

Op-tec Systems Ltd

Putting You in Control





Introduction

- Tired of not getting the technology your business needs?
- Want to better utilise your existing equipment?
- Unsure your technology is ready to solve tomorrows challenges?

For over two decades Op-tec Systems has been offering independent support to companies investing in control and automation technology.

We can answer questions such as, “which technology will deliver the best return on investment “ and “how do we invest in technology which will stand the test of time and accommodate the changing needs of our business?”

Our comprehensive and rigorous plant improvement processes have helped companies in a wide range of industries.

Richard Banyard
Managing Director

Contents	
Industry Experience	3
Approach	4
Intelligence Report™	5
Business Case	6
Open Technology	7
Digital Transformation	8
Connecting Your Plant	9
Optimisation	10
Energy Efficiency	11
Plant Security	12
Support Services	13
Further Publications	14
Contact Us	15



Industry Experience

Our engineers have gained their expertise working across the process and manufacturing sectors in a variety of industries, including: Food & Beverage, Fine Chemicals, Oil & Gas, Power, and Pulp & Paper.

This wide experience has allowed us to develop systems incorporating best practice from across industry. For example; in the Oil & Gas and Fine Chemical industries a security breach can have serious safety consequences so many lessons have already been learnt on how to develop secure and safe systems and processes.

Likewise, our default standard for the documentation we deliver meets Good Manufacturing Practice (GMP) mandatory within the Pharmaceutical industry.

While we are not experts in every industry, we understand the regulatory environment you operate in and bring a wealth of knowledge regarding the technology available to improve your business.

Food



Fine Chemicals



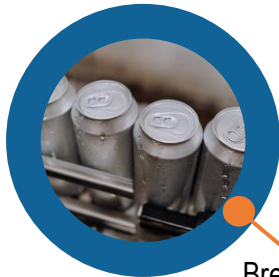
Pulp & Paper



Power



Oil & Gas



Brewing



Approach

We work with ambitious companies, looking to invest in automation technology to meet their current and future objectives. As such we deal with client organisations from the top – down, ensuring we incorporate the board’s long-term objectives into our solutions.

Our clients are at various stages on the journey to adopting digital technology. Those in the Process industries (e.g. Oil & Gas, Fine Chemicals, Pulp & Paper) typically have fully automated operations already, so are likely looking at process optimisation, lifecycle management and accommodating plant modifications. While a smaller manufacturer in the food industry may be yet to integrate equipment on the shop floor, let alone connect this to business systems.

You will be somewhere in the process on the right. At each stage our expertise, tools and processes guide your information gathering and decision-making ensuring focus remains on achieving the maximum return on investment through minimising the outlay required to deliver your strategic objectives.

Core to the process is your automation strategy, which:

- Defines the roadmap to achieving your objectives. This isn’t just about technology investment but also the changes your company needs to make to its culture and processes
- Provides the financial justification for any investments
- Details the characteristics and specifications needed from your automation technology, and how to measure initial and ongoing performance. Giving you the necessary knowledge to ensure suppliers provide solutions which deliver your objectives





Intelligence Report™

An Op-tec Intelligence Report™ details the gaps between your current operations and those required to deliver your company's strategic objectives.

We meet with senior management and operations staff then perform a high-level audit of your manufacturing operations. Then spend time determining the improvements which will deliver your objectives for the minimum investment. Fully costed and justified business cases will be provided for all recommended actions.

During the audit we aim to discover areas where improvements will provide the greatest benefits. This includes anything representing significant risk to your business – such as manufacturing downtime, product quality or any safety issues – as well as those which deliver efficiency savings or increase capacity.

Our auditing process covers:

- Staff & organisation
- Order processing
- Technologies
- Goods in
- Operational processes
- Manufacturing safety
- Production efficiency
- Storage and goods out



Shortly after the audit we will then provide you with a completed Intelligence Report. This lists all questions raised during the audit, with the answers you provided and our recommendations for improvements. All information necessary to build a robust business case and justification in one document.



