

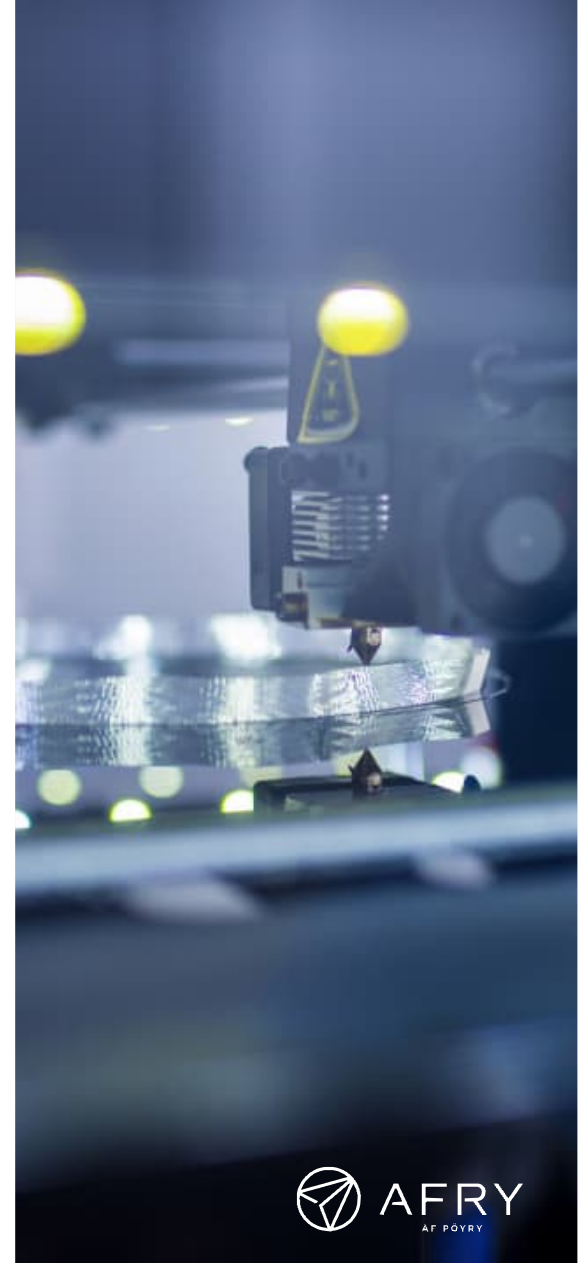
# Smart Site

INTERNAL PRESENTATION

# AFRY Smart Platform

## Digitalisation challenges of running plants

- Optimisation of running plants is difficult because of the large variety of different technologies and systems in use. Therefore, new and agile ways must be found to simplify modern implementations.
- As “living ecosystems”, running plants have been modified over the years and the documentation has typically not been well updated.
- Opex budget can be limited, and Capex is highly controlled. Each improvement must have a solid and profitable business case.
- Without a good migration plan from as-is to the digital level and without having a quick way to validate new digital applications, the transformation can easily stall.

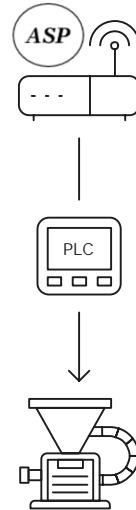




## The AFRY Smart Platform (ASP)

- Is an open source, scalable and opensource platform to help you accelerate your digital journey.
- You can start with a single machine and deploy a complete digital platform structure, on-premises or cloud.
- The platform can be installed inside your own environment, which means it is not necessary to transfer data outside: you will remain in control of all the data and fully own it
- From simple applications to artificial intelligence, you can easily build your own applications. It is also possible to get support from AFRY's experts in the application development or work with third parties: there is no vendor lock-in

