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1. 公司介绍

AVEVA总部位于英国剑桥，在全球40多个国家的80个地点拥有4,400多名员工。AVEVA的工程、规划和运营、资产绩效以及监测和控制解决方案为全球超过16,000家客户，4,200个合作伙伴和5,700个认证开发商提供支持。服务行业覆盖石油和天然气、造船及海洋工程、电力及公用事业、化工、采矿及矿产、钢铁制造、建筑、食品饮料、生命科学和基础设施等诸多行业。

AVEVA通过从逻辑设计，三维协同设计，工程材料管理，计划管理，工厂数字化资产管理，存量资产数字化管理等产品和方案，资产设备管理，过程监视控制管理，制造执行管理，设备预测性维护管理，过程优化等解决方案，为国内外大量设计院、工程公司、业主、研究和服务机构的数字化管理与生产提供支撑。

国内主要客户和合作伙伴有： 能源化工（中石油，中石化，中海油，中化集团，中国化工，中国化学）、煤化工（神华宁煤，神华煤制油、中煤煤科院）、电力（中国电建，中国能建，国家能投，国家电投等电力集团）、核电（中核集团，中国广核集团）、造船业（中船工业，中船重工，招商重工，中信重工等）、环保（中节能，上海环境，建设科技集团）、冶金（中冶赛迪、中冶东方、中冶华天、中冶京诚）、食品饮料（雀巢、玛氏、达能）、医药生命科学（西安杨森、广州百特）和基础设施（中国城市建设研究院有限公司，青岛热力、盐城水务、昆明威立雅）等。



Figure 1. Magic Quadrant for Manufacturing Execution Systems



我们拥有超过 16000 家的庞大全球客户网络

石油和天然气、 化工	食品、饮料、 CPG	造船、海事	生命科学	矿业、冶金、 建材	基础设施	EPC	电力
<div>ExxonMobil</div> <div>bp</div> <div>ADNOC</div> <div>Air Liquide</div> <div>ConocoPhillips</div> <div>Kuwait Oil Company</div> <div>PEMEX</div> <div>Shell</div> <div>Statoil</div> <div>BASF</div> <div>Chevron</div> <div>TOTAL</div>	<div>pepsi</div> <div>NEW BELGIUM BREWING</div> <div>Nestle</div> <div>SAB MILLER</div> <div>Amadori</div> <div>المراعي Almarai</div>	<div>DAEWOO</div> <div>WERFTEN</div> <div>HYUNDAI HEAVY INDUSTRIES CO., LTD.</div> <div>IRVING</div> <div>Irving Shipbuilding, Inc.</div> <div>Kawasaki</div> <div>Kawasaki Heavy Industries, Ltd.</div> <div>SAMSUNG</div> <div>ADMA ZEPCO</div>	<div>Genentech</div> <div>Xcellerex</div> <div>GILEAD</div> <div>gsk</div> <div>SANOFI PASTEUR</div>	<div></div> <div>HYDRO</div> <div>NUCOR</div> <div>It's our Nature.</div> <div>CODELCO</div> <div>ROY HILL IRON ORE</div>	<div>nayaraipur नया रायपुर</div> <div>مؤسسة قطر Qatar Foundation</div> <div>aena aeropuertos</div> <div>مشروع الميناء الجديد NEW PORT PROJECT</div> <div>PIMA COUNTY WASTEWATER RECLAMATION</div> <div>GRTgaz</div>	<div>Petrofac</div> <div>wood.</div> <div>Worley</div> <div>energy chemicals resources</div> <div>NPCC</div> <div>شركة البنىةاءات البترولبة الوطنبة</div> <div>MCDERMOTT</div> <div>TechnipFMC</div>	<div>nationalgrid</div> <div>enel</div> <div>Southern Company</div> <div>TATA TATA POWER</div> <div>edf</div> <div>DUKE ENERGY</div>