Business Case

Business cases created by operation or maintenance teams often focus on the immediate and 'hard' (easily measurable) benefits of a project. There can also be a lack of alignment with the company's long-term and strategic objectives.

Over the years we've developed tools for the rapid development of business cases. Perhaps more useful though is the use of these tools to evaluate the viability of potential projects prior to often costly requirements capture and scoping work with suppliers.

Our understanding of the financial and strategic value of projects, combined with the technical expertise required to evaluate the real impact a project further increase the value of the cases we provide.



We strongly believe business needs must drive technology adoption. Maximising the return you see from any investment we recommend is the focus of our work and how we ultimately measure success. Wherever you're starting from, we can identify the interventions which will bring the greatest benefits to your organisation and develop robust and fact-based business cases tailored to the audience you need to take them to. Whether that's your board, your shareholders, a bank or investor.



Open Technology

Op-tec stands for open technology. Systems build using open technology are generally more adaptable, resilient and have a significantly lower lifetime ownership costs than proprietary systems.

We believe technology should serve its owners and those who use it, rather than the other way round. Suppliers often use justifications such as those below for 'locking in' clients with proprietary technology:

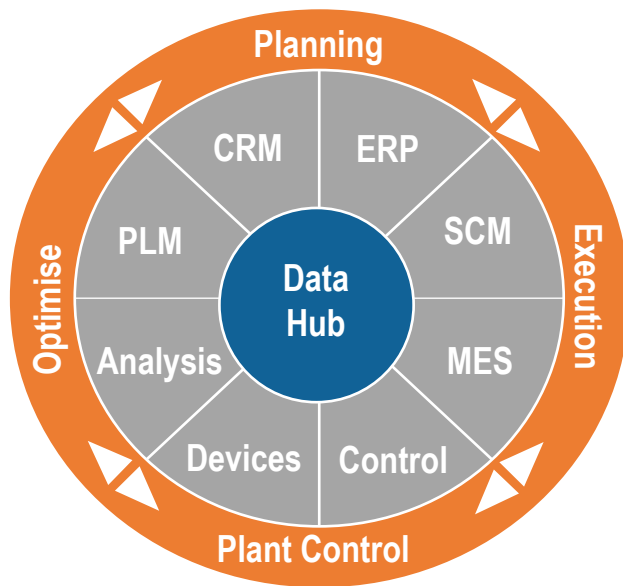
- 'Plug and play' integration
- Reduced initial project costs
- Guaranteed lifecycle support

Using our experience from the process industries we build these features into solutions based on open technology. Our systems are able to interface and communicate with any other system compatible with industry standard communication protocols.

This means when its time to modify, upgrade or migrate, equipment from any supplier can be used giving you commercial power over suppliers. The best technology for a particular application can be specified and vendor 'lock in' avoided.

Crucially, the use of open technology ensures your company has the 'digital infrastructure' needed to make the most of future technological developments. Having the blue core in the visualisation above based on open technology significantly reduces the costs of future changes to your systems and gives you flexibility to use solutions from any vendor.

In addition to advocating open technology, Op-tec are fiercely independent. This enables us to provide consultancy services and specify 'Best in Class' systems for our clients, which represent the most cost effective method of delivering their objectives.





Digital Transformation

Your business will almost certainly benefit from adopting more digital technology. To gain the maximum return from this technology investment you need an automation strategy, but also an organisation with the skills, processes and culture necessary to make the most of it.

We're technology providers second, and only once we've established the best approach for meeting your objectives. We help you put in place, then deliver an automation strategy aligned with your business objectives. Our scope extends far beyond delivery of equipment and training courses into working closely with all stakeholders within your company, e.g.

- **Operations** – the 'value adders' and primary end users of automation technology
- **Senior Management** – measure success, scenario plan, set strategy
- **Line Managers** – upskilling people, driving continuous improvement, reporting

In this way we ensure the technology we provide delivers maximum return on investment in the short-term. Then serves your business into the future: integrating into your processes and culture, encouraging continuous improvement.

