

Smart Asset Management für Kunden in der Prozessindustrie

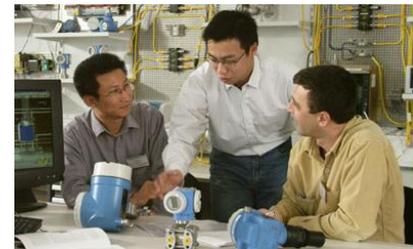
München, 22. November 2012



Endress+Hauser at a Glance

- Process measurement instrumentation for production and logistics in the process industries
- Consultancy and service in 97 countries
- One of the largest privately owned companies in the automation industry
- Headquarter in Reinach (Switzerland)
- CEO: Klaus Endress

- Key figures 2011
 - Net sales 1,5 bn Euro
 - Employees > 9400



Endress+Hauser at a Glance



Pharmaceutical



Environment



Food and Beverage



Chemical



Pulp and Paper



Energy



Oil and Gas



Primaries



Renewable Fuels



Instruments



Services

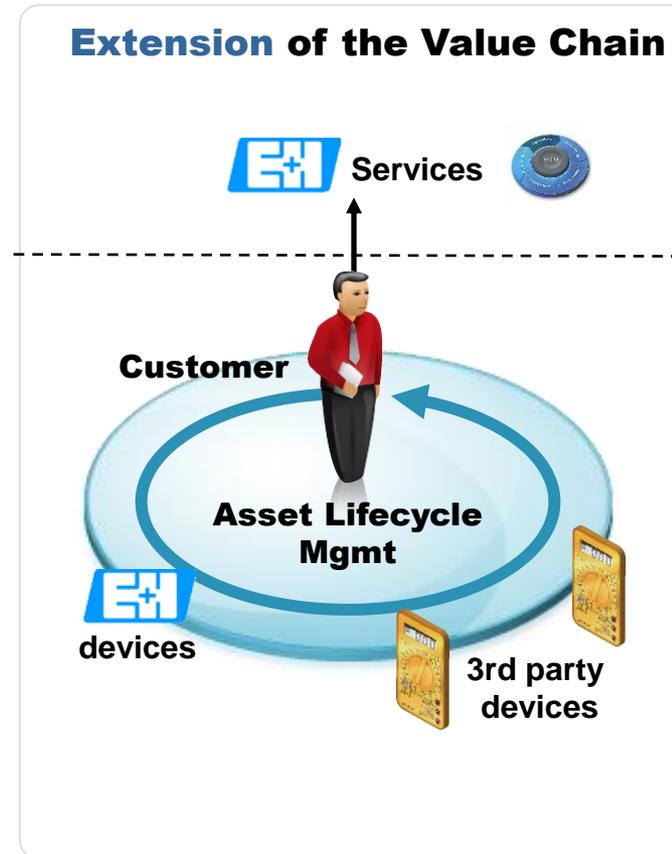


Solutions

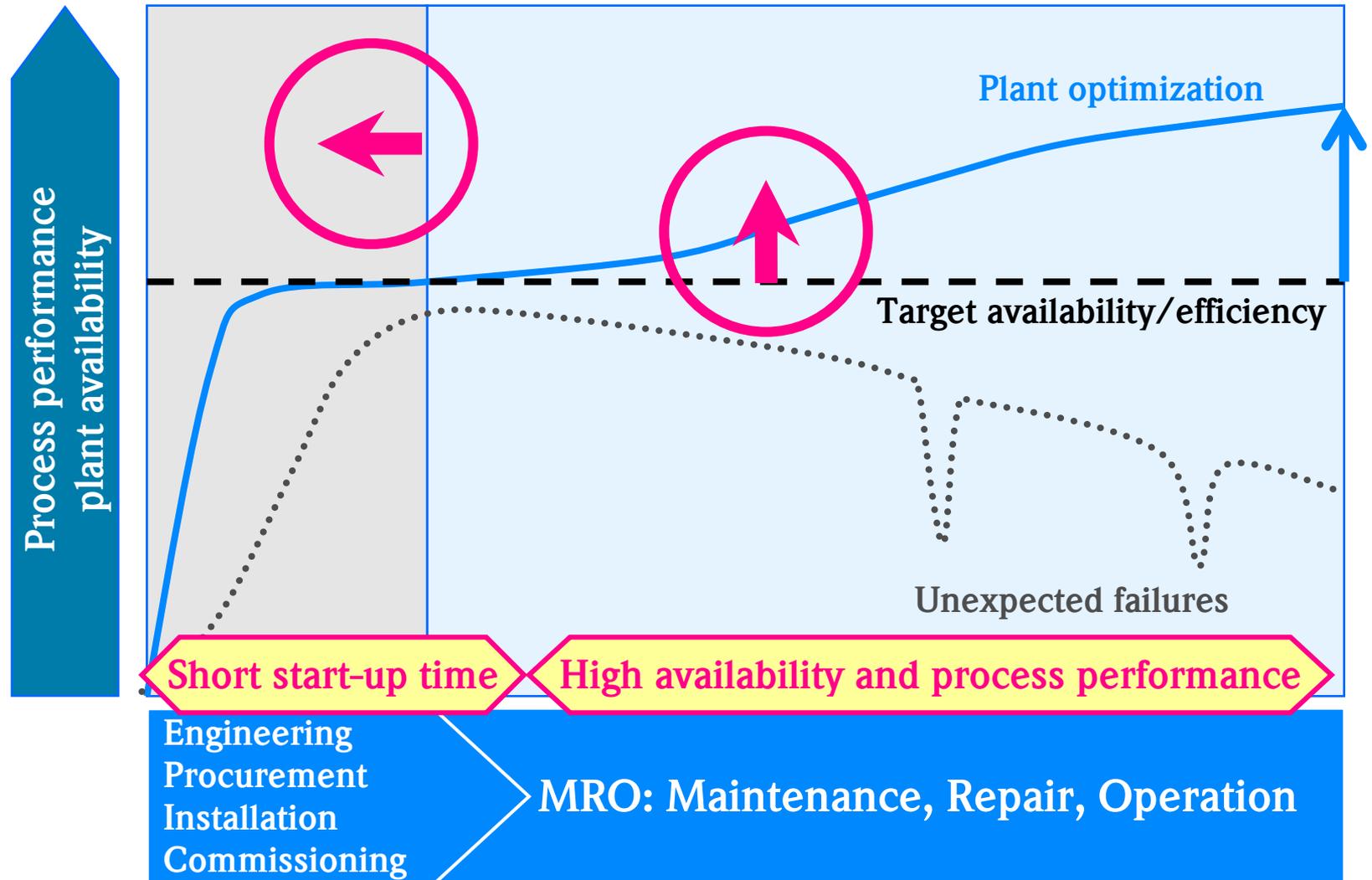
From Product Vendor to Solution Provider

- Challenges as Product Vendor
 - Product commoditization
 - IP and parts piracy threat
- Opportunity as Solution Provider
 - Innovative solution offering
 - Increase customer loyalty
 - Value Added Services

Services and Information
to Differentiate



The challenge of our customers



Plant Asset Management is important for our customers

- Instruments and their signals to the control system are **critical** for process plant operation



