



MAGNE STOKKA, BUSINESS DEVELOPMENT MANAGER

What does Xylem mean?

Xylem ['zīləm]

Xylem is a tissue in plants that ensures water transport from the roots upwards. So the name suits us very well. We also transport, treat and measure water. We do it with...



Respect



Responsibility



Integrity



Creativity



Global leader in water technology



2020 sales \$ 4,88B



Employees ~ 17.000



Countries ~ 150



Continents 7

RESPECT

RESPONSIBILITY

INTEGRITY

CREATIVITY

xylem
Let's Solve Water

Xylem Norway



70 MEUR Revenue 2021



160 Employees



9 Locations

- Sales engineers
- Project engineers
- M&C Automation engineers
- Application engineers
- Project management
- Service technicians
- Local service work shops

xylem vue

powered by  aigua



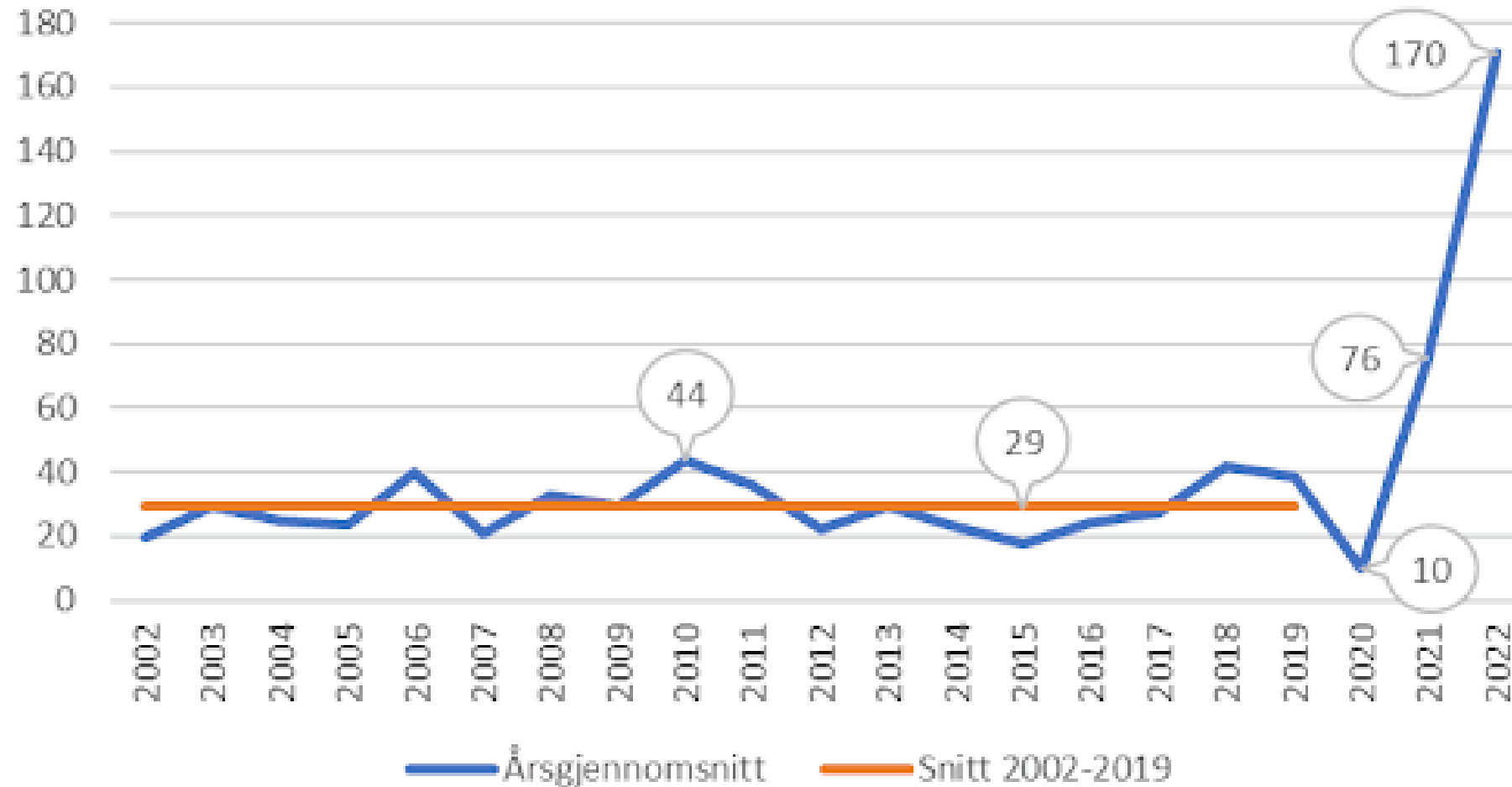








Gjennomsnittlig strømpris NO1 (øre/kWh)



Kilde: Nord Pool

A person wearing a hard hat, safety vest, and work clothes stands in a dark, circular tunnel. They are looking out of a large, circular opening at the end of the tunnel, where bright light is shining. The tunnel walls are rough and textured. The overall scene is dramatic and suggests a transition or a new beginning.

The status quo won't work any more.

There is no shortage of data – unlocking it is the challenge



Lack of system-wide visibility and siloed systems makes it hard to deploy resources accurately

True partnerships are rare

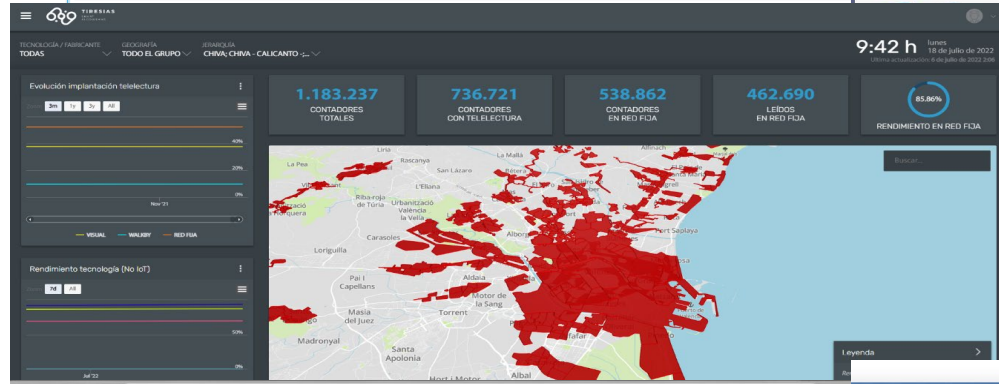
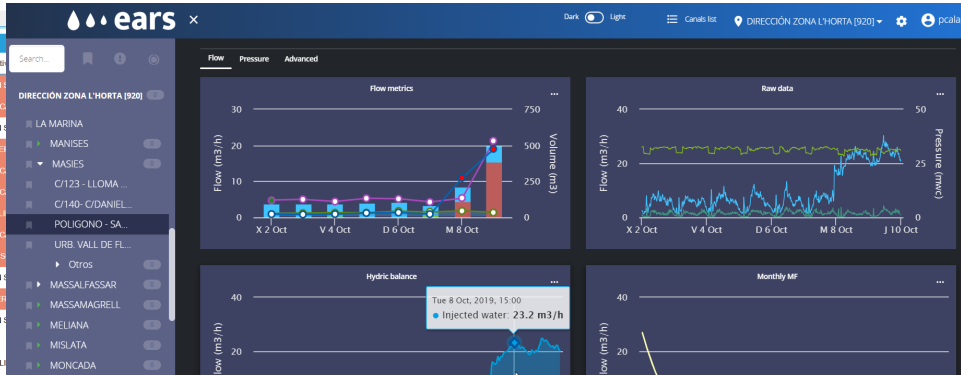
Solutions are often reactive

Many digital solutions are one-size-fits-all

Barra de avisos

Amstrar un encabezado de columna y soltarlo aquí al lado del grupo de esa columna

Aviso	Explotación	Localidad	Dirección	Fecha generación	Comunicante	Servicio	Moti
201901455	ASPE		Calle Soprano Ancha Arieta, Aspe, España	16/10/2019 18:09	ANGELES PIRLUZZELLA	AGUA	SIN
201901454	GANDIA		Calle Coleta (La), 21, Gandia, España	16/10/2019 18:00	MANOLO (EL PORTERO)	AGUA	POG
201901452	VALENCIA		Calle Torrela Miramar, 4, Valencia, España	16/10/2019 17:58	RAMON GARCIA	AGUA	SIN
201901451	SAGUNTO		Avenida Pais Valencia, 57, Sagunto, Sagunto/Sagunt...	16/10/2019 17:46	PASCUAL IBANEZ	AGUA	APE
201901448	ALZIRA		Calle Hort dels Frans, 64, Alzira, España	16/10/2019 17:40	RAQUEL BOLIDIA	AGUA	POG
201901447	ALZIRA		Calle Perez Galdia, 27, Alzira, España	16/10/2019 17:36	RAQUEL BOLIDIA	AGUA	POG
201901443	PUERTO DE SAGUNTO (SAGUNTO)		Calle Alberto Martinez, 8, Puerto de Sagunto (Sagunto)...	16/10/2019 17:09	FRANCISCO CORRECHER CARAVANCA	SANEAMIENTO	SAL
201901442	BEJUR		Carrer Cap Rubi, Bejur, España	16/10/2019 16:58	FRANCISCO GALLASTRA	AGUA	POG
201901438	ALTEA		Piso 0001, Liberación: CAJAHAMA-EL FURO, 3º T...	16/10/2019 16:40	LILJOMILA GLAZYRIMA	AGUA	AVAS
201901432	URB. LOS LAGOS (ALGINET)		Urbanización Los Lagos, Urb. los Lagos (Alginet)...	16/10/2019 16:03	SONIA BOSCH	AGUA	SIN
201901431	PUERTO DE SAGUNTO (SAGUNTO)		Calle Maligno, 13, Puerto de Sagunto (Sagunto)...	16/10/2019 15:44	FRANCISCO OIL CATALA	AGUA	CIER
201901425	URB. LOS LAGOS (ALGINET)		Urbanización Los Lagos, 208, Urb. los Lagos (Alginet)...	16/10/2019 15:14	CARMEN MONTES	AGUA	SIN
201901421				16/10/2019 15:05	ANIBAL PEREZ RUIZ	AGUA	
201901420	ALAGUÁS		Calle Albal, 2, Alaguás, Alaguás, España	16/10/2019 15:05	NIEVES SANZ ANTON	AGUA	SOL



Actuaciones Ávalon

Fecha (inicio real, inicio previsto)

Agrupaciones Tipos Tareas

- SANEAMIENTO: 24 actuaciones
- CALIDAD: 110 actuaciones
- MANT. INSTALACIONES: 23 actuaciones
- MEJORA RENDIMIENTO: 15 actuaciones
- MANT. RED: 79 actuaciones
- VERTIDOS: 10 actuaciones
- GIS: 3 actuaciones
- CONTADORES: 0 actuaciones
- TRABAJOS GENERICOS: 1 actuaciones
- ACOMETIDAS: 13 actuaciones

Estados

- Inicial: 69 actuaciones
- En curso: 19 actuaciones
- Descartado: 1 actuaciones
- Finalizado: 189 actuaciones
- Cerrado: 0 actuaciones

REVISIÓN, INSPECCIÓN SANEAMIENTO(2022/238574-1)

EL CLIENTE INSISTE EN QUE ES INSOPORTABLE EL RUIDO QUE HACE ESTA TRAPA Y SEGUN EL ES URGENTE UNA SOLUCION, SI NO SE PUEDE REPARAR QUE SE CAMBIE, HABLAR DIRECTAMENTE CON ELY QUE NOS CONFIRME LA TRAPA QUE ES

Dirección: Avinguda Del Pais Valencià, 124, Algemesi, Algemesi, España

Fecha de inicio prevista: 15-07-2022 a las 00:00:00

Abrir actuación en Ávalon

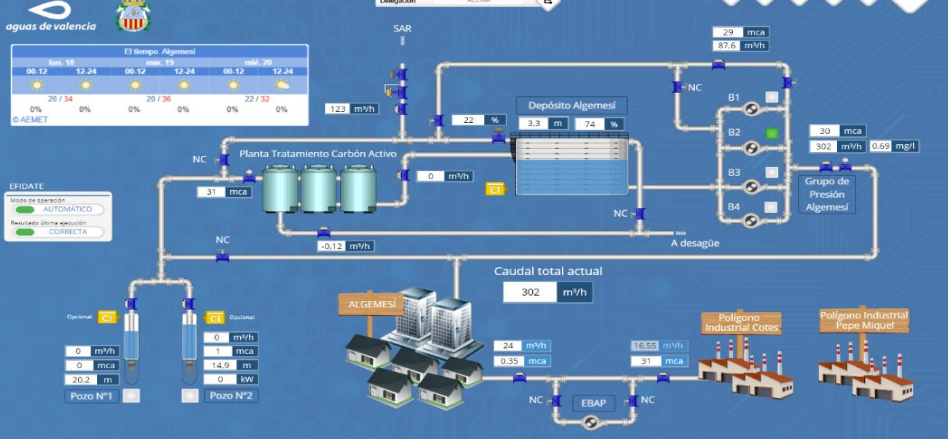
MANTENIMIENTO RED SANEAMIENTO(2022/238574-2)

