



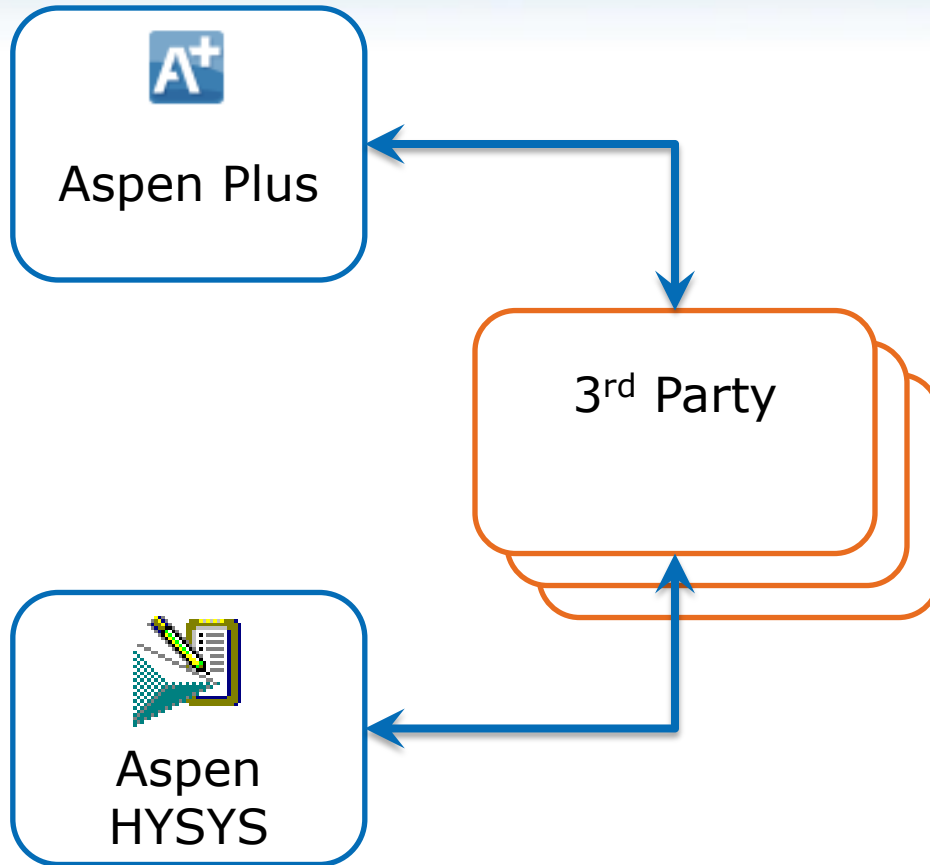
CAPE-Open

A Vendors Perspective

Cape Open Annual Conference, 2012

David Tremblay
Sr. Director, Product Management
Aspen Technology Inc.

