

UWA Industry 4.0 Energy & Resources Digital Interoperability Testlab

Technology Partner Program

An I4.0 aligned, open standards based, digital interoperability landscape will have a significant impact on the Energy and Resources sectors in terms of bottom line benefits and enabling more rapid technology innovation and adoption.

About the Lab

The UWA I4.0 ERDI Test Lab initiative will position the Australian Energy and Resources sectors, as well as supporting the Australian technology sector, as leaders on the global stage in the development, testing, commercialisation and implementation of I4.0 interoperable technologies and operating models.

We specialise in I4.0 interoperability standards from standards definition, research and development, testing of interoperable components and architectures, education and compliance testing and can provide services to multiple organisations of any scale.

We are seeking to partner with leading technology companies from around the world, whilst providing a robust platform for you to test I4.0 commercial readiness for open process control systems using international standards.

The UWA I4.0 ERDi TestLab will enable you to:

- Validate your technology readiness for an I4.0 environment
- Develop and improve your technology and architecture
- Overcome technical problems
- Lower technology risks
- Increase technology adoption

Education

Technology vendors will be able to leverage the Lab and be educated about interoperability standards and architecture, enabling them to build their solutions in line with these standards. This will in-turn make it simpler to technically implement and integrate their technologies with other systems, thus reducing the barriers to implementing their technology into operations.

Technology is key to making the TestLab a success. Play your part in enabling effective Collaboration

The Lab will enable collaboration between technology vendors, mining and oil & gas companies, both in Australia and internationally via Open Process Automation Forum and future international lab collaborations.

Test your products and collaborate to create new ones through shared R&D

The project enables technology vendors to build their solutions to enable them to integrate with other vendors solutions 'out of the box', thus enabling easier commercialisation of products that can more seamlessly be integrated into real operations. Furthermore, the Lab provides a facility for R&D in I4.0 technologies, acting as a catalyst for innovation and this is open to industry and technology vendors off all sizes.

Influence your customers' business through efficient operations and maintenance

One of the greatest benefits of interoperability is the ability to optimise the information exchange between various discrete processes or departments. This enables more efficient and effective operational and maintenance performance overall with huge cost savings the result.

Locations

A primary node of the Testlab will be established in a central location in Perth's CBD by end of Q4 2019. This will maximise the capacity to engage with industry partners whilst allowing easy access by both industry and technology companies, as well as an ever-growing number of technology SME's that support the Energy and Resource sectors. There will also be a sister TestLab established on campus, at UWA in Perth.

Technology Partner Program

The ERDi TestLab is establishing Technology Partnerships with key technology companies for the provision of software and hardware to build the lab, providing a unique opportunity to showcase the point of difference advantages and performance capabilities of the products supplied and utilised by the TestLab during its operation.

Who's using the UWA ERDi TestLab?

The TestLab will play a pivotal role in the development of I4.0 aligned architecture and technology components and will be a hive of activity, run on a full-time basis for an initial period of 3 years.

Globally recognised Mining and Oil & Gas companies, Technology vendors, SME's and Technology Start-ups will be utilising the TestLab to its fullest potential on an ongoing and regular basis for research, development, trials, testing, certification and education.

We expect anywhere from 2-5 projects being run concurrently in the TestLab at any given time, with a TestLab demonstration at least once a month.

Training will be undertaken in the lab and will be driven by market demand, including a number of planned short courses.

Recognising the TestLab’s capability and value, sponsorship packages are currently being finalised with major resource and energy companies as they are committed to promoting use of this state-of-the-art facility throughout their organisations – **see below**.



***ERDi TestLab Users Overview**

How do I become a Technology Partner?

The TestLab is interested in meeting with market leaders in the relevant Technology fields applicable to the functionality and end outcomes desired by the TestLab.

Interested companies are encouraged to speak to us about how they can assist with the TestLab with the provision of their respective technologies for implementation and usage by TestLab customers, either on a contra or discounted basis.

What are the benefits of becoming a Technology Partner?

The benefits of being involved with the ERDi TestLab are diverse. The ability to contribute to and be a part of a state-of-the-art I4.0 Industry TestLab and be exposed to key industry customers whilst showcasing your company's products and capabilities to the broader energy and resources industries is a unique and robust sales and marketing opportunity like no other.

Technology Partnerships which meet the needs of your business and assist the TestLab in its primary objectives for mutually beneficial outcomes is the goal and these can be tailored accordingly.

As a minimum, Technology Partners will receive the program benefits as outlined in the Technology Partnership Program Benefits section.

Technology Partnership Program Benefits



- ✓ Official Recognition as a **Technology Partner** of a recognised Industry I4.0 Test Lab



- ✓ Internal Branding/Signage within each Testlab site (UWA Campus & Perth CBD) recognising your company and your products.



- ✓ A dedicated branded marketing page on the official ERDitestlab.com website showcasing:

1. Your technology being utilised in the Lab
2. Key technology benefits
3. Key company contacts for aftermarket sales/enquiries/further information



- ✓ Dedicated marketing and media release opportunities
- ✓ Active mentions in any relevant media releases about the TestLab and its projects



- ✓ Exclusive invites to ERDi TestLab Demonstrations and Open Days
- ✓ Co-branded Marketing opportunities
- ✓ Open use of the Lab to showcase your products for demonstrations to your direct customers/potential customers in the Perth City Lab.

We would welcome a discussion with you to further explore how you can partner with the ERDi TestLab and how working together will deliver mutually beneficial and tangible results.

John Kirkman
Director, Enterprise Transformation Partners (ETP)
www.etpartners.com.au

