

Case Study

DuPont Tyvek Benefits from Life Cycle Management



“Lifecycle Management is a necessity in today’s open systems environment. Lifecycle Management has changed the way that we work and it has been for the good, because it’s allowed us to plan.”

- Bob Greer, Process Control Engineer, DuPont Tyvek Operation, Richmond, VA

Background



The DuPont Tyvek Operation produces one of the toughest products around – and you’ll see it used in everything from home construction to your everyday mail. Based in Richmond, VA, the DuPont Tyvek Operation is an experienced user of Honeywell’s Life Cycle Management and recognizes the benefit of installation planning and budgetary commitment.

Benefits

Lifecycle Management (LCM) offers:

- Predictable, protected, multi-year migration and support plan
- Based on customer-specific site needs, LCM combines:
 - Master technology plan
 - Committed modernization schedule
 - Service level agreement
 - Assured support agreement
- Single, multi-year support agreement that guarantees parts availability and support until a modernization occurs according to site operating plans

Challenge

In today’s open systems environment, technology changes more rapidly than with past proprietary hardware. DuPont needed a way to plan for change, to adjust as requirements dictated, and relieve budgetary concerns over a longer period.

Prior to using the Honeywell LCM solution, DuPont Tyvek Operation faced major challenges in managing assets, keeping technology current, avoiding obsolescence and controlling maintenance and support costs.

“Honeywell was our only choice from an LCM perspective. We have been a Honeywell shop for the entire time I have been there, which is over 20 years. We considered a lease option, but the more investigation we did, the less lucrative it became since, with leasing, there was no ownership and we still had to maintain the equipment,” commented Bob Greer.

DuPont needed a way to manage system assets, to prevent these assets from becoming obsolete, and address the impact that upgrading technology would have on maintenance and support costs.

Solution

“The 5-year Life Cycle Management implementation at DuPont Tyvek Operation has changed the way we work. It’s allowed us to plan. I am able to tell my folks that we have equipment coming in a specific timeframe and to schedule for its arrival,” Bob Greer commented on the ability to plan ahead.

Results

“We have come to realize that LCM goes beyond monetary benefits. We have seen an approximate 20-25% savings on hardware/software costs over the life of the agreement; however, the most beneficial aspect of LCM is the ability to plan for hardware replacement, software upgrades, new equipment integration into our process so that we don’t disrupt productivity,” Bob Greer explained.

According to Bob Greer, LCM supported DuPont’s requirements to:

- Achieve a predictable spend rate for the life of the LCM agreement;
- Include QCS/CWS equipment, providing operational integration of the DCS, QCS, and Information Systems;
- Migrate current system at a rate that supports business demands;
- Capitalize on the well-established partnership that has developed between Honeywell and DuPont;
- Leverage Honeywell knowledge base to continue to improve the Process Control System.

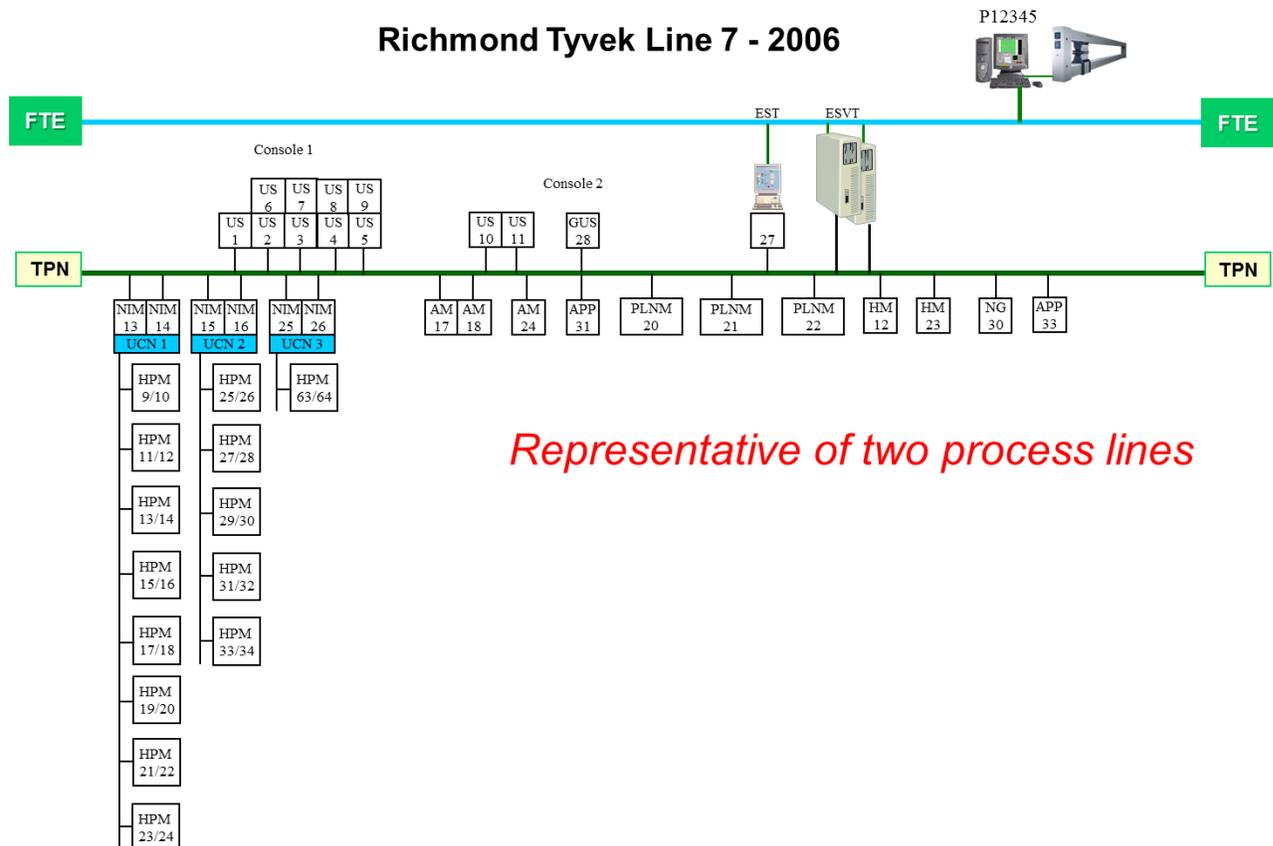
Greer pointed out that LCM was a good fit for DuPont for several reasons. These reasons can be translated into characteristics of a good candidate for LCM, which are:

