

# Produktionsplanering och optimering – Utmaningar och möjligheter

Jan Madsen, ProCom GmbH

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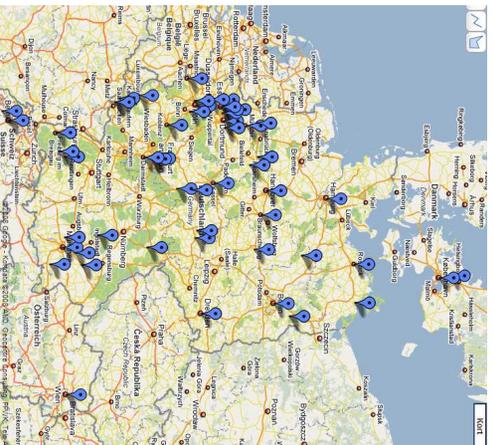
## Contents

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- **The challenges in relation to production planning and optimization**
  - Planning situation is getting more and more complicated
  - Timepressure
  - Increasing business challenges
  
- **How do we handle these challenges?**
  - Automate, integrate and organize to reduce mistakes
  - What has other energy companies done to deal with these challenges?

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## About ProCom



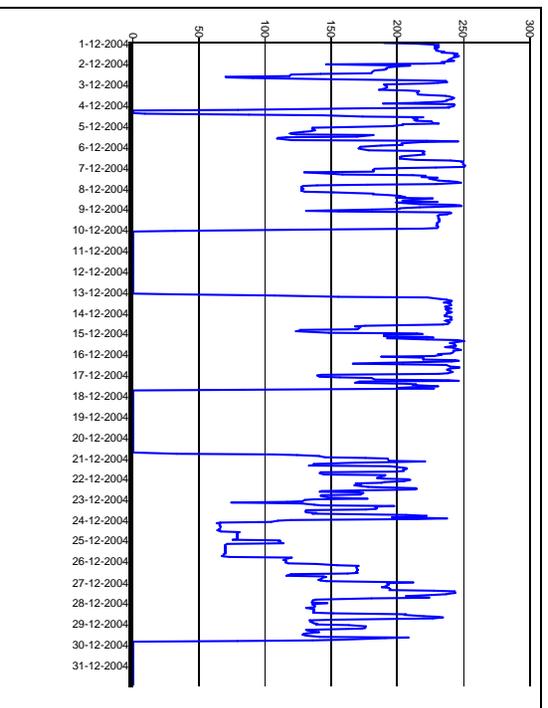
### Vision

We make it possible for energy companies to do the best production planning.

We do this by offering the leading production planning solution based on BoFIT.

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## Production Planning in Practice: It is definitely not simple



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## Production Planning: Impact of deregulation

### Impact of the deregulation of energy markets

- From **minimising cost** of delivery to **maximising profits**
- **New markets** have emerged – spot power, CO2, biomass etc.
- **Volatile** product and fuel prices

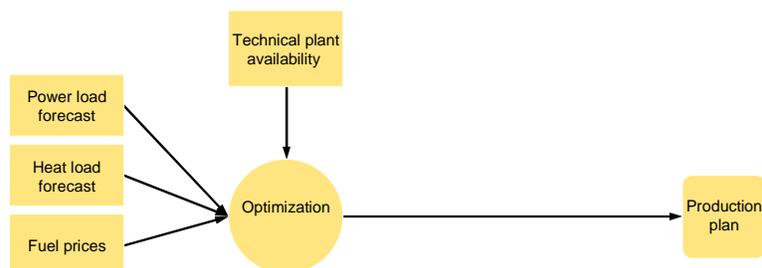
### Consequence

Production planning has become more complex and more important.

