Advanced Solutions

OptiVision® – Unified Business & Manufacturing Solutions for Pulp, Paper & Flat Sheet Industries

Elevating Business Performance
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OptiVision has the answers to today’s challenges:
• Profitability pressures
• The impact of globalization
• Industry consolidations due to Mergers & Acquisitions
• Rising raw material costs with depleting natural resources
• Increased energy costs
• Market Segments Volatility
• Environmental regulations

INDUSTRy PROVEN TO ACHIEVE RESULTS:
Achieving optimal results in today’s pulp and paper industry is no easy accomplishment. Maintaining those results over a long period of time is what sets you apart from your competition. For many companies, this requires a “transformation” of their business through greater collaboration and access to timely information. Honeywell’s mission is to help boost customers’ competitive advantage so they become more profitable. Honeywell’s OptiVision enables this objective at every stage in the order-to-invoice cycle, empowering the pulp and paper companies to transform their business.

Honeywell’s OptiVision solution captures more than 30 years’ experience gained in a changing industry. This learning and intelligence is embedded in a suite of tools that enables business performance to transcend industry benchmarks by optimizing manpower, assets, materials, logistics and capital to respond to today’s challenging business environment. Applying a cost-based approach to business functions, optimization models and logical algorithms developed through relentless research, OptiVision’s business logic software holds the key to excellence at every stage of order fulfillment.

UNIQUE CONSULTING-LED APPROACH
Honeywell also offers a unique outcome-based consulting approach through a team of skilled consultants, experienced process and industry engineers and domain experts who understand the challenges of your existing landscape in order to identify opportunities to realize value and deliver the best solution for improved and sustainable results.

Drawing on synergies with collaborative products and solutions from Honeywell’s extensive portfolio, we drive significant value through improved safety, reliability, efficiency and sustainability.

OptiVision has been crucial in helping us develop improved infrastructure, organization and production facilities to unify information for effective decision making. This project has enabled us to vastly improve our business processes, enhancing the group’s reputation as a low-cost paper manufacturer offering customers high-quality products and services.

Giuseppe Lignana
Honorary Chairman
Cartiere Burgo
OptiVision transforms pulp and paper businesses by enabling them to address the key issues that determine profitability. It promotes lower costs, accurate resource allocation, optimized selling prices and efficient scheduling through near real-time business performance visibility for improved decision making. Its tools promote in-depth understanding and control of the entire supply cycle.

OptiVision provides solutions and services for enhanced productivity, cost reduction through improved yields, grade transitions, inventory levels and optimized asset utilization through the entire value chain. Users are able to calculate accurate profitable-to-promise measures to ensure they take the right orders, at the right time, at the right price, thus maximizing the profitability for each market, customer and order. Raw material sourcing, production, scheduling and delivery are more efficient.

OptiVision is fully scalable with capability for enterprise-wide, multi-mill, multi-currency and multi-system applications, all in a cost-effective package that’s proven in installations at pulp and paper producers worldwide.

**THE HONEYWELL PROMISE**

Honeywell’s decades of experience and its extensive installed base mean users can be confident of local support backed by global resources. OptiVision guarantees migration options for the whole product life cycle and a wide-ranging portfolio, making Honeywell the single source for supply cycle management solutions.
Customer & Order Management
- Order entry, inquiry, and status handling
- Pricing and credit management
- ATP, CTP & PTP
- Web Order Services

Production Planning & Scheduling
- Demand forecasting; Sales & operation planning
- Enterprise production planning and scheduling
- Block scheduling, market allocation and ‘What-if’ analysis
- Trim optimization, sheeter optimization scheduling, re-trim capability
- Enterprise level raw-material forecasting

Production & Quality Tracking
- Production route and step optimization
- Unit level identification and tracking; Bi-directional genealogy
- Quality management and disposition
- Sheeting, converting and wrapping

Inventory & Warehouse Management
- Work-in-process inventory
- Finished goods inventory and movement
- Bay allocation and optimization
- Inventory accounting and reconciliation

Load & Shipment
- Shipping and logistics management; RF functionality and clamp truck automation
- Load planning
- Manifest/documentation handling
- Carrier/contract management

Invoicing & Credit Handling
- Electronic Data Interchange (EDI) for shipping and invoicing
- Payment terms handling
- Multi-currency/taxes support
- Claims processing

Shop Floor Integration
- Real-time interfaces for connectivity to automatic wrap lines, scales, footage counters and automated storage and retrieval systems (ASRS)

ERP Integration
- Application Programming Interface (API) based integration
OptiVision is a single source for all order fulfillment, production management and cost based business analytics requirements. Users enjoy an integrated solution to trim optimization, sourcing, quality control, scheduling, logistics, tracking and order management.

From the moment an order comes in, OptiVision maps out the most efficient path to delivery. This includes all raw materials management, production planning, scheduling, warehouse management and logistics, while reducing waste and maximizing assets at every stage. OptiVision also safeguards quality, allowing manufacturers to record, retain, analyze and manage all aspects of quality control to ensure customer satisfaction. An integrated solution means a unified business with lower costs and higher customer satisfaction.

OptiVision is a unique, integrated solution:
- With flexibility to handle the complexities of paper-manufacturing.
- It helps meet customer requirements consistently.
- Ensures product quality compliance.
- Offers unprecedented levels of visibility and accessibility.
- Users benefit from cost-influenced intelligence and decision drivers.
- It incorporates market leading technologies.
- Provides a proven, fixed-price solution offering.