By gaining a deep understanding of your business we're able to advise you on the best approach and most suitable technology. Helping you resist the hype and pressure from vendors advocating the complete implementation of all things 'Industry 4.0' where it's not necessary.



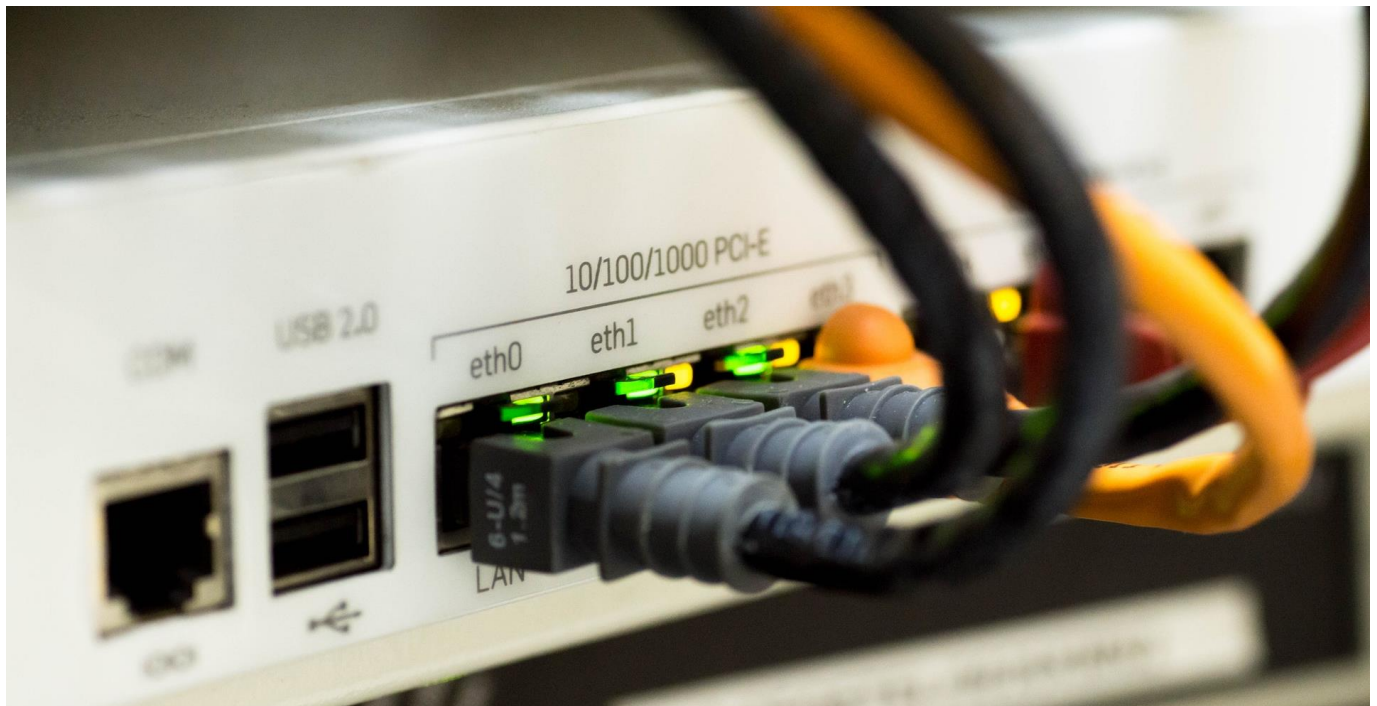


Connecting Your Plant

The most powerful benefit to digital transformation is the power and flexibility given to people through access to the information they need to do their job, wherever they are.

Getting the right information, to the right person at the right time should be the priority of all work to digitise your operations. From the shop floor operator being able to see their line's performance in real-time, to senior management measuring performance against strategic objectives.

With your people informed and empowered, the cycle of continuous improvement can accelerate. Bottlenecks caused by the need for human interaction or information passed between machines manually will become apparent. The next level of operational excellence will require all components of your plant to be connected, and communication of all needed information to be automatic.





Optimisation

To us ‘optimisation’ means an entirely holistic process during which every aspect of your production process is reviewed to ensure it operates at it’s best.

