

# “The introduction of EB is accompanied by a significant optimization of processes”

AUCOTECH recently presented excellent business results. What's behind it? Board member Uwe Vogt answers the editors' questions.



*Designs of CRRC Changchun Railway Vehicles, a division of the world's largest rolling stock manufacturer CRRC Corporation Limited, based in China. All railway vehicles are planned with the help of Engineering Base*

*Picture: Tangerine*

*Mr Vogt, AUCOTECH is very successful. Is this due to technological leadership, or does the service offering also play an important role? If the latter is true, which services are you particularly successful with in the market?*

The basis for our success is clearly our cooperation platform Engineering Base (EB). The unique combination of an authoring tool for the various engineering disciplines from design to detail engineering and at the same time a platform for handling engineering data for the entire lifecycle of plants, machines, and mobile systems generates great added value for our clients. The growth of the AUCOTECH Group is primarily generated by new clients and new projects.

Since in most projects the introduction of EB involves a significant optimization of our clients' processes, these projects also require intensive consulting. Consulting services are making up an increasing proportion of our activities. With our resources and valuable experience from previous projects, we concentrate on these complex consulting services, while we are happy to implement the doing such as migrating data from legacy systems with our service partners.

*How large do you estimate the overall market addressed by AUCOTECH? And are there any special features?*

With EB we address a very broad industrial spectrum from plant construction and operation to systems engineering for mobile systems. Our clients and sales activities as well as our subsidiaries are distributed worldwide. The largest share of our revenue still comes from Europe. However, we are seeing stronger growth in Asia. There, in particular, the addressable market is only limited by our current structures, which is why we are strategically expanding them massively. In general, our growth is driven by changes in the industry. The global effort to decarbonize is a key driver because it fuels engineering activities in such a way that conventional processes and tools reach their limits. That benefits us.

*Which client projects are you particularly proud of?*

Answering this question, the first things that come to mind are the really big clients. However, this does not do justice to the many interesting projects with SMEs or even startups. We are most proud when our solution not only creates satisfied clients, but when a company that uses EB really takes advantage of its process optimization possibilities, fully exploits its potential in its business environment and thus creates significant long-term added value for itself.

For example, there is the Danish plant manufacturer Topsoe, a leading electrolysis and catalyst expert, whose key technologies for decarbonization make a significant contribution to the green energy transition. EB is used there exactly as we had imagined in our vision of the platform from the beginning: Topsoe covers the entire engineering workflow, from the first process flow diagram to the integration of simulation scenarios to detailed engineering, 3D Integration and process automation. Some work there now only takes six weeks instead of six months.

Or Brückner – a world market leader in the field of film machines: The engineering team there was clear that in a modernization it would be far too short-sighted to just replace the ECAD tool. At that time, one focus was already on the highest possible standardization and together with Brückner we developed a comprehensive modularization concept. Thanks to EB's lin-

king and integration of disciplines, they reached a new dimension in engineering. The path to get there was not always easy, but everyone benefited from the experiences in this very close collaboration, including our platform and therefore all customers.

And then another example from our mobility sector, namely the Chinese rail vehicle manufacturer CRRC, the largest in the world. Virtually all modern trains in China are planned with EB. And here, as with Topsoe, another point comes into play that also makes us a little proud: that our clients can use EB's agile, cooperative principle to create more projects in a shorter time that advance sustainability.

*Are there dedicated partnerships on the part of AUCOTEC to advance in terms of sustainability? Maybe together with clients?*

The rapid expansion of our energy networks is an essential prerequisite for the success of the energy transition. In order to implement more projects more quickly despite network operators and system manufacturers' limited resources, they have to take new paths. EB offers the crucial skills for this, including for the development of the 'digital substation' approaches – an important future topic in the industry. That's why we are actually a trusted partner in energy distribution for almost all large and regional network operators in Germany, Austria, and Switzerland region and we are working on very promising projects worldwide.

Our clients also come from energy-intensive areas such as the chemical or cement industries. Energy efficiency and the switch to renewable energy sources has been an issue here for a long time, which has been significantly accelerated by the energy crisis resulting from the war in Ukraine. In many places, EB is already directly supporting relevant innovations as well as conversions and new construction of systems that make them 'H<sub>2</sub>-ready'.

*Which capabilities of your software platform can particularly support sustainability efforts in plant engineering?*

The complete cross-disciplinary data model is actually the basis for everything. This includes, for example, simulation data import. Its unique automation in EB saves so much time that even when creating significantly more scenarios, the engineers are still faster and more economical than with the usual transfer of simulation data to engineering. With this highly efficient additional scenario, our clients – and in the case of EPCs, their clients – come significantly closer to the optimum of their system. In terms of efficiency as well as in terms of sustainability.

The topic of modularization in plant construction and design is also an important key, including when large electrolysis capacities have to be planned quickly. Scaling is the issue for system manufacturers there, and in this industry this involves multiplying the modules. Here, the hydrogen ramp-up can benefit from EB's experience – for example with the film machine specialist Brückner.

*Is your company working on special solutions for recording the carbon footprint or for lifecycle assessments (LCAs)?*

We don't need any special developments here. The comprehensive and expandable data model of our platform is in itself ideally suited as a basis for LCA analyses. For these analyses, only the intended attributes of the objects in the LCA process need to be filled with the appropriate data. Any analysis can then be presented very easily using EB's standard capabilities. In this context, too, the integrated data model and the agile processes it enables can ensure that the goal of decarbonization is achieved more quickly. And if we can do this together, we can be really proud.

*Thank you for the interview!*

Interview: Dr Bernhard D. Valnion



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Uwe Vogt,  
Member of the Board,  
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