By choosing Honeywell, you establish a partnership that focuses on your business. We promise lower transaction costs, quicker problem resolution, a single source of accountability, and a lower cost of ownership than the competition.

**BENEFITS FOR EVERYONE:**
A more efficient process means lower costs for your business and better service for your customers:

**Increased efficiency**
- Better operational planning through optimized sales demand forecasting.
- Lower cost per ton through improved asset efficiency.
- Reduced work in process (WIP) and finished goods cycle times.
- Better visibility on energy, raw material, logistics and freight costs.

**Customer satisfaction and loyalty**
- Quality certificate of analysis (COA).
- Web-based, real-time order status.
- Efficient issues resolution.
- Root-cause correlation.

With Honeywell’s help we were able to replace our legacy web-based application and production management system with one that was much easier to install and use. Honeywell’s OptiVision with web-based services enabled Portucel Viana to actually improve our customer service levels.

Fernando Albuquerque
Web Order Services
Portucel Viana
BY THE NUMBERS: SAVINGS OVER THE CYCLE

An integrated solution means savings across the supply cycle. Honeywell’s experience shows on average OptiVision enables savings at each stage:

- 2% in raw materials
- 1.5% lower trim loss
- 10% fewer quality issues
- 1-6% throughput improvement
- 10% inventory reduction
- 25% reduction in Total Cost of Ownership (installation, maintenance, upgrades, training, support, duplication of capabilities, integration and business process agility)
- 10% improvement in Finishing Losses Page

EXTENDED MODULES AND FUNCTIONS

**Profitability monitoring and control**

**Actual Costing**
Real-time visibility on production costs for a more profitable business
- Costing based on actual consumption
- Profitability drill down and root cause analysis
- Support for manual and automatic consumption entries
- Standard, actual and real-time cost analysis
- User configurable graphical KPIs and displays

**Safeguarding quality**

**Quality OptiMiser**
Comprehensive quality management
- Definable quality measurement processes (quality analysis before and after cutting)
- Collection and analysis of results online or offline
- Checks and optimizes automatic pattern alignment and disposition
- Documentation and notification of results with Certificates of Analysis

**Order status wherever you are**

**Web Order Services**
Order management for remote users
- Access to view and manage customer orders and delivery information while on the move
- Configurable customer access to track order status, call-off orders, order document reprint and check stock availability
- Applications run on a web browser for maximum ease of use, keeping orders flowing.

Honeywell helped us build a working service center that can be used by other mills or any business that needs to ship at full capacity. With the right combination of people and technology, Stora Enso Langerbrugge was able to reduce manual processes by more than 50 percent while optimizing transport capacity by 95 percent, improving operations and increasing profitability.
Optimize transportation costs

Logistics Services & E-Terminal

Making the right decisions for transportation
- Improved customers order delivery commitment
- Increased flexibility of transport capacity
- Lower freight costs through centralized planning for transport and load optimization
- Minimizes empty running costs
- Expedited shipping with automated self service shipping kiosks

Perpetual production improvement

Golden Run

Drive continuous improvement
- Comparison of operating practices with production plans
- Machine condition diagnostics with analysis tools
- Promotes enterprise KPI management practices
- Expansion beyond Golden Run for continuous improvement in production, and closing with proper validation, balance and reconciliation
- Improves integration with financial and commercial systems

Strengthen the raw material supply-chain

Fiber & Recipe management

Finding the right mix
- Support for S88 recipe management standards
- Associates real-time production with raw and finishing materials at grade spec level
- Accurate variance analysis
- Tracks genealogy quantity and quality all the way up to raw material and vendor batches
- Enables payment based on quality adherence

**A VERSATILE SOLUTION**

The complete solution is also available to your business’s specific requirements. Ask your Honeywell advisor about the full range of solutions in Paper, as well as for Pulp, Tissue, and Plastics & Films.

**OptiVision for Pulp**
- Provides a clear view of order fulfillment capabilities when receiving bale and unit based orders
- Reveals hidden capacities in your pulping operations
- Supports machine run creation, re-sequencing un-releasing and completion; Lot numbering
- Supports Fluff rolls & Classic Bale Pulp
- Ensures correct quantities and quality adherence from plan to execution
- Improves work-in-progress and finished-goods inventory levels
- Provides consistent real-time information to all users across the organization
- Forward and backward traceability for product quality, raw-material quality and production process

**OptiVision for Tissue**
- Supports multiple product types, including Wound, Folded, Multi-Ply, etc
- Allows creation of minimum levels of hard roll inventory per grade and size
- Automatically creates stock replenish orders for hard rolls
- Enhances production efficiency, with trim loss and finishing loss reduction powered by FASTRIM for Tissue
- Embedded optimization algorithms help achieve operational efficiency without sacrificing quality
- Ensures quality dispositioning of the finished product to completely insulate you from customer complaints and claims
- Enhanced tracking and genealogy provides bi-directional association from raw-material to finished good

**OptiVision for Plastics & Films**
- SlitRoll scheduling optimizes orders to slit reels for optimum yield and reduce trim loses.
- Improves operational efficiency of film-specific assets such as tubular and tenter lines, coaters, metallizers,
- Identifies and de-bottlenecks the production cycle;
- Supports heat ageing and ambient ageing
- Production tracking from raw materials entry to product dispatch
- Monitors and logs quality at every stage to locate problems’ source and areas of improvement.
- Helps fulfill EU Food regulation requirements
- Efficiently integrates with enterprise resource planning (ERP), process control and shop floor automation systems.
For More Information
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