CAMBIA TRAPA 600 AVD. PAIS VALENCIA CON PARDINES

Dirección: Avinguda Del Pais Valencià, 124, Algemesi, Algemesi, España

Fecha de inicio prevista: 15-07-2022 a las 00:00:00

Abrir actuación en Ávalon

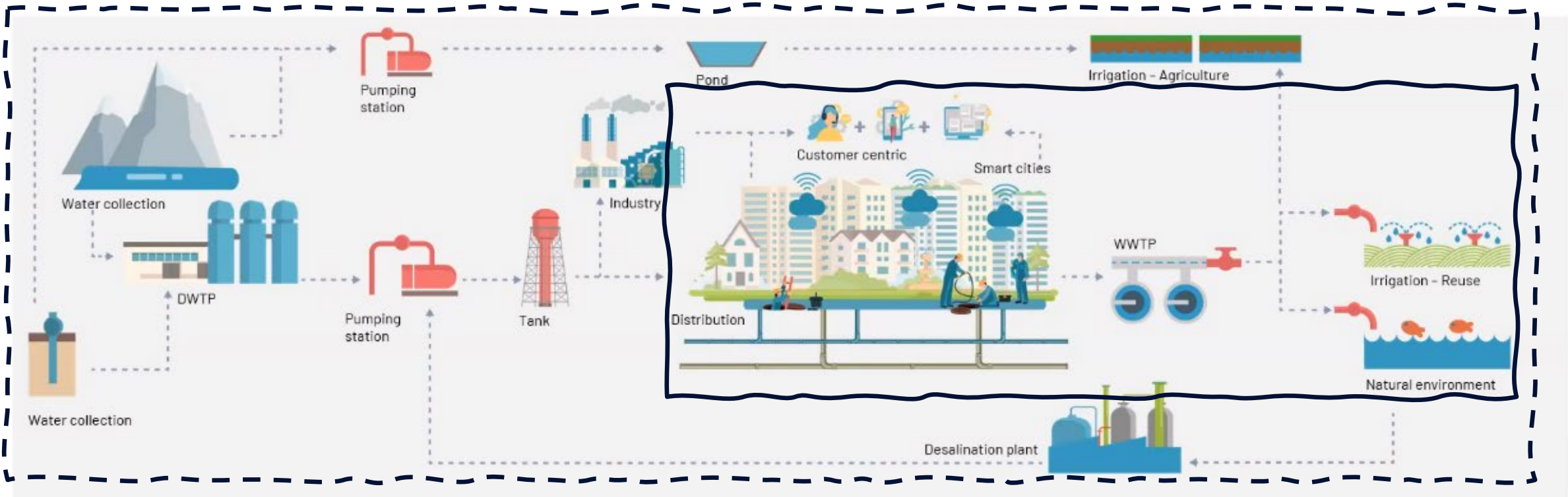


IT chaos



Holistic Data Management and Analytics Platform

Data integration for an End to End Water Cycle Monitoring and Optimisation



Translate your strategic goals into higher performance with Xylem Vue



5 Data fusion and analysis
transforming system data into reliable forecasts through machine learning for real-time decision support



4 Data management
bringing data together from multiple sources into on-site or cloud-based management systems, providing data cleaning and organization for unlimited access to relevant insights



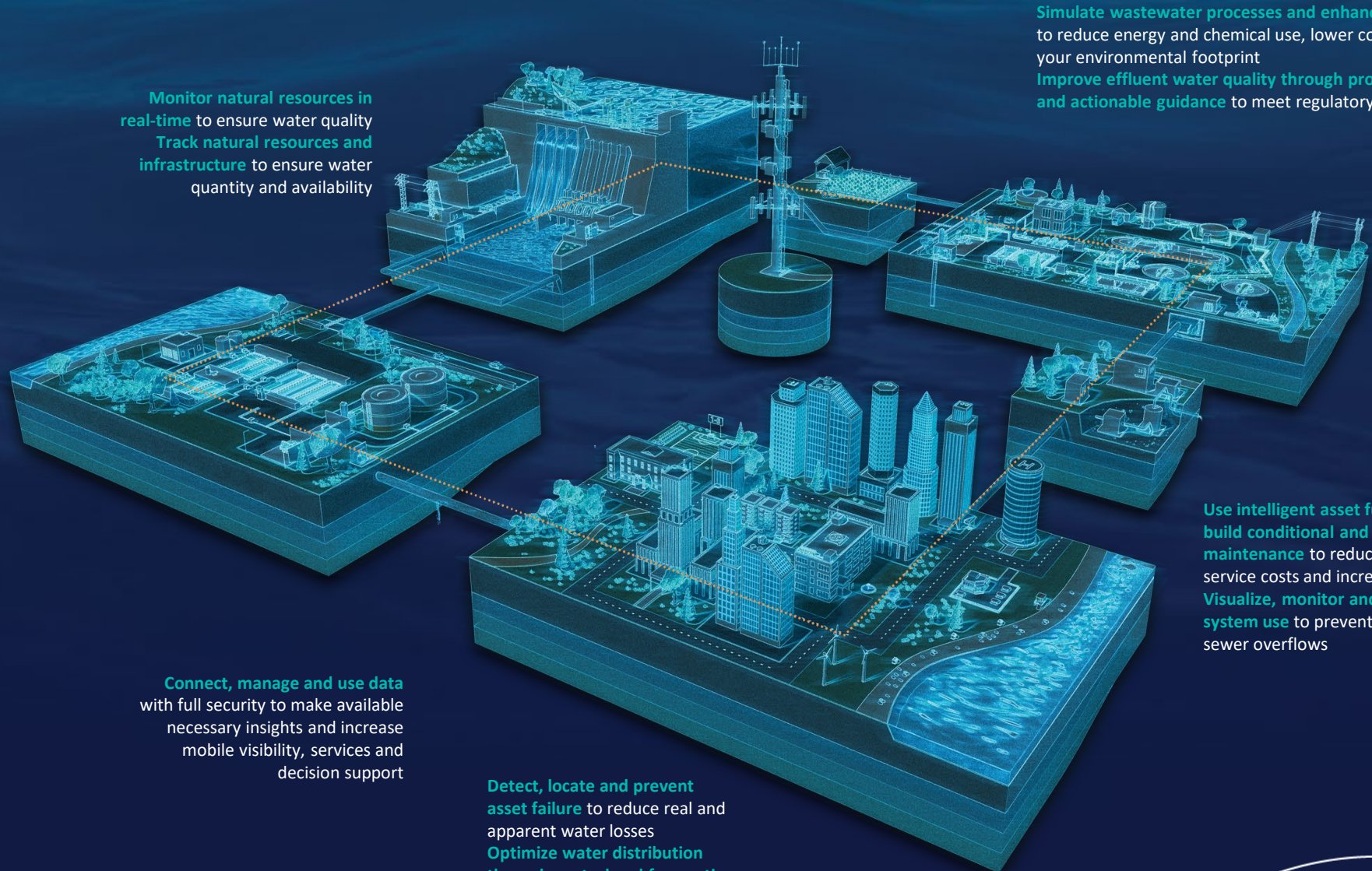
3 Data collection and communication
discrete data point collection, transmission and storage; instructing sensors and actuators about what data to collect and actions to execute



2 Sensing and control
interfaces between the physical layer and network data systems



1 Physical assets
equipment that performs mechanical, hydraulic or analytic functions



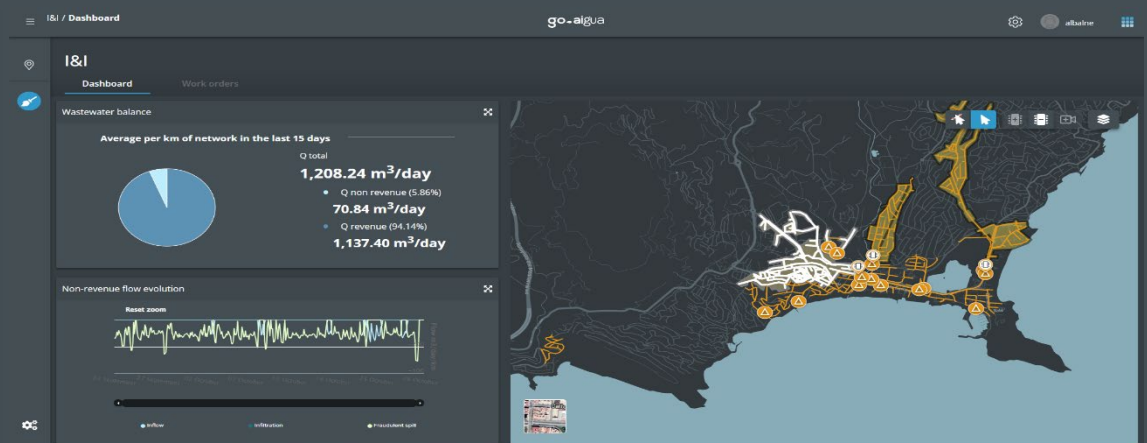
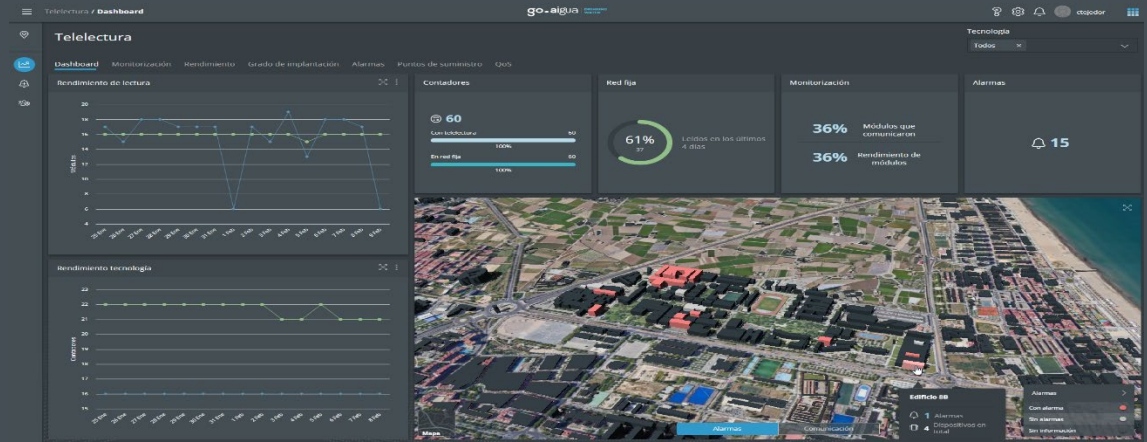
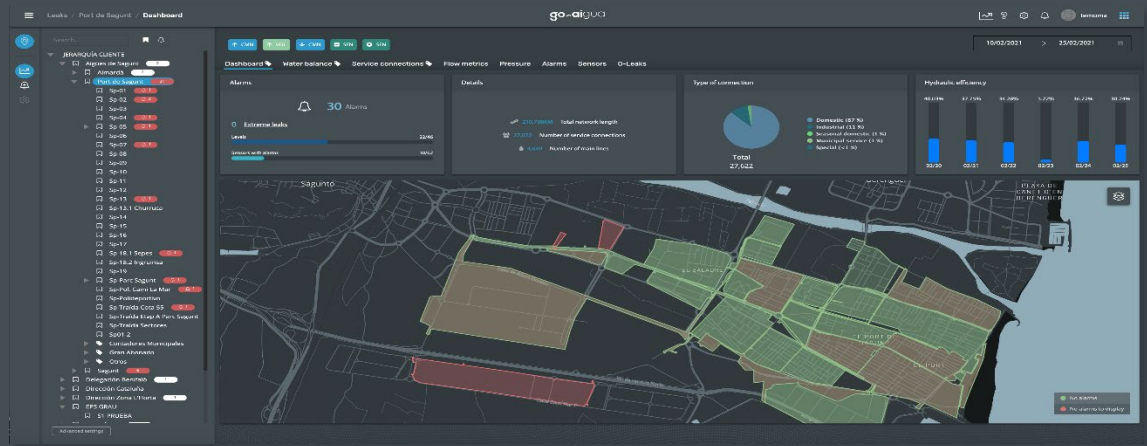
Monitor natural resources in real-time to ensure water quality
Track natural resources and infrastructure to ensure water quantity and availability