2.1 解决方案 “一体化工程设计” 介绍





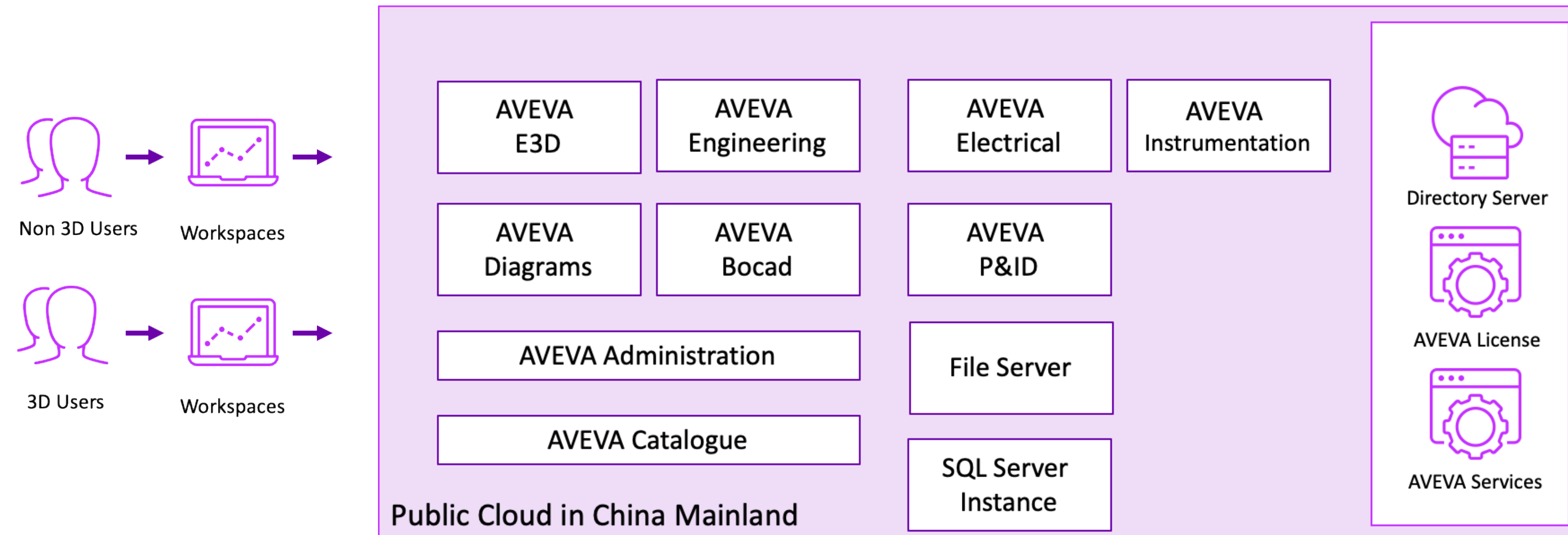
2.2 解决方案 “一体化工程设计” 商务计划

项目	说明
目标客户特征	三维设计及工程仿真，远程协同设计需求
客户痛点说明	需要基于公有云的远程协同设计方案
售卖方式	直销为主、分销为辅
交付方式	AVEVA和AVEVA合作伙伴负责实施
运营方式	最终用户或者最终用户关联方运营平台
售后支持	需要与服务商支持

