÖM GO RAIBH MAITH AGAT БЛАГОДАРЕА ТИ БЛАГОДАРАМ ТАК DANKE RAHMAT HATUR NUHUN CẢM ƠN BẠN WAZVIITA

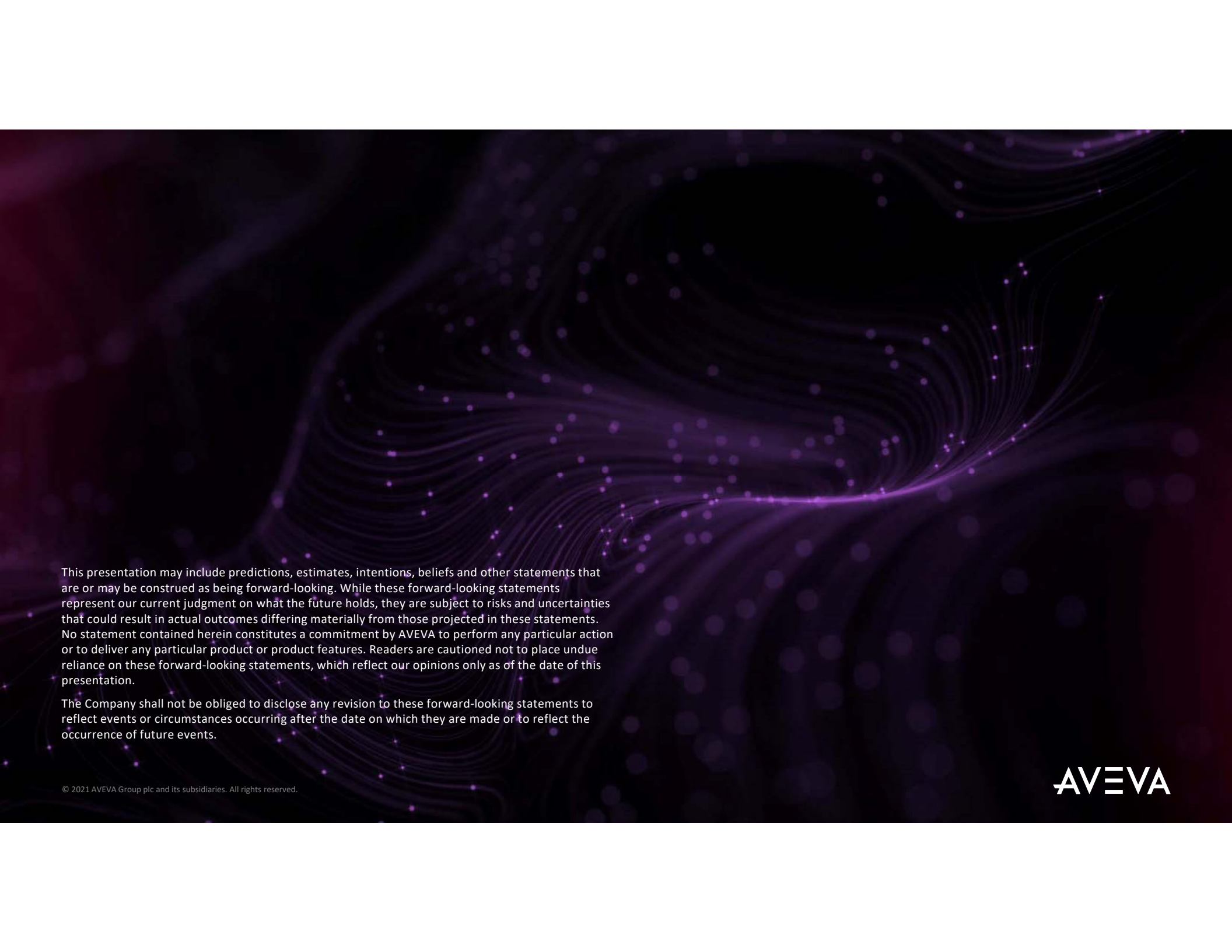
MAHADSANID DANKJE AČIŮ SALAMAT MAHALO IĀ 'OE TAKK SKAL DU HA GRAZZI PAKKA PÉR PAXMAT CAĞA FALEMINDERIT

