



*High performance. Delivered.*

Automation &  
Industrial Solutions

## Unleashing value at the core

Companies are competing in a global marketplace of unprecedented transformation. Optimizing output from production processes is key.

• Consulting • Technology • Outsourcing

Companies today have to contend with consolidation, new entrants, cost and environmental pressures, and increased demand. To stay competitive and achieve high performance, decision makers must continually improve quality, efficiency and productivity in their core operations. And they need to continually seek new ways to maximize resources—existing or greenfield—at the lowest cost, with the least waste, and in the fastest and most sustainable manner possible.

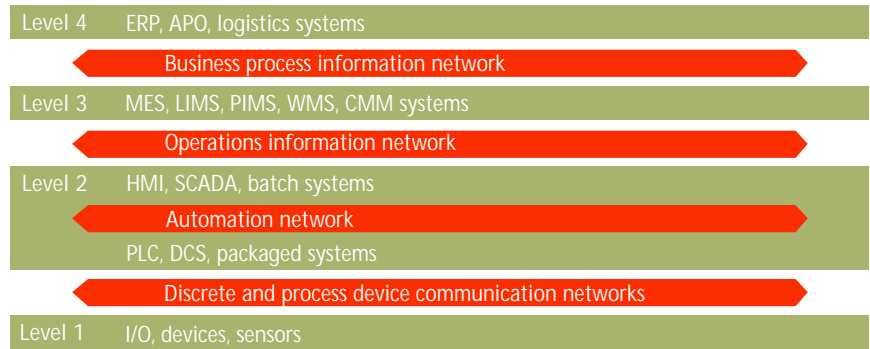
After numerous information technology (IT) investments, particularly in enterprise resource planning systems, companies are recognizing the opportunity to take advantage of converging IT and standardization as an important lever to raise productivity. Investments in automation and industrial IT are growing exponentially—often without the best possible return and without integration with corporate applications such as enterprise resource planning systems.

## Better integration for better business

Integrated automation and industrial solutions can make a bold difference in operations by increasing process revenues, optimizing asset reliability and reducing environmental risks, for example. The integration of information between the shop floor and the C-suite makes it possible to gain greater and wide-ranging information to make better and faster business decisions.

Accenture Automation and Industrial Solutions can help companies achieve high industrial performance by enabling this plant-to-business integration (see Figure). Our solutions connect and synchronize the shop floor and the C-suite—helping companies turn production data into useful information through an integrated

Accenture Automation & Industrial Solutions integrate information from the shop floor to the C-suite.



application of technology in operations.

Accenture Automation and Industrial Solutions are the result of the acquisition of a leader in automation and industrial IT solutions, combined with our business process experience and unique ability to implement transformation programs on a global scale.

We have more than 20 years of project experience to meet clients' most critical industrial IT and automation needs, such as:

### Value propositions

- Efficiency, quality and cost
- Real-time operations visibility
- Safety and sustainability
- Asset optimization

### Solutions

#### Railway operations

- Railway operations management system
- A scalable hardware and software platform to monitor and control locomotives

#### Nonferrous metals production

- Supervise, control and manage the production process of nonferrous metals (aluminum, zinc, nickel, copper)

### Services

#### Consulting

- Automation and industrial IT strategy
- Automation and industrial IT organization performance
- PMO of automation and industrial IT projects
- Technical assistance
- Information and automation master plan
- Operation systems master plan
- Vendor technology certification

#### Engineering and design

- Basic automation and control engineering
- Customer-specific solution engineering

#### Automation and industrial IT systems integration

- Instrumentation, control, electrical, AC/DC drivers
- SCADA, DCS, PLC, robotics
- Industrial cyber-security
- OPC and SOA integration
- Industrial networks
- Alarm management
- Manufacturing execution systems (MES) / manufacturing operation management systems (MOM)
- Production information management systems (PIMS)
- Labs information management systems (LIMS)

- Integration of plant and enterprise systems
- Environmental control systems

#### Process and plant optimization

- Loop tuning and variability reduction
- Asset management and optimization
- Intelligent operations center
- Intelligent process monitoring and troubleshooting

#### Training

- Automation business case
- Automation and control technologies
- Industrial IT
- Leading software

## Global reach, proven experience and a strategic approach

Accenture brings extensive industry knowledge, global reach, and automation, technology and change management experience to deliver solutions at the core of our clients' production processes.

- World-class technical team. Our technical experts team (Ph.D.s and M.Sc.) is growing rapidly. Today, we have over 100 automation engineers, 90 MES, PIMS and LIMS specialists and 160 industrial IT professionals—with more experts joining our team each month.
- Global reach. With more than 180,000 people working in 49 countries, Accenture's global reach is extensive. We combine an understanding of our clients' unique needs with an

unprecedented ability to use standard processes and proven technologies to implement global automation and industrial solutions.

- Hardware and software independence. Because Accenture has strategic alliances with the world's leading technology providers, we offer a vendor-neutral approach to help clients select the appropriate solution for their needs.
- Special solutions. If commercial off-the-shelf solutions are not appropriate or available, Accenture Automation and Industrial Solutions can build a best-of-breed custom industrial IT and automation solution (hardware and software components) for specific business challenges. For example, we have proven solutions to optimize the production of nonferrous metals

and a suite of products to optimize railroad transportation operations.

- Commitment to innovation. Accenture Automation and Industrial Solutions reflect Accenture's companywide commitment to continuous innovation and research and development.

With our range of knowledge, experience and global resources, Accenture can help you take full advantage of industrial IT and automation technologies to unleash the value in your core operations—and build a high-performance business that can compete and thrive in a changing global business landscape.



