



AVEVA
Sustainability
Impact Partner

JANUARY 2025

Sustainability Impact Partner

(f.k.a. Green Badge) Initiative for Endorsed System Integrators

updates

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The Sustainability Impact Partner Initiative: Why?

Sustainability is recognized and awarded in our Partner Program

- AVEVA's Commitment to Sustainability
 - AVEVA is dedicated to making the industrial and manufacturing world more sustainable through our innovative solutions.
 - We have set comprehensive targets to measure our contributions to sustainability.
- One of our current initiatives is the IMPACT Partner Badge program. This program aims to:
 - ✓ Encourage our Integration and Service Partners to share their sustainability use cases.
 - ✓ Motivate them to create even more sustainability projects.
 - ✓ Inspire those who have not yet engaged with this important topic.
- The Sustainability IMPACT Partner Badge initiative is an addition to our existing Partner Program.



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The Sustainability Impact Partner Initiative (f.k.a. GreenBadge): What is it?

Empowering Partners for a Sustainable Future

- The Sustainability Impact Partner Initiative is a joint program initiated by the Partners Management, Partner Marketing and Sustainability teams to boost Partners' (system integrators') awareness of our sustainability goals.
- This initiative is currently in its testing phase, evolving and subject to change in the future. This is NOT a certification, it is an **assessment** of references and behavior.
- For now, we have decided to **target Endorsed system integrators** willing to share their unique sustainability stories and references.
- We launched an **Assessment Form** to **track** their sustainability solution capabilities. Project reference forms might be integrated via an interview afterwards to provide more detailed information on project experience for recognition.
- Based on specific criteria, we determine the **Sustainable Partners**.
- Every year we will award these partners their own **Sustainability IMPACT Partner Badge**, which they can use for their communication.
- The **Sustainability Impact Partner** Badges will be awarded only to the verified system integrators, based on their exceptional green and sustainable practices and experiences.
- The top performers each year will receive additional **benefits**.



General Guidelines

Eligibility Conditions

- Must be a **registered as a Partner** (Integrate and Services Partners).
- **Any level** (Member, Certified, Endorsed) may apply, but we will start with Endorsed SIs in phase 1 (2024 - early 2025).
- Projects are **assessed on a discretionary basis** according to the criteria defined by AVEVA.
- The validity of the logo is up to **two** years, provided they comply to the criteria.
- Projects completion must be within last **18 months**.
- The solution must **primarily use AVEVA** software.
- Partner should have **completed** the Sustainability Sales Enablement **Course**, including the **mandatory questionnaire** attached to it.
- To **maintain** the **Sustainability IMPACT Partner** badge the Partner must send us proof of ONE new Sustainable Reference every year, meeting the criteria.

Specific criteria

The Conditions and how to assess those. All of them **MUST** be met

CRITERIA	ASSESSMENT done by an internal committee*
1. An Innovative Solution <ul style="list-style-type: none">• YES/NO evaluate technical innovation based on BOM (eg CONNECT, multi-product), specific goals (for ex. an innovative application of our software to achieve Sustainability gains) etc.	1. Self-declaration + Partner team
2. Valid Sustainable Project: <ul style="list-style-type: none">a) Sustainable Use Cases<ul style="list-style-type: none">• Use case is on the recommended use cases list (as per assessment form)b) End Customer belongs to Clean Technology sector<ul style="list-style-type: none">• End customer provides one of the technologies listed (as per assessment form)c) Clean Technology Innovation<ul style="list-style-type: none">• Technology is considered innovative – developed by R&D, Innovation lab or Academia	2. Self-declaration + Sustainability team
3. Environmental benefits or impact are quantified	3. Self-declaration + Sustainability team
4. Customer is willing to share publicly the Story (there might be different degrees of publicity we could consider)	4. Interview by AVEVA Committee based on a questionnaire + authorization form

