

# Data Management

We strive to develop and improve electrification and automation solutions that are innovative, sustainable and of the highest quality in order to make a valuable contribution to successful projects in the maritime and industrial sectors.

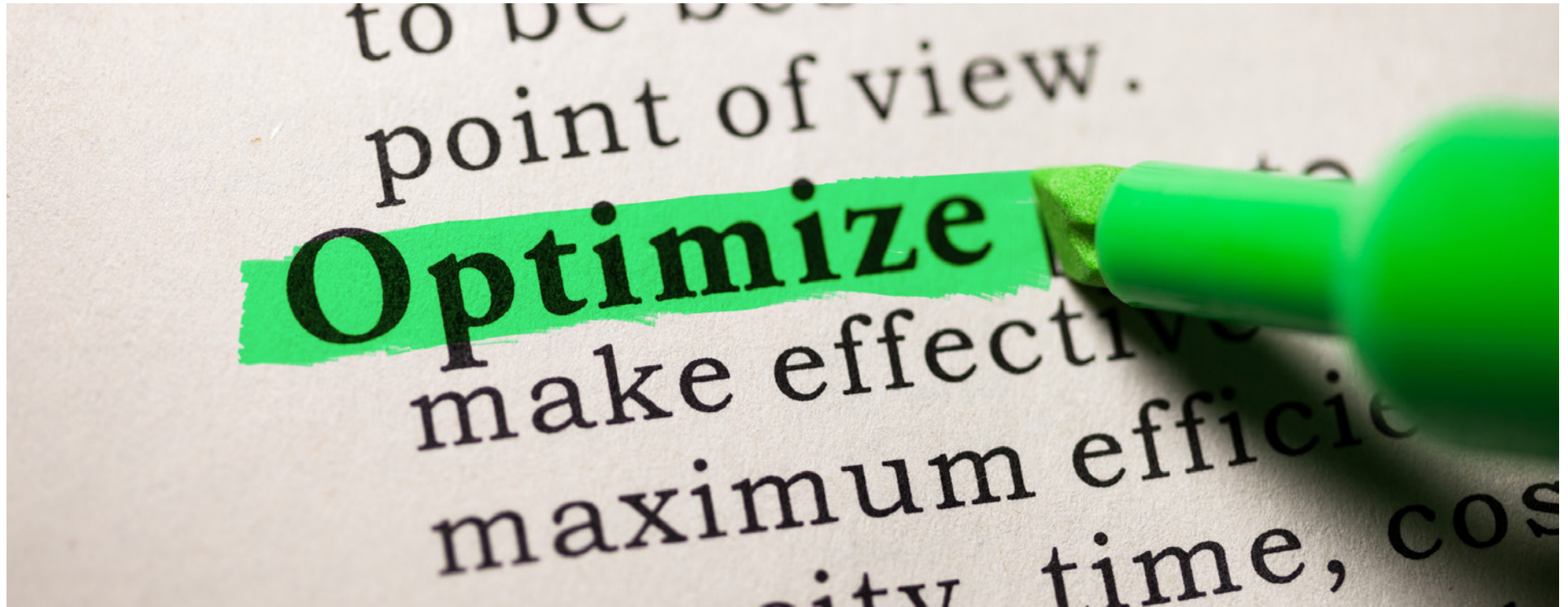


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# Introduction



## Are you already getting the most out of your maritime or industrial process environment?

You are probably already aware that there is more to gain from the data that is available in your Maritime or Industrial operational process and environment today. Data management and analytics offers you the opportunity to operate smarter, reduce cost and improve efficiency.



# Opportunities for your organisation

Data is like water in a river. Not all of the water in the river will flow to the right spot to give life to nature, lots of water will just pass by and flow into the Sea. Can it be done smarter and more effectively? Yes it can! In nearly all environments it will be possible to improve the effectiveness of the data flow. It all starts with the opening question: how is this data flow organised in your organisation today?

