



## *Lessons Learned Applying SaaS in the Food and Dairy Market*





## Cloud-Based Industrial Controls

“In today’s data-centric landscape, organizations are under increasing pressure to find the right technology to support data requirements across their businesses. Industrial organizations know that major change is required if they are to thrive against a backdrop of geopolitical challenges, increased costs, global competition and distributed workforces. Digital transformation holds the key to achieving a paradigm shift in how teams work together and how operational activity is delivered.

To achieve the change needed, organizations must ensure they have a robust, yet agile, data-driven culture and framework from which to drive their digital journey.” Source: Aveva





## Organizations experiencing benefits from cloud-based solutions in manufacturing

- With benefits like remote management and monitoring; Customers are using industry-proven, advanced components and solutions to focus on and achieve faster, more reliable business outcomes or accelerate the capacity to change (become more agile);
- Free up internal resources to focus on achieving competitive differentiation instead of commoditized activities or ease the way for migration of industry-specific legacy solutions to the cloud.
- Realize a faster time to market for new products, services, business capabilities, and use cases. Source: Deloitte



## Top challenges from cloud-based solutions in manufacturing

- Security
- Dependence on internet connectivity
- Data privacy concerns

# Paper Chart Recorder: Record Management Workflow



## Paper Recorder Operations & Maintenance

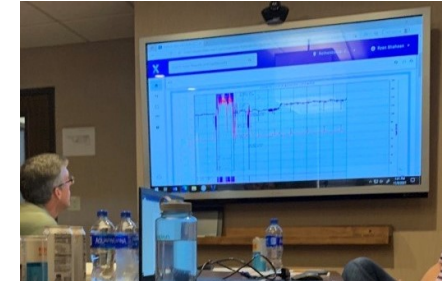
- Time to Install & check chart Print Performance
- Care in writing legible event annotations
- Extra care required to conserve chart quality in wet environment
- Tracking inventory of consumable parts (Charts & Ink cartridges)
- Time troubleshooting recorder performance & failure issues.
- Requires experience + product specific knowledge & skills.
- Critical spare parts inventory

## Quality PCQI Paper Record Approval Workflow

- Time collecting & sorting charts
- Checking chart print quality and physical condition
- Time printing and attaching relevant documentation
- Physical movement of records to next stage approval review.
- Physical workflow to move paper records from approval stage to storage.
- Time dedicated for "Audit Readiness"