Reality Check

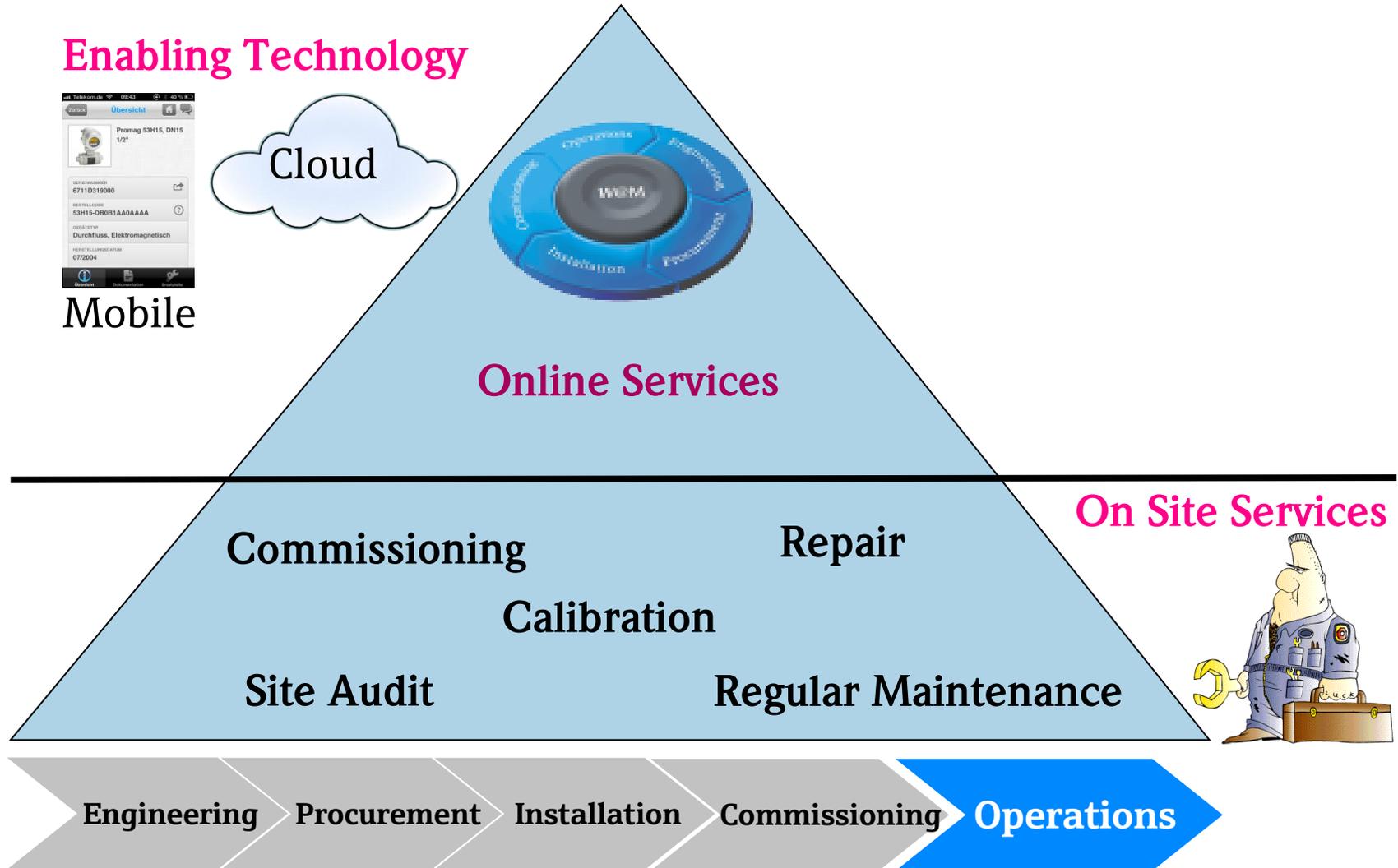
Is your information up to date and can you easily find it?



- User manuals
- Technical information
- Safety statements
- Product Status
- Supplier specific events
- Calibration data
- Certificates
- ...
- Software versions
- Spare part information
- Drawings
- ...

Master Data Management is a #1 topic in EAM

Alignment of ONLINE and ONSITE Services





***Cerabar S PMC731

SERIENNUMMER
4C00021504B

BESTELLCODE
PMC731-O51S6M1DL1

GERÄTETYP
Druck, Prozess

HERSTELLUNGSDATUM
12/2002

- ESSAI
- F-1234
- FE10424
- FIT-12345
- LE/LY2110-1
- LSLL21426
- LT040
- LT43
- LTFMR230
- PE1429
- PE1431
- PE1432
- PIT2



PT0815_
 Product code PMC731-O51S6M1DL1
 Device type Process Pressure
 Manufacturer Endress+Hauser
 Open tasks