In modern production environments lots of data is already collected and stored in various systems and locations. This means that a lot of data is already available, which could be used to optimize your production process or energy consumption, for example. The raw data is often present somewhere in the systems, but the challenge is to make the data available and to turn it into usable information fit for purpose. To do this, the context, meaning and coherence of the data have to be examined and must be made comprehensible. Only after executing these essential analysis steps we will be able to draw conclusions from the original raw data input.



# Where can our Alewijnse experts assist you?

Alewijnse can provide you with a data management and analysis solution that will help you gain insight into the critical parameters of your processes, production lines and the environment in a simple manner. We do this by optimally managing the available data and making it accessible. This involves the processing, classification, storage, security, maintenance, analysis and reporting of all data in your systems. The result can be used to fulfil various goals like improving the quality of your production process and organisation or save energy and cost.

## **The Alewijnse approach: Step by step towards the goal**

The Data management and analytics solutions we can offer are scalable, customized solutions tailored to your situation and requirements. But at the same time based on standardized software products from reputable suppliers. The creation of such a data management solution is based on close cooperation between you as the client, Alewijnse as a system integrator and a supplier of the software.



*Kees van Doorn  
Business Development manager  
Alewijnse*

*"At most companies lots of data is already stored and available and it would be a pity if companies miss the opportunity to benefit from this advantage"*

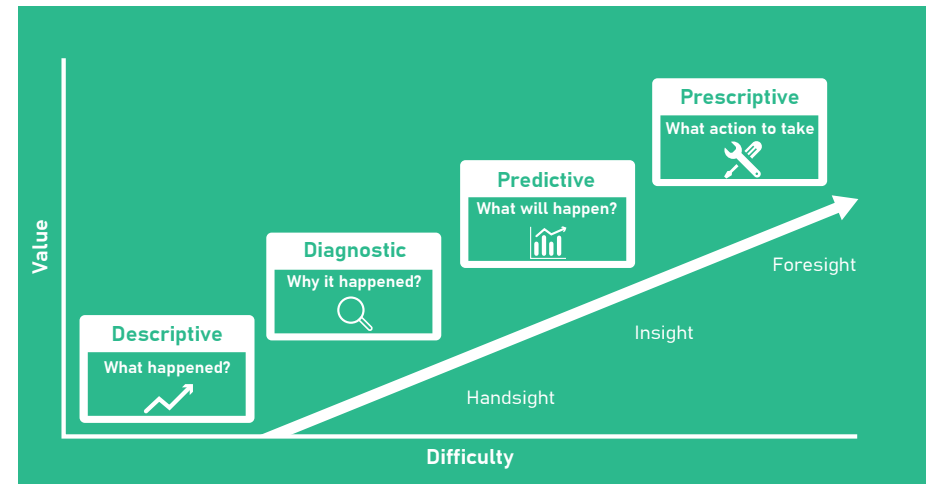
# Steps to the ultimate data analysis explained

**Descriptive analytics** is the most basic and common form of data analysis; Manually looking back in history to determine what happened, by whom and where. It shows us what happened in the past. No more and no less.