Connect, manage and use data with full security to make available necessary insights and increase mobile visibility, services and decision support

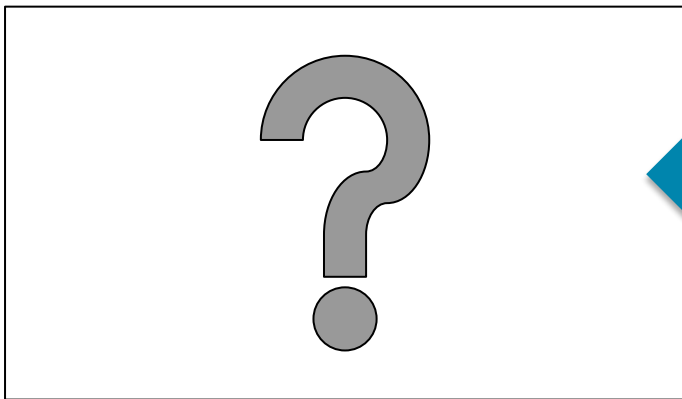
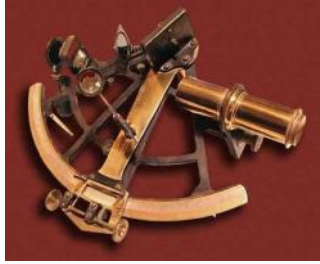
Detect, locate and prevent asset failure to reduce real and apparent water losses
Optimize water distribution through control and forecasting to ensure quantity and quality at the lowest cost

Simulate wastewater processes and enhance control to reduce energy and chemical use, lower costs, and minimize your environmental footprint
Improve effluent water quality through process forecasts and actionable guidance to meet regulatory compliance

Use intelligent asset functionality to build conditional and predictive asset maintenance to reduce callouts, mitigate service costs and increase asset life
Visualize, monitor and optimize system use to prevent flooding and sewer overflows

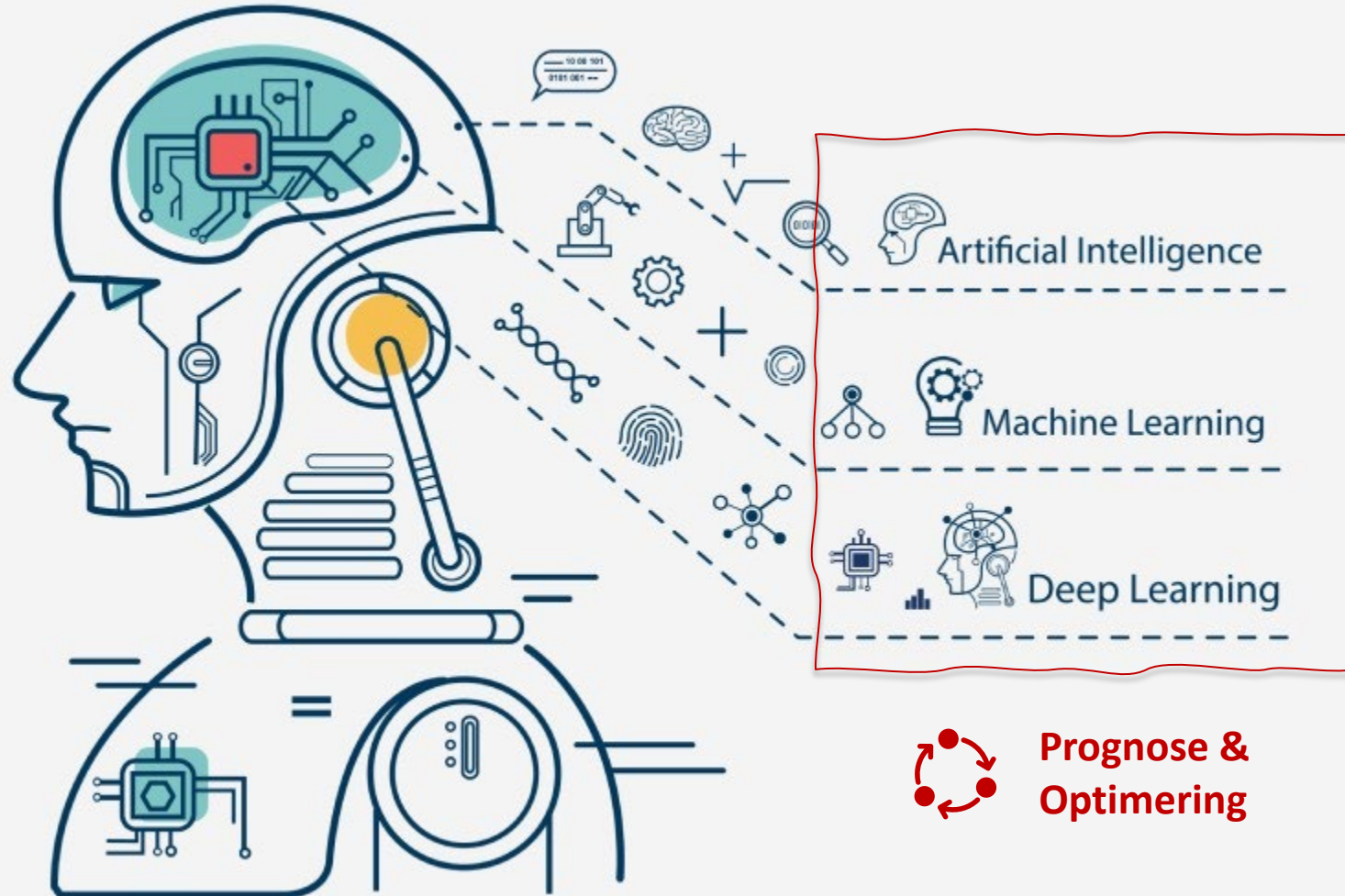


What is possible today and what is the future?



Artificial Intelligence, Machine/ Deep Learning

Defintions and terminologies



Artificial intelligence

- The theory and development of computer systems to perform tasks that normally require human intelligence.

Machine learning

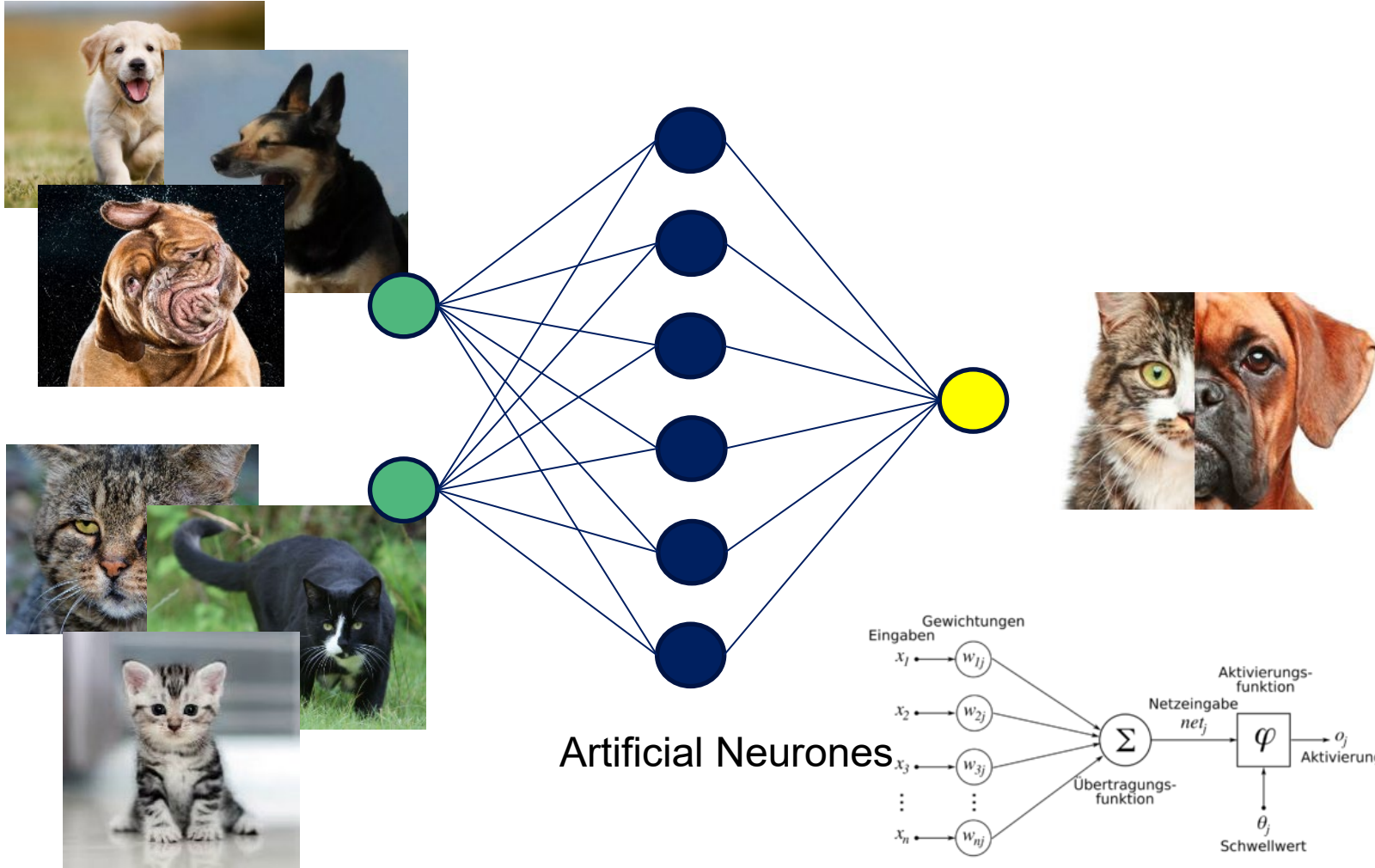
- Allows the computer/algorithm to learn without being explicitly programmed to do so

Deep learning

- Machine learning algorithms with a structure of algorithms (similar to the brain) called artificial neural networks

Artificial Intelligence, Machine/ Deep Learning

Prinziples of artificial neural networks



Input

Output

Artificial intelligence

- The theory and development of computer systems to perform tasks that normally require human intelligence.

Machine learning

- Allows the computer/algorithm to learn without being explicitly programmed to do so

Deep learning

- Machine learning algorithms with a structure of algorithms (similar to the brain) called artificial neural networks

Artificial Intelligence, Machine/ Deep Learning.

Examples: These people do not exist



Artificial intelligence

- The theory and development of computer systems to perform tasks that normally require human intelligence.

