



Speaker interview with **Paul Steinitz, Director of Strategic Services, ARC Advisory Group, USA.**

He will be sharing his insights on how digital technologies can enhance connectivity, improve decision making and tactics to maximize the value of industrial internet systems on 25<sup>th</sup> October.

**1. What are the latest technology adoptions by downstream operators in Asia? Are there any success stories that other operators can learn from?**

Downstream operators are reacting to the Digital Transformation reality: Innovate or get run over. Companies are using analytics/big data for downtime reduction, performance improvements, and visualisation of real-time information. We will use case examples to show successes and lessons learned.

**2. What are your views on Asia's downstream industries rate of digitalisation as compared to counterparts in other regions i.e. America, Europe and the Middle East markets?**

Everyone is in transition. Nearly every forward-thinking company globally has a digital transformation initiative; no company has completed its journey. The rate of digitalisation is due more to industry drivers than geography; for example, the oil & gas industry globally has been forced by the oil prices to find efficiencies. Overall, Asia's downstream industries are adopting digitalisation technologies at the same rate as other areas.

**3. What's the greatest impact IoT, data analytics and AI will have on the industry? What lies ahead of operators and how will they adapt?**

The biggest improvements will be downtime reduction (predictive and prescriptive analytics to avoid failures), performance (understanding what happens and why), and visualization (seeing real-time information remotely). Companies who learn how to automate these improvements will see the biggest benefits. But operators must remain vigilant about the impact these new technologies have on cyber security – new communications bring new threats.

**4. What will be the highlight of your presentation at Asian Downstream Summit?**

We will present use cases and lessons learned from companies who have implemented digitalisation projects, and discuss emerging practices. We will also discuss the impact on organizations, specifically the evolving relationship between operations and IT.