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## Digital threads enable new business opportunities



## Cooling-as-a-service, \$/Δ°F

- Changes relationship from one-time sale to continuous
- Changes relationship from one-time data to contracted
   Changes economics from large, upfront to longer, periodic, smaller sale
   Goal: meet KPIs, max uptime with min OPEX, min CAPEX

#### Move maintenance from reactive to predictive

How? Lots of sensors, remote monitoring, analytics Edge maintenance using executable ROMs Thread = as-installed/as-maintained per unit; connectivity/data gather

#### Then from AC to connected building services

Cooling = f(occupancy, weather, interior use, ...) What else relies on those same inputs? Escalators/elevators, lighting, ...



# "Digital Twins are in the WSJ; make me one!"



#### Airports have many (aging) assets

- What do we have? Physical? Digital? As-is / as-built / as-designed?
- Regulated / unregulated, security-driven, old/new

#### Map physical, then create digital

- Laser scanning, photogrammetry into automatic model creation
- Also GIS, AEC, MCAD, electronics
  From contractors, municipality, airlines ... Many formats, fidelities, states

## To do ... what, exactly?

- CFO wanted to put own stamp on organization
- Create cohesion, focus on data as a deliverable
- Ultimately, get better control over all assets for infrastructure planning, project execution; coordinated analytics for people/plane/goods movement; security using image recognition, etc.

# Optimizing refinery profit with AI/ML — on a digital thread



### Constant trade off between profit and cost

- · Need to optimize capacity, maintenance timing, staff availability
- Produce/don't = f(Order book/due dates, inventory levels, market forecasts for inputs, delay, penalties)
- · Goal is to create a predictable, optimal schedule to maximize profit

## Requires a LOT of data

- Accurate model of chemical processes
- Current as-is state of maintained equipment
- · Quality level of inputs (for pre-processing or additive decisions)
- Costs of all inputs (power, raw materials, catalysts, etc.)
- While operating, sensor data streams in -all monitored, most archived

#### Petrochem may be ahead on operating digital threads

- Process flow diagram is core thread it's a drawing, not a CAD model
- Facility constantly adjusting to inputs so automation is essential, not extra
   Focus of plant designers/builders as service offering to operators