2.3 解决方案 “一体化工程设计” 技术计划

业务/技术架构

Customer View on Demo Environment Architecture

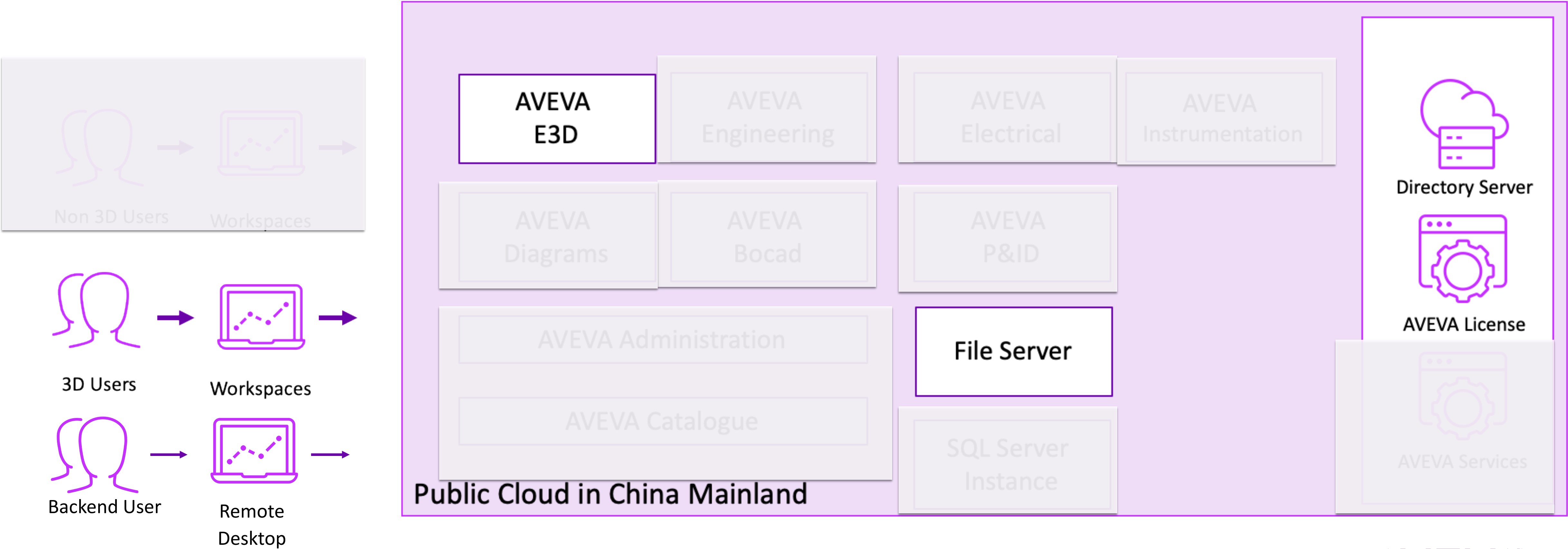




2.4 解决方案 “一体化工程设计” 测试计划

步骤1

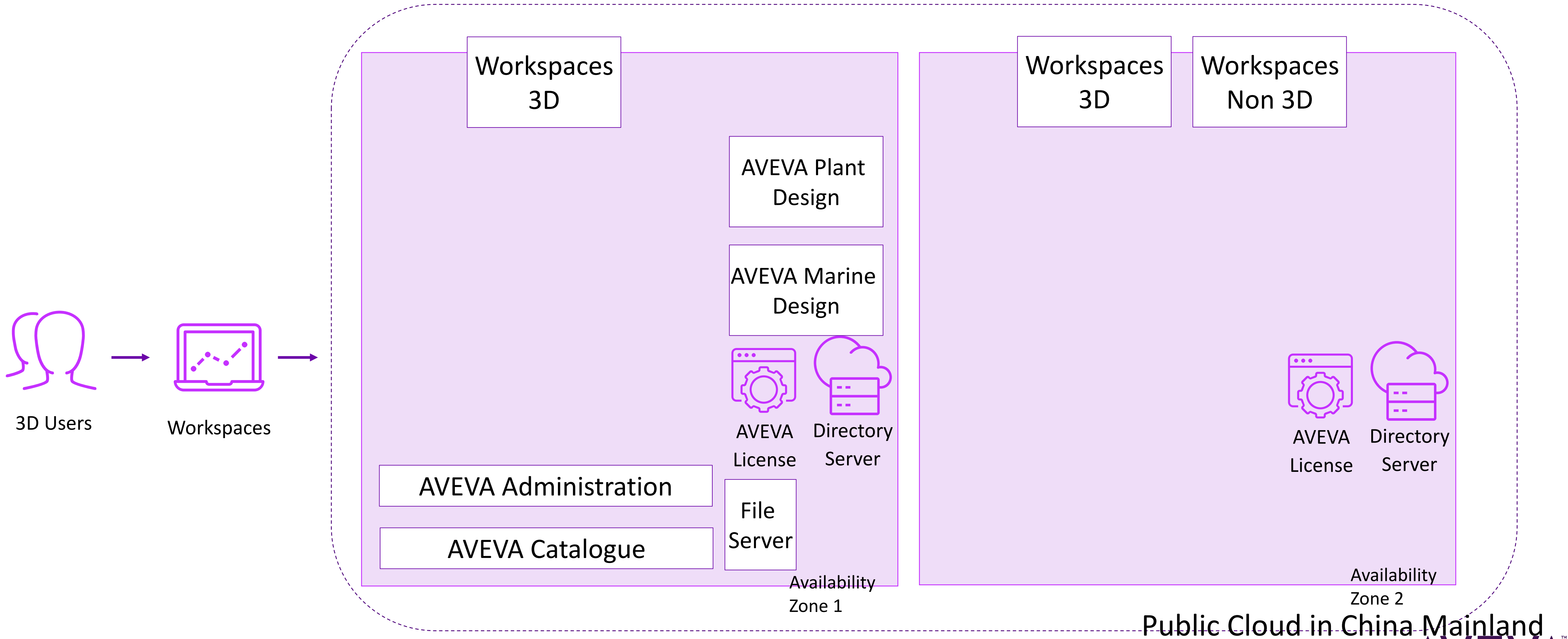
Customer View on Demo Environment Architecture





