

What's new from ABB Service

10|12

Process Automation Service



Featured this issue

Process optimization: Save millions of dollars every year

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What's New

Watch these 3 videos on process optimization

Visit the ABB Service channel on YouTube, and select the playlist "Optimize process performance".

>> www.youtube.com/user/ABBService



3 steps to improving your process

This video outlines how three key steps can keep your process running at maximum performance.



ABB Optimization Services

Optimization services cover a broad range of technologies and are tailored to your application and process.



ABB Loop Performance Fingerprint

Optimization begins with a 'Fingerprint'. The Loop Performance Fingerprint is non-invasive and provides a plan to improve the performance of your system.

How to save millions by optimizing your process



Rick Dolezal
US Process Business Development

Robert Horton, from ABB's Optimization Services Team: "When you have a team of experts able to identify areas of a process that are underperforming, correct the issue, and provide a substantial ROI, the phone begins to ring. The year-over-year savings are significant."

Critical process data is available from every automated process. This data be used to improve product quality, increase

uptime, and reduce waste and energy cost. Optimization engineers, experienced with your process and equipment, can diagnose, then implement and sustain a solution to dramatically increase profitability.

To learn more about process optimization, download the white paper below. A sample report of our popular Fingerprint optimization service is available on request.

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White paper

Three steps to improving your process

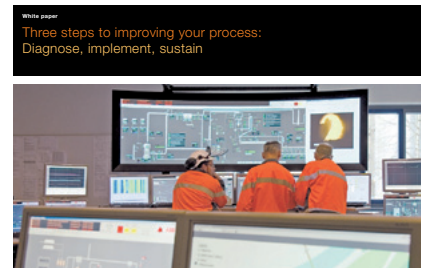
Virtually every process presents opportunities for improvements, with measurable and often impressive results.

Every manufacturing process has issues of varying severity that reduce productivity, lower product quality and increase operating costs. Optimization services investigate obvious problems as well as chronic, often unnoticed issues that can drag down the bottom line.

This white paper explains the three steps to measurable improvements, beginning with a diagnosis of system and process health.

Download the white paper to read more.

To download the white paper *Three steps to improving your process*, scan this code, or visit: <http://goo.gl/KLKU>



White paper
Three steps to improving your process: Diagnose, implement, sustain

Every manufacturing process has issues of varying severity that reduce productivity, lower product quality and increase operating costs. Optimization services investigate obvious problems as well as chronic, often unnoticed issues that can drag down the bottom line.

Automation systems provide safe, reliable service for many years. But, as with all mechanical and electrical equipment, performance degrades over time. The process may begin producing off-specification product, respond poorly to changes in operating parameters, materials, or environmental conditions.

Faced with increased competitive pressure, the need to tightly manage costs, and driving expertise on-site, businesses require access to technical skills and knowledge required to maintain and upgrade process efficiency.

Many Original Equipment Manufacturers (OEMs) or third-party experts are available to offer assistance. These resources can solve sensitive process problems or issues, and uncover opportunities to improve a well-running process to higher levels of performance.

It's fair to say that virtually every process presents improvement opportunities, with measurable and often impressive results.

Optimization, a three step process
The optimization approach requires a three-step process. These steps can be delivered separately or combined, based on specific customer requirements.

These steps include:

- Diagnosis of the system and process health
- Implementation of identified improvements steps
- Sustaining achieved financial and operational benefits

Optimization engineers from the OEM or third-party service organizations, who understand your process, are selected based on their knowledge and experience. This enables them to approach their investigation and quickly develop appropriate solutions.

Diagnosis of the system and process health
Data collection
Diagnosing the problem requires a series of steps that begin with data collection. The optimization engineer's objective is to gather as much data as needed. More data generally provides better results, leading to a faster and higher-value solution.

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Optimization begins with a 'Fingerprint'

The optimization process is an engineered approach that allows ABB to identify production and efficiency barriers through patented system and process analysis. Production disturbances and improvement opportunities are identified, and solutions are provided through a customized improvement plan.

Once improvements have been made and optimization goals have been met, a process is available to sustain the financial and operational benefits gained.

