



## Kuwait Petroleum Group of Companies Performance Management Seminar

# Integrated Operations Performance Management (IOPM) for Large and Integrated Operating Plants

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## Agenda

- Honeywell and IBM Partnership: Combining Strengths for increased Customer Value
- Challenge – Integrating Operational Data with Business Data
- Cornerstone - Best-practice Operational KPI System
- Integration - Ideas for a sustainable Integrated Operations Performance Management Ecosystem
- Business Benefits - Real-time Collaboration between all Stakeholders of the Supply Chain
- Questions & Answers

# Honeywell and IBM Partnership: Combining Strengths for increased Customer Value



## Strengths

- Strategy & Assessment Consulting and center of excellence program
- Best In Class EAM via Maximo
- Integrated Information Framework for real-time data access
- Change Management Consulting Services
- Business Performance Management solution for integrated operating plants
- Optimization solution for working capital, infrastructure, inventory, etc.

## Integrated Operations & Reliability Solutions

### Customer Benefits

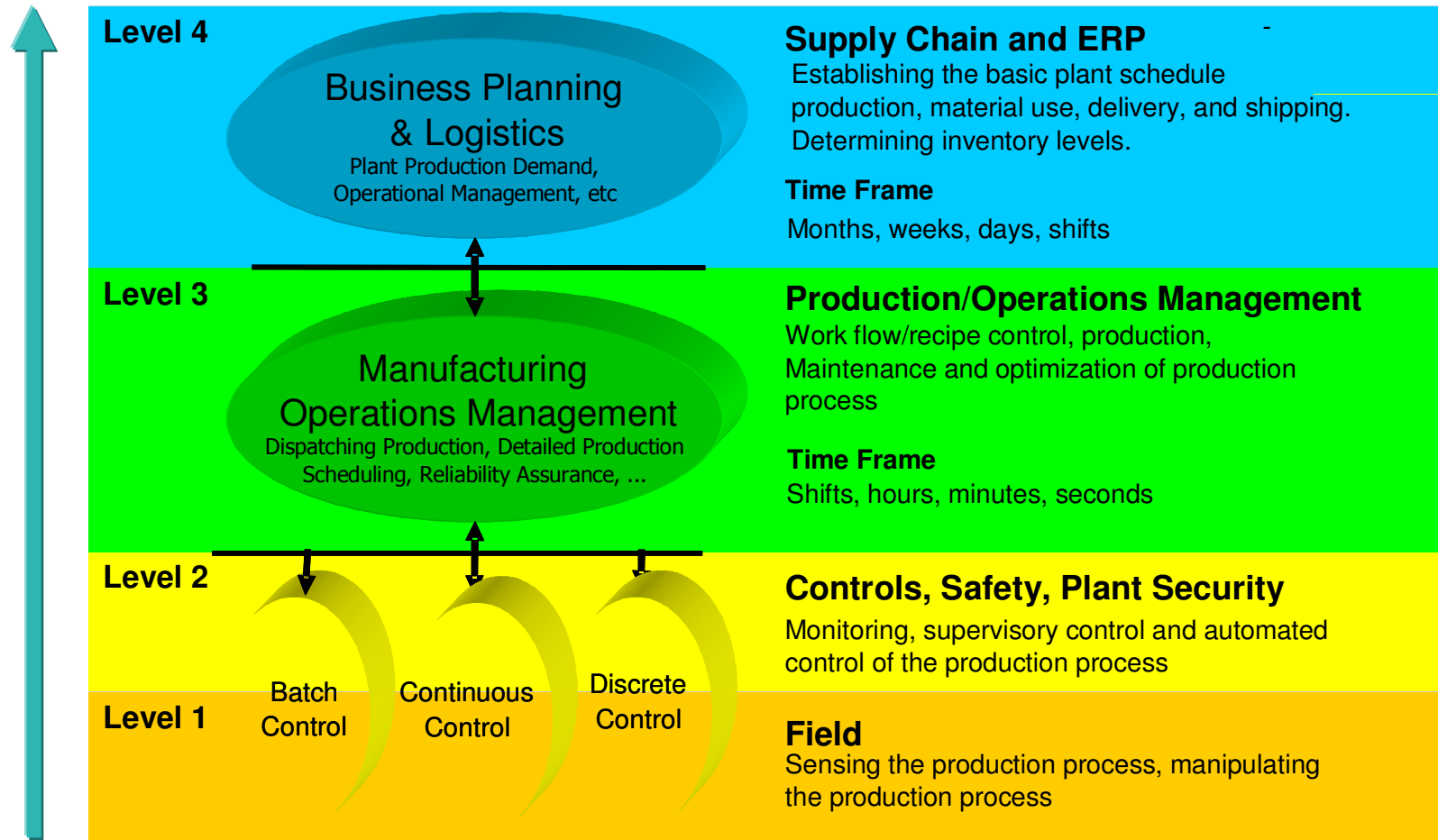
- Customers mature faster through best in class patterns
- Industry-specific, best-practice solutions such as
  - preventative maintenance,
  - well performance management,
  - refinery terminal automation,
  - risk-based inspection
  - turnover optimization, etc.
- Know deviations by shift, equipment, frequency, type, duration, operator comments
- Reduce maintenance cost up to 60%
- Reduced risk & improve safety

