

# CA PPM (Valmet Radar)

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20+ years in company in different positions

Master of Engineering, Degree  
Programme in Technological  
Competence Management



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A photograph of two male engineers in a pulp mill. They are wearing white hard hats with the Valmet logo and clear safety glasses. They are dressed in high-visibility green work jackets with Valmet patches. They are looking at a large sheet of paper, likely a technical drawing or process flow diagram. The background shows industrial machinery, pipes, and structural elements of the mill.

# Valmet

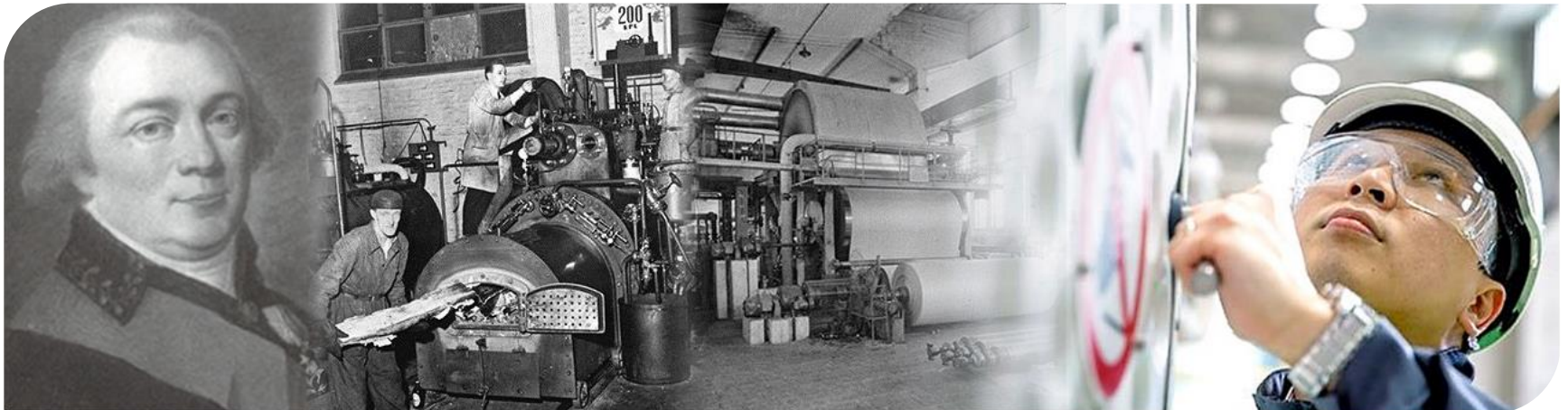
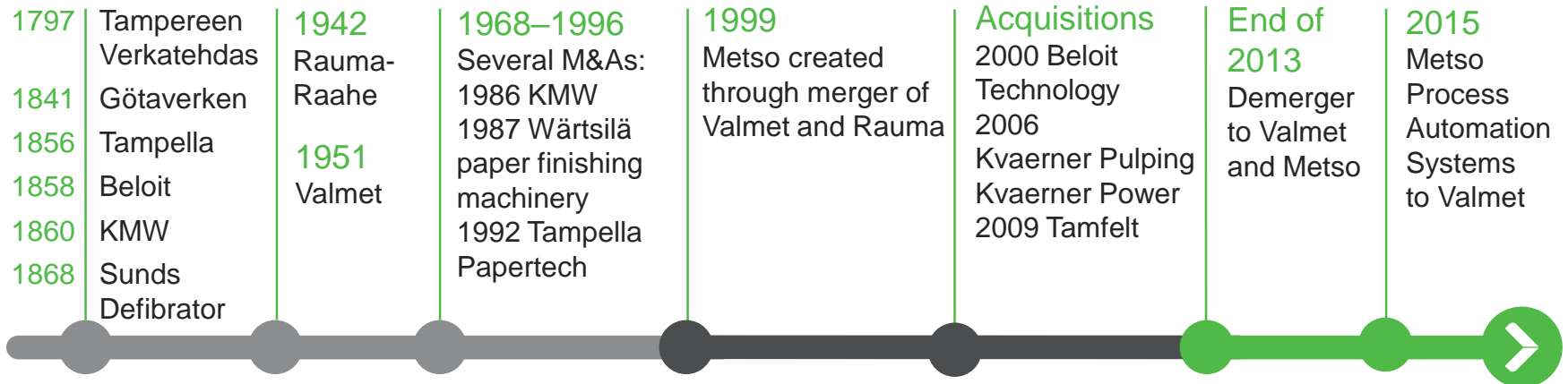
Leading process technologies,  
automation and services for the pulp,  
paper and energy industries