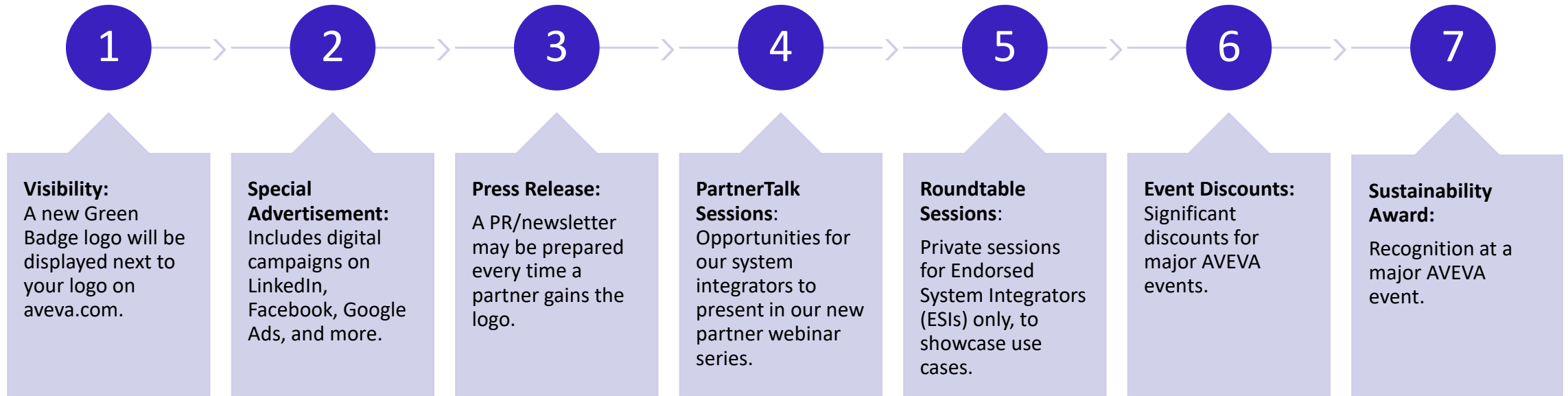
*internal committee: Sustainability, Partner Mgmnt, Training, Mktg, Industry segments

Proposed Metrics: If the Partner’s public customer reference contains one of those quantitative KPI should be seen as qualified.

	Use Case/Industry	Quantitative Impact KPIs for consideration
Use Cases	Energy Management	Improvement in Energy Consumption, Energy Efficiency, Energy Intensity or Heat Rate
	Emission Management	Improvement in Emission Rate or Emission Intensity
	Production Management	Improvement in Yield, Quality, Waste Generation, or Raw Material / Fresh Water Consumption,
	Waste Management	Improvement in Solid Waste Generation, or Wastewater Generation
	Asset Management	Improvement in Reliability, Availability or Equipment Energy Efficiency
	Facility Management	Improvement in Energy Consumption, Energy Efficiency, Energy Intensity, Reliability, Availability, Leakage
	Circular Design	Improvement in Material Efficiency, Renewable Source, Recycled Content, Waste Generated
Industry Sectors	Renewable Power Generation	Renewable Power Generation Capacity
	Energy Storage	Low-carbon Energy Storage Capacity, Battery Production Throughput
	Carbon Capture, Utilization & Storage	Capture Rate, Conversion Rate, Storage Capacity
	Green Hydrogen	Green H2 Production Rate, Electrolyser Capacity
	Nuclear Power Generation	Nuclear Power Capacity
	Low Carbon Fuels	Low Carbon Fuel Production Capacity, Or Emission Footprint Of The Fuel

Some Program Benefits

Maximizing Your Partnership Potential



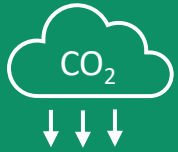
Eligible Use Cases and Industrial Sectors

Joanna or Wenting



Eligible use cases and industry sectors are defined based on AVEVA's Portfolio and Customers' Sustainability Themes

