Power Electricity Management with Actionable Insights Using SAP Leonardo

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Severstal Skif

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Key Figures

11,7 M tn Steel sold 2017

\$0,6 B CAPEX 2017

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50000 Employees

Nº1 in profitability

Why Electricity Management Matters?

Steel Cost Structure

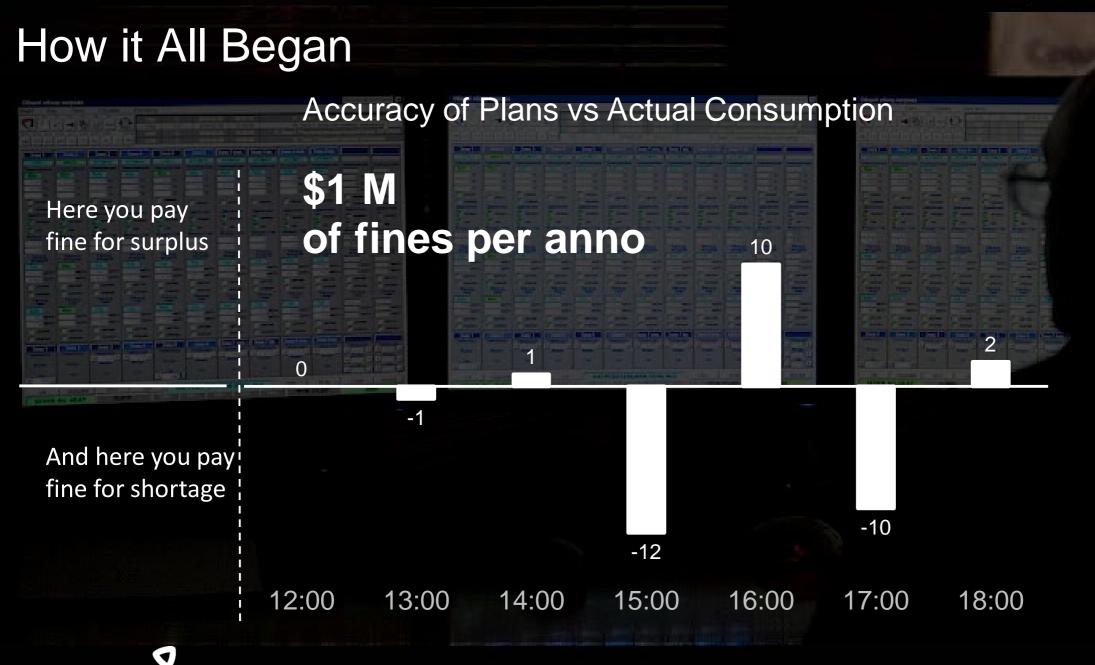
8%



\$250-300 M per anno electricity costs

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10%



Leonardo Design-Led Approach

Explore

Discover

Explore context Identify top 1-2

use cases

User Research Build Empathy Hands-on workshop

Generate Ideas

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P.

Design **Prototypes Rapid iteration**

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Design &

Prototype

Proof of Concept Build working Prototype

Deliver

Explore

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SAP Apphaus Berlin December 2017