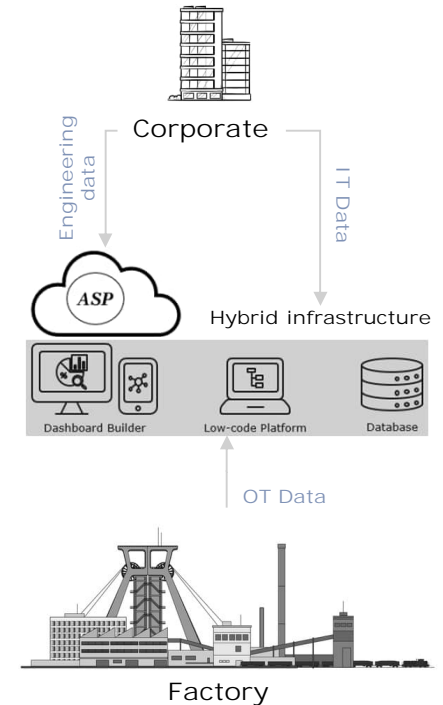
*Installed on a server*



From a single machine

To the whole company

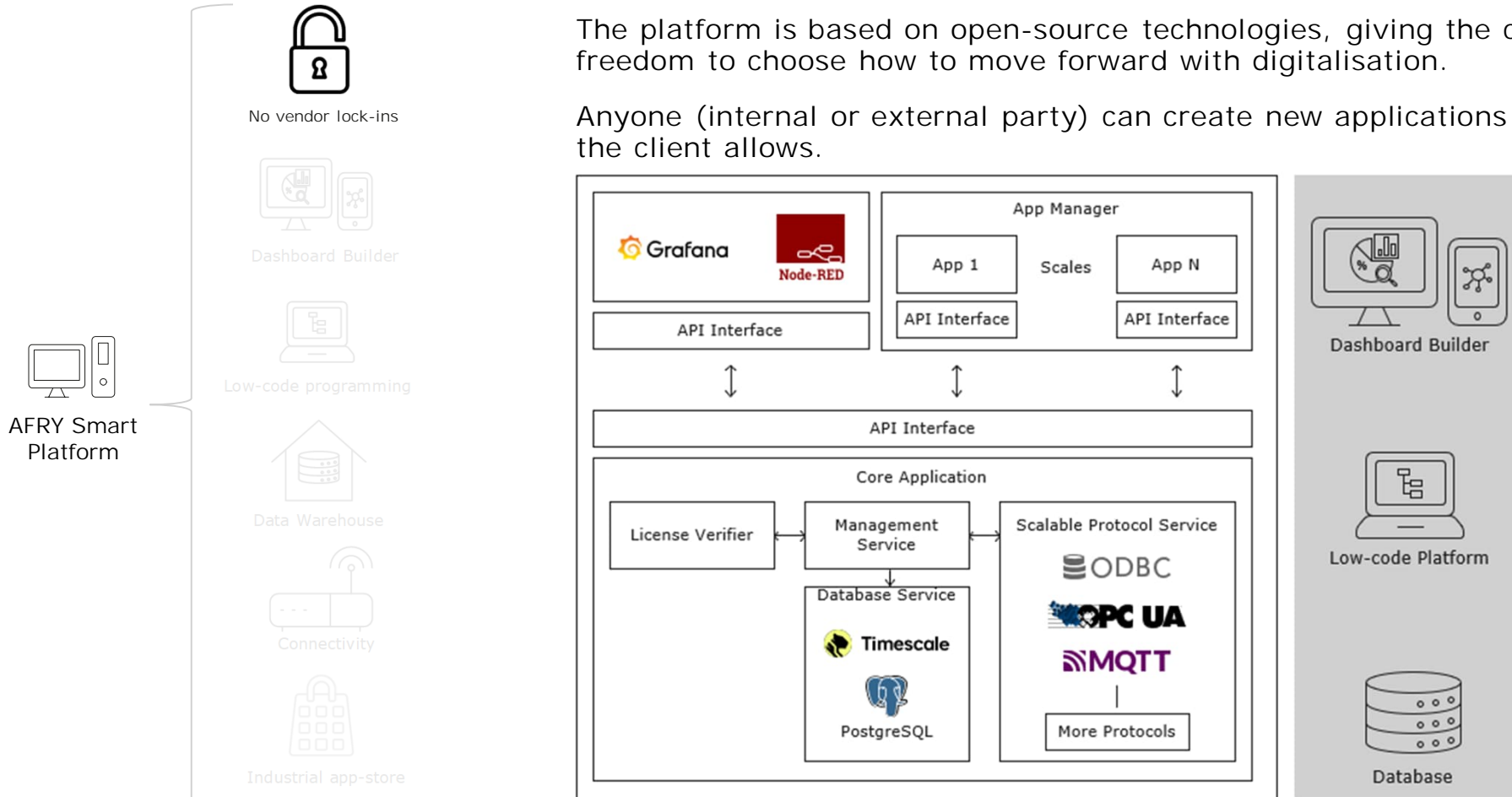
*Or in a virtual environment*



# Freedom to operate without strings

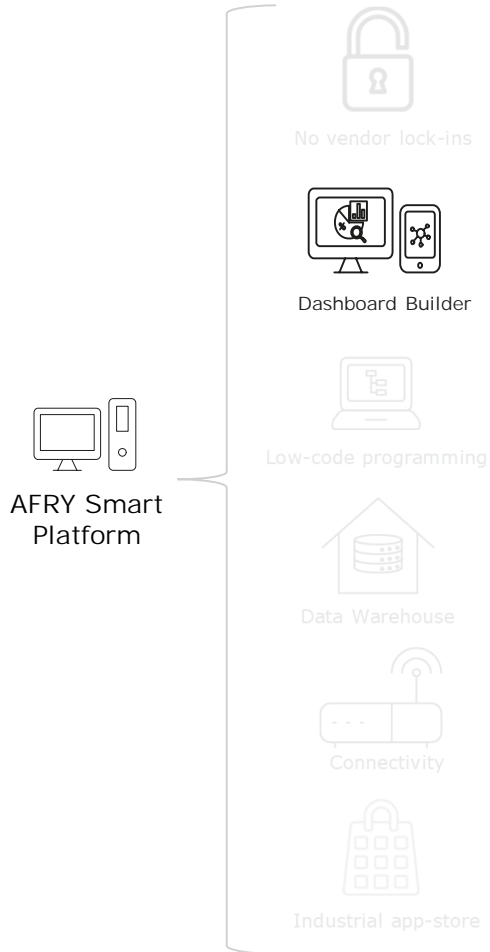
The platform is based on open-source technologies, giving the client the freedom to choose how to move forward with digitalisation.

Anyone (internal or external party) can create new applications as long as the client allows.



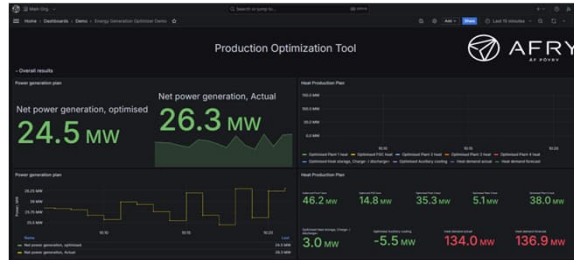
AFRY Smart Platform

# Professional dashboards within minutes

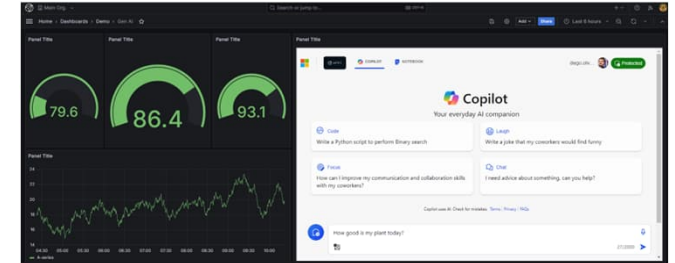


Possibility to easily create professional dashboards by using drag and drop components, but also with customization possibilities through React codes.