# 220 years of industrial history in 2017

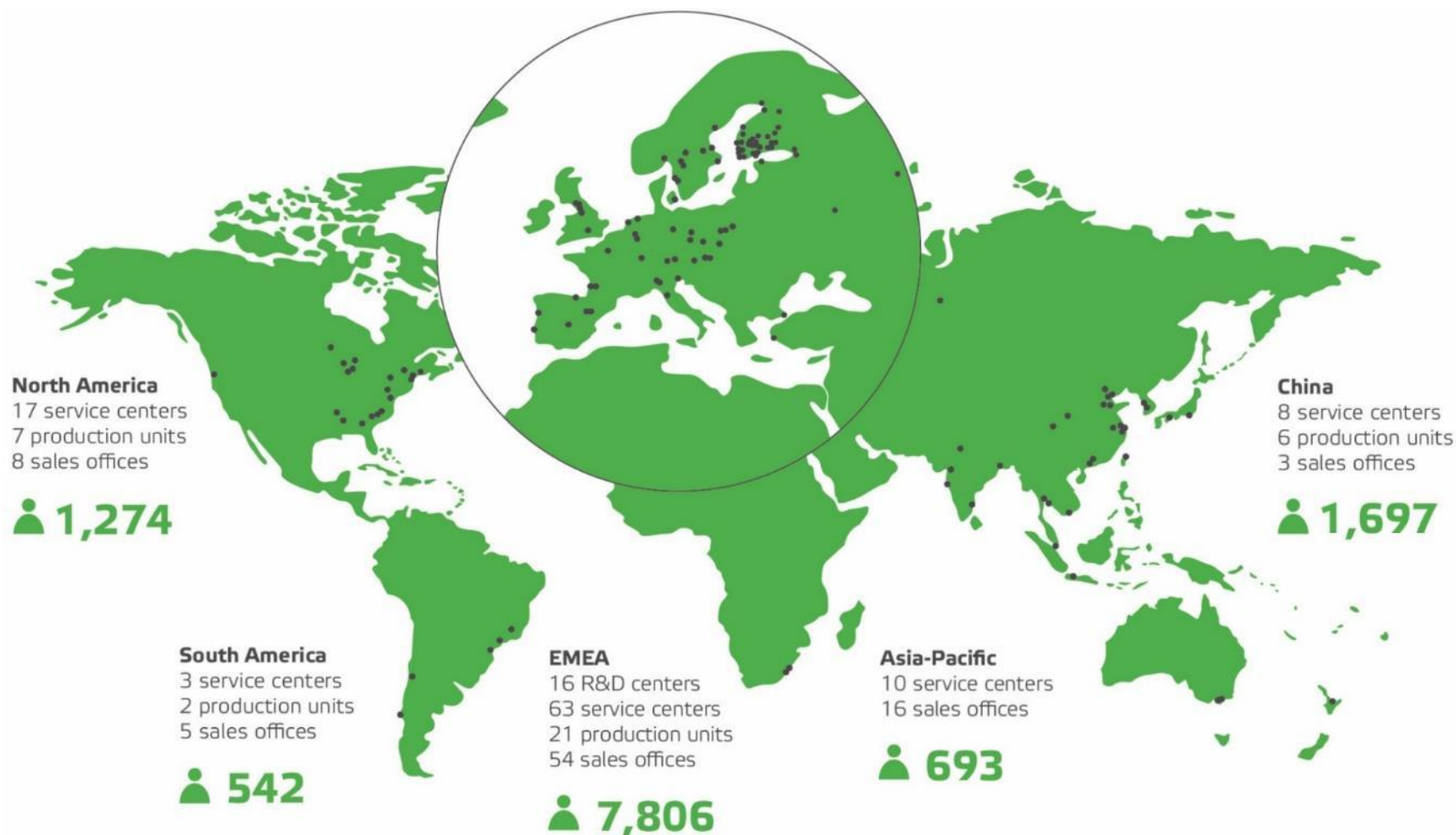
From cloth making to high-tech processes