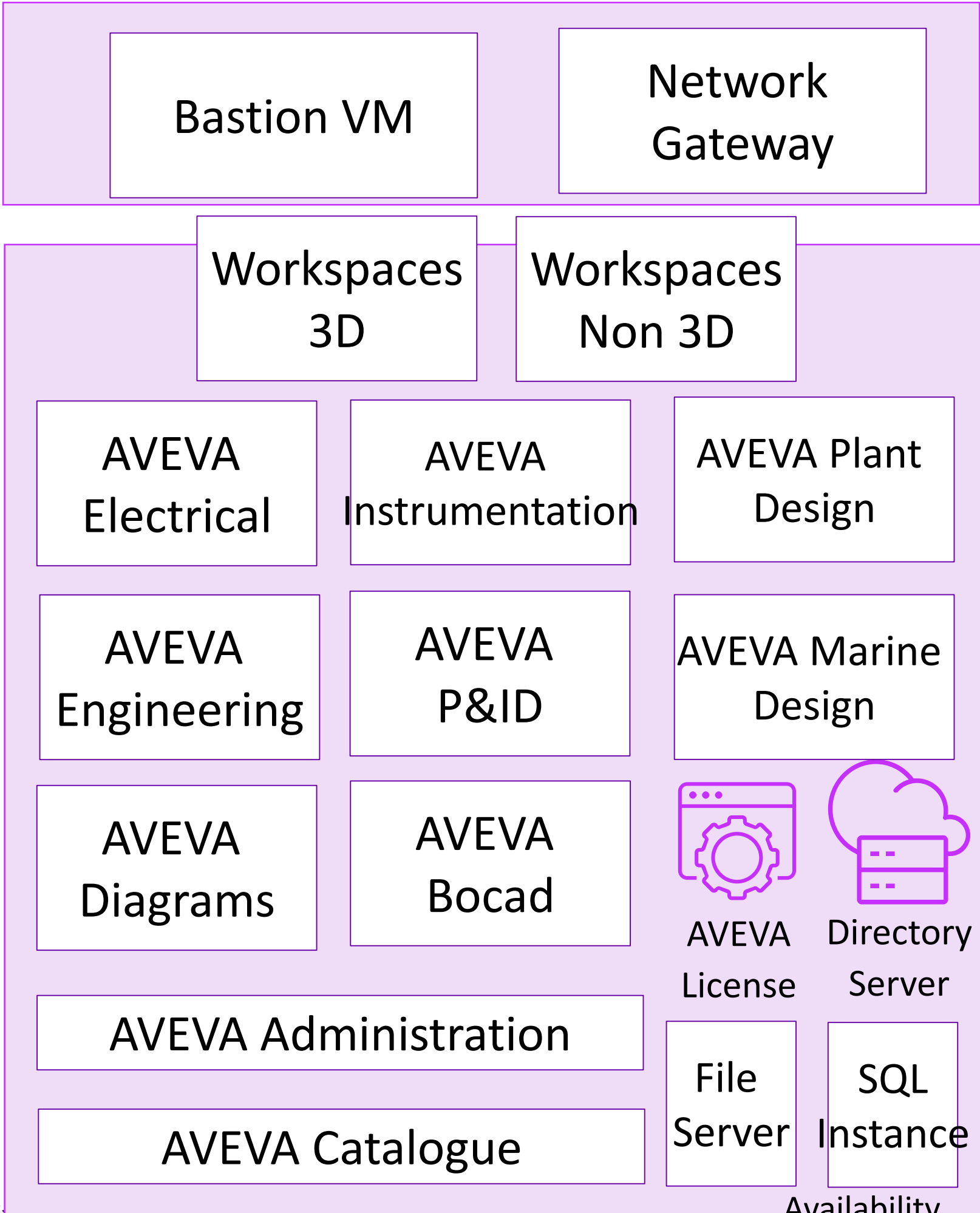