In addition to visualizing data, customers can send commands to other systems, make manual entries, create 3D visualizations, and more.



From simple dashboards



To generative AI





Through drag and drop components



# From algebraic algorithms to AI

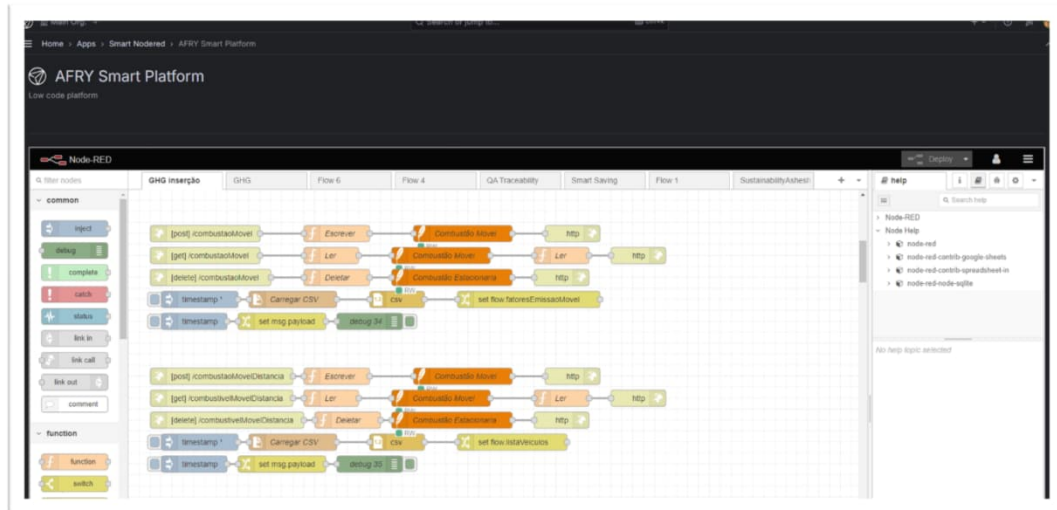


AFRY Smart Platform

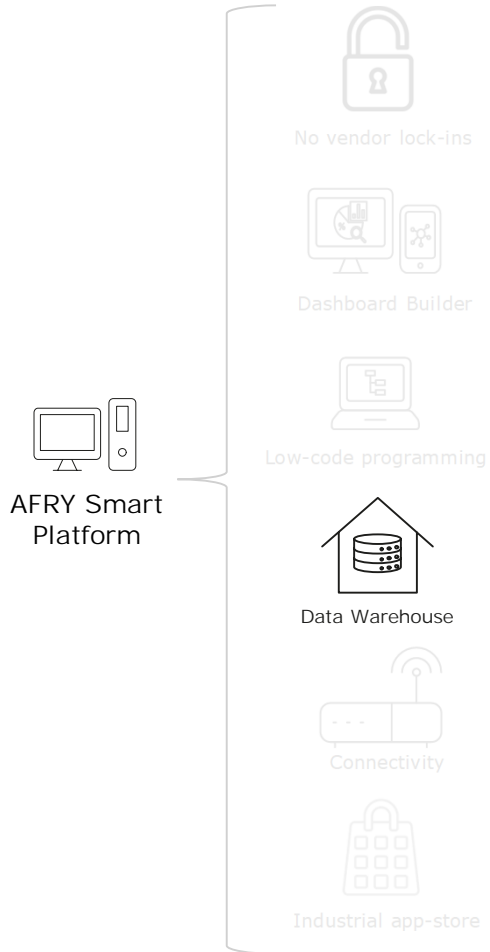
-  No vendor lock-ins
-  Dashboard Builder
-  Low-code programming
-  Data Warehouse
-  Connectivity
-  Industrial app-store

Leveraging the IEC 61499 standard, you can use the Node-red or Total.js programming interface to create low-code applications by simply pulling ready-to-use functional blocks or even hard-coding them with Python or JavaScript.

With millions of algorithms already created by the Node-red community, you can seamlessly move from simple calculations to machine learning.