Chocolate Company Freiburg
 79100 Freiburg
 Germany

Device ID: PT0815_
 Serial number: 4C00021504B
 Product code: PMC731-O51S6M1DL1
 Device name: ***Cerabar S PMC731
 Template: Instrument
 Device type: Process Pressure
 Manufacturer: Endress+Hauser
 Year of manufacture: 2002
 Software version:



Environment conditions: Heavy
 Criticality: Medium
 Risk of maintainability: High

Equipment remarks: Access permit required

Device location information

Product Status Order stop

Maintenance advice(s)
 Calibration procedure available
 Define application specific intervals for Maintenance
 Software-Version may be of importance
 Successor is infrastructure compatible

New alternative PMC71

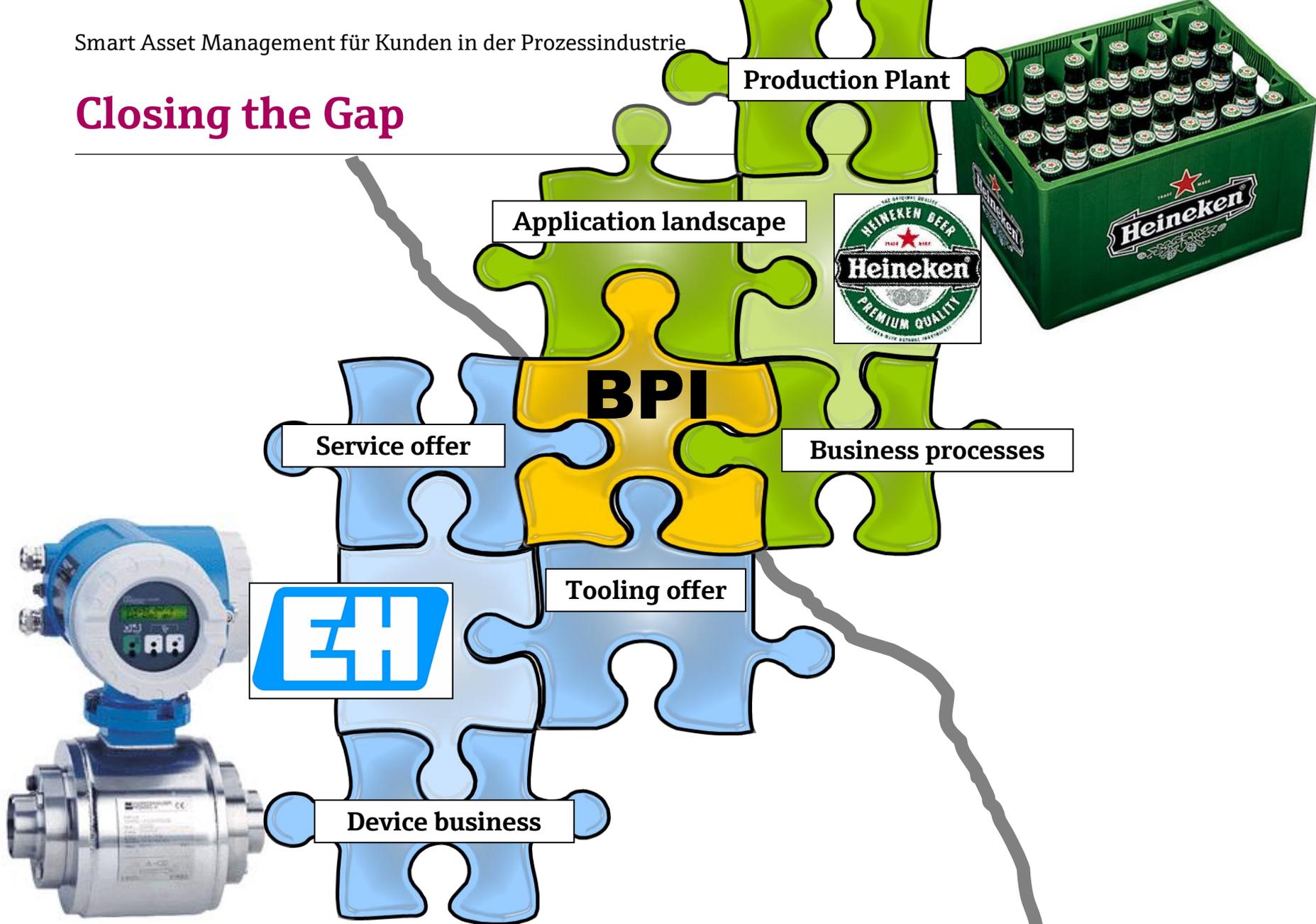
Phase out date 9.2003

Spare sensor availability 12.2010

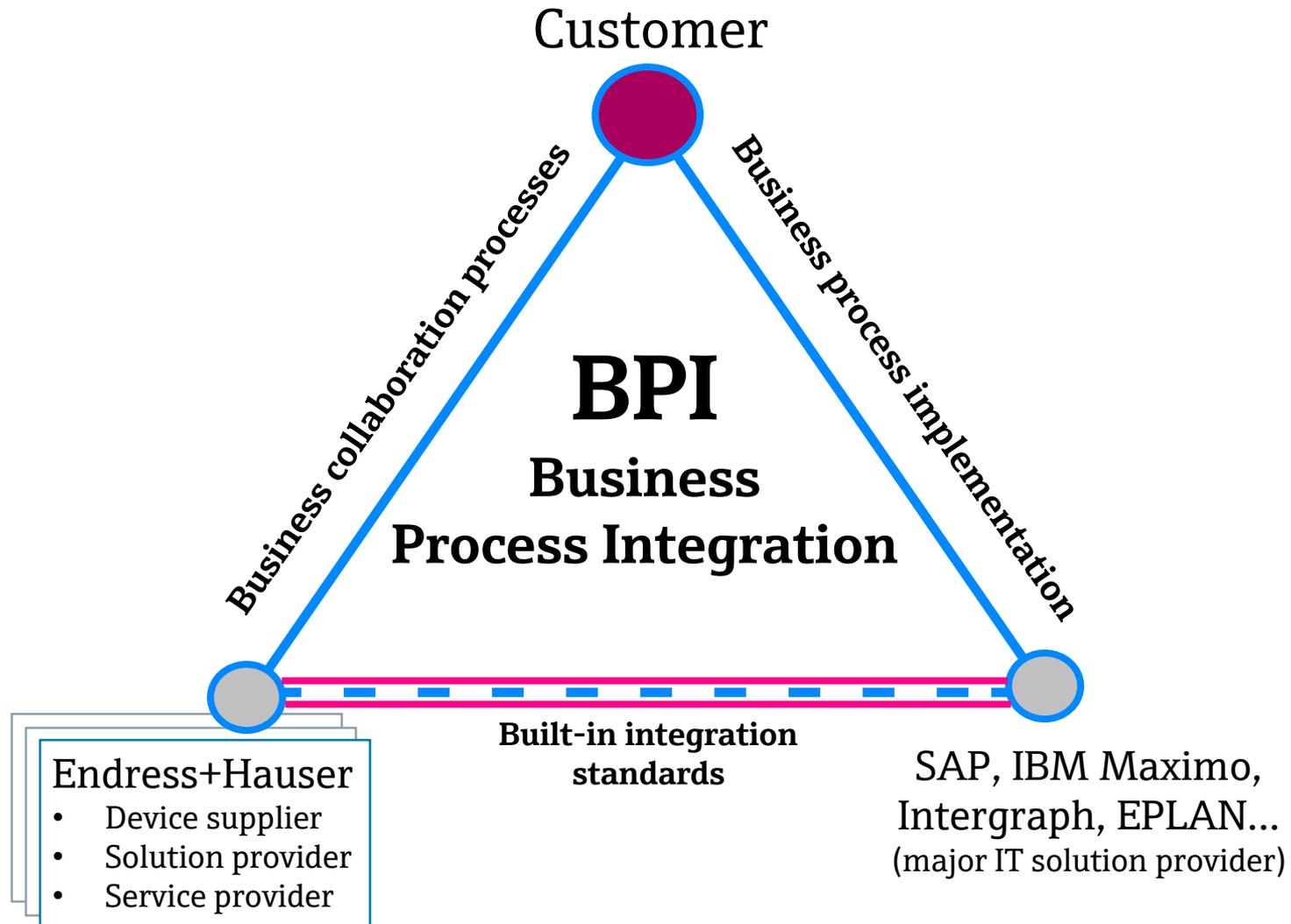
Spares availability 12.2010

Order stop 10.2006
Calibration until 12.2010
Repair until 12.2010

Closing the Gap



BPI: We believe in „built-in” standards



Klaus Endress. CEO Endress+Hauser Group



