European Advisory Group Meeting

DAY 1

Julien de Beer – Head of Portfolio Management – Engineering Business Unit

Tuesday 21 July 2020

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EUROPEAN ADVISORY GROUP

Agenda

DAY 1

01 Introductions

02 Product Taxonomy

03 AVEVA introduction

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Introductions

- AVEVA people on the call
  - Portfolio and Business Unit
  - Technical Sales Consultants

- Customer introductions
  - Name, Company, Role

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People from Portfolio and Business Unit

Senior Vice President Product Management



Julien de Beer

Vice President Process & Simulation BU Leader



Ian Willetts

Cloud Product Manager ENG BU



Marlina Lukman

Simulate

Product Manager Lead



Ian Willetts (Interim)

AVEVA PRO/II Simulation



John Hernandez

Thermodynamics



Seiya Hirohama

AVEVA Process Simulation



Cal Depew

Visual Flare



Cal Depew

Pipephase



Alexander Troxell

Learn

Product Manager Lead



Coral Siminovich

AVEVA Unified Learning



Coral Siminovich

Pipeline Training Simulation



Alexander Troxell

AVEVA Dynamic Simulation



Andrea Macri

Control Emulation



Andrea Macri

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How will sessions be run?

- During the European Advisory Group meeting most sessions, if not all, will have Q&A opportunity at the end
- Some sessions will also have Questions during the session
  - Please use the Chat box to provide your answer to the question

- This Advisory Group meeting is for you a good opportunity to learn more in detail what is happening with the products and where AVEVA is heading. And of course it is a good opportunity for AVEVA to understand our customer's challenges
  - We want the sessions to be interactive, please ask questions
  - We also want your input and feedback

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Product Taxonomy

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Product Naming Taxonomy

- 140 products with different taxonomy from different backgrounds, not intuitive
- Consistent approach to entire portfolio by telegraphing the end-to-end capabilities
- Implementation will be completed this year
- No changes in your contacts and relationships with AVEVA
- Unchanged level of innovation and support

	Current Product Name	New Product Name	
	UNIFIED ENGINEERING		
Simulation	PRO/II Process Engineering	AVEVA™ PRO/II Simulation	
	SimCentral Simulation Platform	AVEVA™ Process Simulation	
		• Process • Flare • Stream • Cooling • Heat transfer by HTRI	• Dynamics • Library Management • Plant Monitor • All features
	DYNSIM Dynamic Simulation	AVEVA™ Dynamic Simulation	
	SIM4ME Thermo	AVEVA™ Thermodynamics	
	Simsuite	AVEVA™ Pipeline Simulation	
	HEXTRAN	HEXTRAN™ Heat Exchanger Design	
	VISUAL FLARE	VISUAL FLARE™ Safety Relief Design	
	PIPEPHASE	PIPEPHASE™ Pipeline Network Design	
	UNIFIED LEARNING		
Learning	Enterprise Wide Learning • EYESIM AR/VR Immersive Training • Operator Training • Generic Operator • Training Simulators	AVEVA™ Enterprise Learning • XR for Training • Operator Training • Process Competency Training	
	Operator Training Simulators • Historian Emulation • TRISIM • System Platform Simulation • PLC1 • SCP	AVEVA™ Operator Training Simulator • AVEVA Historian Simulation • AVEVA System Platform Simulation • PLC Simulation • AVEVA Simulation for Foxboro™ Control • AVEVA Simulation for Triconex™ Systems	
	Pipeline Trainer	AVEVA™ Pipeline Training Simulator	

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AVEVA Introduction

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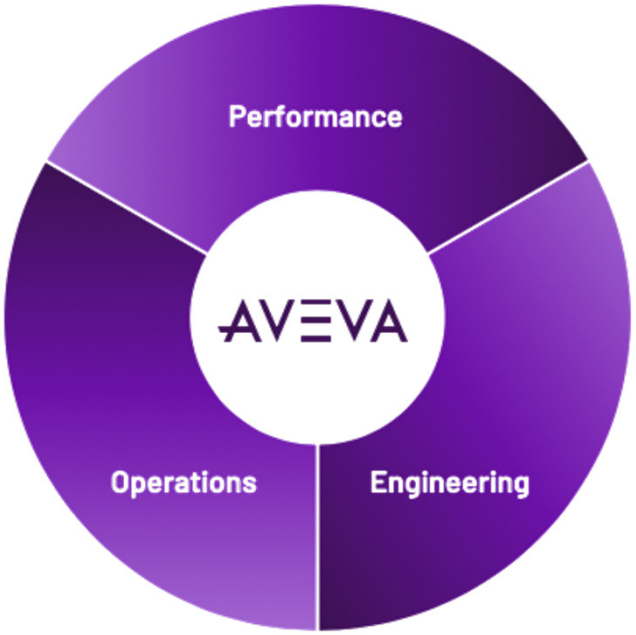
AVEVA's comprehensive software portfolio