Machine learning

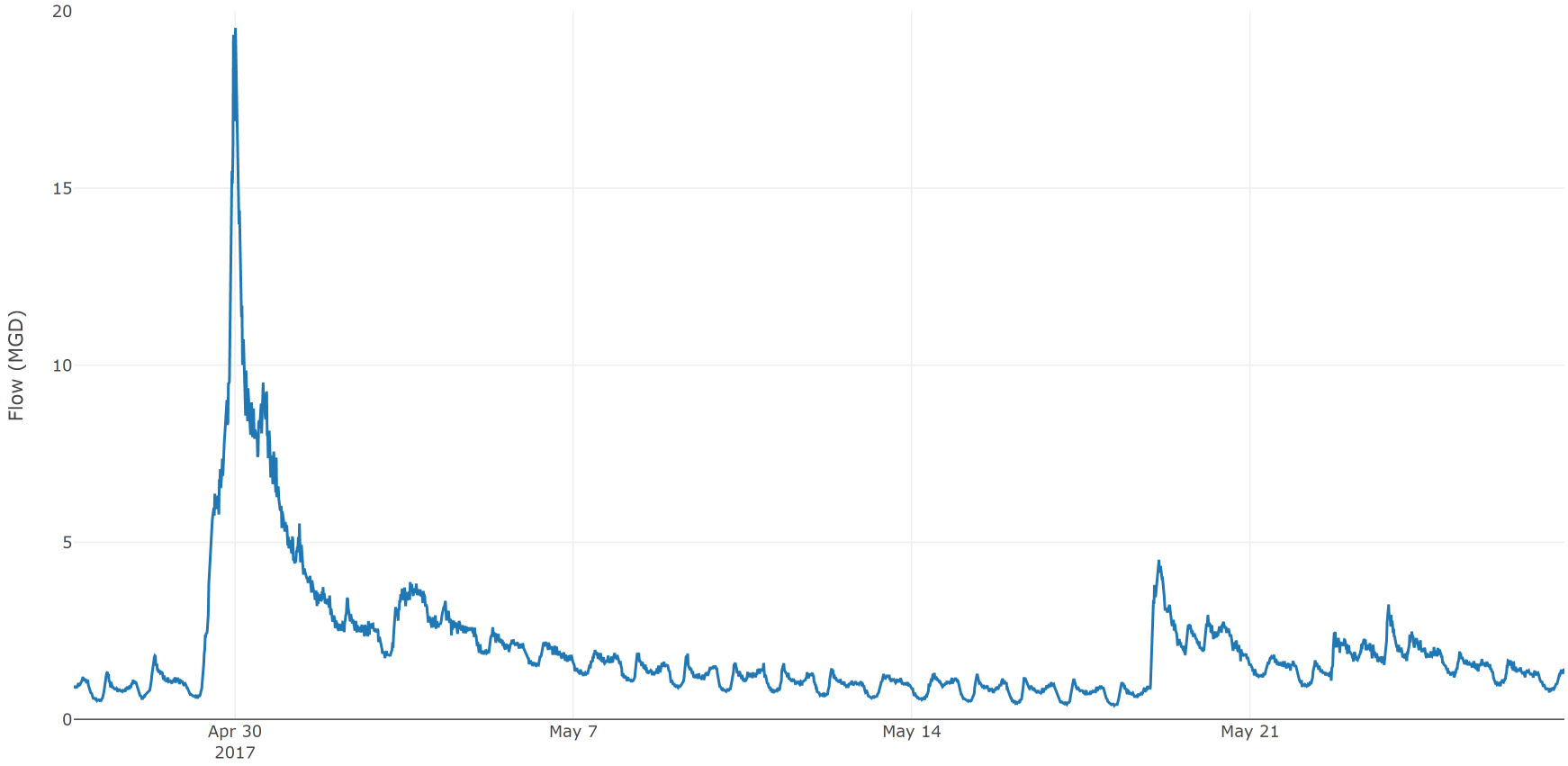
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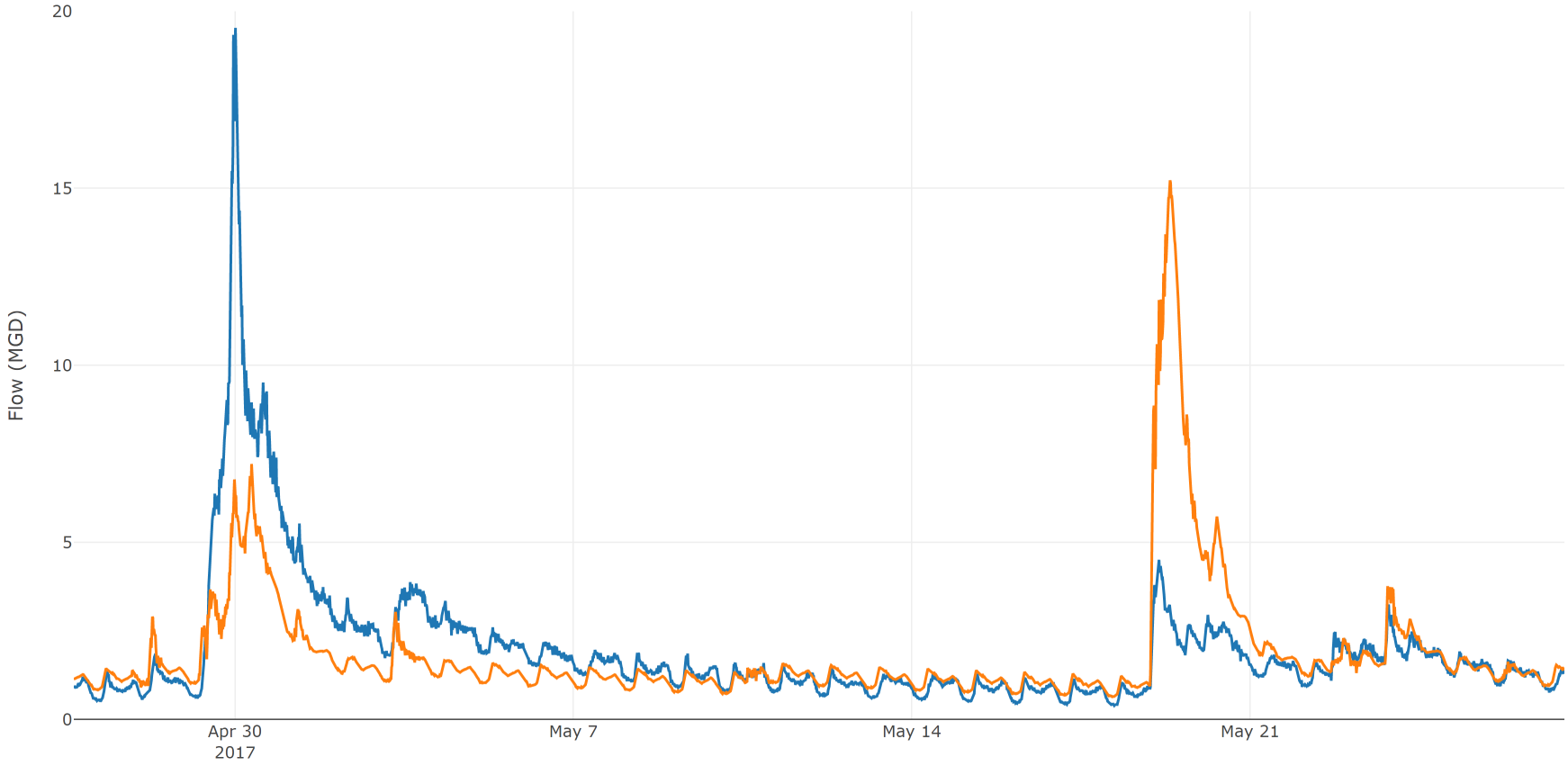
Kansas City, Missouri, USA

Measured Flow



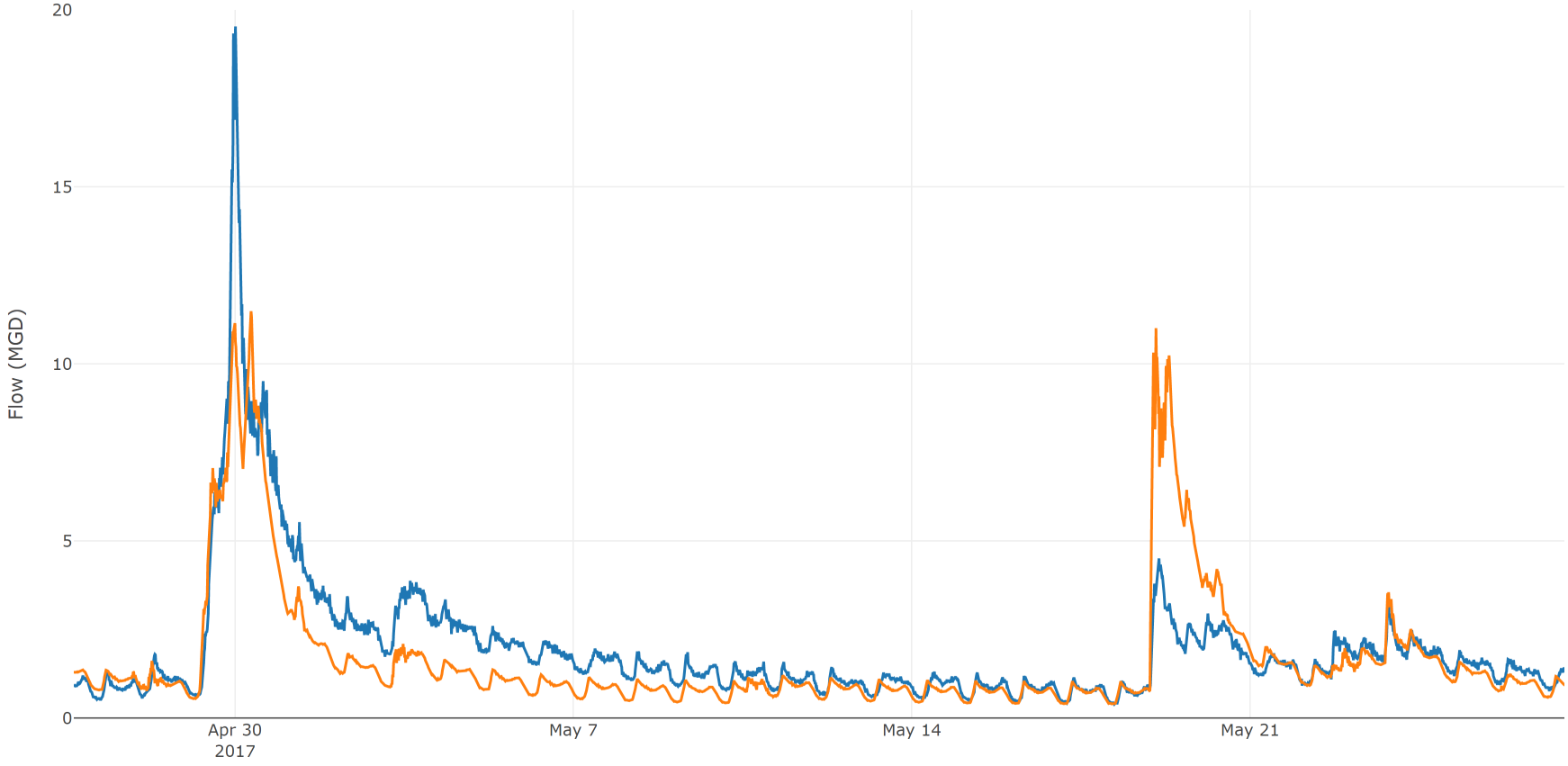
Kansas City, Missouri, USA

CHRS: 5 weeks training (10 events)



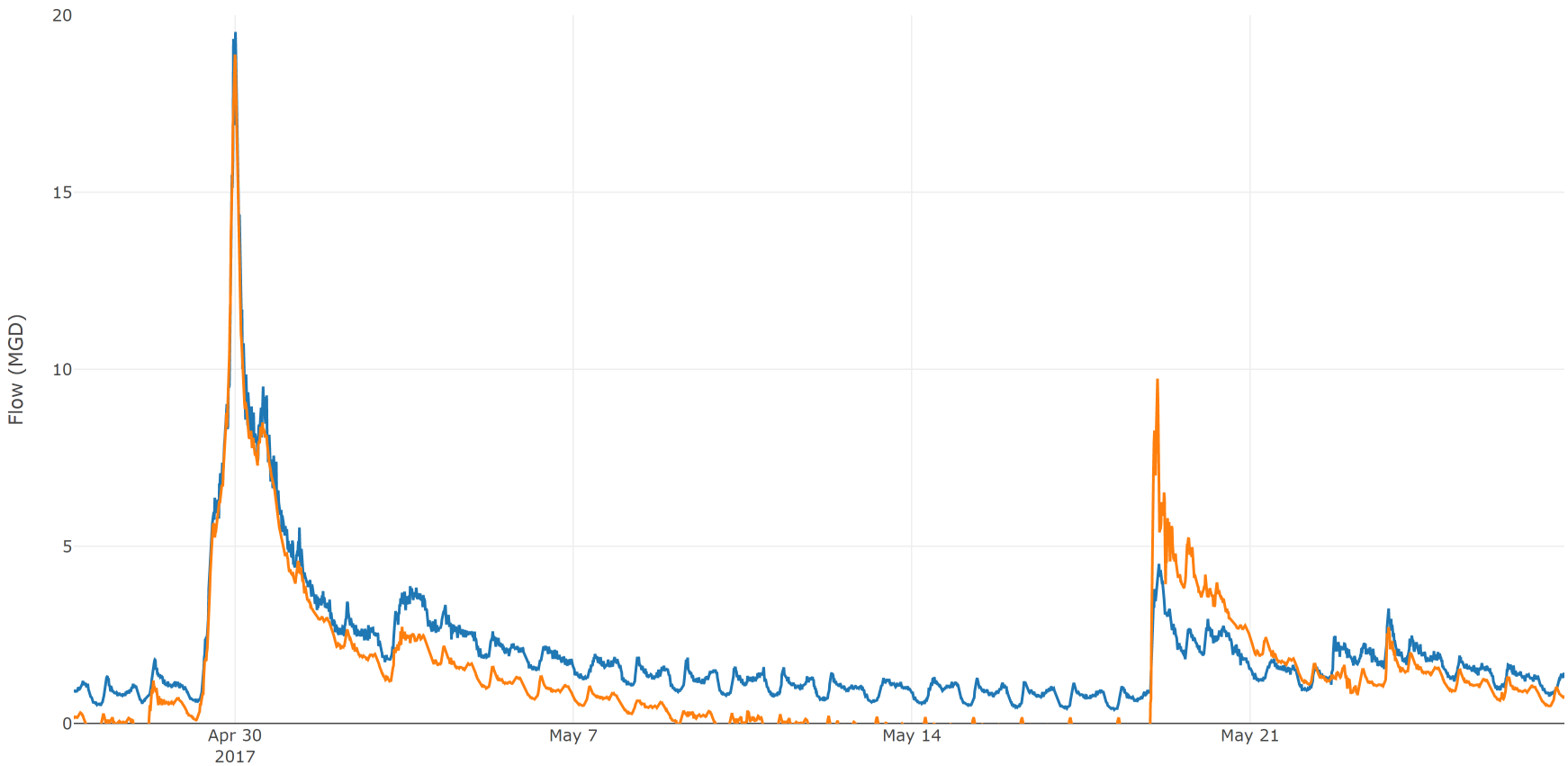
Kansas City, Missouri, USA

CHRS: 7 weeks training (12 events)