The optimization process

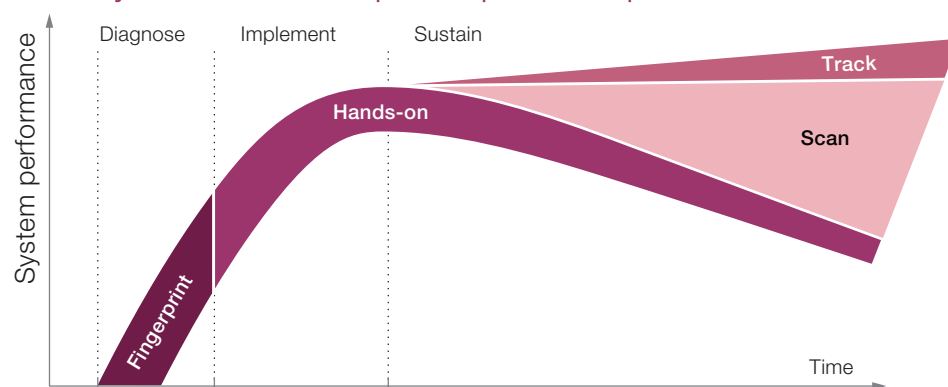
Three step improvement process.

- **Diagnose.** Valuable diagnostic report—the *Fingerprint*—to identify reliability problems
- **Implement.** Hands-on delivery of improvement services to increase reliability
- **Sustain.** Manage and continue the improvement process through renewable services

Fingerprint report

This detailed report contains system data and analyses, as well as performance improvement recommendations.

Identify issues and improve process performance



The diagnose step identifies issues and provides the detailed *Fingerprint* report, it is the first step to implementing and sustaining improvements to process performance.

Optimization services

Loop Optimization

**Documented annual savings potential
\$90-\$220K per area**

Receive comprehensive testing and analysis of process, control, signal conditioning and interaction between process areas. Find out the sources of disturbances that cause poor product quality, increase raw material and maintenance cost, and lost profits.

Boiler Optimization

**Documented annual savings potential
\$50-\$250K per area**

If boiler fuel costs are a large component of your budget, find out how to measure and close the gap between current and optimal performance.

Alarm Management

How critical is your alarm management system? Is there a flood of alarms during an upset, are alarms poorly designed with improperly set alarm points and/or unclear messages? If any of these affect your operators, this service provides the solution you need.

Batch Optimization

This service offers batch process analysis and optimization. Ask your Service Account Manager about the BASF Corp. case study, presented at APW 2012, available on video.

Harmony Performance

Harmony system-specific performance diagnostic includes measurement and analysis of INFINET performance, Controller CPU utilization, and PCU Nodes communication loading.

800xA Advanced System

This System 800xA audit includes comprehensive measurement and analysis of system performance, network communication, and controller loading.

Cyber Security

Ward off cyber attacks: Identify strengths and weaknesses within your plant's control systems.

Request a free sample
Fingerprint report
for any of the listed
Optimization Services.
Contact your Service
Account Manager,
scan this code, or
visit: <http://goo.gl/QLxgl>



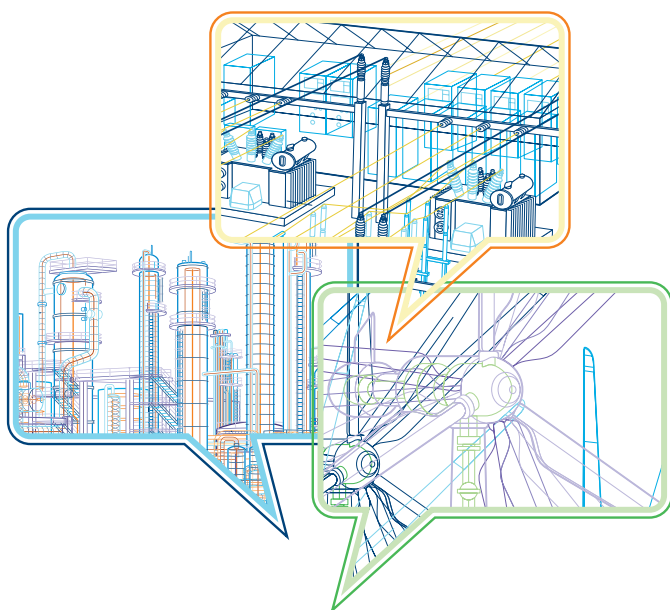
Win a Loop Optimization or Industrial Boiler Fingerprint

Win your choice of a Loop Performance Fingerprint, or an Industrial Boiler Fingerprint. Simply complete the on-line form (use QR code to the right).

Winners will be selected following ABB Automation & Power World 2013.

Don't miss this opportunity to optimize your process

To enter the drawing for a Loop Optimization or Industrial Boiler Fingerprint, scan this code or visit: <http://goo.gl/q3y6U>



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March 25-28, 2013 in Orlando, Florida at the Orange County Convention Center. For the latest event information, visit:
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