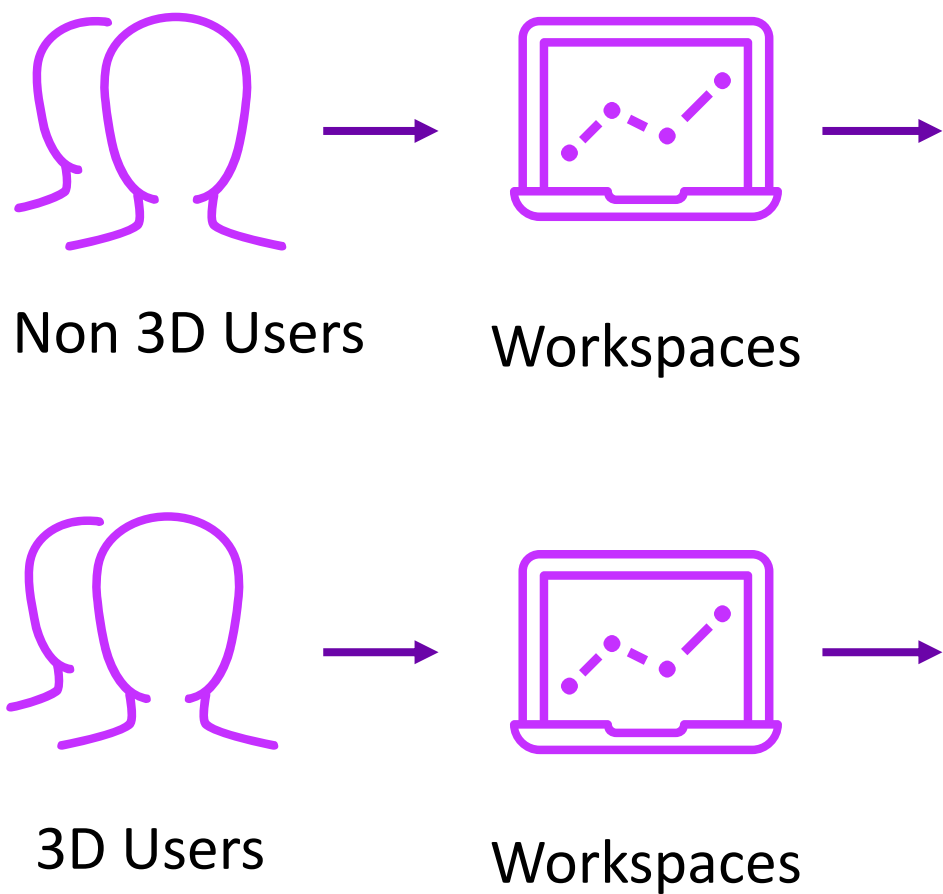
2.4 解决方案 “一体化工程设计” 测试计划