Custom Interfaces are Hard to Maintain



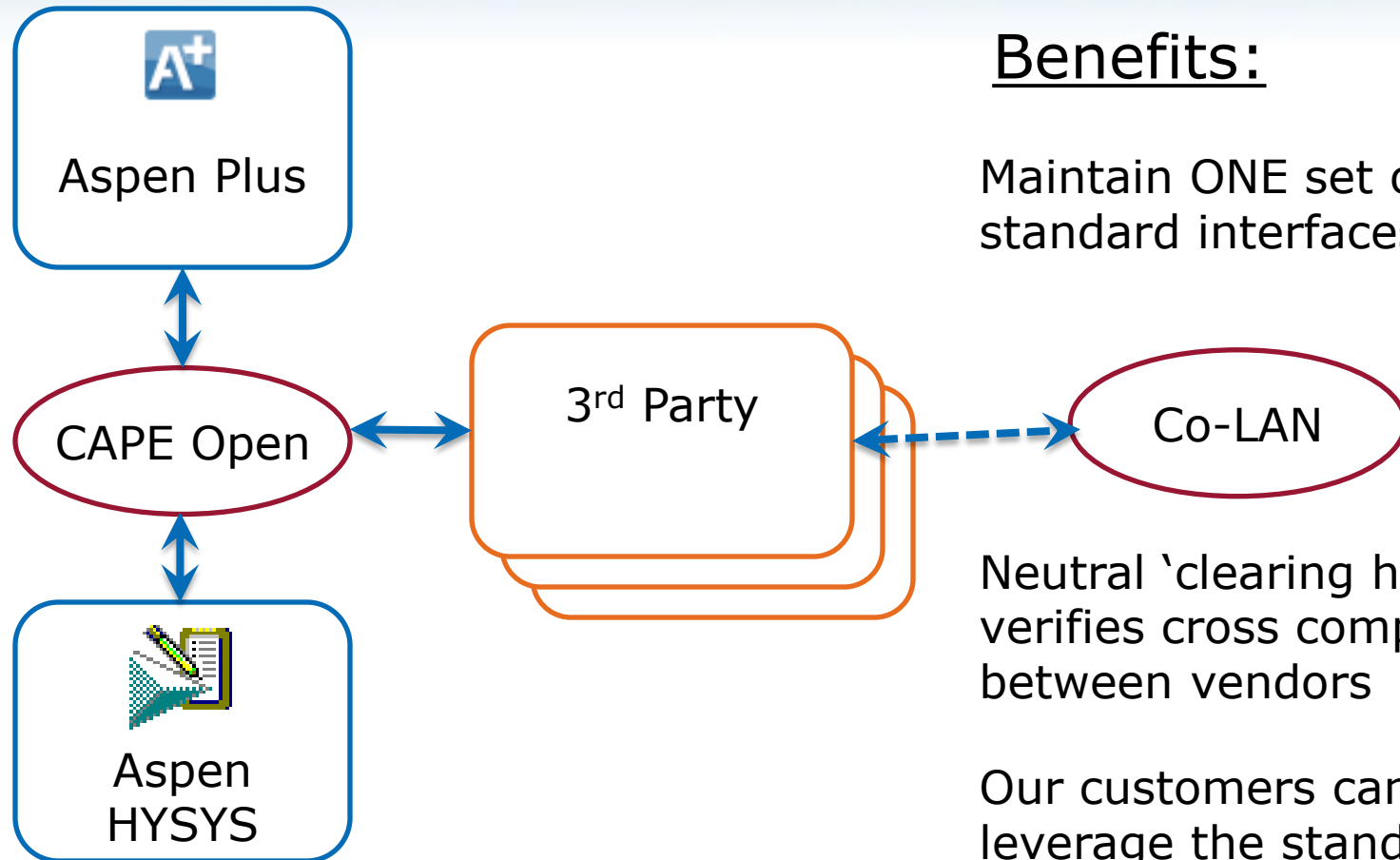
Challenges:

Expensive to maintain many custom interfaces with many 3rd party vendors.

Requires cooperation and product sharing between competitors

Provides no common plug for our customers to build their own in-house models

CAPE Open Provides a Standard Interface



Benefits:

Maintain ONE set of standard interfaces

Neutral 'clearing house' verifies cross compatibility between vendors

Our customers can leverage the standard interface for their own models

Example of Customer Benefits

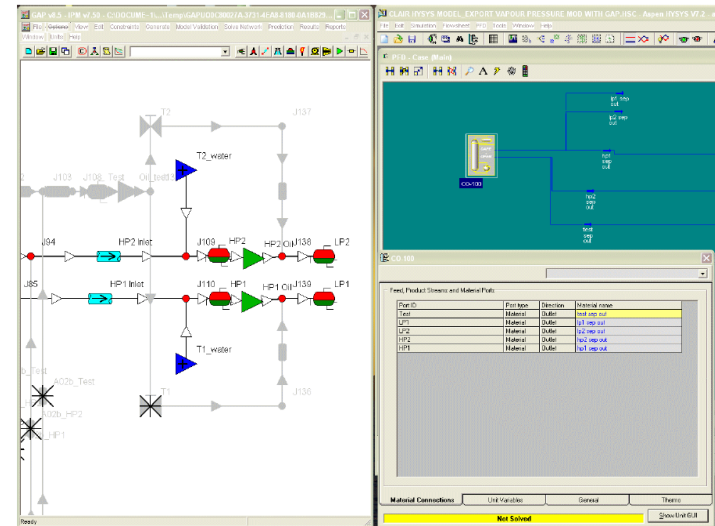
Business Benefits of Integrated Modelling



- Maximising production whilst ensuring the asset remains within the safe operating envelope
- Wells / Flowlines with facilities
 - Typically giving additional production increases of 1 – 4%
 - Lift Gas optimisation when facility is gas constrained
 - Separator pressures constrained by compression train and export pressure
 - NGL optimisation with variable well flowrates
 - Proven BP case-study gave significant commercial benefit, \$1 million+
 - Consistent fluid representation from reservoir to export
- Underpin a common understanding of the asset across disciplines

Woodman et al,
Aspen Optimize 2011
Washington DC

Steam connections in HYSYS



GAP

HYSYS

Many other success stories have been reported

Round Table Discussion Points

- Usability – moving towards ‘plug and play’ simplicity
- Risk of technical obsolescence
- Collaboration – across disciplines & organizations