

ANDRITZ Capital Market Day 2017 OPP (Optimization of Process Performance) Daniel Schuck, 12th September 2017, Graz



OPP - Optimization of Process Performance

- Increase process stability
- Reduce energy or chemical cost
- Debottleneck production, increasing total production
- Increase mill availability
- Fast response to move from area to area, or production to cost

OPP Goals

- Keep existing savings in the long term
- Support to operation: in diagnostics, start-up, mill-balance



OPP - Optimization of Process Performance OPP - references

OPP is a Service/Solution offered by



Pulp & Paper

- Best practices Database
- Continuous R&D

 ANDRITZ Platform & Methodology

OPP - Optimization of Process Performance

OPP - references

	Customer	1000 ton/year	Start-up		Customer	1000 ton/year	Start-up
>	Customer A	2,330	2007		Customer S	1,950	2016
>	Customer B	1,758	2010	*	Customer T	400	2016
<u>></u>	Customer C	485	2010	-	Customer U	700	2016
<u>></u>	Customer D	1,100	2011		Customer V		2016
>	Customer E	1,300	2011		Customer W	1,700	2016
3	Customer F	1,125	2011	\odot	ANDRITZ P&P (Capital)		2016
	Customer G	1,490	2011	\odot	ANDRITZ P&P (Services)		2016
<u>></u>	Customer H	455	2012	\odot	ANDRITZ HYDRO		2016
	Customer I	780	2013	\odot	ANDRITZ METALS		2016
3	Customer J	1,100	2013	\odot	ANDRITZ SEPARATION		2016
	Customer K	420	2013	*	Customer X	730	2017
3	Customer L	460	2014		Customer Y	950	2017
H	Customer M	610	2014		Customer Z		2017
	Customer N	450	2014		Customer AA		2017
<u>></u>	Customer O	1,500	2014		Customer AB		2017
3	Customer P	500	2015		Customer AC		2017
8	Customer Q	450	2015		Customer AD		2017
3	Customer R	4,700	2015		+5 by end of 2017		DRITZ
	Pulp P	Paper Pulp/Paper S	Steel		+116 by end of 2020	Pulp	& Paper



More than 150 million euros savings without capital investments

Typical Savings



How OPP reaches process performance



How OPP reaches process performance

Strategy & Organization

Metris Platform

BUSINESS INTELLIGENCE	Management and technical KPIs, dashboards, balanced scorecard, project management tool, etc	LEVEL 4: MANAGERS
DATA ANALYTICS	Data mining, statistics, power spectral density, KPIs	
NOTIFIER	OPP, SMS, e-mail, follow-up	LEVEL 3: ENGINEERS (OPERATIONS AND
PIMS	MAINTENANCE)	
DAILY MANAGEMENT	Tools for Log book, meetings, risk assessment, work permit	
OPERATOR ASSISTANCE	Start-up sequences, diagnostic systems, root cause analysis, process specification check	
SMART CONTROLS	Advanced Process Controls, Decision support, adaptative setpoints, mill balance	LEVEL 2: OPERATORS AND SHIFT SUPERVISOR / CORDINATOR
SOFT SENSORS	Measurement validation, process diagnostics	
REGULATORY CONTROL	Control loop tuning and assessment, dead time compensators, feedforward, etc.	
	Real time data, diagnostic, procedures, remote support	LEVEL 1: FIELD
ASSET MANAGEMENT	Risk-based maintenance, predictive maintenance, condition Monitoring, Valves, motors, analyzers, interlock bypass, etc.	MAINTENANCE TECHNICIAN

Strategy & Metris Plat	& Organization tform	CUSTOMERS STRATEGIC DRIVERS	PRODUCTION	RAW MATERIAL COST	ENERGY COST	MAINT COST	QUALITY	SAFETY	ENVIRONMEN.	PRODUCTIVITY
BUSINESS INTELLIGENCE	Management and technical KPIs, dashboards balanced scorecard, project management too	s, bl, etc				•				
DATA ANALYTICS	Data mining, statistics, power spectral densit	y, KPIs								
NOTIFIER	OPP, SMS, e-mail, follow-up									
PIMS	Data historian, process displays				•	•	•	•	•	
DAILY MANAGEMENT	Tools for Log book, meetings, risk assessme	nt, work permit			•					•
OPERATOR ASSISTANCE	Start-up sequences, diagnostic systems, root cause analysis, process specification ch	eck						•		
SMART CONTROLS	Advanced Process Controls, Decision suppo setpoints, mill balance	rt, adaptative								
SOFT SENSORS	Measurement validation, process diagnostics	3					•			•
REGULATORY CONTROL	Control loop tuning and assessment, dead time compensators, feedforward, etc.					•		•	•	
AUGMENTED REALITY	Real time data, diagnostic, procedures, remo	te support								
ASSET MANAGEMENT	Risk Based Maintenance, predictive mainten Monitoring, Valves, motors, analyzers, interlo	ance, condition ock bypass, etc.			•		•			