We’re concerned with, not just the most efficient way to run your facility, but also handle regulatory compliance, ongoing cost reduction, quality improvement and plant safety.

Many processes – especially those that have run for years with little change are likely to benefit from a fresh insight into how they can be improved. “Sweating the assets” will only deliver results in the short-term. Without information which uncovers the true potential of a plant this strategy always ends up costing more in the medium to long-term whilst all the time limiting the business.

Our methods ‘open the door’ to your “Hidden Plant” showing you where additional performance can be gained using your existing equipment.

By ensuring the right information gets to the right person at the right time, we empower everyone in ever part of your organisation to deliver business improvements.

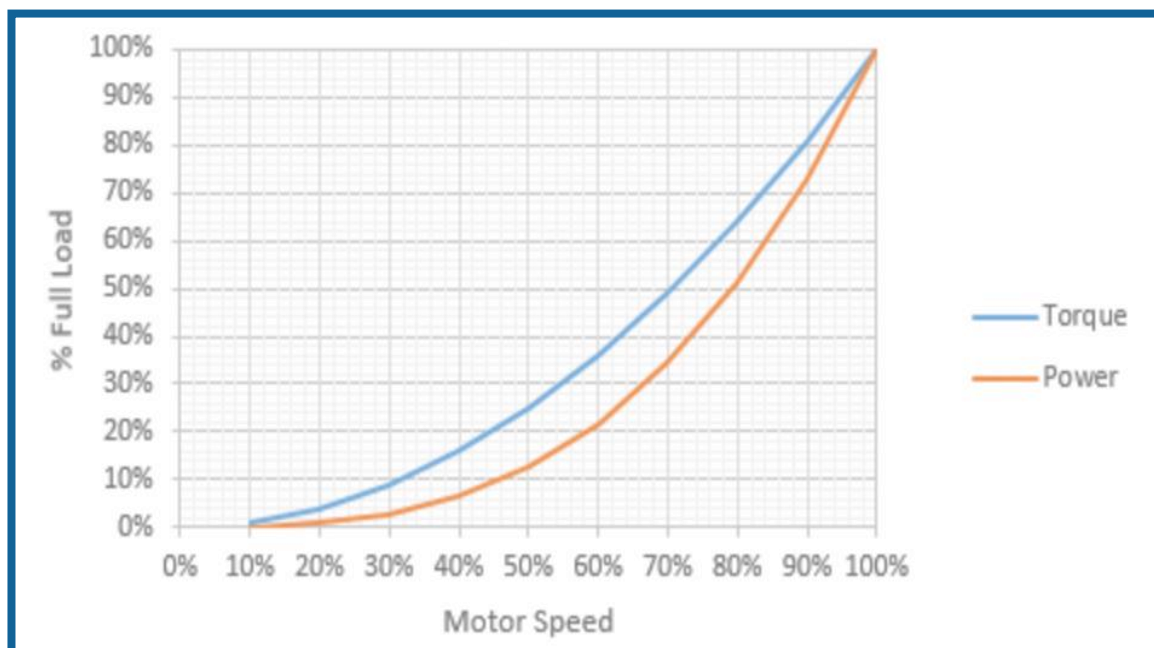
The fundamental methodology behind optimising any process is to *Define*, *Measure*, *Analyse* then *Improve* how a process operates.



Energy Efficiency

Energy saving is key to a company reducing costs and becoming more competitive. One common example is controlling the speed of motors according to process requirements rather than at a fixed speed.

We are able to advise you when energy savings can be made. For example, where pumps and fans are driven by electric motors savings in the region of 50% or more are often possible through installation of appropriate motor control systems.



The graph above shows a 20% reduction in speed equating to a drop in energy consumption of 50% for this particular motor. Even greater energy savings can be made in applications where a further reduction in speed can be made or indeed where the motor duty (on/off time) can be reduced.



Plant Security

The expertise and experience we've gained working in the process industries, where safety and security concerns are paramount, means our advice regarding the security of your operations can be taken with confidence. All our recommendations and system designs are reviewed and approved by a certified GICSP (Global Industrial Cyber Security Professional).