Customers' Sustainability Themes



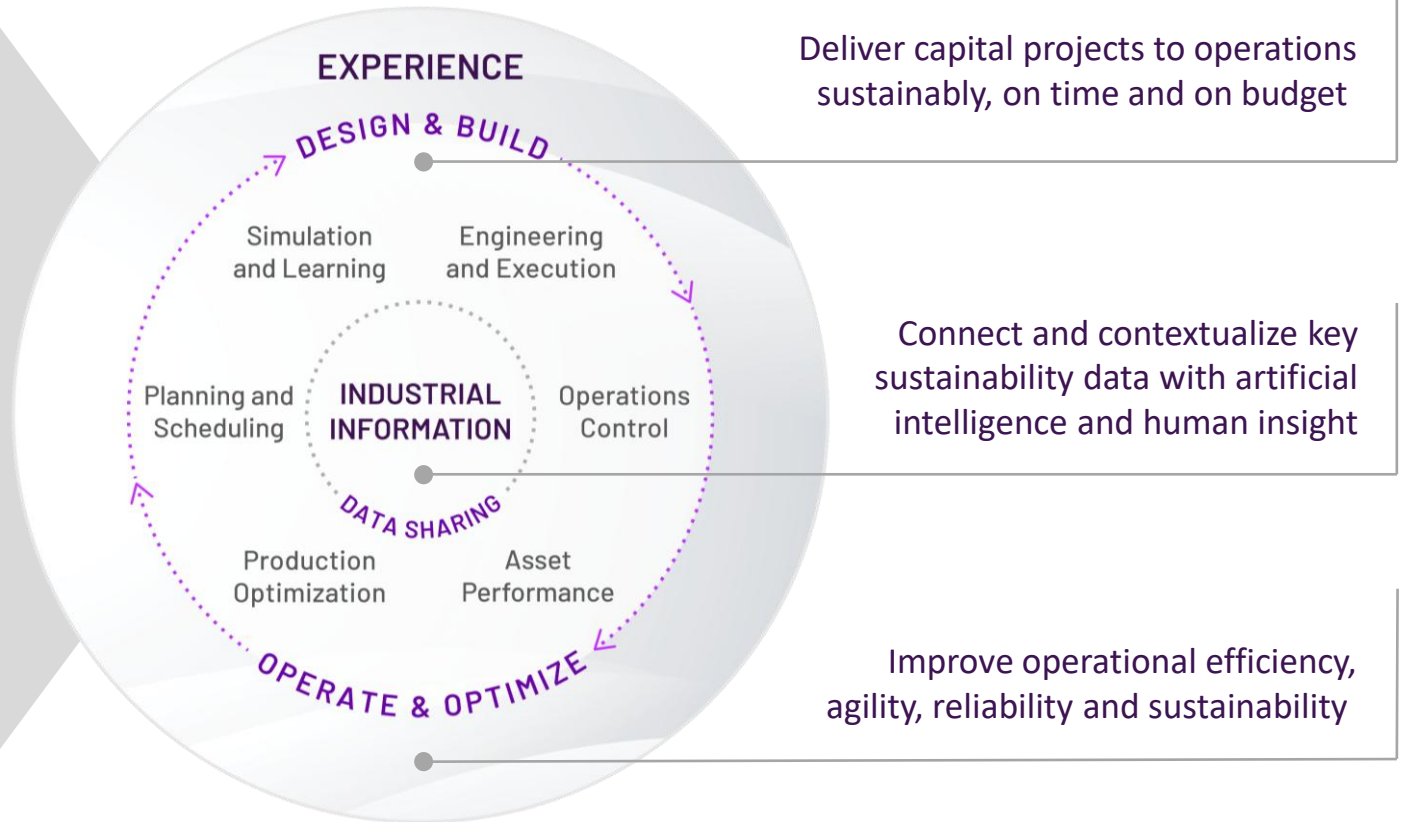
Low Carbon Transition



Circular Economy



Resilience & Agility



Use Cases Aligned with Customers' Sustainability Themes: Low Carbon Transition, Circular Economy & Resilient Infrastructure

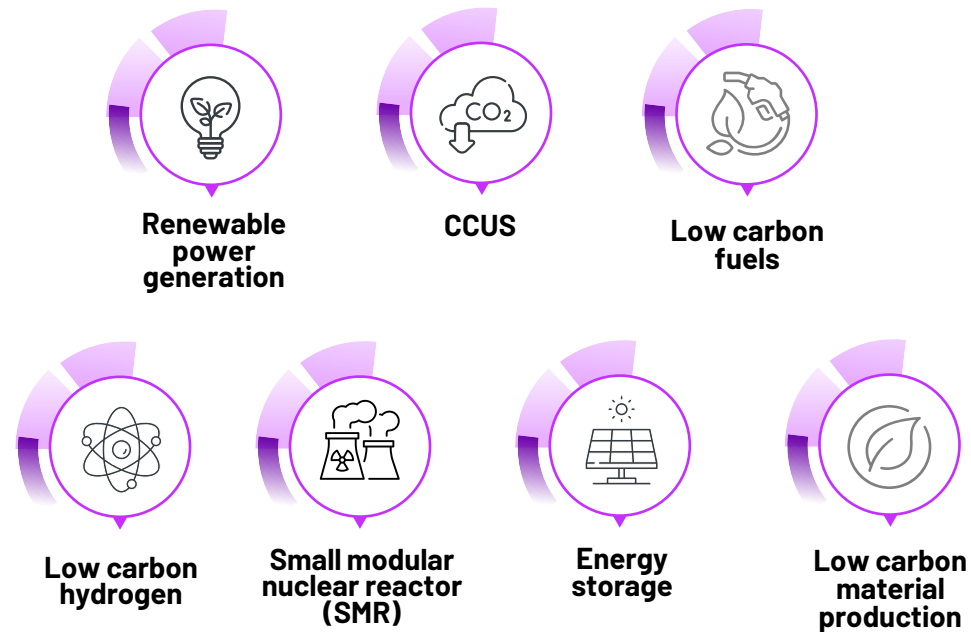
Eligibility Assessment Dimension – Sustainability Use Case