Strategy & Organization Metris OPP Platform





Decision levels

MARKET STRATEGY	Maximize company results Market x Budget analysis and definition of production strategy	MONTHLY
PRODUCTION STRATEGY	Budget control Speed, Economy, Balanced (It defines how mill balance should work)	DAILY
PRODUCTION & COST MANAGEMENT	Mill balance control Start-up/Stop, Speed-up/Slow-down, Recipes (35 controls)	MINUTES TO HOURS
SMART CONTROLS	Control of complex variables Kappa, Brightness, Moisture, Dry-solids, etc. (75-100 controls)	3 -300 SECONDS
REGULATORY CONTROLS & SAFETY	Control of simple variables and avoid interlocks Flow, Temperature, etc. (1000 controls + 2000+ interlocks)	0.1 -1 SECONDS
RELIABILITY	Equipment (some assets have their own controls) Big assets, instruments, valves, motors, etc. (15,000+ devices)	MILISECONDS

Customer need	Customer need			How to improve it?							
Equipment must be reliable	Prediction of automatic notif on on-lir	failure and fication based ne data	Predicti notifica AR (Au	on of failure and ation based on in gmented Reality)	automatic pections. can help.	Risk-based Maintenance (RBM) algorithm					
Instruments	1 ⊡ © ≌ ⊯91%¤ 21:53 ← DIG - Oper. Insp. ♀	1064 C	CANCEL SAVE MAN	Industrial IoF - User Interface 2017.6.16.922. ACTIONS Ist 🍯 Mining Model 💌 Oustering Distails - Lime.	× Summary of Assets × Historic	- C ×					
Control Valves	3070-20-3432-370 CX AR LIMP PRIM AROSS CR 100 % B 37 L LESTE	3070-20-3432-3 CX AR LIMP PRIM AROSS CR	B 37 L LESTE Dig	ent Search a column header and drop it here to group by that column Installation Local Y Description	T Criticality T Days left T F	Ilsk (Max) Y Risk Distribution Very High Y High T M					
On-off Valves	3070-20-3221-9 COLETOR 100 %	OK WARNING A	ALARM C TO THE C	3502-20-019 CD FILTER 019 eventive Mostination Risk Days left	A -1410 V	Priority Status User Status Created Timestamp Days Work Orc					
Motors	3070- 20-3741-142 COMPRESSOR DE AR PORTATIL ATLAS COPCO	Vibration		Vers High -1122 000010048191 21 Vers High -845 000010058489 21	NANAR WAZAMENTO VISOR CO TROCAR TOONS TELAS DO CD FILTER RETIRAR CHUYEIRO CD FILTER ABRIR AS UNHAS DOS AGITADORES CD FILTER	Critica ORDA MSEN 3/2/2/011 120800 AM 1/2 Critica ORDA MSEN 3/2/2/015 120800 AM 8/8 Critica ORDA MSEN 3/2/2/015 120800 AM 8/8 Critica ORDA MSEN 3/2/2/015 120800 AM 8/8 Critica ORDA MSEN 3/2/2015 120800 AM 8/8					
Variable Frequency Drives	1 ⊡ © ? 491% 0 21:53 ← 3070-20-3432-370 ✓ ↓			Very High -945 000010565809 21 Very High -945 000010058511 21 Very High -945 000010058512 21 Very High -945 000010058512 21 Very High -945 000010058512 21	ABRIR VISORES E VALVULAS DE DRENO ABRIR BOCAS DE VISITAS DO CD FILTER HORUDTEAR CD FILTER E PERIFERICOS HOROJATEAR TANQUES SERVIRADORES CD	CIBICA ORDA MSEN 3/2/2015 12:08:00 AM 948 CIBICA ORDA MSEN 3/2/2015 12:08:00 AM 948 CIBICA DRDA MSEN 3/2/2015 12:09:00 AM 948 CIBICA DRDA MSEN 3/2/2015 12:09:00 AM 948 CIBICA MSEN 3/2/2015 12:09:00 AM 948					
Pumps	CX AR LIMP PRIM AROSS CR B 37 L LESTE	ar1.png	Falha instalação.pr	Very High -845 000010058704 Z1 1492-26-002 BCMBA 2 AGUA ALMENTACAO 002 3492-21-110-CK CALDEIRA DE RECUPERACAO	ROCAR VISORES DAS TELAS DO CD-FILTER	Critica ORDA MSEIN 5/2/2015 12:39:00 AM 948					
Smart Sensors	Temperature	Commont OPPAIL - Sudus OPP - User Toterface - Andriz Horn GLOBAL RETES	teenance Schutzers Division 2015/0.24.1894	3402-26-001 ECMEA 1 AGUA ALMENTACAD 001 9502-20-024 FILTED LANA 024	A -1481 V A -1535 V	Non-March 12 27 Non-March 12 27 Non-March 9 25					
Soft Sensors	Cleanliness	Classe Most recent date Most recent date Most recent date Most recent date Recent recent date Recent r	Image: Second	Lease to the second sec	O manues & same Billion						
	Leaks	Documenta Managamenta System Log Compare Log Compare Compare Comp	COLORINATION CO			ANDRITZ Pulp & Paper					