步骤2

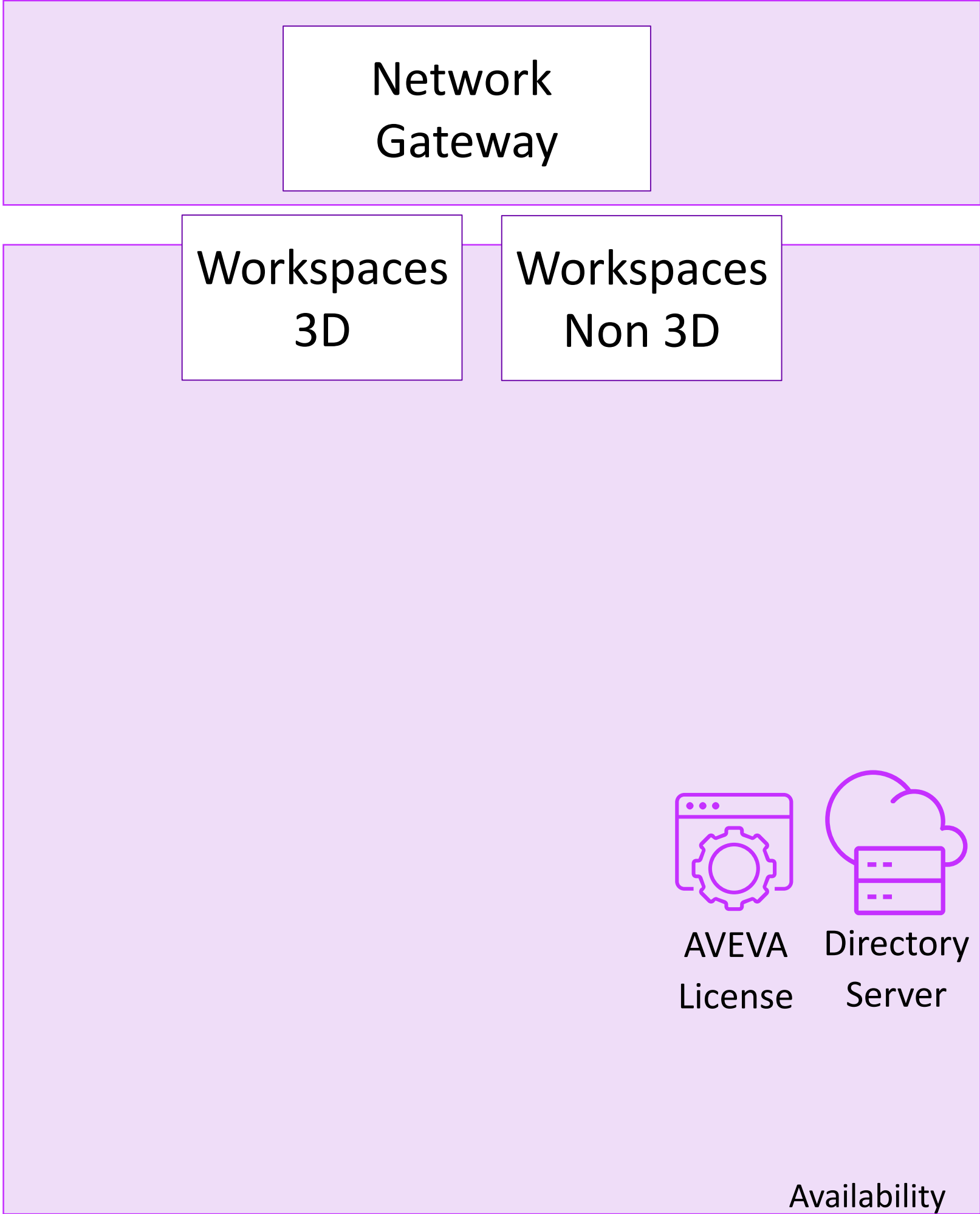


2.4 解决方案 “一体化工程设计” 测试计划

步骤3



Availability
Zone 1



Availability
Zone 2

Public Cloud in China Mainland



3. 解决方案 “一体化工程设计” 典型案例说明

见下页



实施案例-中海壳牌石化工厂 工程设计与数字化交付

中海壳牌石化工厂投资40亿美元。由美国Bechtel公司、中国SEI，美国Foster Wheeler公司三方成立的联合体，承接该项目的PMC工作。2006年投入使用，包含11套装置，生产乙烯丙烯等化工产品。