# PPR Recorder: Record Management Workflow with Legendary Software



## Operations & Maintenance

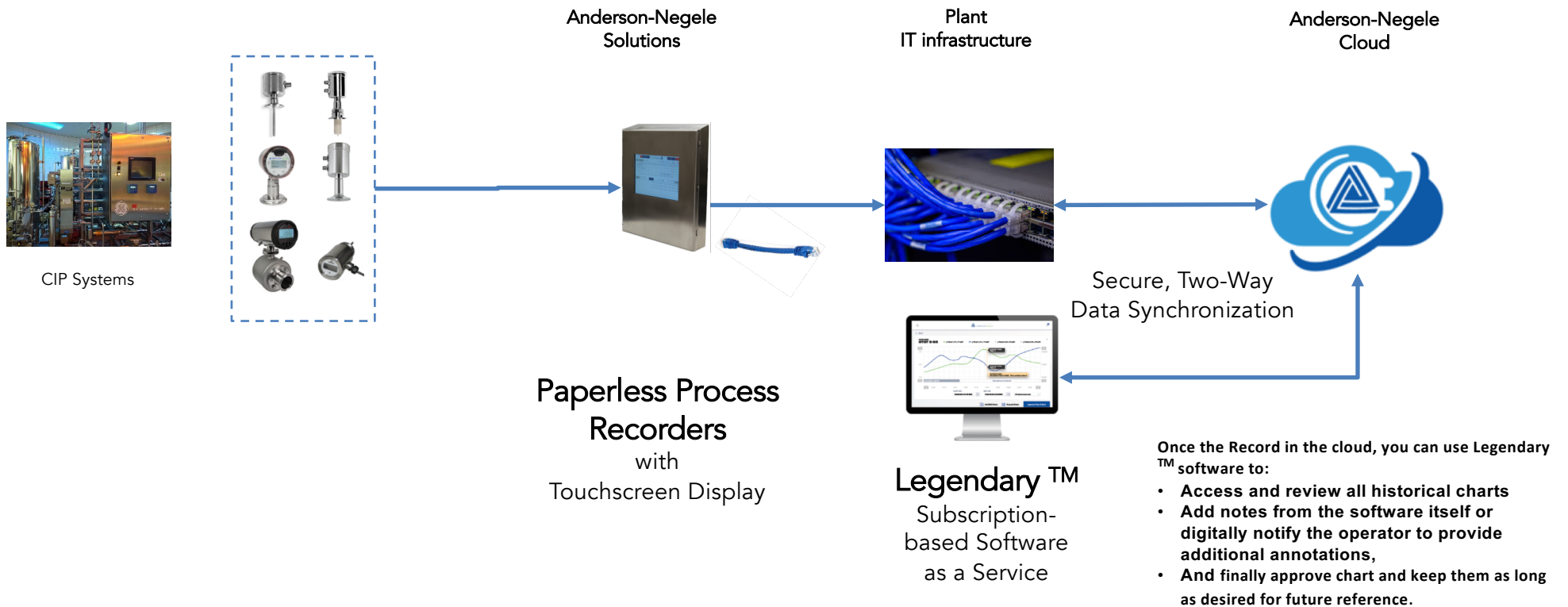
- User friendly intuitive interface
- Drop down menu of simple preprogrammed customized annotations
- Access to on device "Task List"
- Eliminates consumable parts.
- Simple programming steps
- Intuitive menu driven configuration setup
- New Tech training is simple and fast
- Eliminates need for critical mechanical spare parts inventory

## Quality PCQI – PPR Record Approval Workflow

- Remote access to all digital records
- Legible digital records
- Remote messaging for additional or missing record information
- Record review and approval workflow captures and updates record stage & revision.
- Sort records by plant, process line, or unit.
- Search records by specific date
- Option to provide State inspector remote access to digital records



## Creating a Legal, Digitalized Workflow





## Digital Recording Example: Dairy Transportation.

Problem to be solved:

Experience with preparing for installation

Unexpected value realized over time

Lessons learned to sustaining SaaS in this application







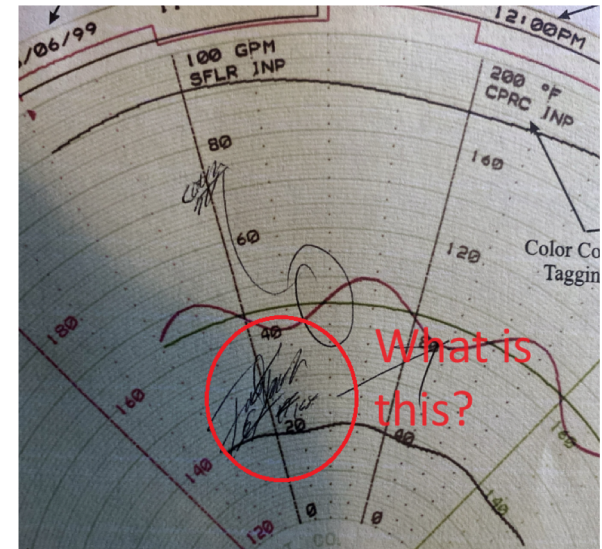
## Digital Recording Example: Writing on the paper chart.

Problem to be solved:

Experience with preparing for installation

Unexpected value realized over time

Lessons learned to sustaining SaaS in this application





## Digital Recording Example: HELP!

Problem to be solved:

Experience with preparing for installation

Unexpected value realized over time

Lessons learned to sustaining SaaS in this application





## Current state of PPR

- 3-year observation of PPR success and challenges
- Thoughts on the future of PPR and customer priorities



# Questions