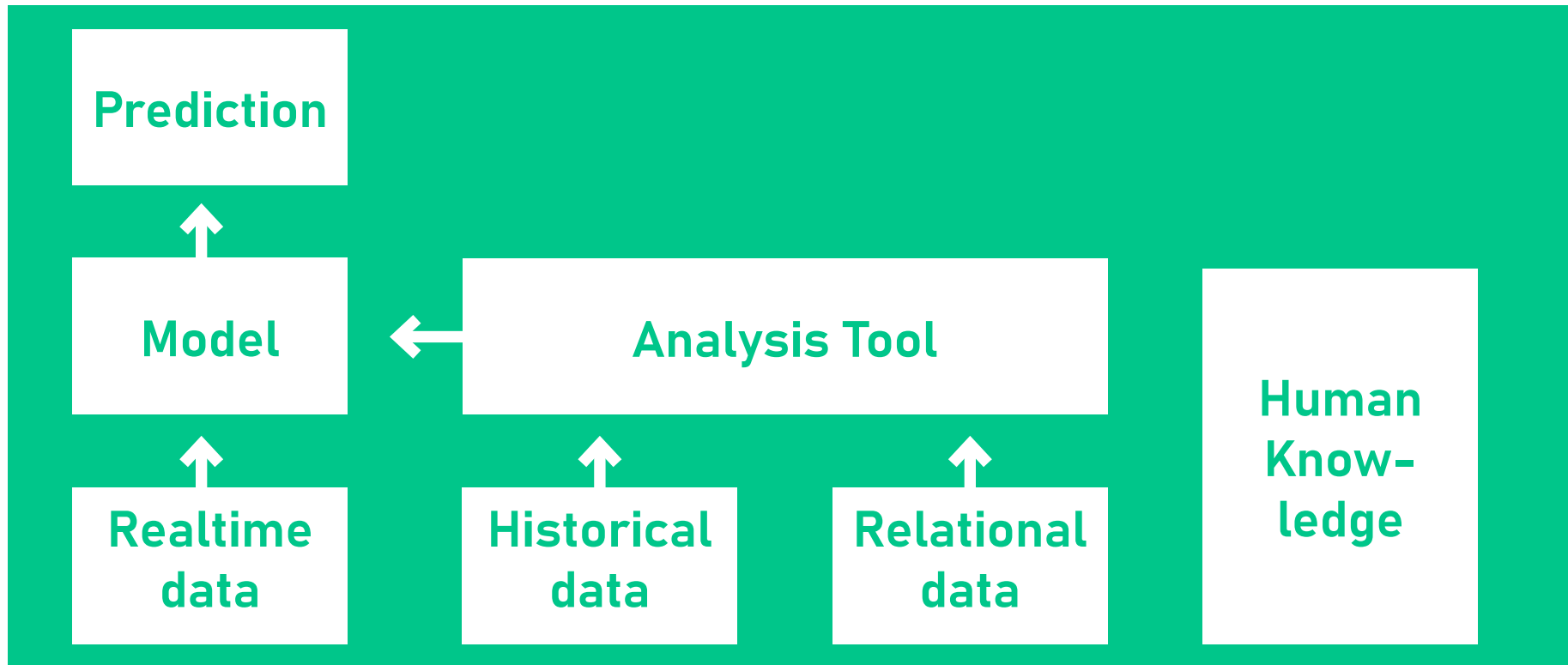
**Diagnostic analytics** is also looking into the past but in addition tries to answer the question why things happened as they happened. To be able to answer the “Why” question; root-cause and consequences must be challenged, tested and explained. Example: can the increasing production cost be explained by the price increase of the raw materials or increase of energy costs?

**Predictive analytics** is the next level. If we learn to understand why something happened in the past and what the consequences are; we can predict what will happen in the future. Example: If you know that the impact of increased Energy cost will have more impact on the total production cost than increase of the raw materials price, the conclusion can be drawn that Energy saving improvements will result more effect.

**Prescriptive analytics** comprises the practical appliance of the step before. If you are able to predict market trends based on for instance a slight but constant increase of production demand; you will be able to adapt your production process sooner to the future demand. Even before the Trend will take place.



# Our approach



Based on the savings or other goals you have set, Alewijnse uses a confidential 'Information Quick-scan' to determine whether sufficient data and/or information is available to achieve the desired goals. If additional data is needed to complete the picture, we indicate what additional data or measurements are needed to obtain the required information in a controlled way. We will discuss and explain the results, conclusions and optimization possibilities in a meeting. You will then determine if a follow-up is of interest to your organization.

# What's in it for you?



Data management and analysis is an investment that contributes to the understanding of the organization's performance and makes it clear where the best opportunities for improvement lie. It provides a basis for your strategic decisions with regard to optimization and/or savings in your production process itself or the environment in which production takes place. As time passes, the historical information also answers the question of which processes contribute the most to turnover and added value, and which the least.





Scan to visit website



Our goal is to co-create value with and for our customers and partners. We aim to develop and improve electrification and automation solutions which are innovative, sustainable and of the highest quality. We focus on making a valuable contribution to successful projects in the maritime and industrial sectors.

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