Rather than assume the costs of adopting security measures will be overshadowed by those associated with a security breach or process disruptions, we work with you to take a risk-based approach. This ensures your security measures are proportionate and compatible with other business processes - as well as being effective.



We always recommend adopting Defence in Depth (DiD) practices to ensure your plant and business are protected in multiple ways. A combination of physical, electronic and procedural controls, integrated with existing processes reduces the administrative burden on staff and makes it harder for anyone to infiltrate your company.



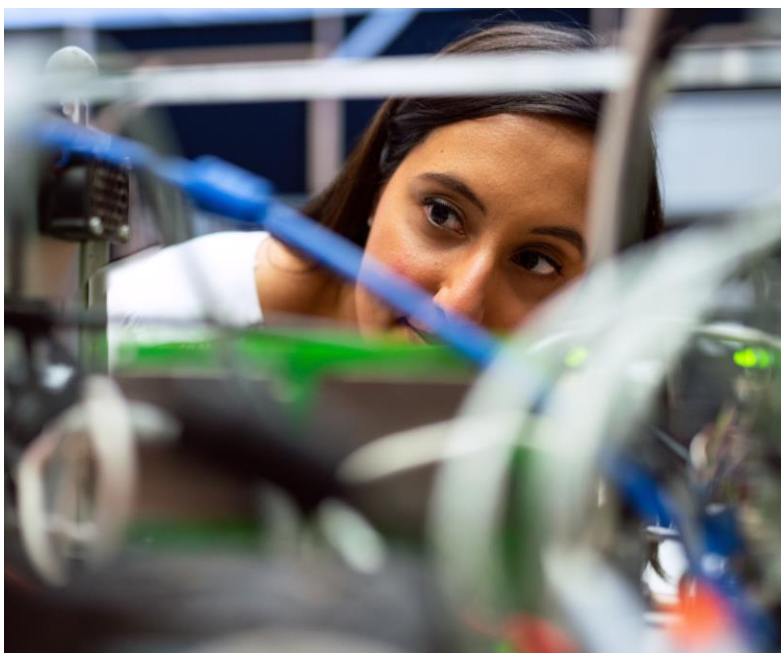
Support Services

Companies who maintain the status quo are in fact working themselves out of their industries. Continual improvement, innovation and focus on customer satisfaction is the only way to building a sustainable business.

Equipment obsolescence is an issue facing many companies. If yours is one of them we can put you back in control of your business by taking away your automation headaches, ensuring your systems continue to support your objectives.

Working with you, we're able to adopt your present systems and support them until the time is right to upgrade or replace them altogether.

During this time, we advise you on the best strategy for dealing with aging equipment to minimise the risk to production caused by unexpected equipment failures. Then put a proactive lifecycle management plan in place allowing you to forecast when and how much spending on automation will be necessary to deliver your strategic objectives.





Further Publications

Op-tec have developed a number of free tools and publications intended to help you develop a successful automation strategy. To find out more, visit our website at:

<https://op-tec.co.uk>

Digital Benchmark – A short online questionnaire which once completed provides you with a free PDF report delivered to your inbox describing where your company sits compared to best in practice. Then provides recommended actions for how to improve.

5 Reasons - Describes how Automation can improve your plant in terms of incorporating technology, increasing production performance and engaging with the workforce.

Case Studies - Best in Class real examples and testimonials of how we've provided plant improvements for our customers and how they've benefited.

Insights - A series of brochures aimed at highlighting the ways in which automation can benefit specific Industry Sectors such as Food & Beverage, Pulp & Paper, Power Generation and Oil and Gas.





Contact Us

For further information on how Op-tec can help you and your business then please contact us via our website at <https://op-tec.co.uk>

Alternatively, you can contact us using the contact information below.



+44 (0)161 660 4293



projects@op-tec.co.uk



**Op-tec Systems Ltd
Stockport Business & Innovation Centre
Broadstone Mill
Broadstone Road
Stockport
SK5 7DL**