

PRESS RELEASES

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Nalco Champion Teams With Accenture and Microsoft to Launch Digital Platform for Downstream Oil and Gas Customers

New Refined Knowledge™ powered by ECOLAB3D™ platform will deliver predictive capabilities to reduce risks and optimize assets

SUGAR LAND, Texas--(BUSINESS WIRE)-- Nalco Champion, an Ecolab company, in collaboration with Accenture and Microsoft Corp., has launched a new unified, digital platform - Refined Knowledge™ powered by ECOLAB3D™ - to provide downstream refinery and petrochemical customers with insights from their operations to help predict and solve challenges across the assets in their organizations.

ECOLAB3D is the digital engine that translates data into actionable insights, enabling the company to drive greater value for its customers. Through its algorithms, analytics and expertise, ECOLAB3D gives customers the power to take their performance and operations to the next level.

Refined Knowledge collects data from remote sensors, automation tools and other systems by leveraging Microsoft's secure Azure cloud platform. Refined Knowledge synthesizes that data and provides performance dashboards, reports, benchmarking capabilities and an eROI™ calculator to help customers optimize how assets are used and reduce their total costs of operation.

Refined Knowledge also delivers 3D CRUDEFLEX, a series of proprietary automations and sensor applications for crude distillation units. Customers can use these actionable insights to provide feedstock flexibility, optimize production, mitigate risks and deliver increased sustainability and profitability potential through water and energy cost savings across their organizations.

"The Refined Knowledge platform unleashes the power of data, leveraging our digital capabilities to deliver superior value beyond products and services," said Danny Rey, Nalco Champion senior vice president of Global Downstream. "We are able to use this platform to deliver cost reductions of about 10 percent for many customers, which can mean \$10 million in increased profitability or \$3 million in documented savings for a single site or installation. I am excited about what's possible for our customers through this enhanced offering."

Accenture, in collaboration with Nalco Champion, built a modern analytics application for the platform that leverages a user-first and cloud-first approach. The two companies also collaborated on the end-to-end solution, bringing data into the platform so users can visualize business insights and run advanced analytics in an agile way.

Manish Panjwani, a managing director and technology consulting lead for Accenture's North America resources businesses, added: "This project solidifies Nalco Champion's position as a leading innovator to drive better performance for its customers by leveraging intelligent analytics. Nalco Champion can better predict upcoming plant outages by monitoring their customers' assets in close to real time, moving towards predictive rather than reactive maintenance."

"Nalco Champion continues to be at the forefront of providing the refining and petrochemical sector with digital innovations that utilize the security and global scale of Microsoft's Azure cloud," said Çağlayan Arkan, general manager, Manufacturing & Resources, Microsoft. "Monitoring process and water technology applications in real time can make the difference between a plant that runs with no downtime and a plant with a corrosion-related shutdown that leads to lost productivity and additional costs."

Refined Knowledge powered by ECOLAB3D is built upon Nalco Champion's prior generation Refined Knowledge digital offering that has been successfully deployed in more than 1,000 customer locations and to date, has collected more than 20 billion data points to generate customer insights.

For more information on Refined Knowledge powered by ECOLAB3D, visit nalcochampion.ecolab.com.

About Nalco Champion

Nalco Champion, an Ecolab company, provides safe, sustainable chemistry programs and services to the upstream and midstream oil and gas industry, refineries and petrochemical operations in more than 170 countries around the world. Through onsite problem solving and the application of innovative technologies, we maximize production, optimize water use and overcome complex challenges in the world's toughest energy frontiers. For more Nalco Champion information, visit nalcochampion.ecolab.com.

About Ecolab

A trusted partner at nearly three million customer locations, Ecolab (ECL) is the global leader in water, hygiene and energy technologies and services that protect people and vital resources. With annual sales of \$14 billion and 48,000 associates, Ecolab delivers comprehensive solutions, data-driven insights and on-site service to promote safe food, maintain clean environments, optimize water and energy use, and improve operational efficiencies for customers in the food, healthcare, energy, hospitality and industrial markets in more than 170 countries around the world. For more Ecolab news and information, visit www.ecolab.com.

About Accenture

Accenture (NYSE: ACN) is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions - underpinned by the world's largest delivery network - Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With

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Ecolab Inc. and Nalco Champion

Jeff Webb, +1 281-632-6794

MediaRelations@Ecolab.com

or

Accenture

Guy Cantwell, +1 281-900-9089

Guy.Cantwell@Accenture.com

Source: Ecolab Inc.

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