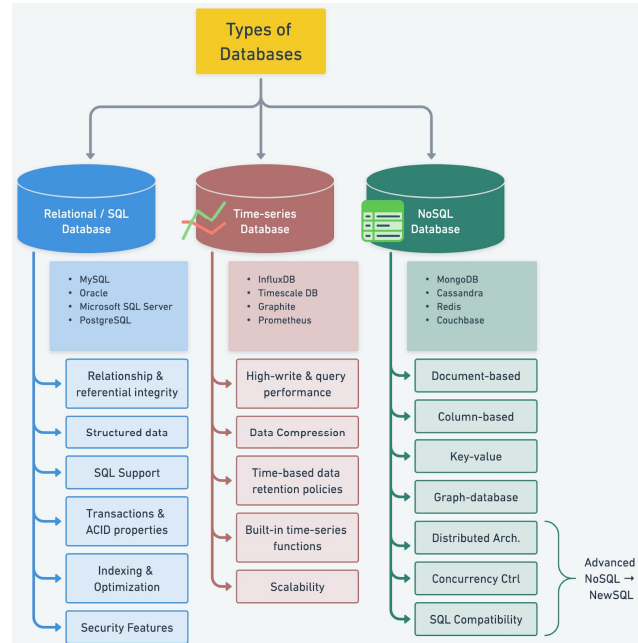


# Engineering, IT and OT data together



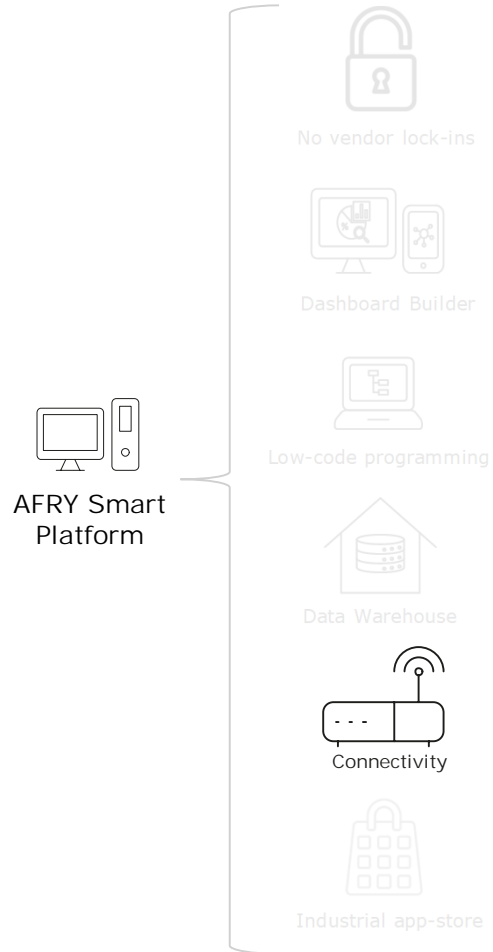
A proper data-driven decision-making demands data from many places: predictive maintenance, for example, demands knowing the operation manuals (Engineering), costs (ERP from IT) and process data (OT).

For this reason, the ASP already has powerful databases such as PostgreSQL and Timescale DB, but also offers the possibility of using many others depending on your needs.



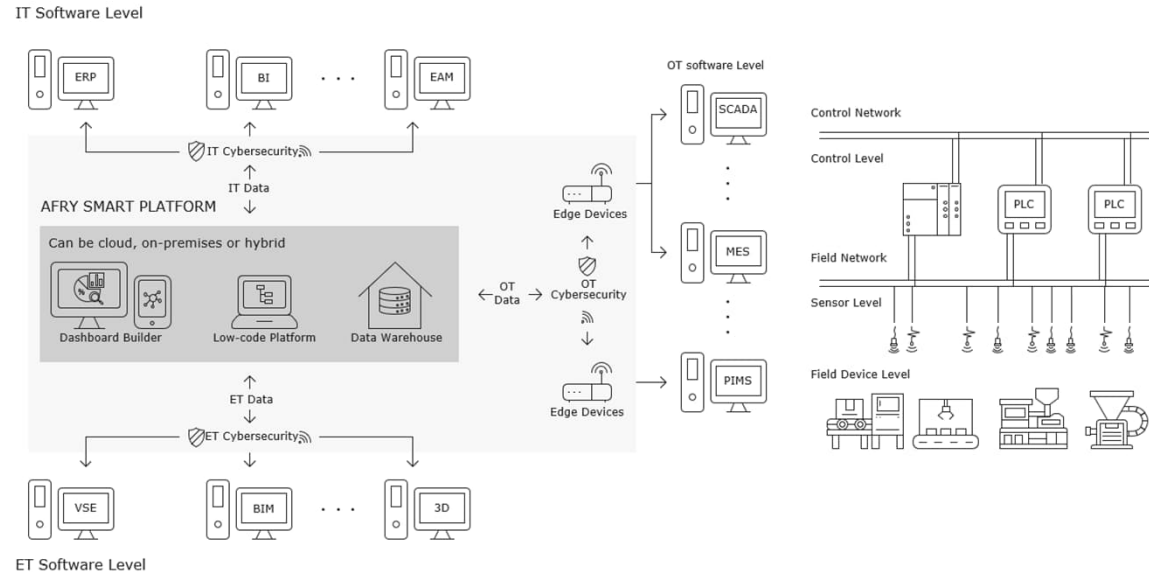


# From Modbus to MQTT

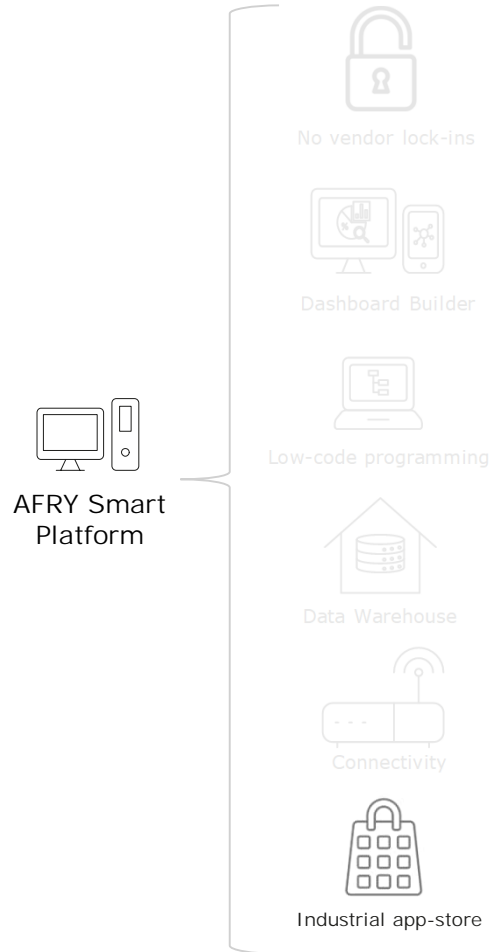


Given today's reality in factories, a real platform must support multiple different protocols from IT and OT, receive files and manual inputs, and also work with many physical structures (Ethernet, RS-232, wireless, radio, etc.).