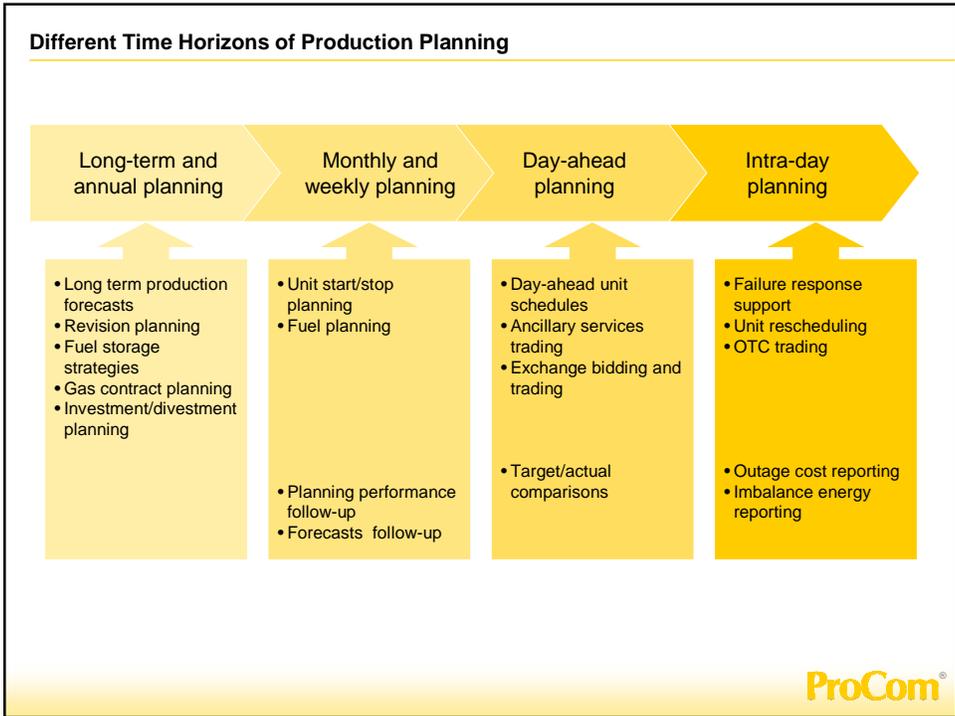
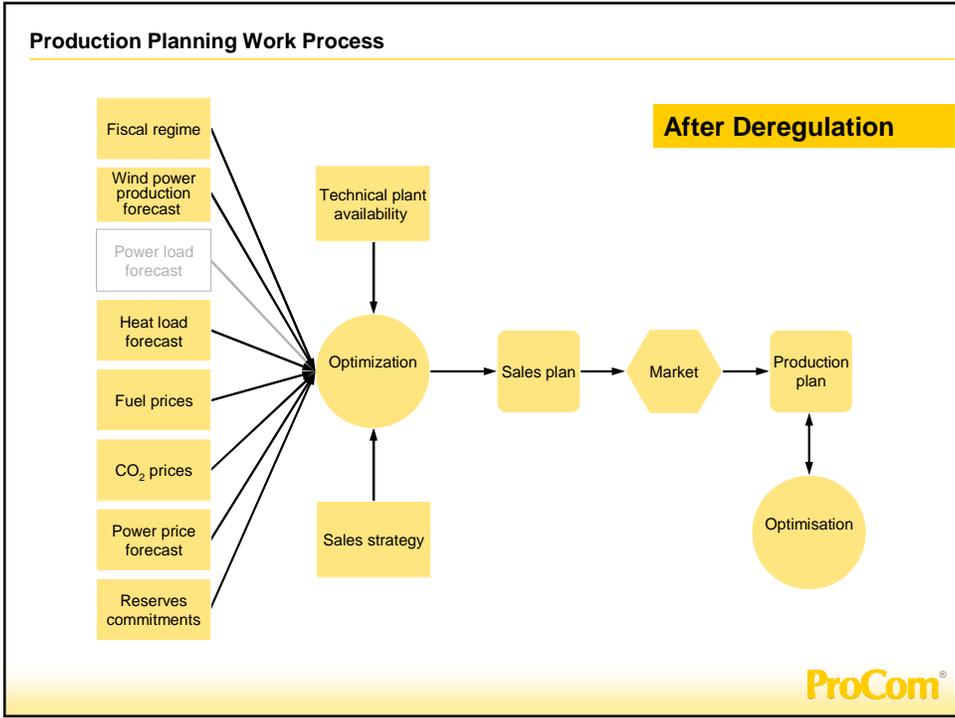
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## Production Planning Work Process

### Before Deregulation



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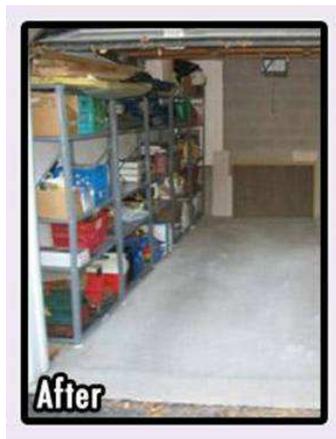


Does your production planning look a bit like this?



