

## **Project Name: OEM – international chemical company**

### **Background:**

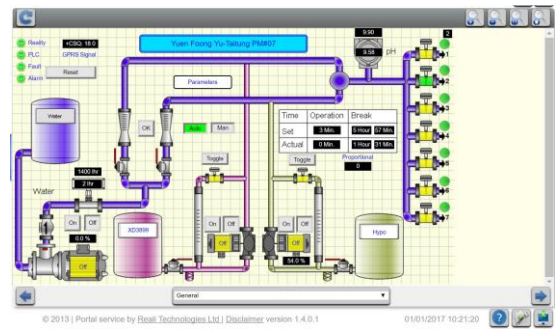
Solenis (Hercules Chemicals, which later purchased by Ashland and now called Solenis) is an international chemical company with two centers, one in Europe and the other in the United States. The U.S. center is responsible for all North American activity and the European center is responsible for activity in Europe and the rest of the world (particularly in South America and Asia).

The company provides, among other things, a water treatment system for paper-manufacturing plants around the world (hundreds of factories), and is responsible for operating them and for the regular supply of chemicals for these systems.

The project's key challenge was to enable full control of a large number of systems located around the world with minimal manpower and maximum uniformity, so that each constituent (product managers, region managers, sales managers and technical personnel) could see and operate their areas of responsibility easily and simply.

After examining the alternatives on the market, RealiteQ selected to provide the system to all of the company's facilities around the world.

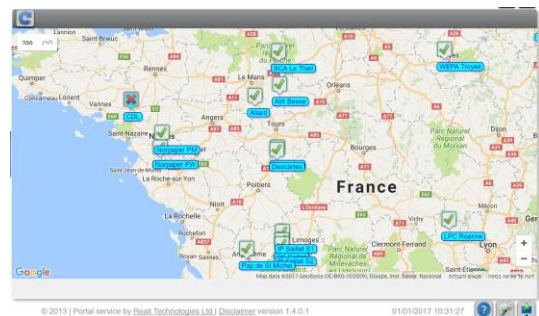
This project's distinction is that the RealiteQ system is the command and control component of the Solenis water treatment facility, and in effect constitutes part of the product Solenis provides to the end customer (the paper plant). In this case RealiteQ serves as a provider of technology to the manufacturer of industrial water treatment facilities.



### **Project description:**

In 2008 RealiteQ systems installed by Hercules Chemicals in water treatment facilities at paper plants in the United States in order to test the system and compare it to other solutions on the market that the Company tested.

Each new installation carried out in advance with a connection to the relevant control center we built for them. Activities are divided into four control centers (the US., Europe, Asia, Latin America) – internet control centers that combine graphical capabilities with operation of the facilities from the various paper plants. There are currently many hundreds of sites operating around the world...



### **Unique capabilities:**

The RealiteQ solution was the only one that gave the option of building a number of online command centers to control the high distribution of the systems around the world. It combines a very high level of network security great user-friendliness so that different people can

access the system for different levels of use, with no security problems. It has the ability to provide different people with selective access to different sites through the same system, with no risk of anyone accessing sites they are not authorized to access.

RealiteQ has the modular ability to start from a solution for a limited number of stations without a major and rigid investment and grow into a system of hundreds of facilities around the world. It has the ability to connect additional people around the world without the need to install servers or specific software for this purpose.

### **Summary and results:**

RealiteQ system was selected as the Solenis's exclusive system at water treatment facilities for paper plants, and in 2012 a long-term agreement was signed to connect all of the existing and new facilities at its paper plants around the world.

The fact that a major global customer like Solenis, who sought various solutions and alternatives around the world, decided to enter into a regular arrangement with RealiteQ, speaks for itself – particularly considering the fact that this collaboration has been going on continuously for eight consecutive years, with new purchases each year!

The system provides Solenis with real-time information on the quality of water in its various plants, enables it to remotely alter the dosages of chemicals at facilities as needed, be updated regarding problems in real time and know the amount of chemicals at each facility in order to improve the logistics for supplying chemicals to the various facilities.

Thanks to the RealiteQ system, Solenis manages to remotely operate all of its water treatment facilities at their paper plants on four continents (America, Asia, Europe and Australia) with minimal personnel.