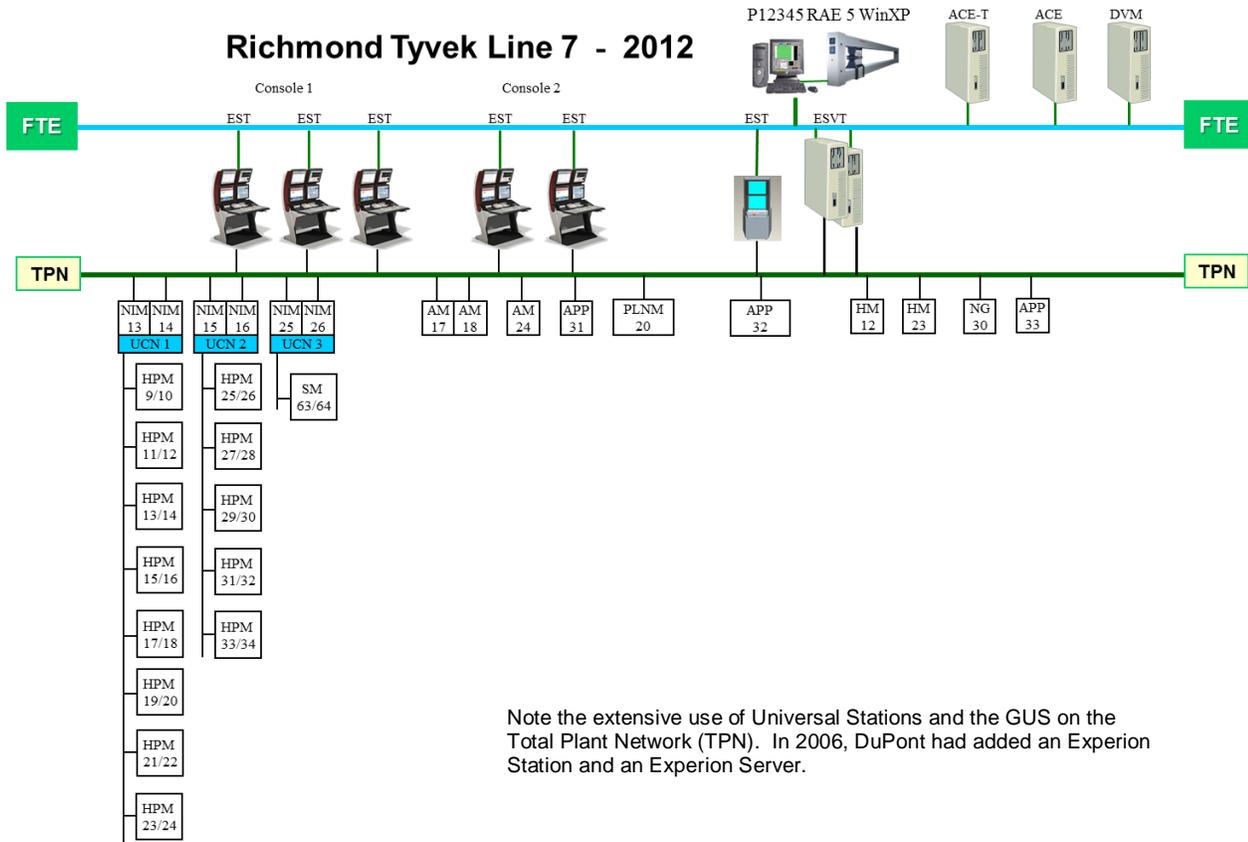
- Have the capability of entering into a multi-year Service Partnership Agreement;
- Are concerned about keeping current;
- Are interested in a joint customer/supplier 3-10 year system support and development plan;
- Are concerned about obsolescence of equipment key to your process control strategy;

- Want synchronicity between key physical assets at the site and the control system;
- Need to stabilize and predict year-to-year support costs;
- Need to protect modernization plans from internal short term cost cutting activities;
- Value the intellectual capital invested in existing control scheme.

About Life Cycle Management

Lifecycle Management (LCM) is a multi-year service agreement that provides system support for Honeywell hardware and software until they are upgraded or retired, based on the customer’s site strategy. An LCM agreement establishes a committed automation roadmap, leading to an upgraded system during the term of the contract. An LCM agreement can include a full spectrum of services, including software upgrades, parts management and hardware refresh, all within a flexible service package. LCM allows customers to start down the path to modernization and get there incrementally based on budget, needs and schedule.





For More Information

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Honeywell Process Solutions

Honeywell
 1250 West Sam Houston Parkway South
 Houston, TX 77042

Honeywell House, Arlington Business Park,
 Bracknell, Berkshire, England RG12 1EB UK

Shanghai City Centre, 100 Junyi Road
 Shanghai, China 20051

www.honeywellprocess.com

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