Customer need		How to improve it?							
Interlocks must be avoided	Automatic slow-down system	"Hacking" o actions and automatio	perator make it cally	Eliminate not needed interlocks	Review interlock limits	C Delay wher	interlocks possible		
			Metris - Industrial IoT - MAIN ACTIONS Start Tag Full Text Search Dese sealance beac	User Interface 2017.6.16.922 List X Heat map - Bleaching X Data Analy	Historical 💌 Lics = Process Alarms & Events =	- Historical	- Daniel Schuck		
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		ete E Values				Pulp	NDRITZ & Paper		

Customer need		How to improve it?	
Key process variables must be controled inside specifications	Sophisticated control algorithms must be developed and updated continuously	Specifications limits must be reviewed based on best operations days	Prediction of process problems and automatic notification
Advanced Process Contr			CO Beginness Co Beginness Beg
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Customer need	How to improve it?						
Production rate and chemical/energy consumption must work must be always optimized	Sophisticated control algorithms must be developed and updated continuously	Create a footprint of key equipment	Benchmark with best productions days and suggest possible changes in the model automatically				
A latery - hought with - there herefore 2017 A Life 22	 - □ × Image: State St	a bore design b bore design b bore design b b b b b b b b b b b b b b b b b b b	Knowledge 1 Knowledge 2 Knowledge 3 Knowledge 6 Knowledge 7 Knowledge 10 Knowledge 10 Knowled				
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	Custo	tomer need						How to improve it?	
	How to deal w ma	ith chan aterial	ges i	n raw	Proce	ess m	odel	ecipes must be created for every scenario to make the process at its optimal level	;
A NAME AND ADDRESS OF								A Metris - Industrial IoT - User Interface 2017.61.6922	×
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MAIN	ACTIONS					🥐 Da	niel Schuck 🧱	Hatten Profile Data Profiles Graphic Characteristics Discrimination Attachments	
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dutes	Feeding zone temperature -&C-	644,1 - 725,1	003	-100.00		004	003 -	Residual 02	
×.	Residual O2	0,1 - 3,7	003	-83.81		004	003 -		
	CO Kiln -ppm-	113,2 - 17.196,3	3 003	-78.20		004	003 -	15.1-	
	TRS @ 8ppm-	5,5 - 30,0	003	-68.40		004	003 -		
	Gases Temperature - � C-	159,1 - 245,6	003	-44.77		004	003 -		
	Mud flow - L-min-	1.162,8 - 1.679,	1 003	-25.56	-	004	003 -	* 000 001 002 003 004 005 006 007 008 009 010	
*	Burning zone temperature -&C-	19,5 - 676,1	003	-15.75		004	003 -	Specific energy -GJ-Ton-	
\$	Specific energy -GJ-Ton-	6,8 - 10,0	003	-2.99		004	003 -	9.848-1	
n	CO Kiin -ppm-	1,0 - 29,7	003	-2.20		004	003 -		
~	Specific energy -GJ-Ton-	5.0 - 6.8	003	-1.45		004	003 -		
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íí -	Mud flow - L-min-	05 - 11628	003	25.56	- 2	004	003 -	-0.152	
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How to achieve it