Engineering	Deliver capital projects to operations efficiently, on-time and on-budget	Conceptual Design	Front End Design
		Detailed Design	Procurement and Construction
		Operations Training	Project Handover
Operations	Eliminate value leaks, increase operational efficiency and maximize collaboration	Operations Control	Operations Visualization
		Operations Information	Operations Execution
Performance	Balance operating expenses and risk to optimize the supply chain, production and asset performance	Supply Chain Performance	Production Performance
		Asset Strategy	Asset Performance

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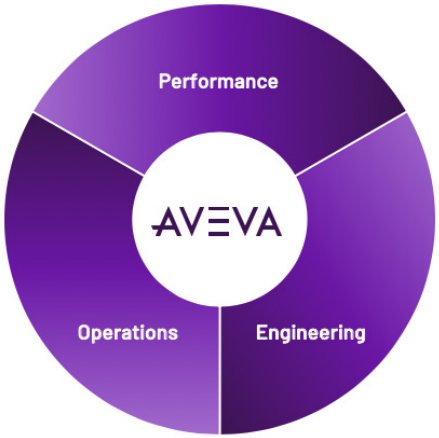
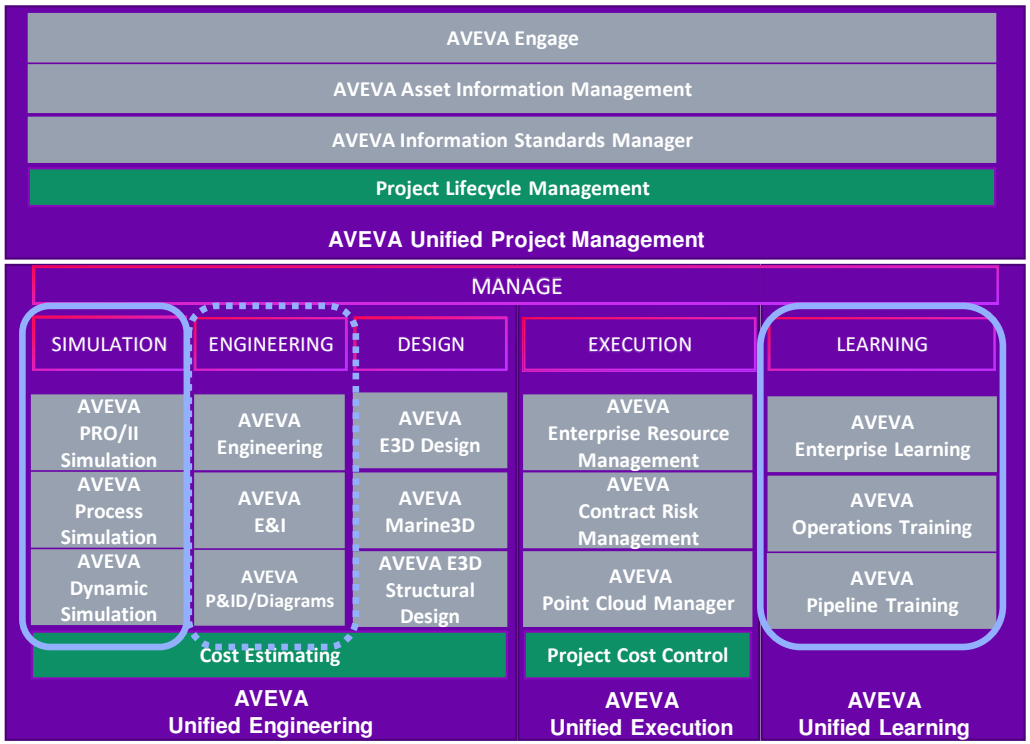
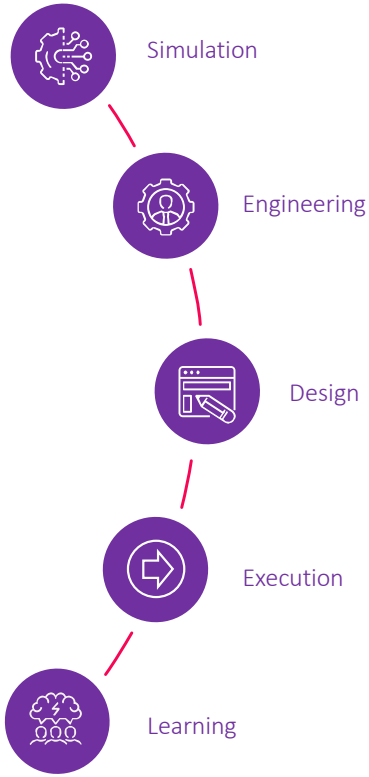
AVEVA