FINLAND 100  
**Valmet**  
**220**



# Strong, global presence - a good platform for growth

33 countries, over 120 service centers, 86 sales offices, 34 production units, 16 R&D centers



# Four business lines and five areas



Services  
business line



Automation  
business line



Pulp and Energy  
business line



Paper  
business line

North America

South America

EMEA

China

Asia-Pacific

Finance

Human Resources

Strategy and Operational Development

Marketing, Communications and Sustainability

# Our offering by business line

## Paper

- Recycled fiber lines
- Tailor-made board and paper machines
- Modularized board and paper machines
- Tissue production lines
- Modernizations and grade conversions
- Standalone products

## Pulp and Energy

- Complete pulp mills
- Sections and solutions for pulp production
- Multifuel boilers
- Biomass and waste gasification
- Emission control systems
- Biotechnology solutions e.g. for producing bio fuels

## Services

- Spare parts and consumables
- Paper machine clothing and filter fabrics
- Rolls and workshop services
- Mill and plant improvements
- Maintenance outsourcing
- Services energy and environmental solutions

## Automation

- Distributed control systems
- Quality control systems
- Analyzers and measurements
- Performance solutions
- Process simulators
- Safety solutions
- Industrial Internet solutions



Focus in customer benefits



# Key figures in 2016

**Orders received**  
EUR 3,139 million

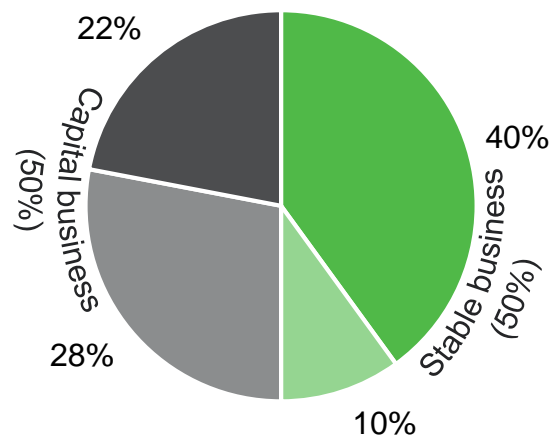
**Net sales**  
EUR 2,926 million

**Comparable EBITA**  
EUR 196 million

**Comparable EBITA margin**  
6.7%

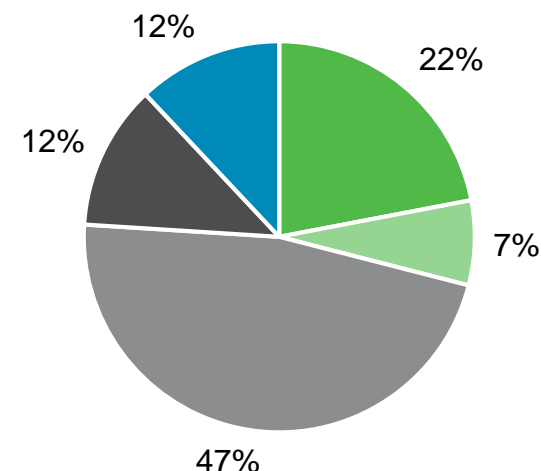
**Employees** (on Dec 31, 2016)  
12,012

Net sales by business line



- Services
- Automation
- Pulp and Energy
- Paper

Net sales by area



- North America
- South America
- EMEA
- China
- Asia-Pacific

Stable business = Services and Automation business lines  
Capital business = Pulp and Energy, and Paper business lines

# Valmet's Way Forward

## Our Mission

Converting renewable resources into sustainable results

## Our Strategy

Valmet develops and supplies competitive process technology, services and automation to the pulp, paper and energy industries.