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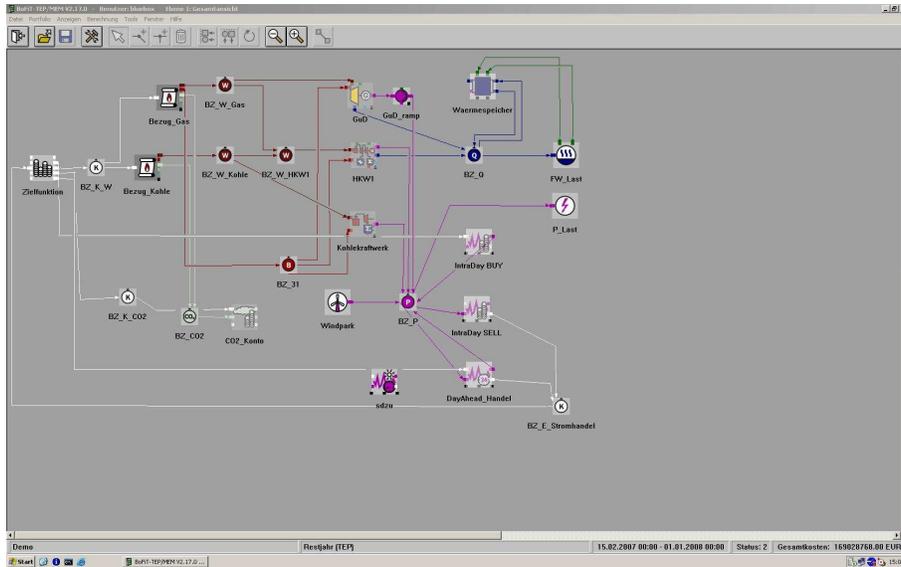
The Solution



- Organize
  - Business processes
- Automate
  - Data transfer
- Integrate
  - IT systems

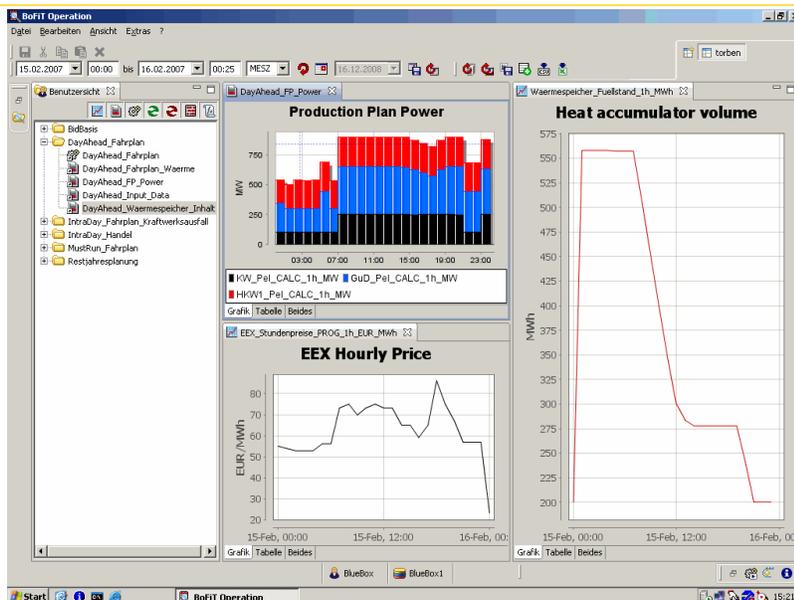
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## Modelling technical components and commercial contracts



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## Organize your information



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## Conclusion

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- **Reliability**      Reliable and stable planning leading to lower risk of errors
- **Transparency**    Transparency of system secures trust in solutions
- **Automation**      Automation reduces manual work and leads to improved business processes and planning results
- **Consistency**      Integrated system secures consistent planning
  
- **Improved market focus**

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## Achievements and Next Steps

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- **Achievements**
  - No market failures leading to blackouts
  - Good it-systems for optimization have been developed
  - Production planning has become a commercial core competence
  
- **Next steps forward**
  - Facilitation of process execution
  - Increasing traceability
  - Securing process quality

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## Conclusion

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- Production planning has come a long way since the days of the regulated energy markets
- In the last years, focus has been on developing tools that can support production planning from an engineering point of view
- The next steps are to facilitate the integration into daily business operations with increasing amounts of inputs and handling a multitude of scenarios.
- The true challenge is to exploit the full potential of a production planning solution!
- Thereafter: Deal with uncertainty ?

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## Contact

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