“I expect that every device we manufacture at Endress+Hauser is automatically available with all relevant life cycle information in the SAP systems of our customers.

Appropriate information at the needed time is of unimaginable value because this improves the efficiency and therefore the result of the entire company.”

Endress+Hauser offers to its customers with their Asset Management Portal secure access to life cycle information of more than 17 million measuring devices.



Supplier device information linked into SAP EAM

Available in
ERP 6.0/EHP5



Asset Viewer : Technical Object 10000957

Technical Object K1 > Technical Object 10000957

Equipment 10000957 Object Description Pump,Etanorm 200-1000 GG-m

Structure

Object	Object ID	Description
▼	K1	Clarification plant
▼	K1-ZPW	Inlet pump plant
▼	K1-ZPW-1	Inlet pump plant - spiral pump
▶	10000957	Pump,Etanorm 200-1000 GG-m
▶	K1-ZPW-2	Inlet pump plant - screening plant
▶	K1-ZPW-3	Inlet pump plant-sewage qty measurement
▶	K1-M	Mechanical purification
▶	K1-B	Biological cleaning
▶	K1-KWT	Clarified water test tank-fish culture
▶	K1-SLB	Sludge processing
▶	K1-CNT	Container -> Deposit site
▶	K1-KGV	Sewage gas processing
▶	K1-VBR	Incineration
▶	K1-HZA	Heating

Technical Object Options Refresh Synchronize Navigator Settings Additional Functions

General Data Orders/Notifications Task Lists Task List and Operations Characteristics Documents Maintenance Items Measurements

Basic Data

Technical Object Type: Equipment Technical Object: 10000957 Pump,Etanorm 200-1000 GG-m

System Status: INST

Valid From: 08.07.1996 Valid To:

Details **Supplier Data**

Overview Detail Attachments (8) Spare parts Logbook More product information

TAG	FT-100
Serial number	A6008820000
Order code	83F50-A999AABEAXXX
Short name	Proline Promass 83
Device type	Coriolis Mass Flow Measurem
Manufacturer	Endress+Hauser
Date of manufacture	2008
Software version	V2.02.00
Equipment remarks	
Measuring range	
Measuring task	
Environment conditions	○○○ Not defined
Criticality	○○○ Not defined
Risk of maintainability	●●● Low

Device location information

Location	SAP demo
Location details	
Application	Process 1
Loop	Loop 1-3
Bus	
Bus address	