1. Energy Management: Improve Energy Efficiency
2. Emission Management: Reduce Emission Footprint and Intensity
3. Production Management: Improve Material Utilization Efficiency
4. Waste Management: Reduce waste, Improve Recycle
5. Asset Management: Improve Asset Efficiency, Reliability and Usage Life
6. Facility Management: Improve resilience and efficiency of infrastructure operations(water and wastewater, power grid, smart city, metro/subway, building facility management)
7. Circular Process Design: Improve process design and support process innovation



Specific Customers' Sectors for Low Carbon Energy Transition

Eligibility Assessment Dimension – Industry Sector



Call to Action!

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Assessment Form

Submission Instructions

- Submit your sustainability projects references by completing the **Sustainability Assessment Form**.
- The more references you submit, the higher your chances of earning one of the Badges we offer every year and be selected for the AWC Conference following year.
- Review this presentation.
- For any questions, contact SustainabilityEndorsedPartner@aveva.com



The process flow

The process to apply and win!



* AWC following year

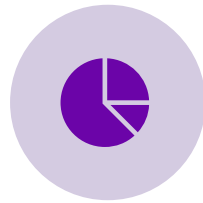
Specific criteria to select the Top 3 and the Winner

How are TOP 3 SIs and the Winner being selected

The Sustainability IMPACT Award Partner finalists and Winner will be selected by AVEVA's own expert judging panel and based on the criteria here below. Each criterion can be attributed a score from 1 to 3.



