

# Maximize your assets' value with Air Products' digital platform

Insight > Data > Expertise > Action > Savings



## Benefits of operating technology solutions

### Cyber security:

Our system is designed to provide customers with a secured data connection and each system is created in collaboration with our customers.

### Value based and data driven decision making:

The system's data availability allows the customer and Air Products engineers to assess the status of key performance indicators and create action plans that will identify cost savings and improvement opportunities to boost system reliability throughout the lifetime of the plant.

### Risk mitigation:

We can synchronize the timing of the gases facility outages to those of our customers' to reduce outage frequency and duration, improving system availability and decreasing overall downtime.

### Maximize asset value:

Improved plant reliability, availability, maintainability, and performance with the use of advanced analytics to identify root cause of plant breakdowns and avoid unplanned outages.

## Get the most from your assets

Air Products monitors and maintains more than 400 industrial gas facilities globally with each site having thousands of I/O points. Air Products has developed proprietary algorithms to monitor key performance indicators allowing us to run each specific site at its optimum level of cost and efficiency. These learnings can also be applied to your systems through one of three levels of asset monitoring and control, as explained below. In this way, we assist our customers to enhance asset reliability and profitability at a frequency that works for them—everything from monthly reports and yearly audits to 24/7/365 operations. We can work with you to define your most cost effective solution.

## Three levels of support:



### 1. ProcessMD

A regular analysis report is generated from information pulled from a secure digital cloud offering with key process points analyzed for preemptive analysis of abnormal operations and cost efficiency. This is achieved using a one way system access (the customer

only has to push their approved data to the cloud) which ensures that the customers' digital and physical systems are secure.

The promise of ProcessMD is to "know it before it happens". One of the primary benefits of the ProcessMD service is the use of predictive analytics to minimize planned shutdown and maintenance—savings from which can accrue on a yearly basis.



## 2. Mentored Operations

Includes all the benefits and activities incorporated into the ProcessMD with near real time data process monitoring and reporting based on your process needs. It also provides training for a company's fluid talent pool and new/inexperienced operators. Mentored Operations also offers "real-time" operating advice, help and knowledge transfer through a 1-800 number, giving the customer direct access to Air Products engineering expertise whenever required. Having the Air Products Operations' know-how and capabilities at your fingertips during a plant failure can significantly improve outcomes and speed of resolution.

## 3. Operate and Maintain (O&M)

Includes all benefits and activities from the Mentored Operations program and more. We operate your industrial gas plant as it were part of our own fleet. It is akin to having Air Products at your site, working to seamlessly integrate the industrial gas production into your production plan. This includes continuous monitoring, both manned and unmanned, and us taking care of all planned and preventative maintenance activities sourced through our global supply chain and Operations teams. It also provides your operation with the latest in industrial gas plant expertise.



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