

iWare's Value Proposition

iWare delivers support information to your operator's finger tips on their control panel display. Operators can use this to deliver safety, peace of mind and efficiency. The operator can access critical procedures and efficiency information in real-time with a few mouse clicks. iWare enables our process industry customers to create **value through empowering their people**. You decide what information and knowledge is needed at each unique job. Operators can locate and view in real-time all of the information related to their function without disturbing the source. This can be:

- Control room critical procedural guidance
- Process optimization guidance
- Data from plant floor
- Business and legacy system information
- Engineering information

No more binders to find and keep updated! The operator is not dependant on people availability or special groups to get information needed instantly.

The **customer decides what is relevant** and can apply it to:

- Control room operator support and operator training
- Schedule and track progress of maintenance
- Electronic logbooks and logged record keeping
- Compliance of control procedures
- Incident investigation and reporting
- Managing environmental, health and safety issues
- Asset and maintenance management, including geographic references for assets, and construction records

Operators are empowered by having the right information immediately available to support good decision making. The value can include:

- Improved safety of operations
- Support performance of new operators and know where to focus training
- Improved plant up time, capacity factor, or run lengths
- Improved efficiency, heat rates, reduced energy use
- Increased production
- Maintenance cost reductions, reduced risk of major equipment damage
- Satisfy an environmental inspection
- Avoid an unplanned shutdown
- Reduce safety and environmental incidents
- Peace of mind from knowing regulatory compliance status

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| Business Area | Value Base | Your Value |
|------------------------|--------------------------|---------------------------------|
| Operator Performance | Procedures Support | Peace of Mind |
| Operator Performance | Unit Efficiency | Per thousand MMBTU/KWM saved |
| Power Plant Operations | Capacity Factor | Per 0.1% Improvement |
| Power Plant Operations | Heat Rate | Per 100 BTU / KWH reduction |
| Refinery Unit | Production Rate | Per Barrel Increase |
| Maintenance | 5% Cost Reduction | \$ |
| Engineering | Reduce Search Time | 1/2 hour / day / engineer |
| Operations Safety | Knowing where to train | Avoid life threatening incident |
| Operations | Avoid unplanned shutdown | \$ |
| Totals | | \$ |



Circle of Knowledge