We are committed to moving our customers' performance forward with our unique offering.

## Our Must-Wins

- Customer excellence
- Leader in technology and innovation
- Excellence in processes
- Winning team

## Our Vision

To become the global champion in serving our customers

## Our Values



### Customers

We move our customers' performance forward



### Renewal

We promote new ideas to create the future



### Excellence

We improve every day to deliver results



### People

We work together to make a difference

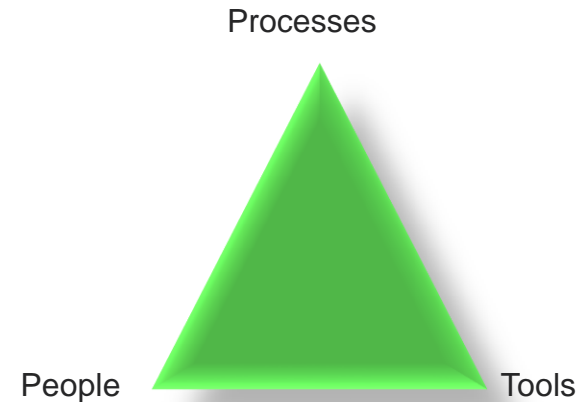
## Megatrends

- Resource efficient and clean world
- Digitalization and new technologies
- Aware, urban and global consumer.

# What do we want to achieve?

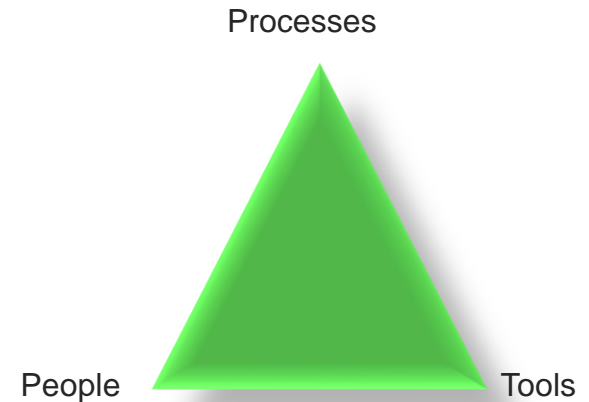
Support early focus – less surprises

- Standardized project management process and means and language to communicate
- Help project managers and teams to monitor projects – improve predictability
- Help to identify and manage deviations and issues in projects
- Establish one source for project data giving transparency into project status and future estimate
- Reduce manual work
- Enhance capabilities for project portfolio management, across organization borders, that supports business decisions