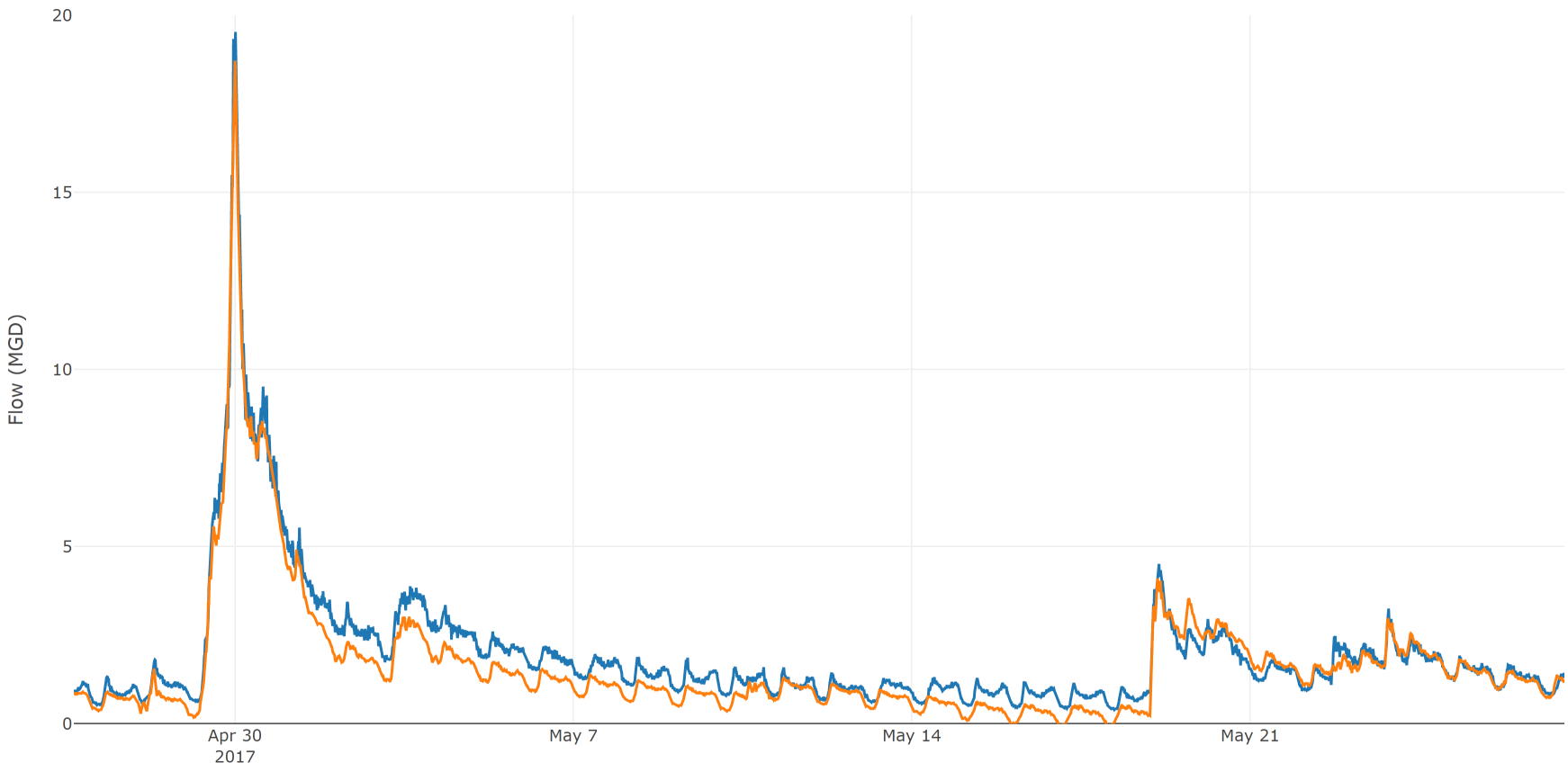
Kansas City, Missouri, USA

CHRS: 10 weeks training (19 events)



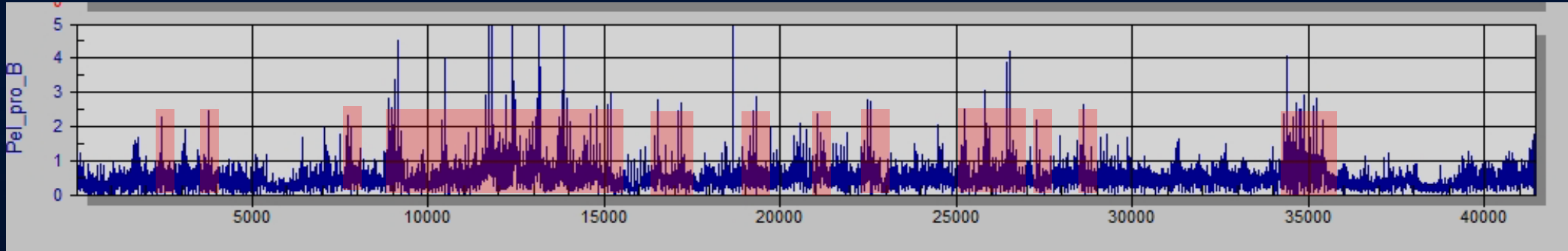
Kansas City, Missouri, USA

CHRS: 15 weeks training (31 events)

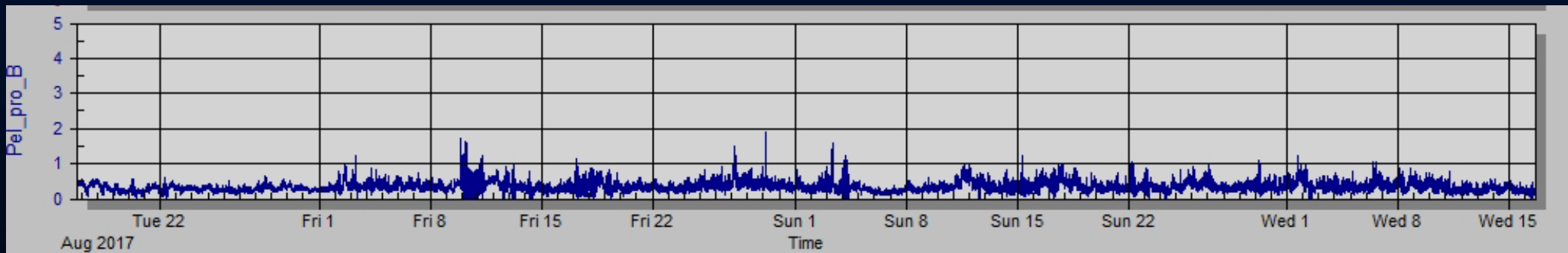


Energiforbruk (kWh/kg)

Før optimalisering



Etter optimalisering





EWE WASSER GmbH

30%
reduction in
aeration energy
usage

**1.2
MILLION**
kWh saved
annually

By optimizing operations, the utility saw a drastic reduction in unnecessary plant fluctuations and prevented situational peak energy consumption – saving enough energy to power 64 homes for one year.

CHALLENGE

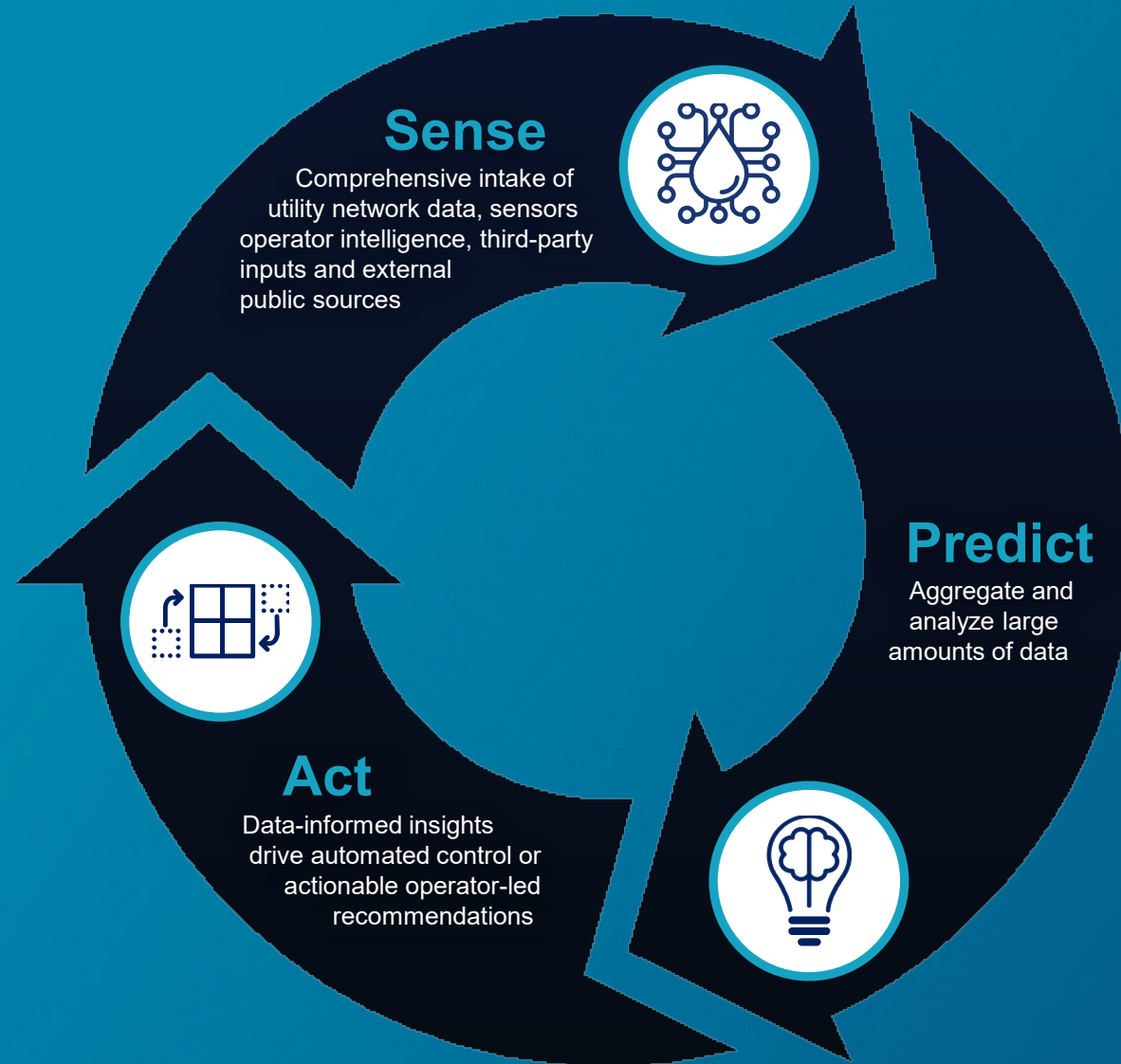
EWE proactively aimed to optimize energy consumption and improve safety with better system control of chemical usage at the Cuxhaven treatment plant.