TAPADH LEIBH KEA LEBOHA MISAOTRA ANAO WHAKAWHETAI KOE DANKON TANK TAPADH LEAT SALAMAT

TI БЛАГОДАРАМ СИПОС

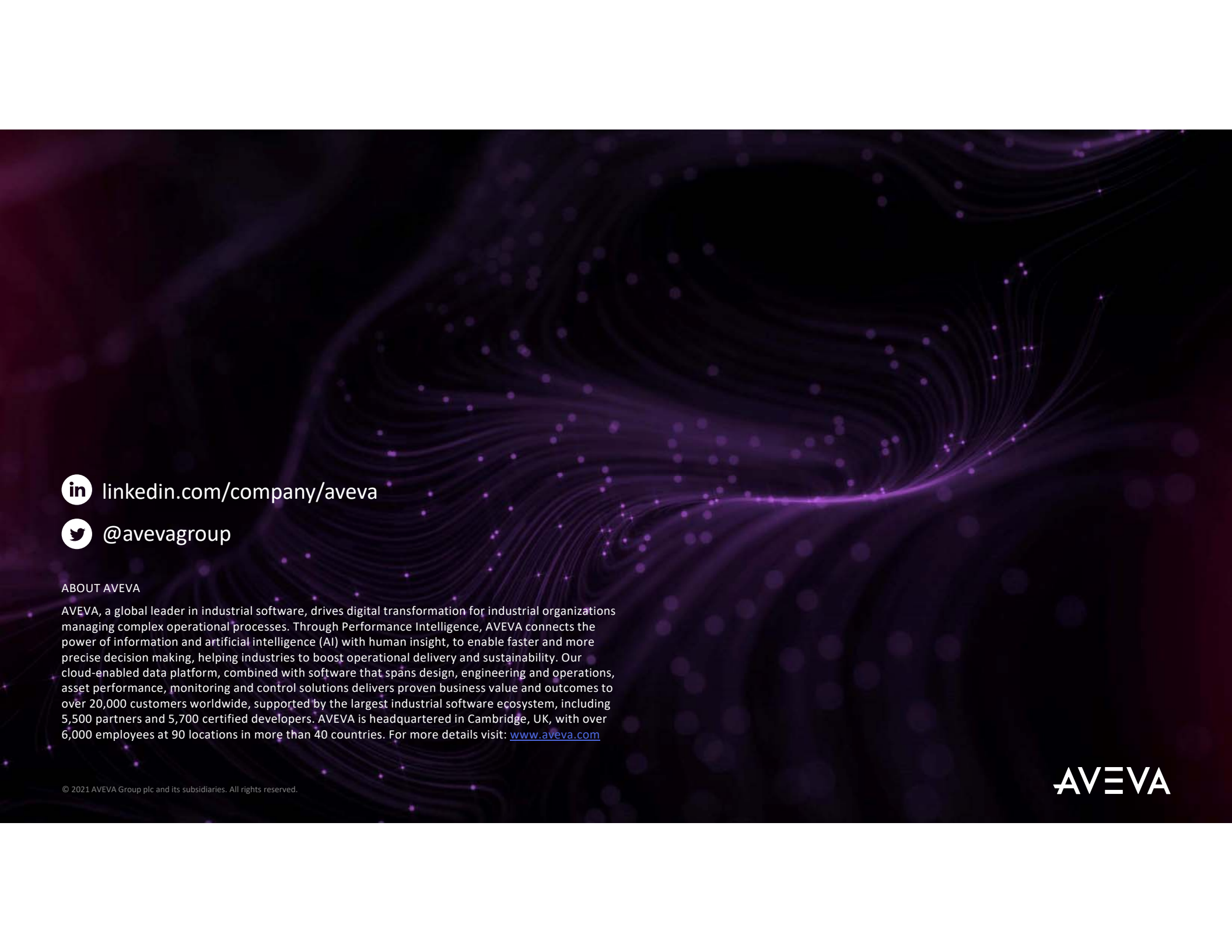
UA TSAUG RAU KOJ





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The Company shall not be obliged to disclose any revision to these forward-looking statements to reflect events or circumstances occurring after the date on which they are made or to reflect the occurrence of future events.



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 [@avevagroup](https://twitter.com/avevagroup)

ABOUT AVEVA

AVEVA, a global leader in industrial software, drives digital transformation for industrial organizations managing complex operational processes. Through Performance Intelligence, AVEVA connects the power of information and artificial intelligence (AI) with human insight, to enable faster and more precise decision making, helping industries to boost operational delivery and sustainability. Our cloud-enabled data platform, combined with software that spans design, engineering and operations, asset performance, monitoring and control solutions delivers proven business value and outcomes to over 20,000 customers worldwide, supported by the largest industrial software ecosystem, including 5,500 partners and 5,700 certified developers. AVEVA is headquartered in Cambridge, UK, with over 6,000 employees at 90 locations in more than 40 countries. For more details visit: www.aveva.com

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