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Customer need	Hov	v to improve it?	
How to deal when something goes wrong, like an instrument failure	Switch off part of the algorithm and instructions in how to proceed	give Start-up sequence quickly and in a s	to start the process standardized way
	Силтате Соловно солов	2F40D26 - PARTIDA AUTOMATICA DE BLANC START BBA 2308201 1001NICIA SEQ DOW GOP NO 101ABRE HV219 1001NICIA SEQ DOW GOP NO 102613 4UNO SP- 55.00 % 1001NICIA SEQ DOW GOP NO 103BRE HV319 1001NICIA SEQ DOW GOP NO 103BRE HV319 1001NICIA SEQ DOW GOP NO 103BRE HV319 1001NICIA SEQ DOW GOP NO SEQ 3 - "DOW DI" WARTERS 1001NICIA SEQ DOW EOP NO START REPUPER 2107105 START REPUPER 21040501 1001NICIA SEQ DOW EOP NO START REPUPER 2107105 START BAD 2307801 START BAD 2307801 START BAD 2307801 START BAD 2307801 START BAD 2307001 1001CIA AUTO SP= 50.00 L/S 1001CIAS AUTO SP= 50.00 L/S 1001CIAS AUTO SP= 50.00 L/S 1001CIAS AUTO SP= 50.00 L/S 1001CIA AUTO SP= 50.00 L/S 1001CIA AUTO SP= 50.00 K/S 1001KIAS AUTO SP= 50.00 K/S	UEO 10)HV079 = AUTO 11)ARRE HV119 12)ARRE HV117 13)FIC118 REMOTO 14)FIC118 REMOTO 14)FIC118 REMOTO 15)FIC107 REMOTO 15)FIC107 REMOTO 10)START REPULPER 2102101 12)ESPERA F10985 14:4/5 3)BBA 2302501 = AUTO 4)START DW2 302001 5)FIC083 AUTO SP= 50:0 1/5 6)FIC083 AUTO SP= 50:0 1/5 6)FIC083 AUTO SP= 50:0 1/5 6)FIC083 AUTO SP= 50:0 1/5 7)STC659 REMOTO 8)PIC074 AUTO SP= 50:0 1/5 7)STC659 REMOTO 8)PIC074 AUTO SP= 50:0 1/5 7)STC659 REMOTO 8)PIC074 AUTO SP= 50:0 1/5 7)STC859 REMOTO 8)PIC074 AUTO SP= 50:0 1/5 11)START RASTRILLO 2401701 11)START BA FILTRADO 230701 12)FIC055 MAN = 80:0 % 13)FIC070 AREMOTO 16)ESPERA BBA 2301101 EN SERVICIO 17)FIC070A REMOTO 18)RAMPA PRODUCCION 19)ABRE HV051 20)FIC050 REMOTO 13)START RASTRILLO 2400901 4)START BBA 2300601 7)PDIC018 MAN = 25:0 % 8)LIC037 AUTO SP= 55:0 % 9)PDIC011 MAN = 25:0 % 8)LIC037 AUTO SP= 55:0 %
Prediction of variable			ANDRITZ Pulp & Paper

Customer need			
How to reduce the time to repair	Show contextual information	Have a knowledge database	Team of experts to support the mill
<image/>		Image: Second Holepool (Connection) Image: Second Holepool (Connection)	75% =) + Cancel 7-2014 Pre and expected. expected. e results in ed with our igester area. I and pH truments will
Production - Departer Production - Delignification Production - Blanching 1420.3 1403.9 1442.2	Template for control va	lves - O Queiroz	
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2850.4 270.4 898.3	Temperature Temperature	st fits to us is a thermal Android or iOS phones.	camera, that ANDRITZ Pulp & Paper

Results

Installation and tuning: Sep-Dec/16

KPI	Baseline	Goal	Jan/17	Feb/17	Mar/17	Apr/17	May/17	Jun/17
Operational Stability (average/ MSR) hour base	91%	94%	90.3%	94.1%	93.7%	90.5%	93.3%	95.5
Variable Costs (Consumption + Energy)	0%	-10%	-6,2%	-10,9%	-10.5%	-6.5%	-9.7%	-11%
OPP controls ON (% of Time of)	0%	90%	65,1%	90%	95%	85%	96%	97%

Production Records	Before	Q1/2017	Q2/2017	Q3/2017
Daily	5420	-	5508 (+1.6 %)	
Monthly average	4988	-	5045 (+1.1 %)	5105 (+2.3 %)
Quarter average	4694	4814 (+2.5%)	4872 (+3.8 %)	



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Thanks! Any questions?

Daniel Schuck daniel.schuck@andritz.com