You can use Node Red blocks, Grafana direct connect, or even custom AFRY or third-party drivers to collect any data.

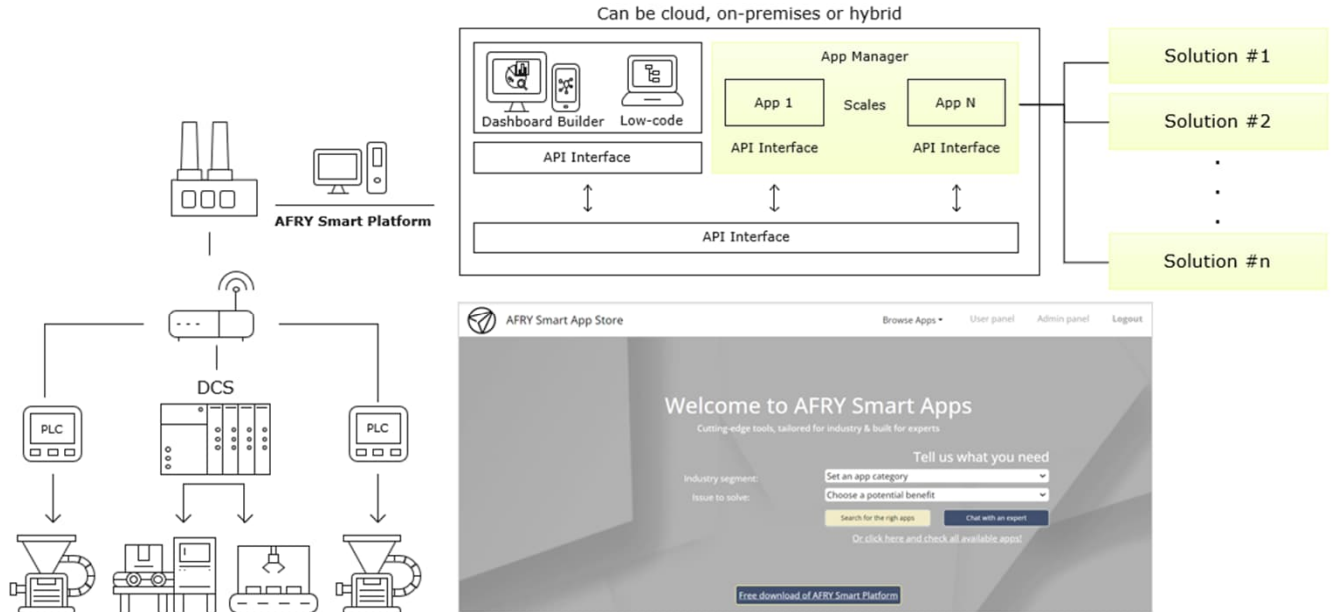


# Software as an App



By orchestrating connections, databases, algorithms and dashboards, the AFRY Smart Platform acts as a hub for all factory solutions. For this reason we have created the industrial app store.

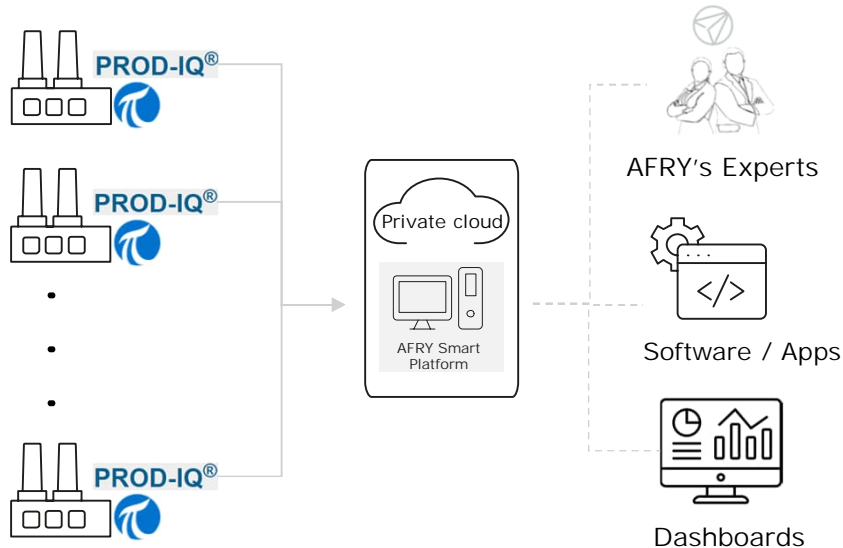
This feature allows you to organize all your applications and easily migrate them from one supplier to another, just like you operate your smartphone.



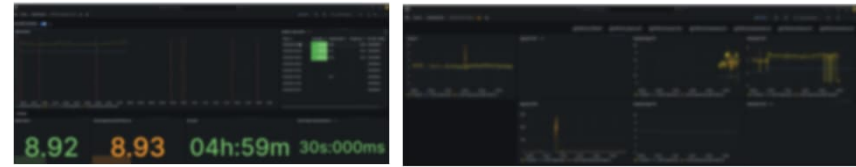
## BACKGROUND

# Reference case: Dexco

- Challenge: Dexco has 7 plants in Brazil and has faced issues to monitor and adjust their production predictions in real time. This was causing financial losses because the analysis could be made only at the end of each shift.
- It would have been very costly to implement more TAGs using the PI system and hire experts with specific knowledge to customise their current system (Prod-IQ).