SOLUTION

Treatment System Optimization, a real-time digital monitoring and modeling solution that marries real-time input data and plant models to provide analysis, insight and control so plant managers can visualize, optimize and manage their treatment plant operations safer and at reduced cost.

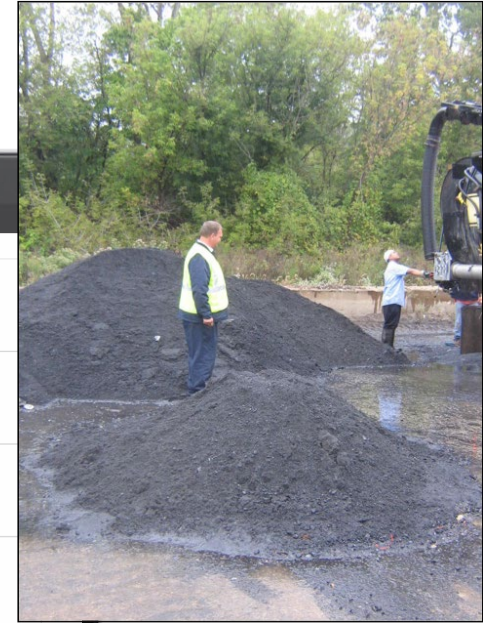
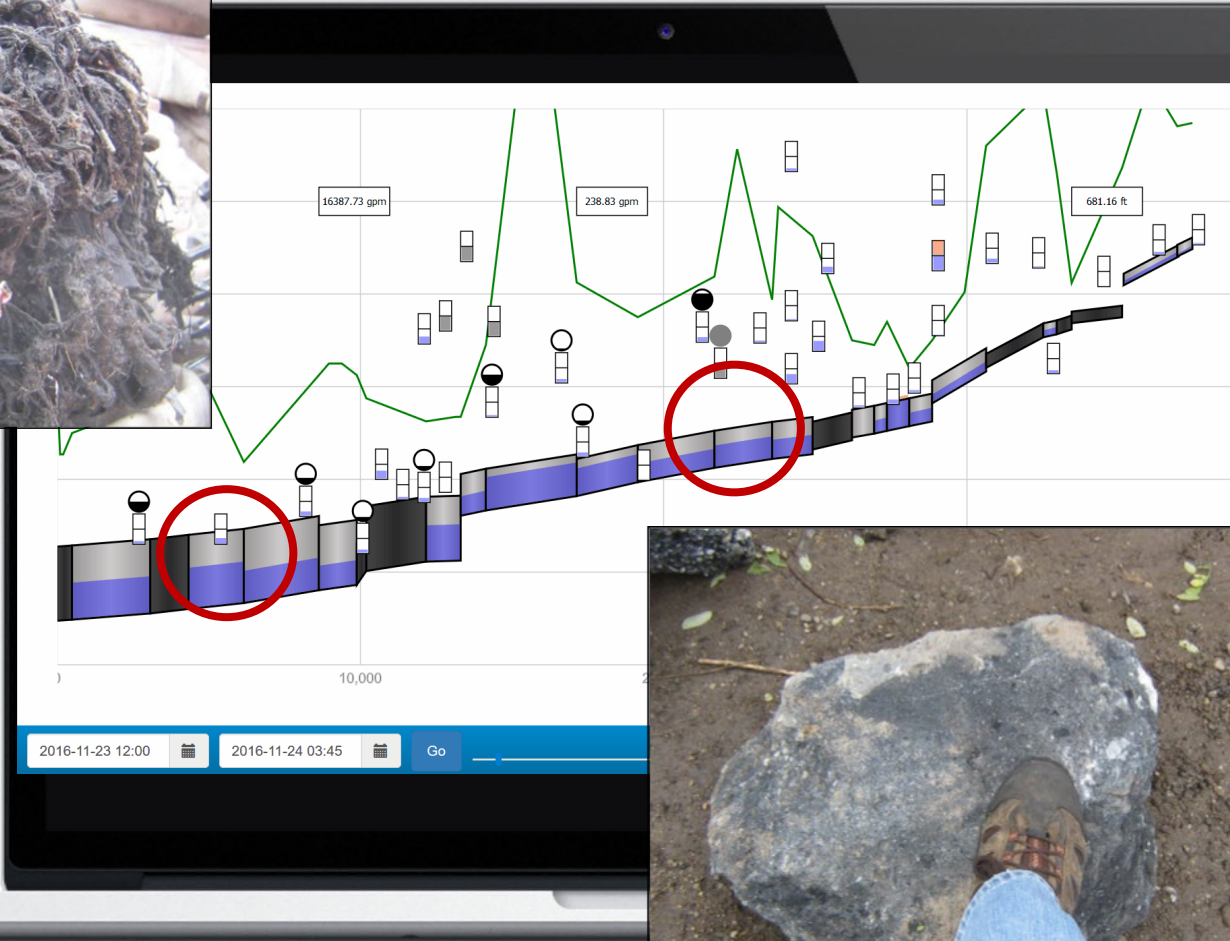


Continuous system improvement drives transformational outcomes

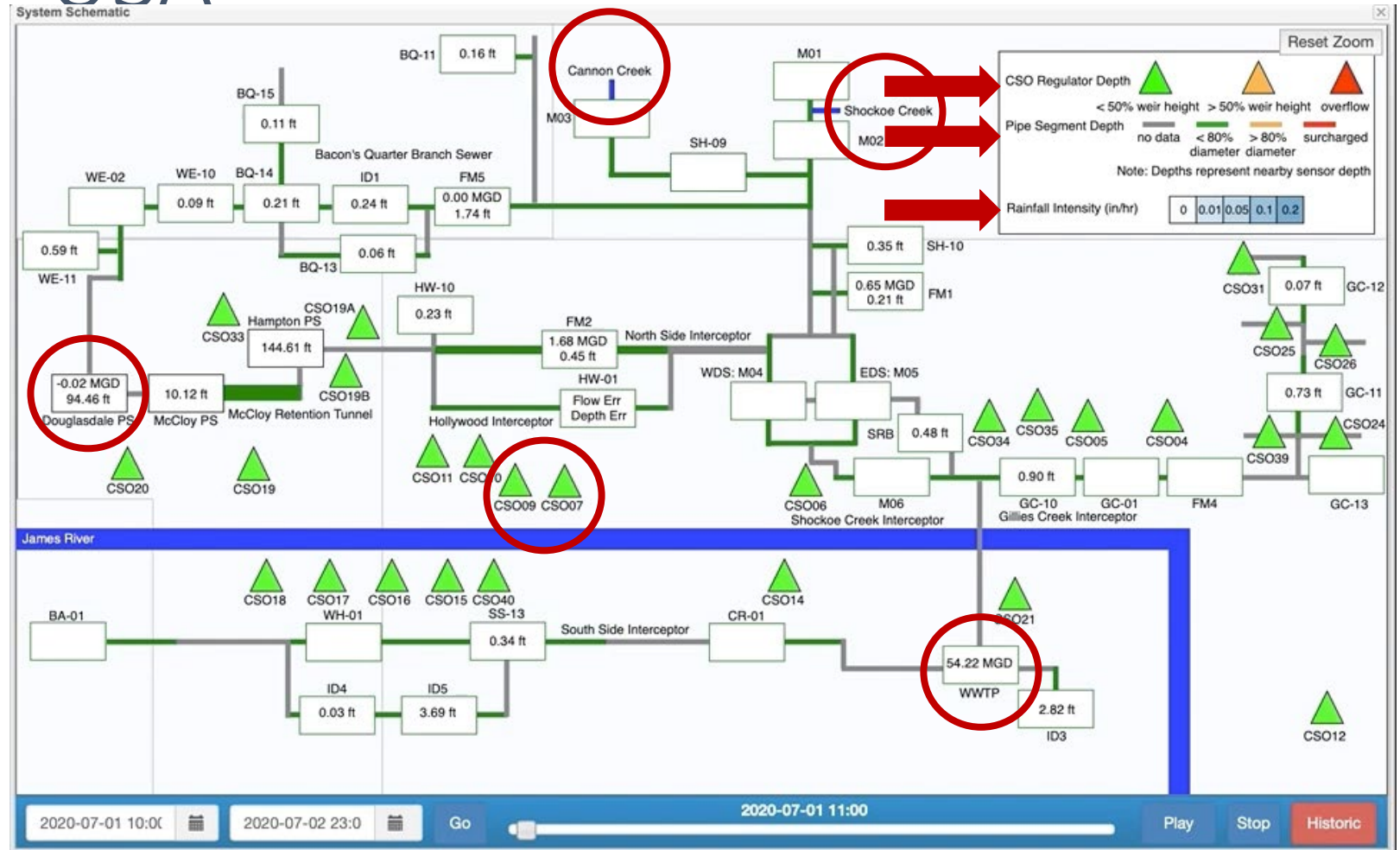
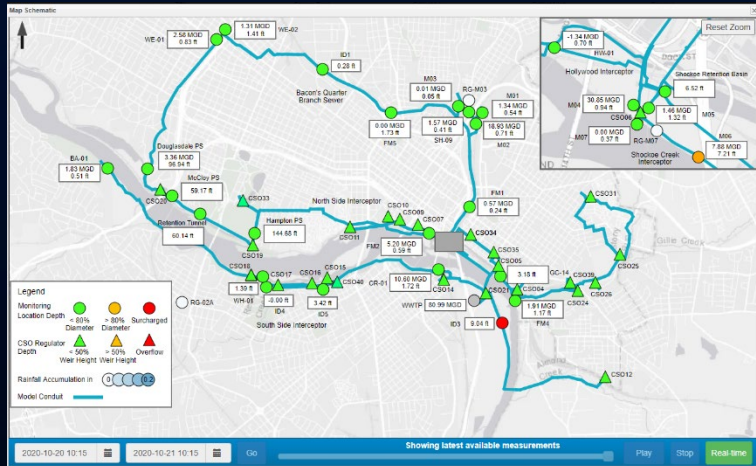
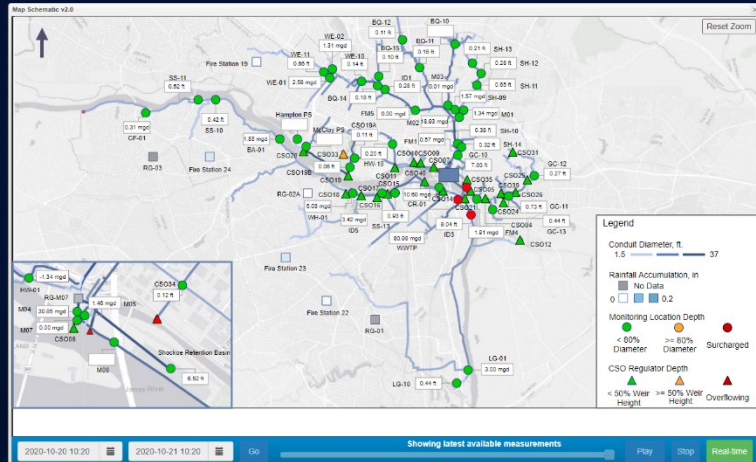