Engineering Business Unit Solutions







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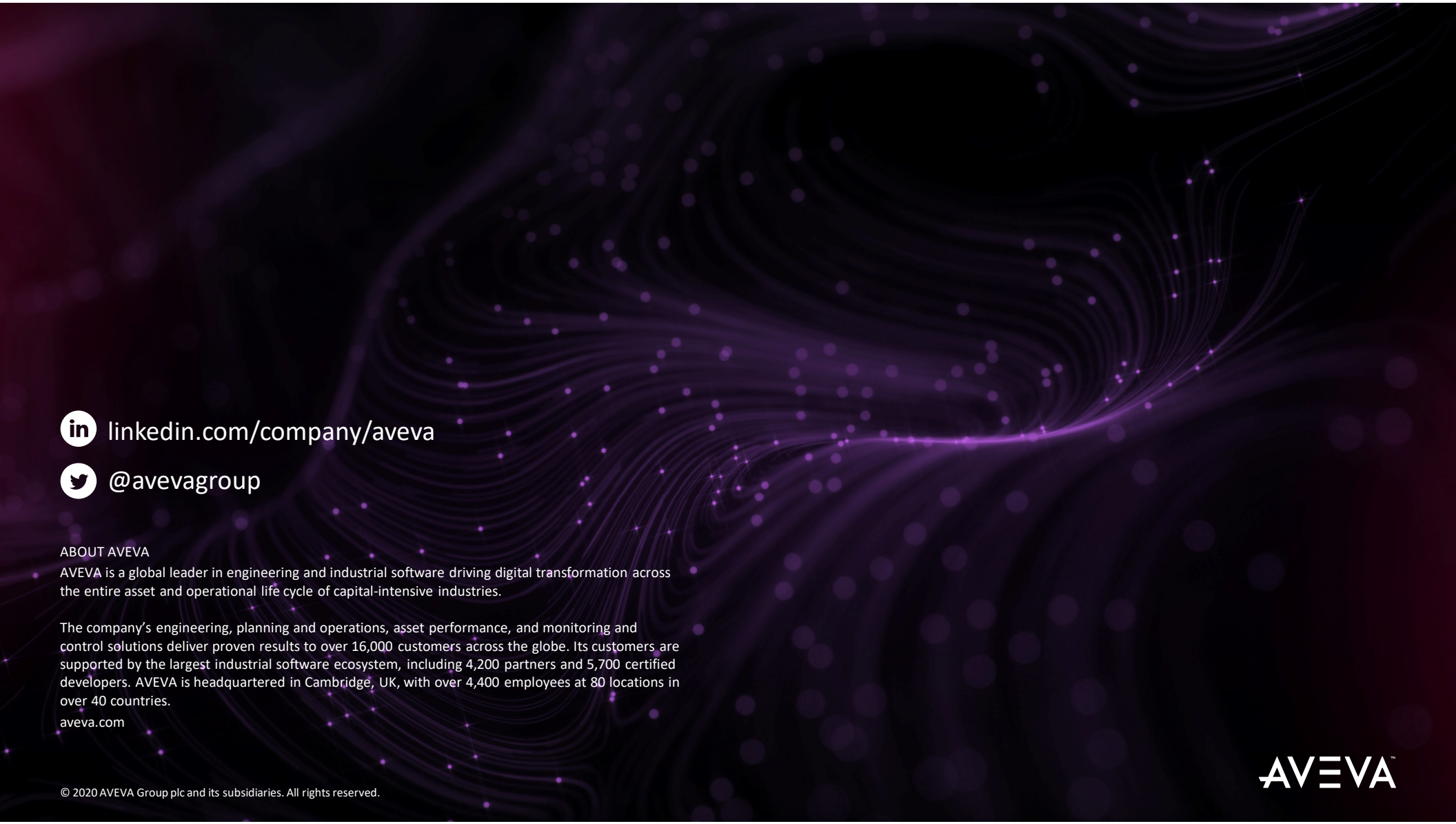

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ABOUT AVEVA

AVEVA is a global leader in engineering and industrial software driving digital transformation across the entire asset and operational life cycle of capital-intensive industries.

The company's engineering, planning and operations, asset performance, and monitoring and control solutions deliver proven results to over 16,000 customers across the globe. Its customers are supported by the largest industrial software ecosystem, including 4,200 partners and 5,700 certified developers. AVEVA is headquartered in Cambridge, UK, with over 4,400 employees at 80 locations in over 40 countries.

aveva.com

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