## Solution: AFRY Smart Platform (ASP)

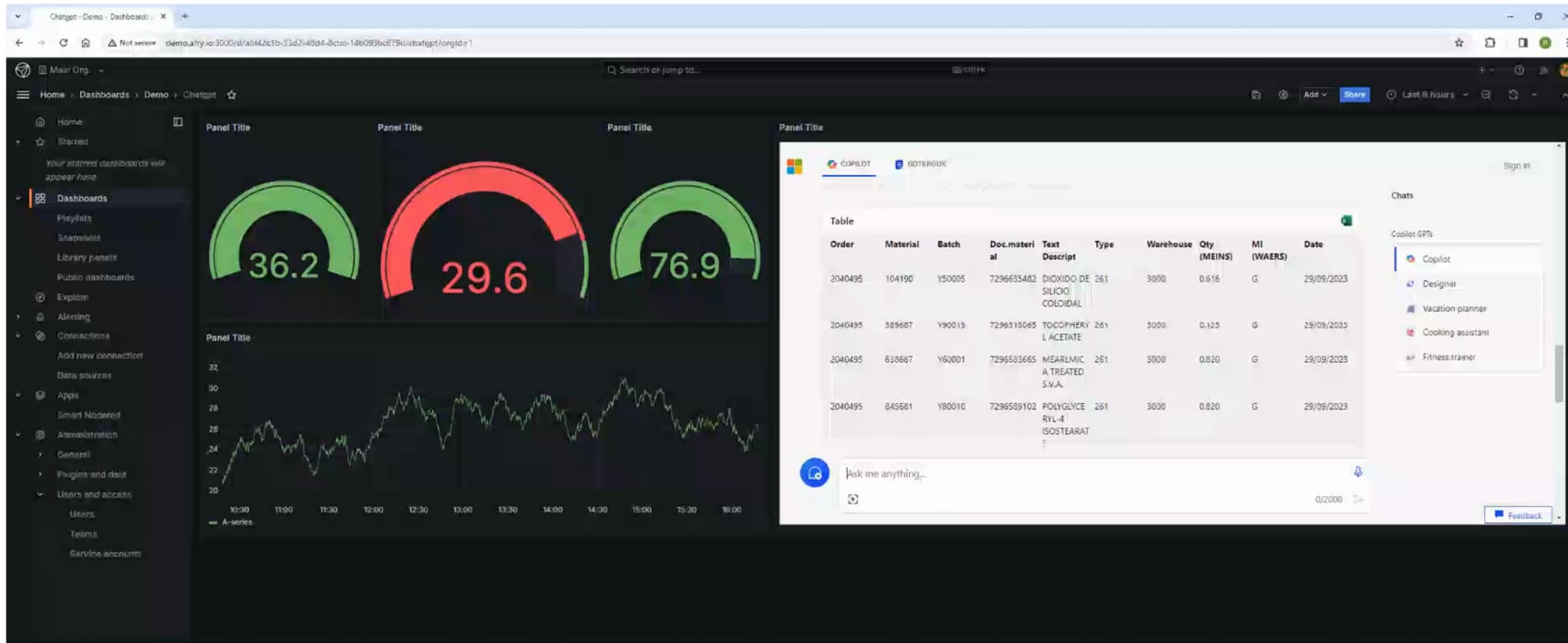


- Starting point: Installation of ASP into Taquari's factory (100% remote) connecting only Prod-IQ and creating the first dashboard.
- First result: Reducing financial losses by adjusting the process in real time and more freedom for operators to create new applications by using the ASP low-code tool.
- Growth: Dexco has signed a Frame Agreement, where AFRY can offer any kind of optimisation and digital services through the ASP, 100% remotely if necessary.
- By using the AFRY Smart Platform as a foundation, Dexco can now digitise their assets step by step by leveraging all of AFRY's know-how, installing new apps and creating applications by themselves.

# Generative AI success case: Microsoft Copilot on the ASP

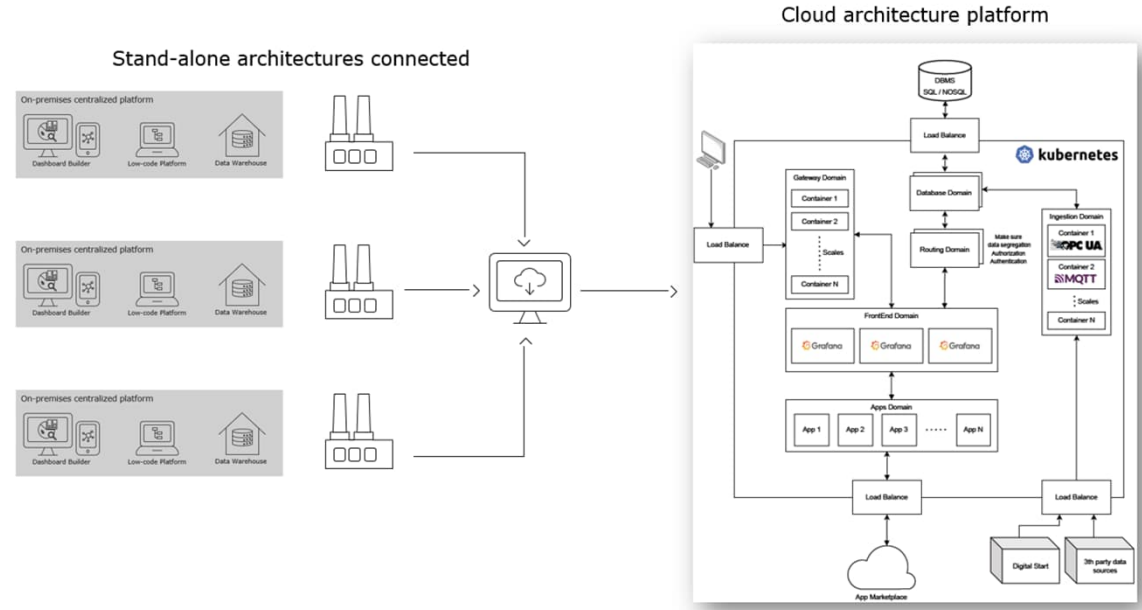
This use case was created for a customer who was looking for a solution to simplify their database search processes. AFRY connected the ASP to Microsoft Copilot and used it to ask various questions about its data, saving a lot of time in root cause analysis.