# What do we have?

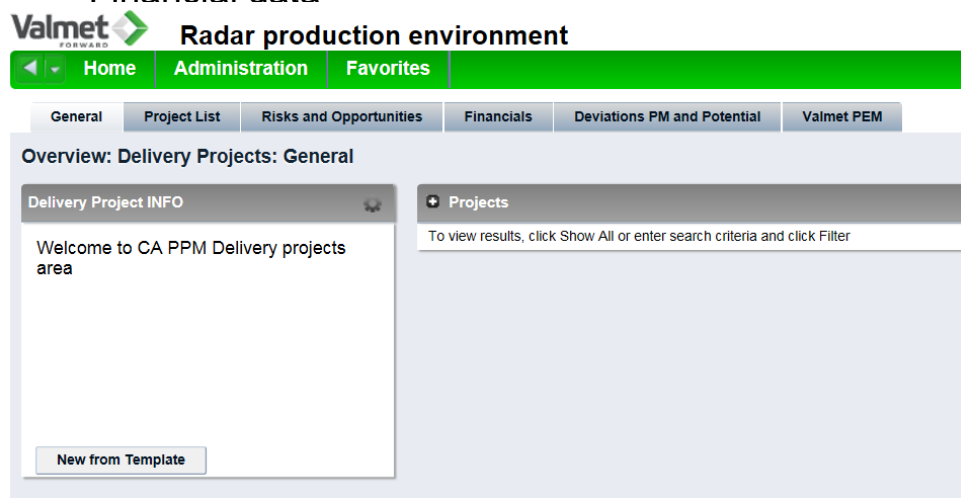
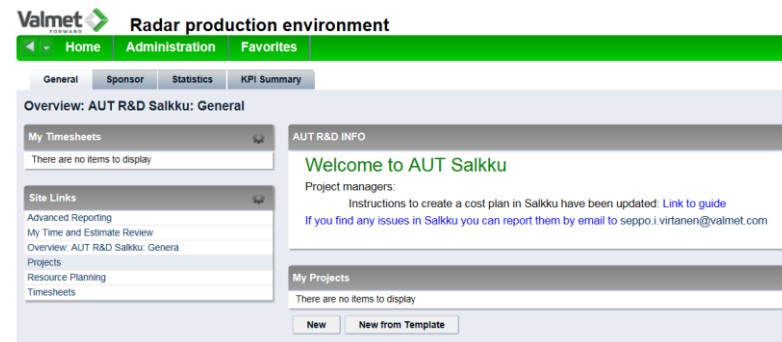
- Management commitment
- Clear project models
- Clear targets for CA PPM (Valmet Radar as IT Service)
  - Valmet Radar Delivery
    - Portfolio mgmt
    - Risk and opportunity mgmt
    - Financial follow-up
    - Deviation control
    - Gate model
  - Valmet Radar R&D
    - Project mgmt
    - Resource mgmt
      - Time reporting





# What did it require?

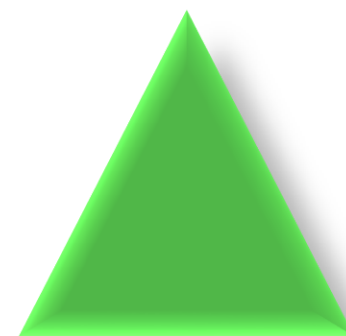
- Integrations!
  - SSO
    - ADFS Integration via on-demand portal
    - AD Integration for user mgmt via AD groups of roles
    - Automated user activation/inactivation
  - HR Master
    - Daily replication for employees
  - Project data from current tools
    - Basic data
    - Financial data



Processes

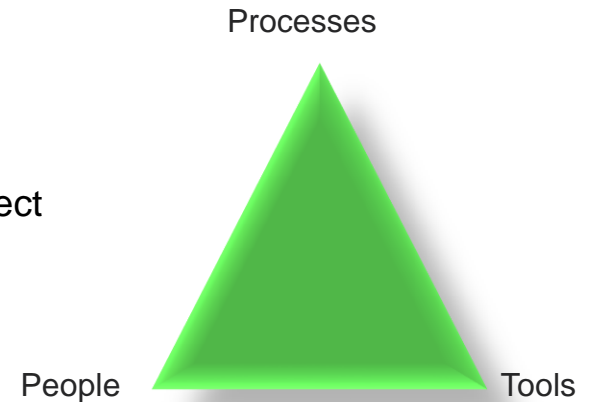
People

Tools



# What's next?

- **Connectability**
  - Integration to provide **generic** project status info to elsewhere
  - Instead of sending **detailed data** to other systems the idea is to compile a generic link format, which then would guide users to system directly to correct position for further information
    - Authentication, Authorisation and Accounting of the data will stay in one place for easier security and data privacy compliances
- **CA PPM (Valmet Radar) as a tool for business**
  - Year calendar which contain releases, testing, training, upgrades on the day level for coming years to ensure high quality of the solution
- **More functionality into use**
  - Following business demand which we seem to have in place.. 😊
    - It is noted that CA PPM basic functionality fits well for many project mgmt areas and project types.





# Thank you!