## Honeywell

## Strengths

- Honeywell Reliability System
- Production Monitoring (OEE)
- Limit Monitoring
- OneWireless infrastructure & Sensors
- Real-time Asset Performance Monitoring via KPI Manager
- APM Services
- Best In Class Production Controls “Experion”

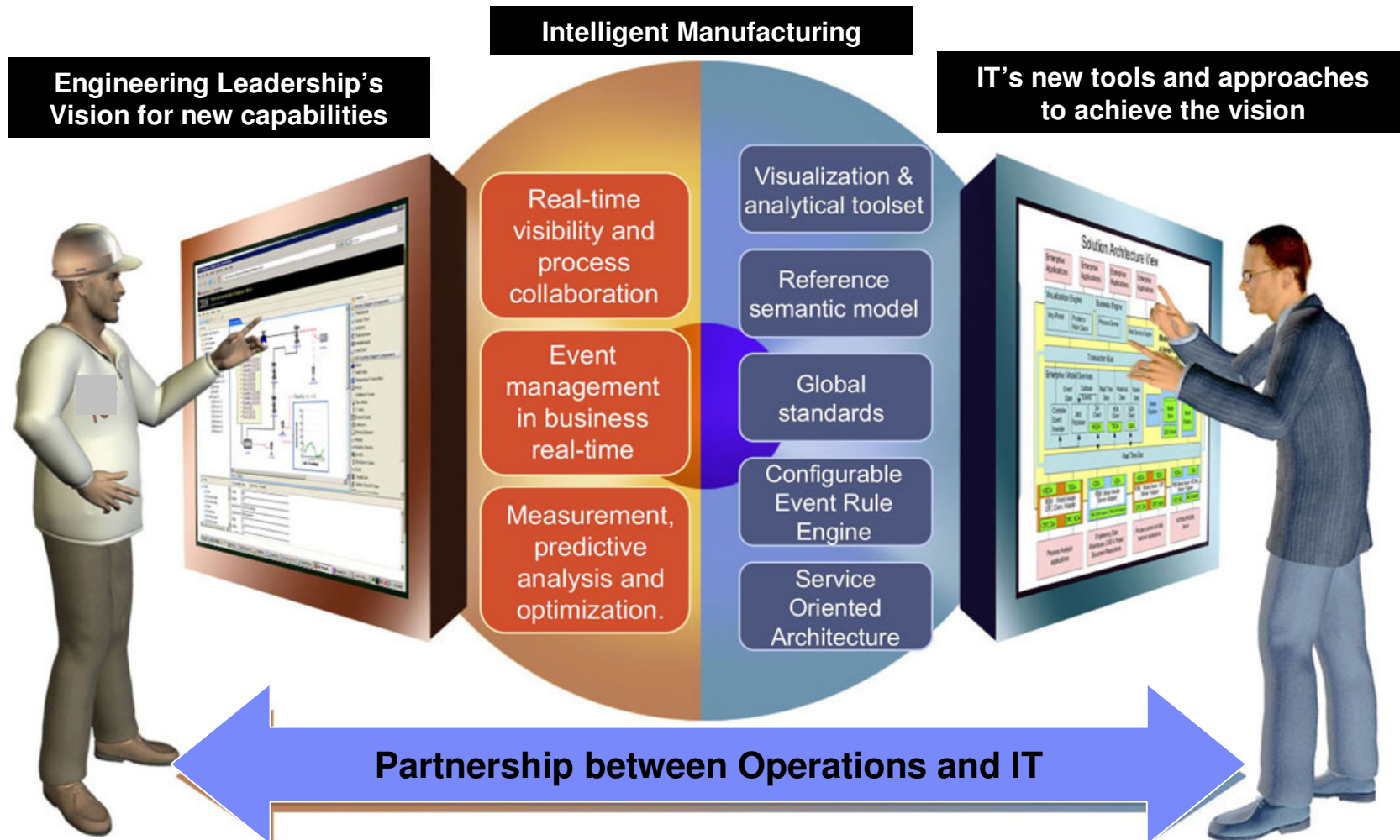
# Challenge – Integrating Operational Data With Business Data



Sustainable **Integrated Operations Performance Management (IOPM)** requires real-time information from the field to be correlated with traditional business and financial performance management.