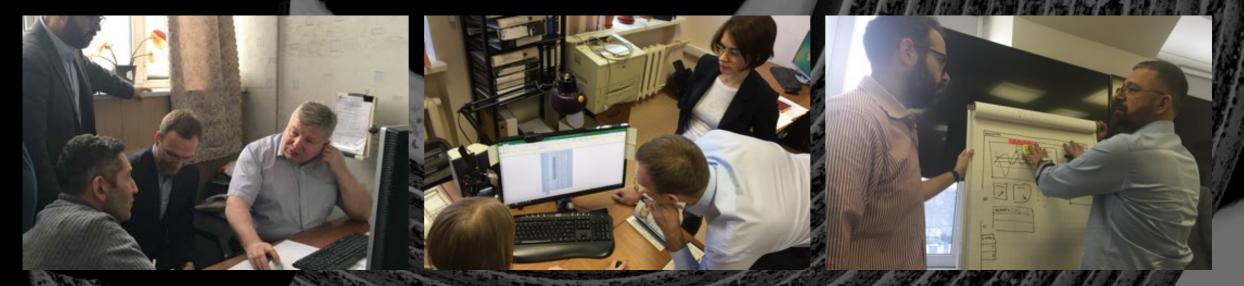
Go Onsite and **Discover**

People Needs

Discovery

User Research & Synthesis Workshops

Feb, 5–9, 2018 Cherepovets and Moscow



Interview



Synthesize

Imbalances

Total consumption

500 kW

Individual consumers

100 kW – Blast furnace
100 kW – Scrap yard
100 kW – Rolling shop
100 kW – Coating shop

What? Where is my century?!

Imbalance of Actual Consumption

3/6/2017

4/25/20

-15 Severstal Skif

15

10

0

-5

-10

\$12 M of losses per anno through the imbalances

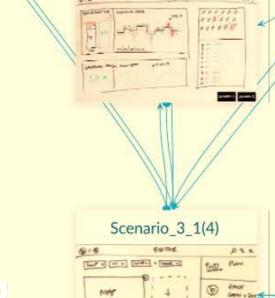
9/22/201

8/3/2017

12/31/2017

2/19/2018





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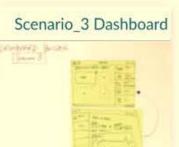
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Scenario_3_2(1)

From idea sketches on paper to prototype on SAP BUILD





High-Fidelity
SAP
Fiori
Design
Prototype

	Organizational structure	
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SAP	Search	٩
	Priority	
Fiori	Critical	~
Design	> Workshop 1	
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ιστοτόρο	WS2 Area 1	
	WS2 Area 2	
	 Electrical plant 1 	
	> 🛱 EP Area 1	
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	✓ ₩ MS Cell	
	✓ The Substation PS21,22	
	✓ ₩ Cell Cl10	
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Severstal S	Workshop 7	

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GPP-12	1d 23h 35m	
Georgy Lukashenko	29.8K RUB	
Generic anomaly	Critical	
E10011S0200100	3h 18m	2
Dmitry Borozov	12.5K RUB	1
Δ 1.5% Deviation plan vs	a fact Critical	1
GPP-12	1d 23h 35m	
Georgy Lukashenko	55.0K RUB	1
Meter disconnected	Medium	1
CI.3	1d 23h 35m	
Elena Petrova	3.2K RUB	1
Energy delivery stopped		
CI.3	1d 23h 35m	
Elena Petrova	3.2K RUB	
Generic anomaly	Critical	
E10011S0200100	3h 18m	
Dmitry Borozov	12.5K RUB	
Δ 1.5% Deviation plan vs	a fact Critical	
GPP-12	1d 23h 35m	
Georgy Lukashenko	55.0K RUB	

A 3.75% Deviation fact vs fact GPP-12 → 20.755 mWh 1d 23n 36m Analytics Meters Contacts Deviations (2) Planned generation (3) (2) (2) (1) (1) (1) (1) (1) (1) (1) (1) (1) (1	onitor 🗸			Q	Ø	E
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Why SAP Leonardo

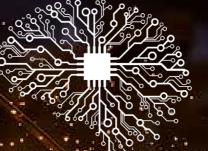




Design Thinking

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Machine Learning



Big Data

Ad Hoc Analytics



Blockchain

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Notifications Monitor $\, \smallsetminus \,$

	Организационная	Тревоги	No data for this meter		
	search Q	Дата&Время: <i>MMM d, y - MMM d, y</i>	О _{mWh} Стоимость отклонения Цель Отклонение 0 RUB 0 mWh 0%		
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Severstal Skif	Костенко Андрей Контроль СRITICAL стандартного 29 Мау 2018 18:30	Костенко Андрей: Руководитель департамента безопасности			



What is Next



Liquid Natural Gas Industrial oxygen Inert gases

\$10 M additional per anno imbalanced



Thank you! We would be glad to welcome you at Severstal!

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