AVEVA 的产品主要在生产部、维修部使用，涉及**450人**左右。每天点击量平均**2万次**（*中海壳牌IT部门统计）。项目在初步设计阶段就部署数字化交付平台，对接AVEVA和非AVEVA二三维设计系统；在项目竣工阶段，基建期的完整的数据信息全部移交到AVEVA 信息管理系统，并且建立了以三维模型为核心和索引的关联关系，并保证了数据的唯一性和准确性。成为是公司的核心系统之一，也是数字工厂的唯一性信息源。系统已经运行**15年**，在中海壳牌大家习惯称呼AVEVA 为“数据仓库窗口”。

4. 解决方案联合方案路线图Draft

AVEVA

AVEVA Flex Subscription Allow easy access across entire portfolio						
AVEVA Connect Cloud access into AVEVA products						
Engineering		Operations		Performance		
aws	Conceptual Design	Procurement and Construction	Operations Control and HMI	Operations Execution	Supply Chain Performance	Asset Strategy
	AVEVA Process Simulation	aws AVEVA Enterprise Resource Management	AVEVA Edge	AVEVA Manufacturing Execution System,	AVEVA Unified Supply Chain	AVEVA APM Assessment
	AVEVA Dynamic Simulation	AVEVA Contract Risk Management	AVEVA InTouch HMI, formerly	formerly Wonderware	AVEVA Crude Assay Management	AVEVA Asset Strategy Optimization
	AVEVA PRO/II Simulation	AVEVA Steel Fabrication Management	Wonderware	AVEVA Recipe Management		
	AVEVA Thermodynamics	AVEVA Point Cloud Management	AVEVA Industrial Computers	AVEVA Batch Management	Production Performance	Asset Performance
			AVEVA Plant SCADA	AVEVA Enterprise Integration	AVEVA Off-sites Management	AVEVA Unified Operations Center
aws	Front End Engineering and Design (FEED)	Operator Training	AVEVA System Platform, formerly	AVEVA Discrete Lean Management	AVEVA Production Management	AVEVA Asset Information Management
	AVEVA Engineering	AVEVA Enterprise Learning	Wonderware	AVEVA Workflow Management	AVEVA APC	AVEVA Insight
	AVEVA P&ID	AVEVA XR for Training	AVEVA Development Studio, formerly	AVEVA XR for Operations	AVEVA Process Optimization	AVEVA Predictive Analytics
	AVEVA Electrical and Instrumentation	AVEVA Operations Training Simulator	Wonderware		AVEVA Production Accounting	AVEVA Operational Safety Management
		AVEVA Pipeline Training Simulator	AVEVA Enterprise SCADA			AVEVA Enterprise Asset Management
	Detailed Engineering Design		AVEVA Liquid Applications		AVEVA Value Chain Optimization	AVEVA Mobile Operator
aws	AVEVA Plant Design	Project Information Management	AVEVA Gas Applications			AVEVA XR for Maintenance
	AVEVA E3D Design	AVEVA Asset Information Management	AVEVA Operations Management			
	AVEVA E3D Structural Design	AVEVA ENGAGE	Interface			AVEVA Asset Performance Management
aws	AVEVA Marine Design	AVEVA Unified Operations Center	AVEVA Unified Operations Center			
	AVEVA Hull Design					
	AVEVA Outfitting Design	AVEVA Unified Project Execution	Operations Information			
	AVEVA Initial Design		AVEVA Historian, formerly Wonderware			
aws	AVEVA Assembly Planning		AVEVA Insight			
	AVEVA Unified Engineering		AVEVA Unified Operations Center			
			AVEVA Asset Information Management			
			AVEVA Unified Operations Center			