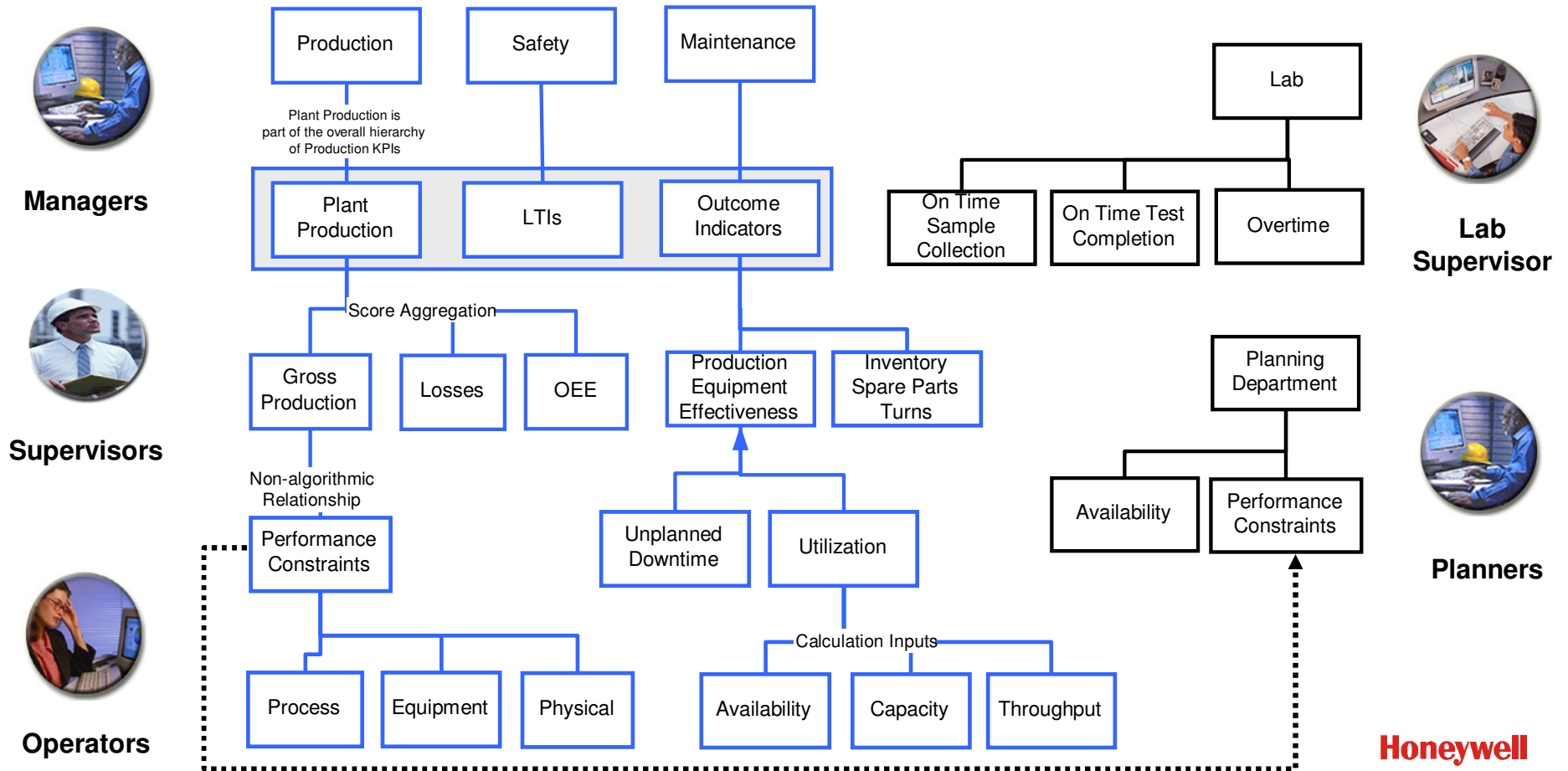


# IBM and Honeywell combine the Domain, Technology and Deployment Experience for realizing this Challenge



# Cornerstone - Best-practice Operational KPI System and ...

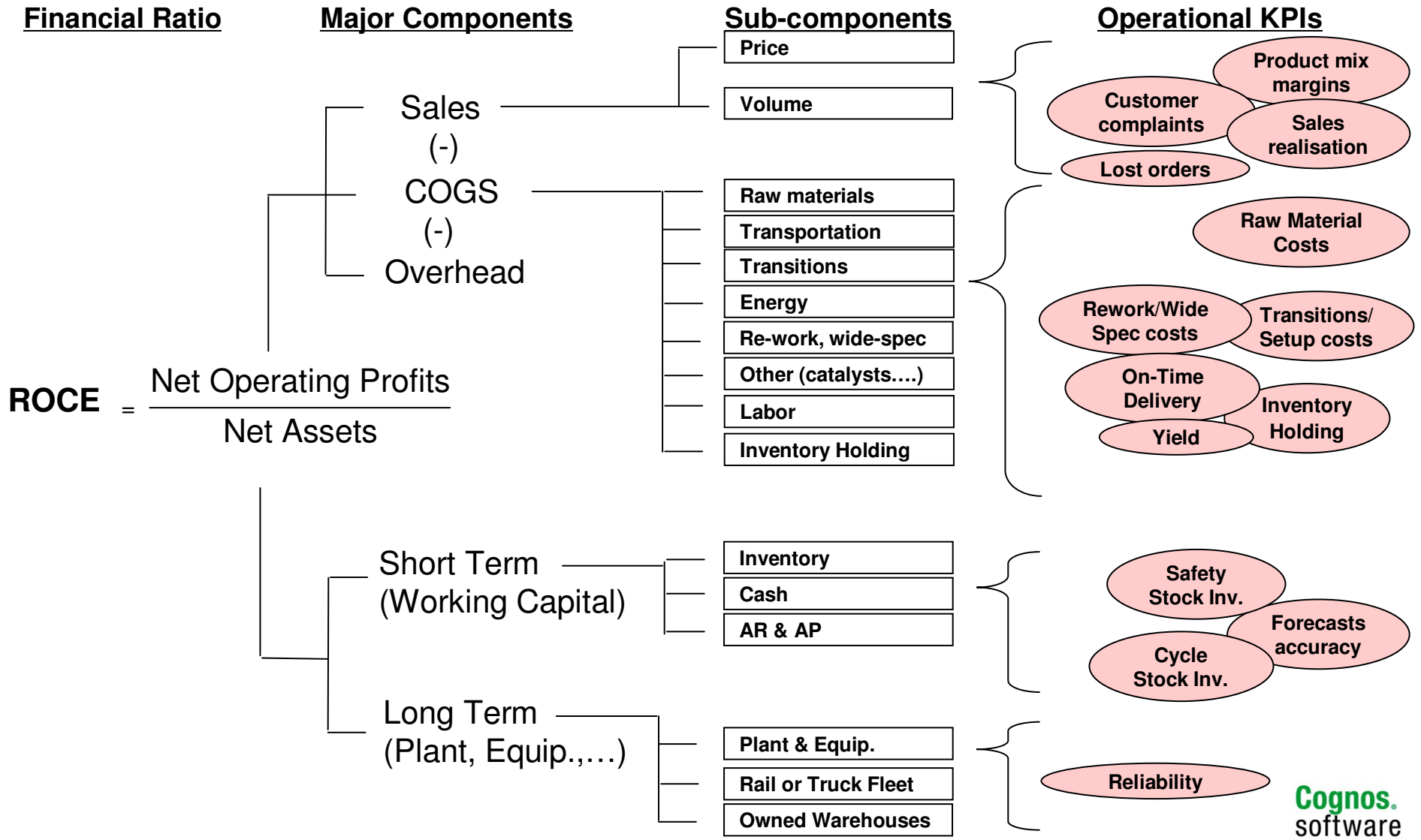
## Major Operations KPI



Honeywell

Cognos software

# ... Alignment of Operational KPIs System with Business Goals



# Integration - Ideas for a sustainable Integrated Operations Performance Management Ecosystem

## *Integrated Operations Performance Management IOPM*

### KPI System

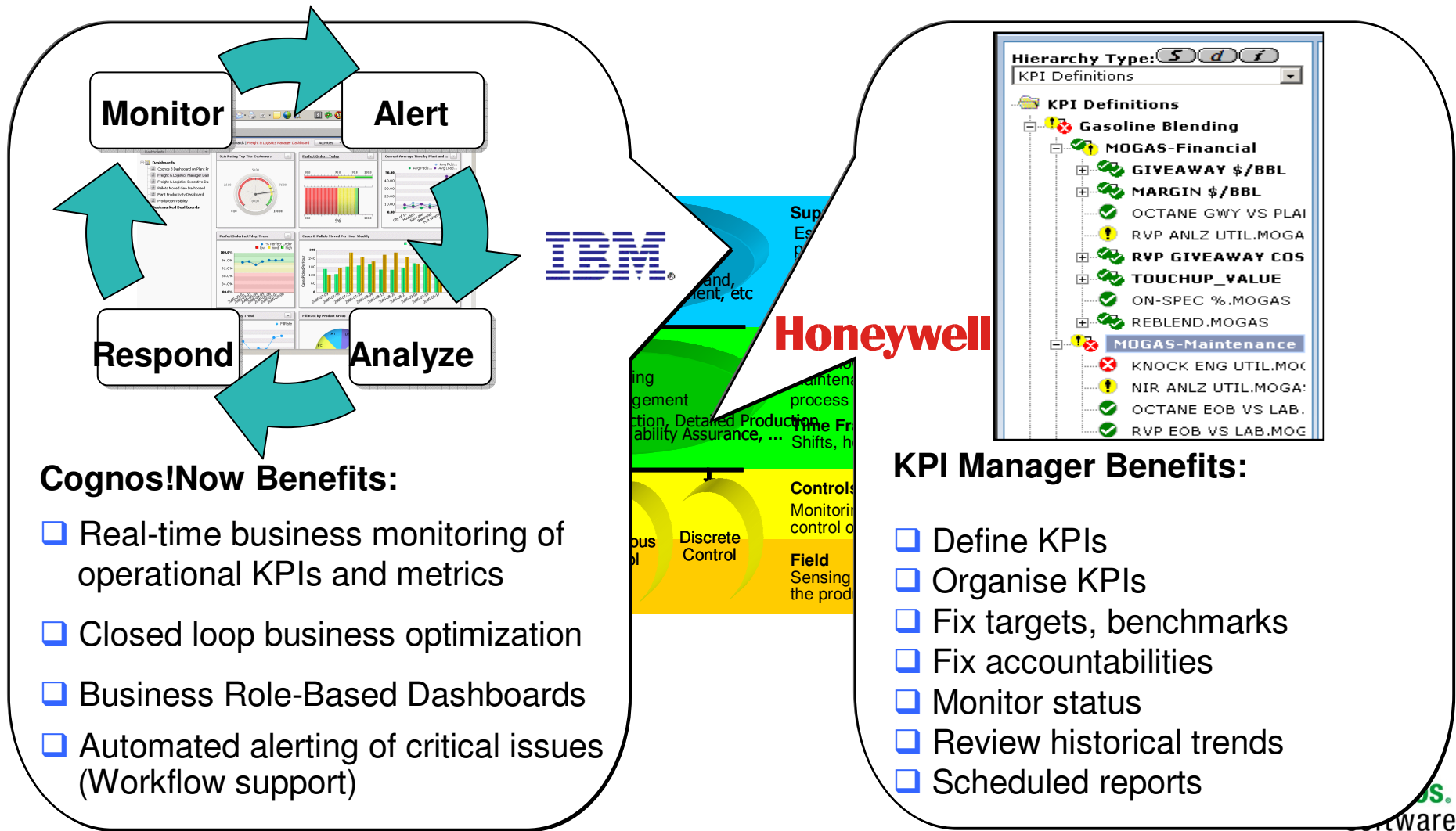