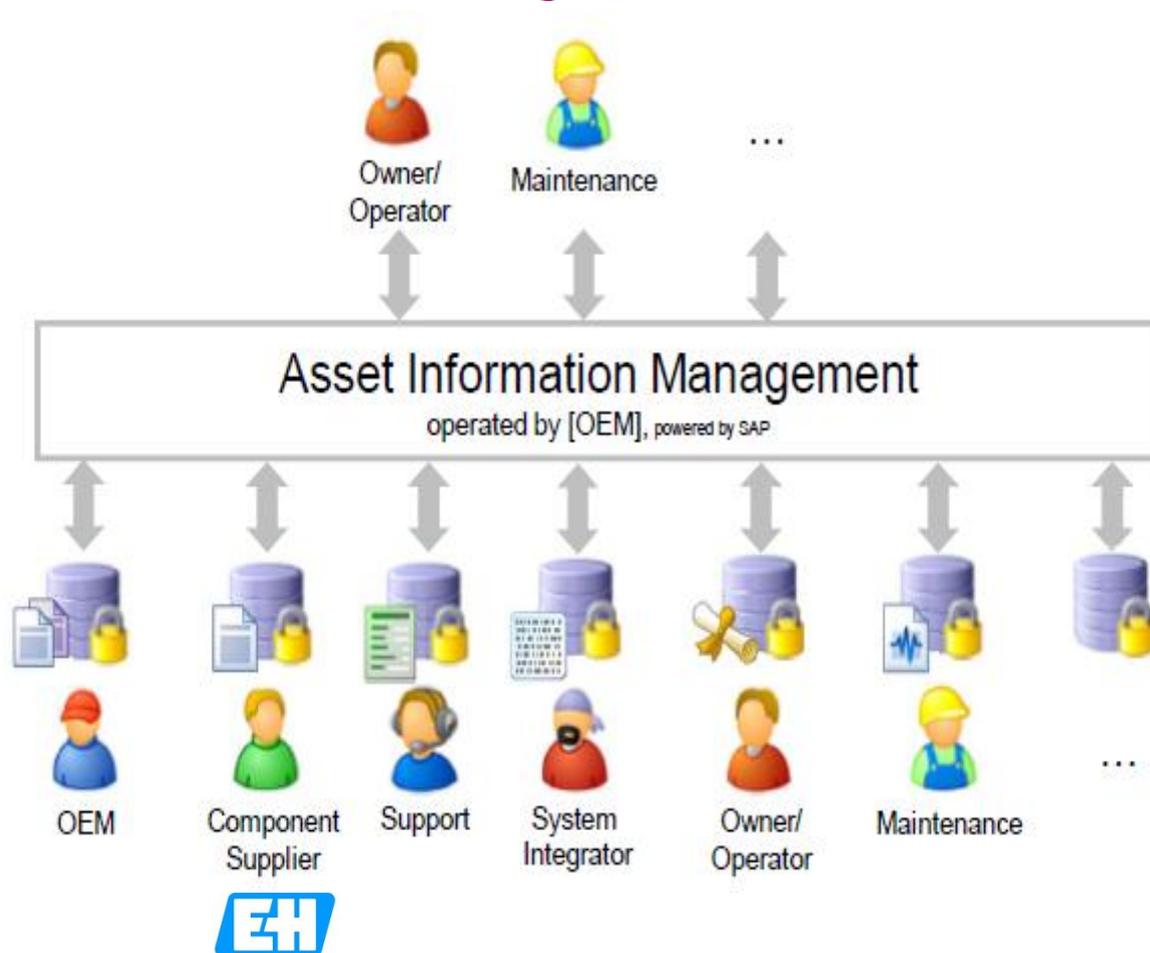
Product Status ●●● Available

Maintenance advice(s) Std. Oper./Calibration Procedure available
Calibration procedure available

Co-Innovation project Endress+Hauser & SAP AG

The Future of Asset Information Management ...

...is based on integrated Processes across companies



Co-Innovation

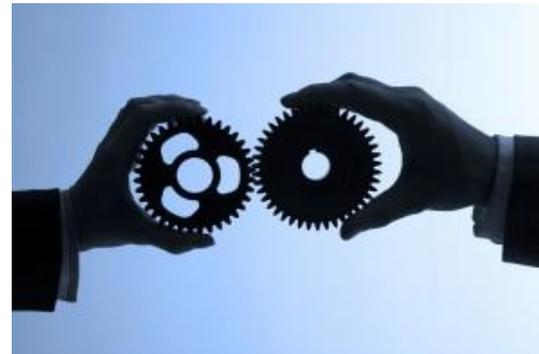


Summary

- Plant Availability and Process performance are key challenges in the process industries
- Endress+Hauser offers ONSITE and ONLINE Added Value Services → Information as Differentiator!
- Efficiency gain through Integrated Processes across company boundaries (BPI)



Co-Innovation



Any questions?