SENSE

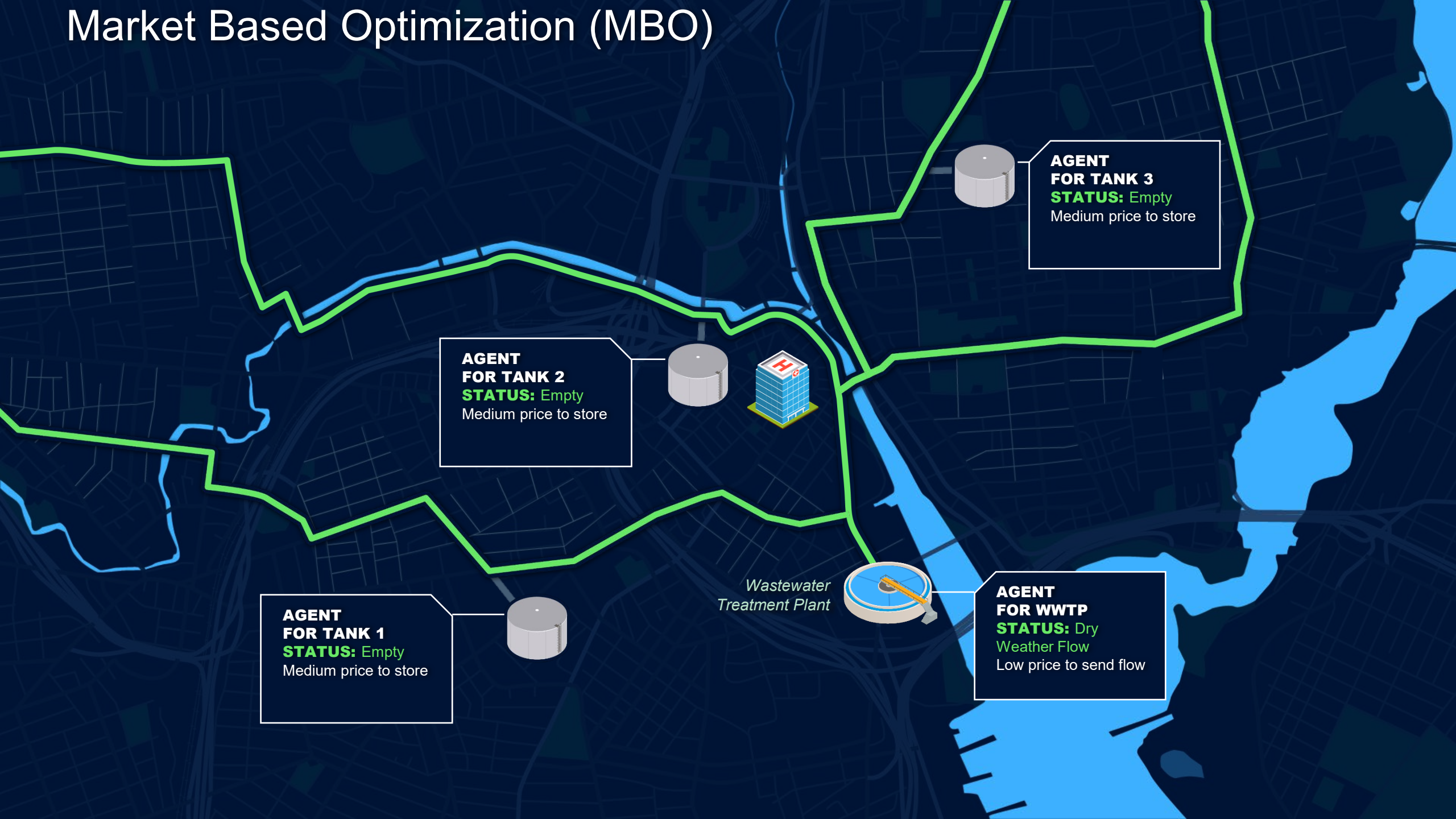
Turn on the Lights!



Example interface Richmond, USA



Market Based Optimization (MBO)



Rainfall is coming, increasing risk in the network...



AGENT FOR TANK 2
STATUS: Empty
Medium price to store

AGENT FOR TANK 1
STATUS: Empty
Medium price to store

AGENT FOR TANK 3
STATUS: Empty
Medium price to store

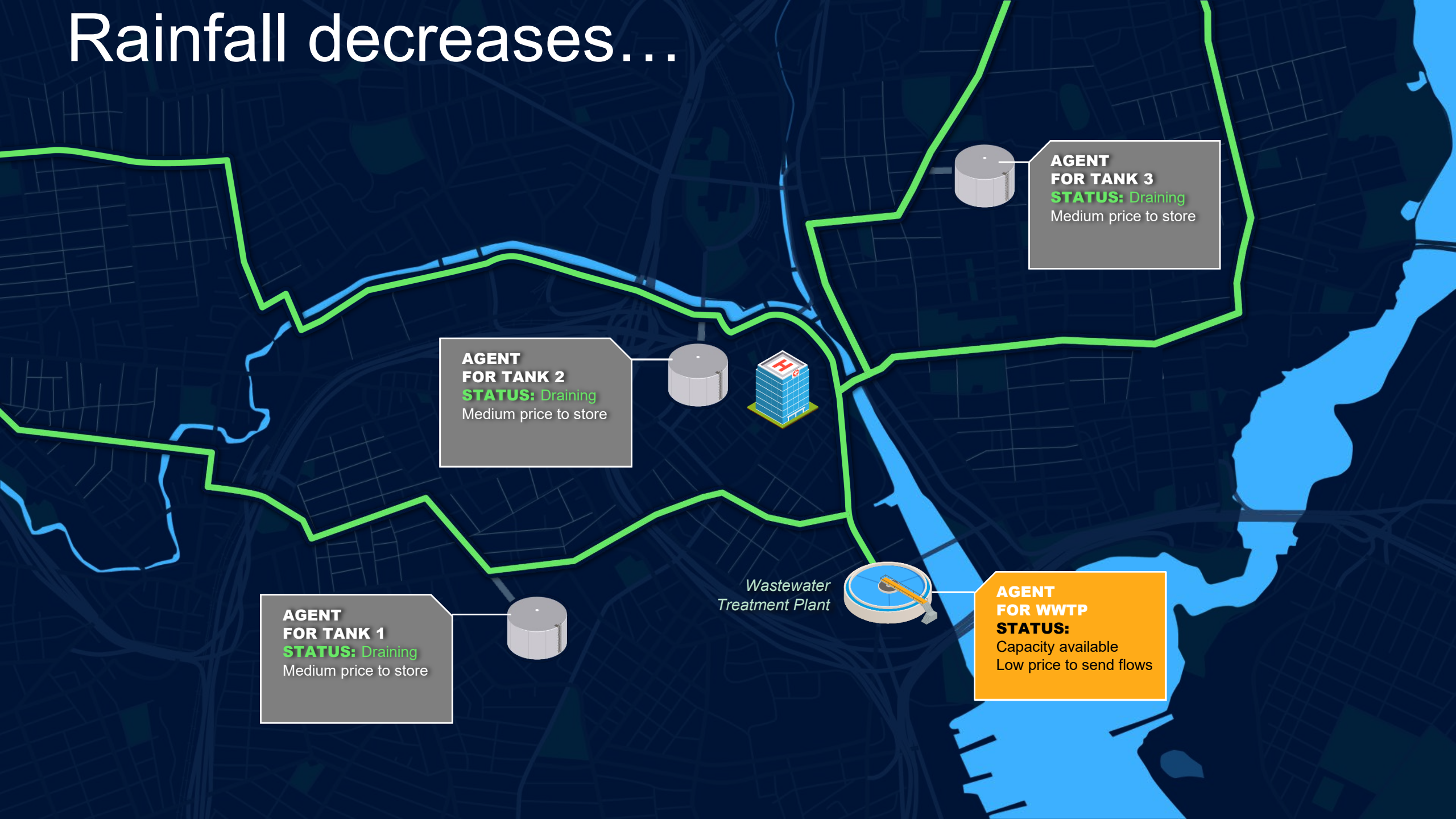
AGENT FOR WWTP
STATUS: Flows to plant start to increase
Still relatively low price to send flows

Wastewater Treatment Plant

WWNO commands assets in balanced way



Rainfall decreases...



AGENT FOR TANK 1
STATUS: Draining
Medium price to store

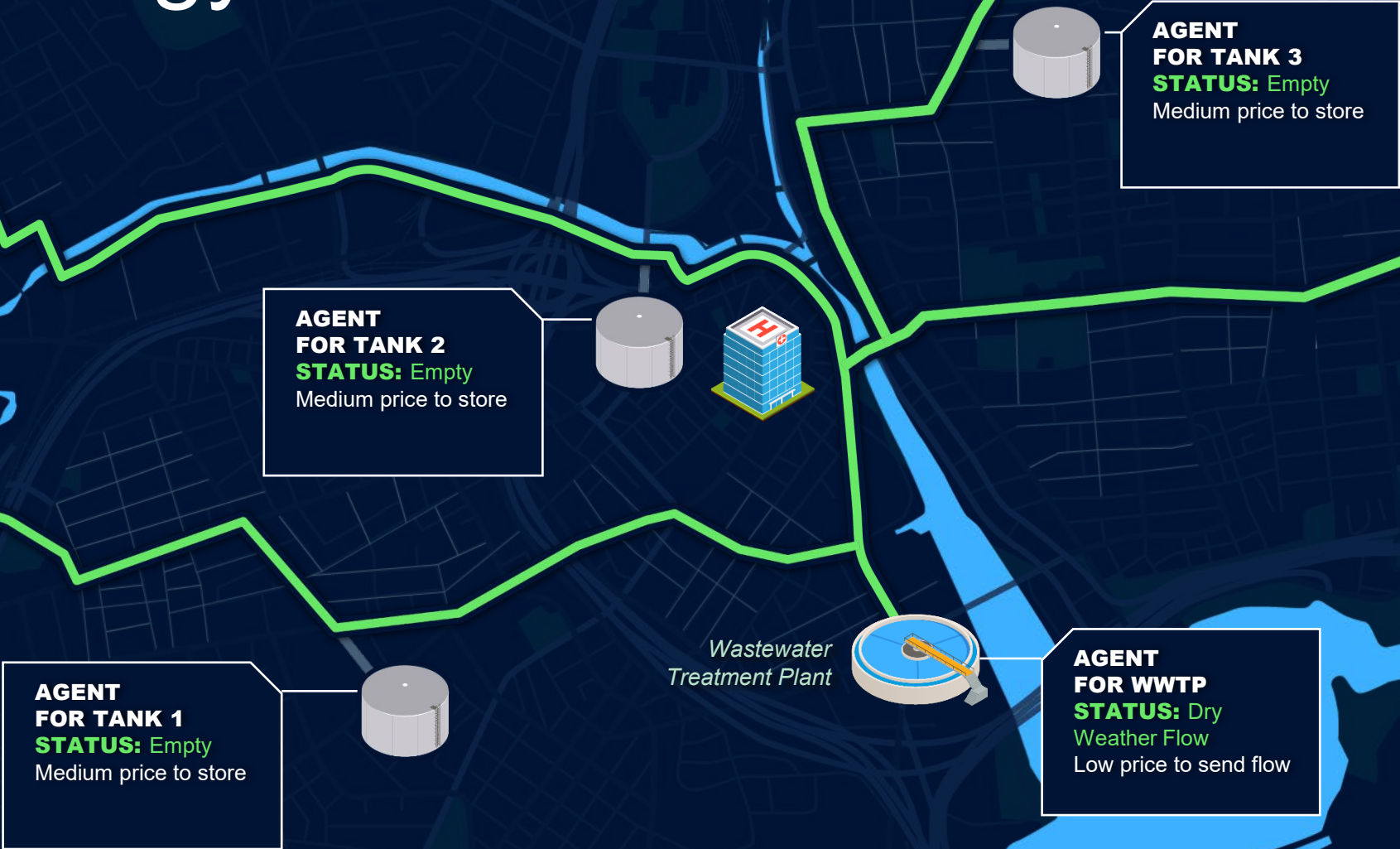
AGENT FOR TANK 2
STATUS: Draining
Medium price to store

AGENT FOR TANK 3
STATUS: Draining
Medium price to store

Wastewater Treatment Plant

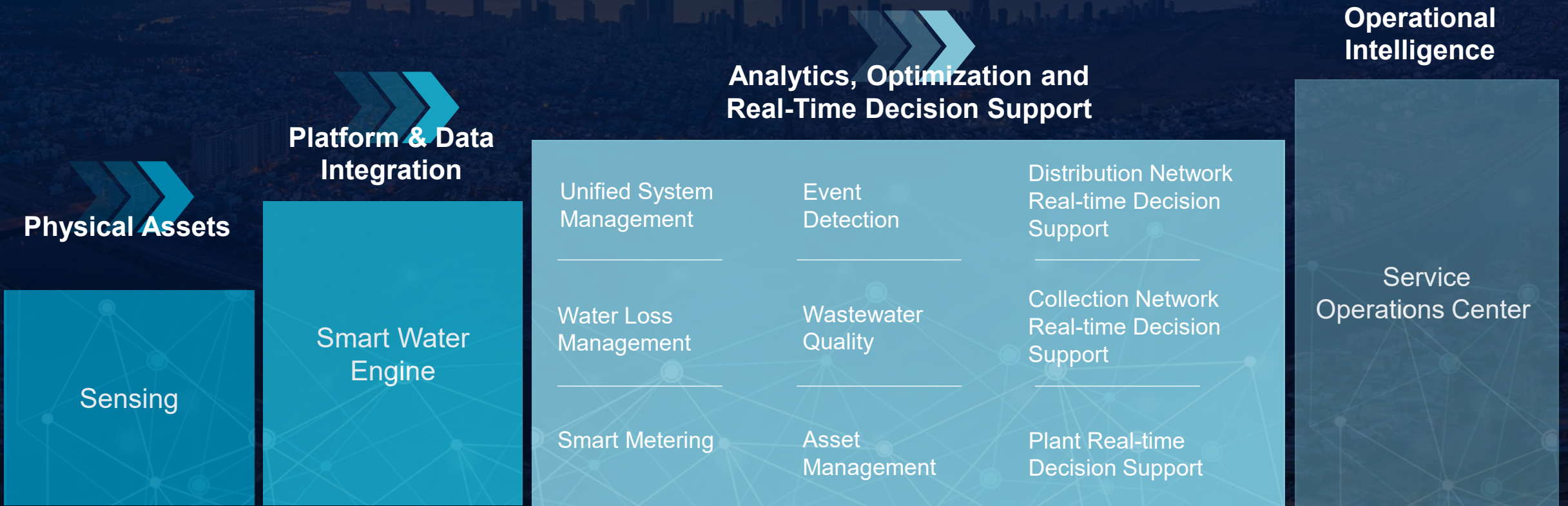
AGENT FOR WWTP
STATUS:
Capacity available
Low price to send flows