It shows how powerful and versatile the AFRY Smart Platform can be, not only for OT, but also for the entire company.



# Implementation roadmap: step 1

- The first step together is the remote installation of the AFRY Smart Platform and hands-on training to provide the customer's team with essential knowledge to ensure ASP delivers the right benefits.
- This installation is customized to the customer's automation infrastructure and can be in a single physical machine or in the cloud, communicating directly with the entire factory.
- Minimum specification hardware:
  - Intel core i3 7<sup>th</sup> gen
  - 8GB RAM memory
  - 500 GB SSD HD
  - Linux Ubuntu 22.04 LTS
  - Ports 3000, 80 and 443



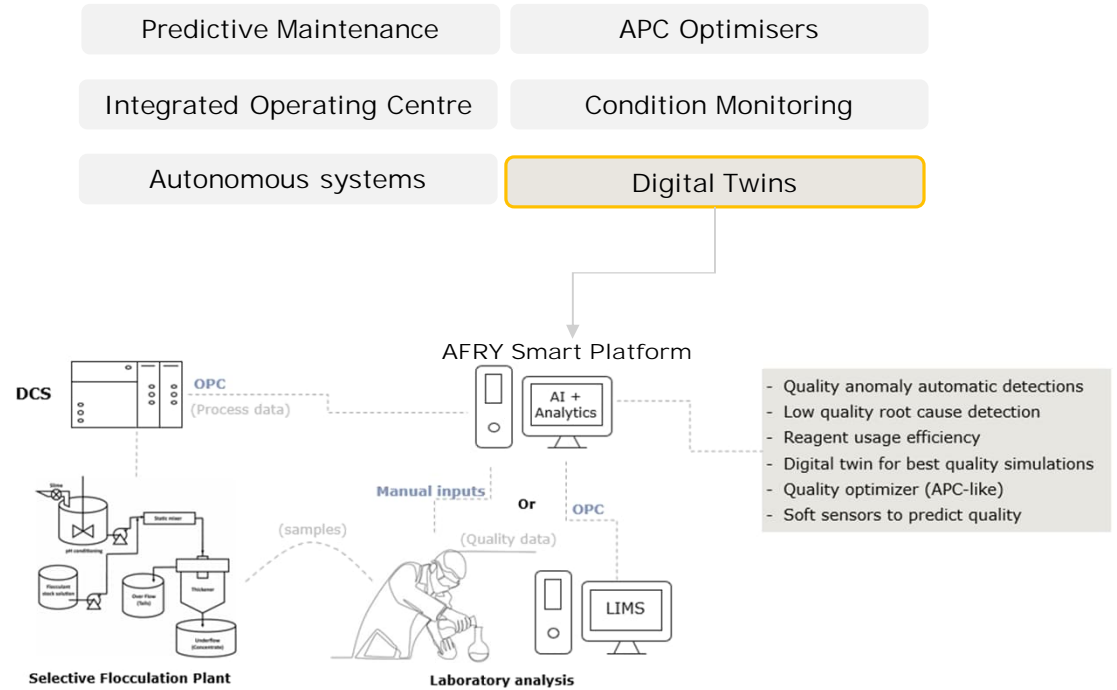
Install & train

1<sup>st</sup> business case

Continuous expansion

## Implementation roadmap: step 2

- An initial business case is important for you to understand the benefits from using a modern and versatile solution like AFRY Smart Platform.
- AFRY's experts will help you map out some potential applications and initially select one with high savings potential.
- Regardless of whether the use case is implemented in just one part of the process or throughout the entire facility, the expected results should be clear and financially traceable.