Degree of publicity of the stories



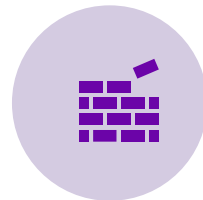
Measurable results & KPI's



Number of Forms submitted



Innovative Solution

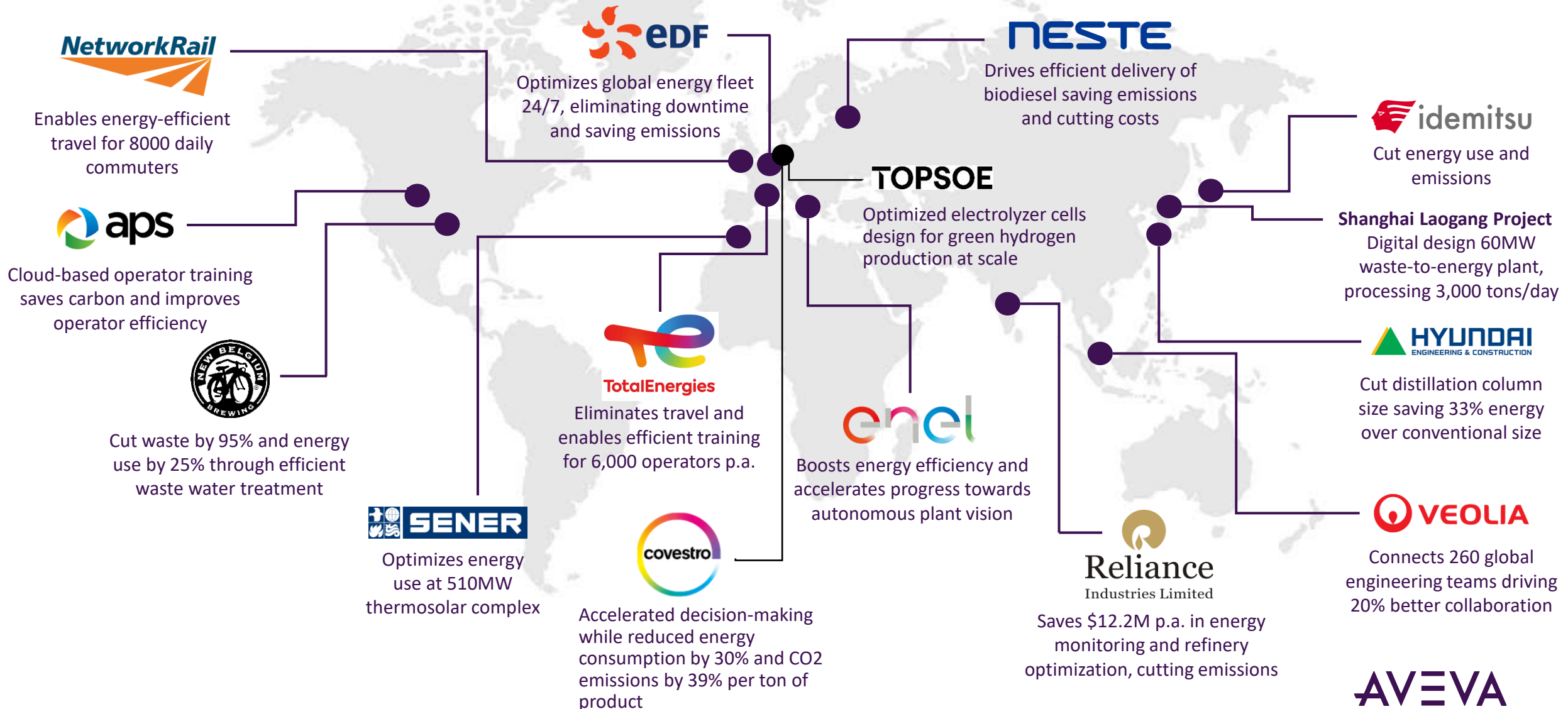


Number of AVEVA modules used



The **Winner** gets the trophy because of a Combination of all of the above

Our software can enable & drive sustainability for most industries



Useful links

Summary of Case Studies

1-slide summary case studies

O&G

- [bp](#)
- [Hyundai Engineering](#)
- [TechnipFMC](#)
- [Suncor](#)
- [TC Energy](#)
- [Reliance](#)

Chemical

- [Ascend](#)
- [Aker Carbon Capture](#)
- [Covestro](#)

Infrastructure

- [Nava Raipur](#)
- [UC Davis](#)
- [Veolia](#)
- [Carson City](#)
- [Ballard](#)

Power

- [Commonwealth Fusion Systems](#)
- [Duke Energy](#)
- [Shanghai Laogang Project](#)
- [zGlobal](#)
- [enel](#)
- [National Grid](#)
- [Sener](#)
- [EDF](#)
- [Ontario Power Generation](#)
- [Entergy](#)
- [Orano](#)

F&B,CPG

- [Tetra Pak](#)
- [Olam](#)
- [Nestle](#)
- [Henkel](#)
- [Clif](#)
- [New Belgium](#)
- [Danone](#)
- [Tyson](#)
- [Kellogg's](#)

1-slide detailed case studies

Infrastructure:

- [PCMC](#)
- [UC Davis](#)
- [Network Rail](#)
- [Veolia](#)
- [Arizona Public Service](#)
- [Tas Water](#)
- [San Jose Water](#)

Sustainable Energy:

- [Neste streamlines operational decision-making to advance business](#)

Sustainability in Mining:

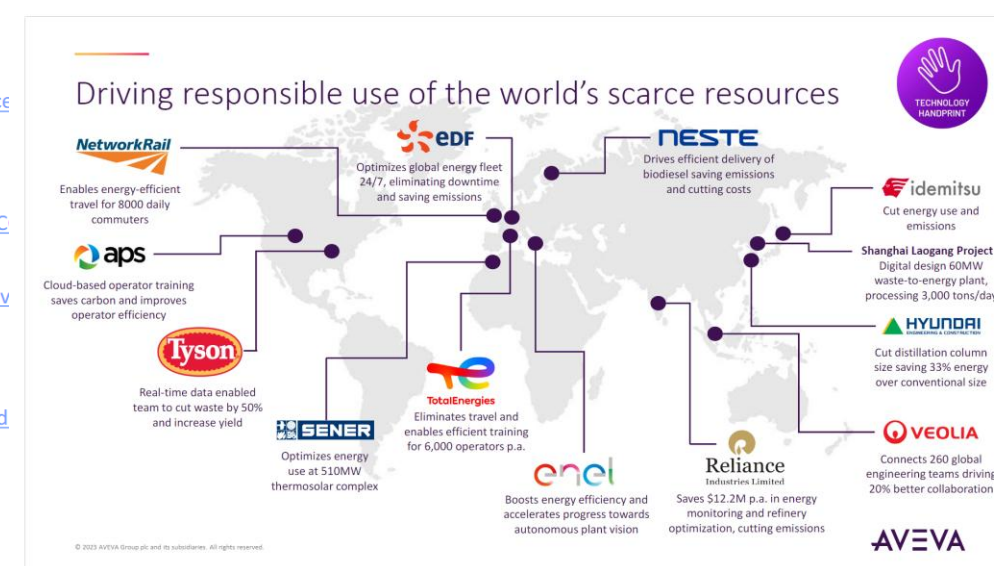
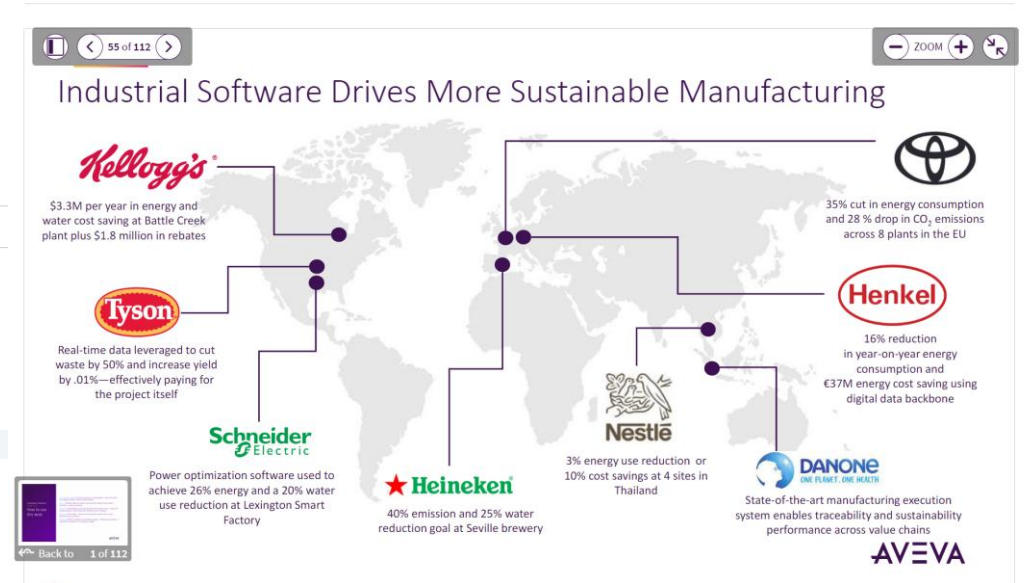
- [RHI Magnesita modernizes maintenance scheduling and C](#)

Sustainable Consumer Goods Manufacture:

- [Henkel selected AVEVA software to save €8M P.A. and drive efficiency gains](#)

Sustainable Power Operations:

- [Dominion Energy: Renewable energy data aggregated and Data Hub](#)



Questions?

This presentation may include predictions, estimates, intentions, beliefs and other statements that are or may be construed as being forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could result in actual outcomes differing materially from those projected in these statements. No statement contained herein constitutes a commitment by AVEVA to perform any particular action or to deliver any particular product or product features. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.

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ABOUT AVEVA

AVEVA is a world leader in industrial software, providing engineering and operational solutions across multiple industries, including oil and gas, chemical, pharmaceutical, power and utilities, marine, renewables, and food and beverage. Our agnostic and open architecture helps organizations design, build, operate, maintain and optimize the complete lifecycle of complex industrial assets, from production plants and offshore platforms to manufactured consumer goods.

Over 20,000 enterprises in over 100 countries rely on AVEVA to help them deliver life's essentials: safe and reliable energy, food, medicines, infrastructure and more. By connecting people with trusted information and AI-enriched insights, AVEVA enables teams to engineer efficiently and optimize operations, driving growth and sustainability.

Named as one of the world's most innovative companies, AVEVA supports customers with open solutions and the expertise of more than 6,400 employees, 5,000 partners and 5,700 certified developers. The company is headquartered in Cambridge, UK.

Learn more at www.aveva.com