Network returns to dry weather conditions and strategy



The Path to Optimized Performance Across the Water Cycle

Leveraging technology to support clients in Water and Wastewater



Xylem Vue powered by GoAigua Architectuur

Real-time monitoring and actions on key indicators

Service Operations Center

BI Connectors

Dashboards & Reporting

Operational intelligence



Analytics, Optimization and Real-Time Decision Support

- Unified Network Management
- Unified Plant Management
- Leak Detection & Localization
- Meter Data Analytics
- Real-time What-If Scenarios
- Network Real-time Decision Support
- Biological Monitoring
- Clog Monitoring
- Flood (SSO) / CSO Prediction & Prevention
- Plant Real-Time Decision Support

Modulair data applications / modules



IoT Core

Domain Master Data

Data Science Framework

GIS Framework

Integrated Smart Water Engine

AMI/AMR

Sensors

SCADA, PLCs & IoT Sensors

Distributed Databases

GIS, CMMS

Vendor agnostic, integrates with any technology

Over 120 protocols/systems supported

City of Grand Rapids

€835M

reduction in
estimated costs to
achieve regulatory
compliance

The City demonstrated that, by focusing on a few critical areas needing improvement, its infiltration and inflow problem could be solved for EUR 25-45 million as opposed to the original EUR 880 million estimate.

CHALLENGE

For compliance purposes, the City needed analytic data to certify infiltration and inflow performance, and how their system behaved during a variety of wet and dry weather conditions.

SOLUTION

Wastewater Network Optimization, a real-time digital monitoring and modeling solution that leverages sensor data, hydraulic monitoring and machine learning to help utilities visualize, predict and control their wastewater networks more efficiently.



Buffalo Sewer Authority

📍 Buffalo, New York, United States

11 MILLION+
M3 reduction
in CSOs

€127M+
reduction in CapEx
spending

“Our real-time control program, led by the team at Xylem, has delivered more than four times the expected performance. It is hands down the most cost-effective program in our long-term control plan.”

— OJ McFoy, General Manager

CHALLENGE

The City faced a EUR 335 million Long-Term Control Plan as a result of nearly 7,5 billion liters of combined sewer overflow annually into receiving waterways.

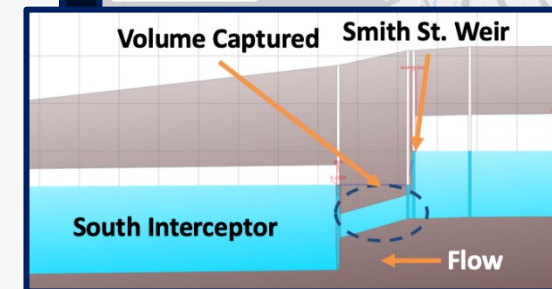
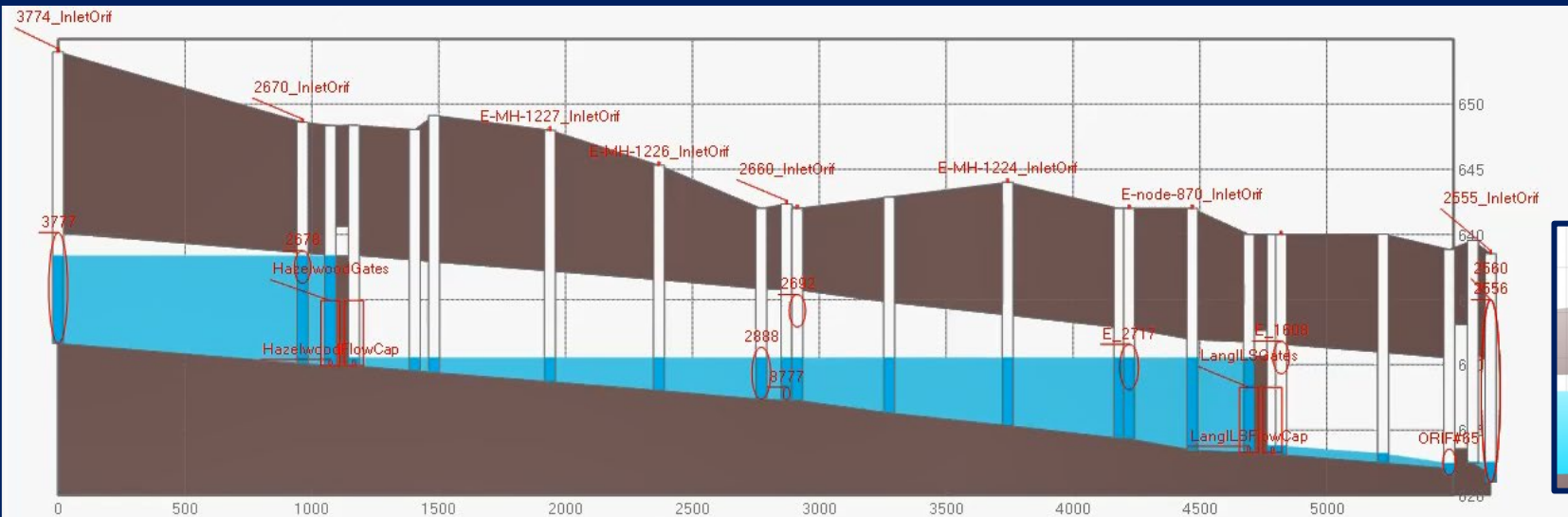
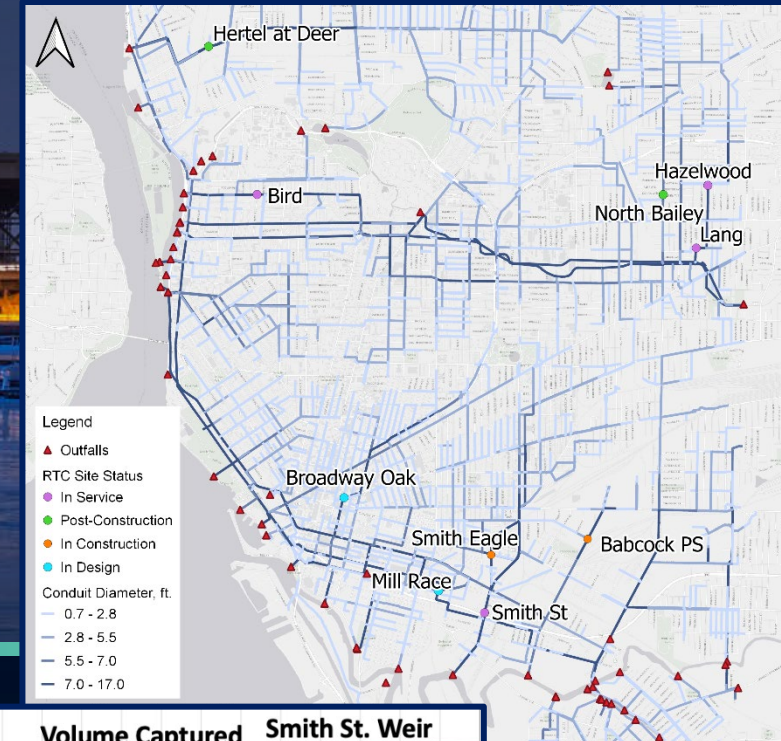
SOLUTION

Wastewater Network Optimization, a real-time digital monitoring and modeling solution that leverages sensor data, hydraulic monitoring and machine learning to help utilities visualize, predict and control their wastewater networks more efficiently.



Buffalo Sewer Authority

- Real Time Control Strategies:
- Coordinated inline storage
- Pump station optimization/storage
- Recapturing overflow volume
- Dynamic underflow



Hazelwood

Lang Ave

City of South Bend

- Population: 100,000
- Median Household Income: EUR 30.000
- Consent Decree: EUR 750 million
- 3,8 Billion Liters Annual CSO Volume

3,8
MILLION+

M3 annual
reduction in CSOs

€ 440M+

estimated CapEx
savings

“ We spent 440 million EUROS less than originally estimated, achieving the same environmental benefit and level of service, just by optimizing the existing system in the ground.”

– Eric Horvath, Director of Public Works

CHALLENGE

Average of 3,5 – 7,5 billion liters of combined sewer overflow annually into the Saint Joseph River.

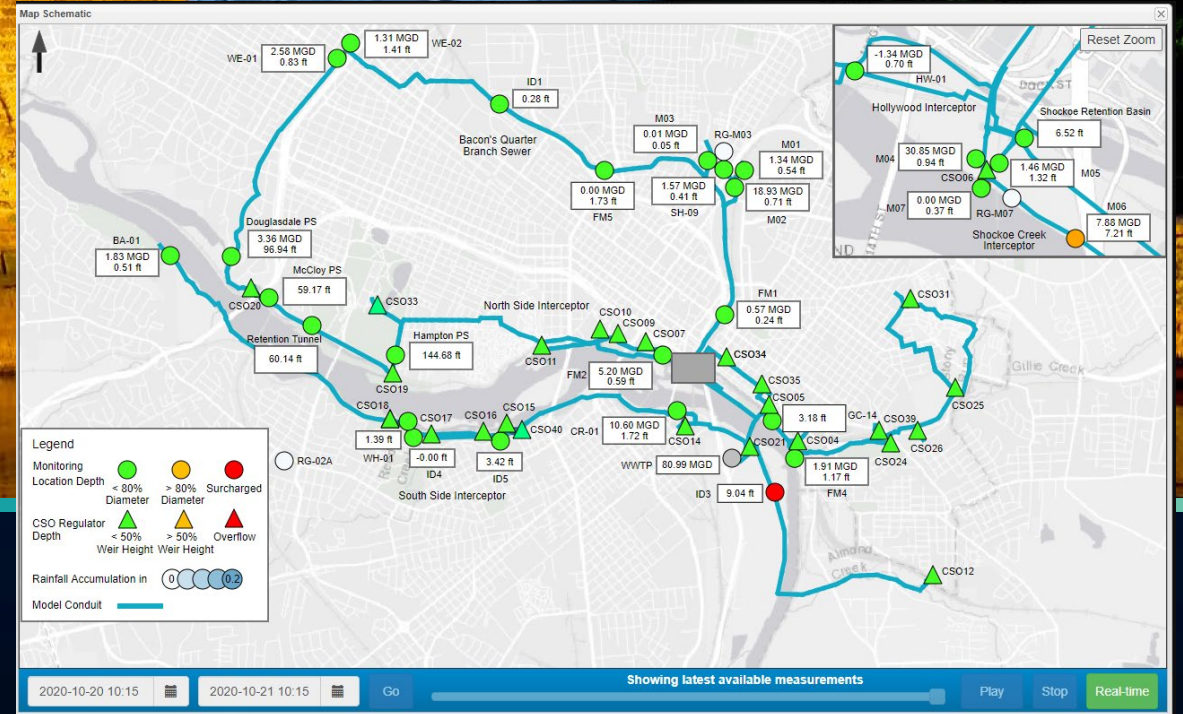
The City faced a Long-Term Control Plan of more than EUR 750M.

SOLUTION

Wastewater Network Optimization, a real-time digital monitoring and modeling solution that leverages sensor data, hydraulic monitoring and machine learning to help utilities visualize, predict and control their wastewater networks more efficiently.



City of Richmond



SOLUTION

Wastewater Network Optimization, a real-time digital monitoring and modeling solution that leverages sensor data, hydraulic monitoring and machine learning to help utilities visualize, predict and control their wastewater networks more efficiently.





Let's Solve Water