Based on our deep industry and automation engineering technical knowledge and experience, ready assets, and proven processes and technologies, these solutions deliver significant business advantages:

- Greater business insights. By integrating production and business systems, our analytical tools provide critical insight into and control over the production process, thus helping to create a more effective system overall.
- Improved performance. Our proven solutions optimize the manufacturing process, increasing productivity and improving quality and security.
- Less environmental impact. Our approach considers environmental variables, offering excellent solutions that are also sustainable.

Additionally, Accenture provides outsourcing services to operate and maintain production control systems and the related infrastructure based on your Service Level Agreements, allowing for better focus on production management essentials. Based on our long outsourcing business, adapted to the specific requirements of the shop floor, we can propose concepts to optimize current and future investments in automation and industrial IT.

### An enterprisewide approach

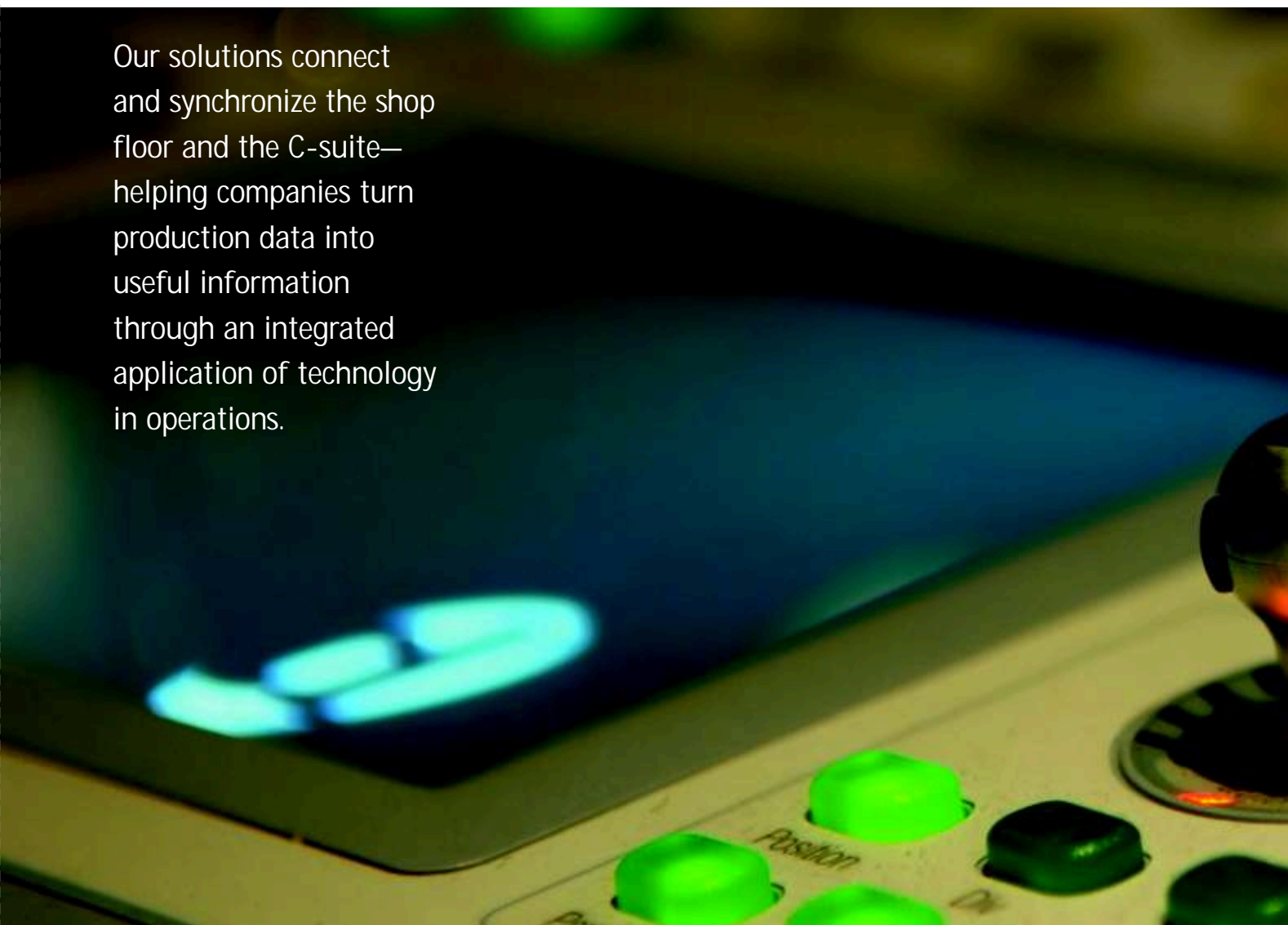
Accenture helps companies take an enterprisewide approach to automation and industrial IT, starting with understanding an organization's current situation and suggesting a path to help reach the company's vision. We look for bottlenecks in the value

chain and identify where automation and industrial IT can make a difference. We also help to identify where to make selected investments and the infrastructure required to support current and future industrial IT and automation assets.

As we develop solutions for clients, we address not only technology but also the people, processes, change management and organizational factors that are relevant to achieve and sustain high performance.

We have also developed a unique repository of industry-specific processes for implementing automation and industrial IT. These tools and methods are based on practical experience gained through a number of industrial IT and automation projects in mining, metals, energy, building materials, chemicals, beverages and other industries.

Our solutions connect and synchronize the shop floor and the C-suite—helping companies turn production data into useful information through an integrated application of technology in operations.



## About Accenture

Accenture is a global management consulting, technology services and outsourcing company. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. With more than 186,000 people in 49 countries, the company generated net revenues of US\$23.39 billion for the fiscal year ended Aug. 31, 2008. Its home page is [www.accenture.com](http://www.accenture.com).

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