### *Up/Mid/Downstream Real-time Data Services and Event Management*





# Cognos!Now and KPI Manager: The missing link for a real-time, integrated Operations Performance Management System



## Cognos!Now Benefits:

- Real-time business monitoring of operational KPIs and metrics
- Closed loop business optimization
- Business Role-Based Dashboards
- Automated alerting of critical issues (Workflow support)

## KPI Manager Benefits:

- Define KPIs
- Organise KPIs
- Fix targets, benchmarks
- Fix accountabilities
- Monitor status
- Review historical trends
- Scheduled reports

## Business Benefits - Real-time Collaboration between all Stakeholders of the Supply Chain

- ❑ **Efficiency and agility in business decision making**
  - ❑ Access to accurate and up-to-date Performance Metrics
  - ❑ Tightly integrated with Realtime KPIs
- ❑ **Visibility to KPIs across organization**
  - ❑ Understand goals and performance
  - ❑ Understand how actions impact overall business performance
- ❑ **Synchronize KPIs for consistent analysis and continuous improvement (supports Six Sigma)**
  - ❑ Causes for deviation from plan can be understood
  - ❑ Leading to appropriately-focused corrective action
- ❑ **Flexible reporting infrastructure**
- ❑ **Security and Approval workflow**



**Improves overall performance and directly impacts business excellence**



THANK  
YOU

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