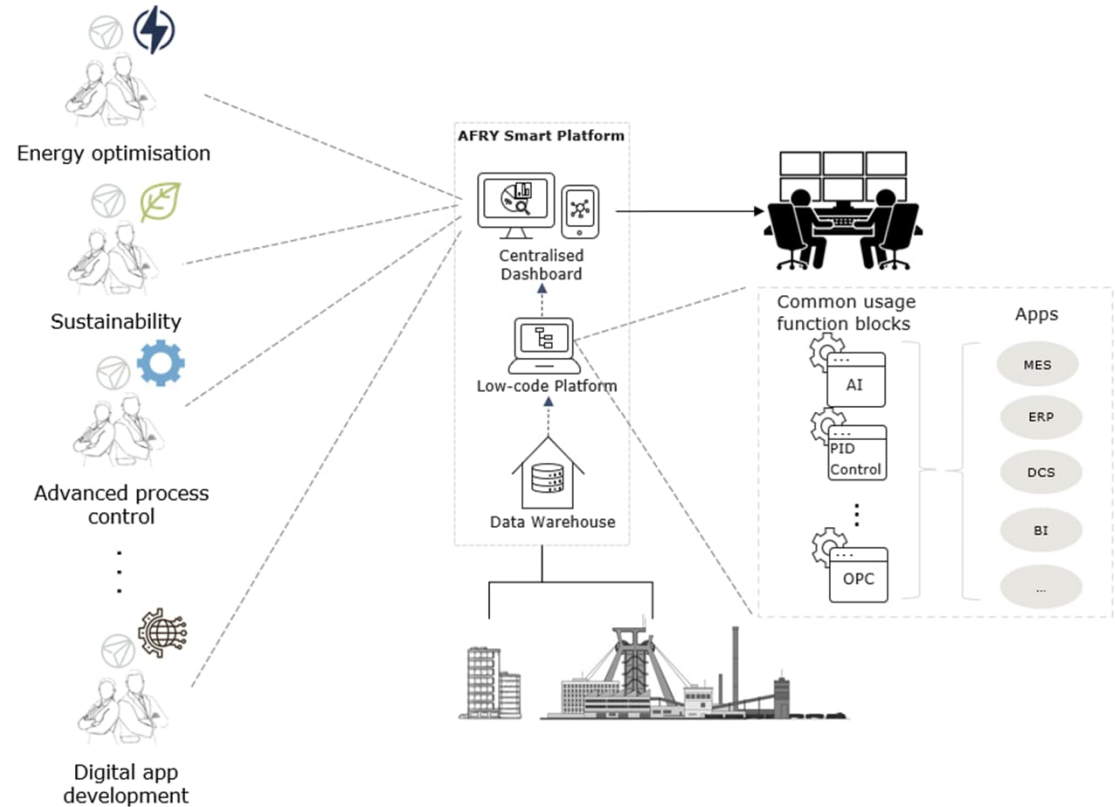
Install & train

1<sup>st</sup> business case

Continuous expansion

## Implementation roadmap: step 3

- After demonstrating the potential of ASP, the next steps depend on the customer's strategy: AFRY can support your journey with more than 130 different digital services, from digital infrastructure development to advanced process control applications.
- We understand that every customer is unique, and our mission is to support your strategy as a trusted partner focused on helping you choose the best paths to becoming a fully digital enterprise.
- AFRY's experts are KPI-driven and focused on improving clients' bottom line, using only the right technologies for each moment.



Install & train

1<sup>st</sup> business case

Continuous expansion

# AFRY's offer for running plants

\* If necessary, travelling costs will be charged separately.

## Install & train

- Platform License: Free of charge
- Installation + training: EUR 4K

## 1<sup>st</sup> business case

- Plant assessment: case by case
- Implementation: Hour fee according to project's size

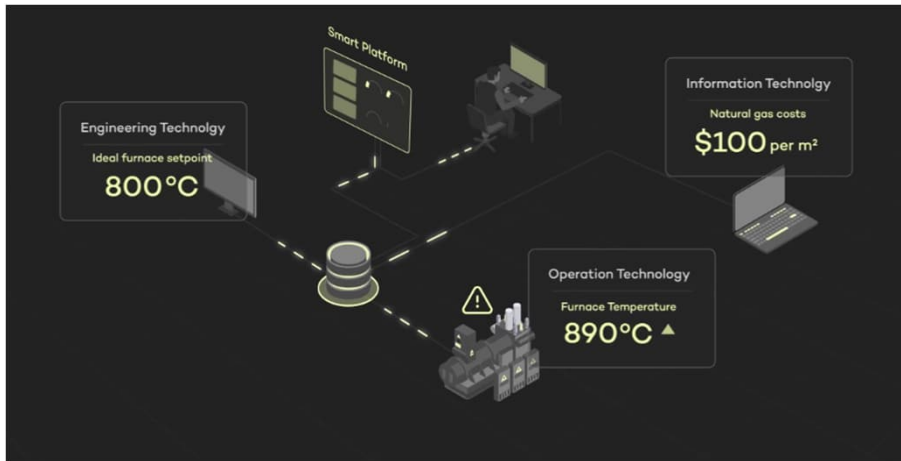
## Continuous expansion

- Frame-agreement: fixed hourly pricing for different services
- Maintenance: 8x5 or 24x7 support with pricing according to defined amount of support and SLA
- Apps: Applications create by AFRY for MES, OEE, APC, water management, energy efficiency, sustainability and more.



## Key requisites for a successful implementation

- Define the solutions according to client's priorities and budget
- Establish a proper dataflow architecture, sending only necessary data to cloud, preventing unnecessary costs and network traffic
- Create a robust communication architecture, with modern protocols and industrial hardware
- Deploy a "future-proof" solution, prepared to scale without major changes
- Adjust the deliverables according to clients' KPIs and expectations
- Always trust in partners with solid background



CONTACT INFORMATION

## AFRY Smart Site

MIKAEL MAASALO  
Vice President

P.O. Box 4, FI-01621 Vantaa | Finland  
[mikael.maasalo@afry.com](mailto:mikael.maasalo@afry.com)  
M: +358 50 412 2887

DIEGO MARIANO DE OLIVEIRA  
Digital Consulting Services

Av. Alfredo Egídio de Souza Aranha, 100 – Bloco B  
- 4º andar São Paulo - SP, 04726-170 | Brazil  
[diego.oliveira@poyry.com.br](mailto:diego.oliveira@poyry.com.br)  
M: +55 15 9 9146 6536