



OpenEnterprise™ Solution Suitcase Demo System



Energize your sales with the OpenEnterprise Solution Suitcase Demo System

- **Complete SCADA solution Demo:**
 - Projects a professional image
 - Improves sales agility
 - Provides focused O&G market value proposition
- **Includes SCADA Server and Workstation:**
 - Laptop functions as OE Server, Operator Workstation
 - Microsoft® PowerPoint® presentations
 - WiFi connectivity for remote updates for upgrades and enhancements.
 - Wide range of RTU, SCADA and Instrument configuration tools included.
- **Wireless Field Network:**
 - FB107 connects via Distributed RTU™ Network
- Rosemount wireless transmitters connect via IEC 62591 modules to either the ROC800 or ControlWave™ Micro
- **Multiple operator interface options:**
 - SCADA (PC)
 - Local operator interface panel
 - Simulation Panel simulates I/O
- **Built-in ease-of-integration demos to various field Instrumentation**
- **Free factory support**



Introduction

The OpenEnterprise™ Solution Suitcase Demo System is Remote Automation Solution's first comprehensive demonstration system. Designed to provide your systems sales team with a complete set of fully functional SCADA system sales tools, it delivers the OpenEnterprise™, ROC800, and Controlwave® Micro experience directly to your prospective customers.

The OpenEnterprise™ Solution Suitcase Demo system ships with a pre-configured set of applications intended to improve your sales efficiency while reducing the time and resources you need to invest preparing for any single presentation with the goal of freeing up more time to see more customers.

All components of the Solution Suitcase are housed and transported in two matched wheeled, ruggedized hard plastic cases. The mobile design makes the Solution Suitcase the ideal portable demo for customer engagements across town or across the country.

Benefits

Maximize presentation time and improve image

A customer's perceptions of you and the solutions you present are critical to brand acceptance. This begins with respecting the time your customer invests in learning more about the solutions you are proposing. Experience has proven that the best way to demonstrate this is through preparation and application knowledge. The Solution Suitcase allows you to focus on addressing your prospect's automation challenges rather than worrying about preparing a complex demo. This ensures you can focus on automation topics of greatest customer import while allowing ample time for Q&A.

Gone are the days of worn cardboard boxes, a tangle of wires, make-do electrical connections, and demos that don't – or won't – work when you need them most. The OpenEnterprise™ Solution Suitcase Demo System is designed for rapid set-up and tear-down: with minimal effort your sales professionals can be ready to professionally present a full-scope oil & gas industry focused SCADA system solution in just 5 minutes. No tools are needed; set-up is as easy as 1-2-3-demo!

Increase Credibility



Knowing your customer's business process is critical to establishing your credibility as an industry automation professional.

To promote our focus on the oil & gas industry, the Solution Suitcase includes configured and fully operational OpenEnterprise application and RTU loads to demo solutions for the oil & gas production, transmission, and distribution markets. The applications mimic Remote Automation Solutions' Emerson Exchange exhibits and deliver the same marketing messages to the field. The applications also include eye-catching SCADA screens of a well field populated with multi-well pads. A sub-screen provides a pad view of the sub processes typically encountered on the pad, including

horizontal/vertical separation allocation and automation; hydrocarbon liquids tank management;



sales gas measurement; and vapor recovery measurement and automation. If you're presenting to a transmission or distribution customer simply select the application from the graphical menu within



OpenEnterprise for similar demos. The Solution Suitcase provides example screens and simulation for the gas distribution and transmission industries.

Wireless Flexibility

Whether presented in a board room or from a tailgate of a technician's truck, the Solutions Suitcase is designed for maximum presentation flexibility. Are you introducing wireless SCADA connectivity, the Distributed RTU Network™, WirelessHART™ mesh network technology, or comparing wired versus wireless-based technologies? Regardless of the topic, the Solution Suitcase provides you with the ability to go wherever the conversation leads.

The Solution Suitcase can also promote both short-haul and long-haul wireless technologies. To demo long-haul wireless technologies, place the included laptop at your selected presentation location. The laptop serves three



roles: SCADA Server, operator workstation, and PowerPoint presentation PC. The laptop connects to either Suitcase-resident RTU using the built-in Ethernet router. A Distributed RTU connection between the ROC800L and each of two satellite FB107s placed across the room demos long-haul well field- or well pad-wide wireless capability. Each device represents a well pad sub process. To emulate short-haul wireless connectivity, you can place two Rosemount transmitters so that a wireless HART connection establishes with either the ROC800 or the ControlWave Micro RTU, each populated with an IEC 62591 module.

Multiple Operator Interface Options



Customers vary in their expectations and levels of field experience. Some prefer traditional switches, lights, and panel meters to display data; others look for the flexibility a graphical user interface provides. The Solution Suitcase offers three different operator interface options, enabling you to address whichever customer type you encounter. For customers desiring a classic interface, the integral Simulation Panel provides field device simulation capability with I/O cards hardwired to potentiometers, switches, LED lights, and analog meters. The Simulation Panel can be switched to either Suitcase-resident RTU, and can simulate and display process changes, induce alarms, create flow, log data, change tank level, or perform whatever feature you wish to demonstrate. All “field wiring” is completed and presented in the same fashion that the customer would normally use it.

For customers looking for a more modern display of process data and alarms, the Solution Suitcase includes a Beijer 7” color flat panel operator interface terminal. The ROC800 connected to this display is pre-loaded with Remote Automation Solutions’ Tank Manager application, demonstrating not only the ability to support third-party operator interface panels but also the ability to address and solve customers’ hydrocarbon liquids storage and accounting challenges by promoting our new SmartProcess Oil & Gas Application Suite.

While these interface options provide customers with **local** viewing and interaction with their processes, the OpenEnterprise application included in the Solution Suitcase provides your customer with the broad-spectrum SCADA solution needed for wide-area

monitoring and control all three of major oil & gas processes: production, transmission, and distribution.

The OpenEnterprise demo opens with a system overview screen with a graphical menu providing access to each of the major oil & gas processes. Selecting the appropriate icon from the menu initiates a demo of the capabilities of the entire system as they pertain to that industry space.

The demo is aligned with the strategy Remote Automation Solutions has been promoting since 2008. For greenfield opportunities this strategy designates the ROC800 and FB107 as the products-of-choice for oil & gas production and HCL transmission & distribution industries and spotlights the ControlWave Micro as the product-of-choice for gas transmission and distribution.

OpenEnterprise uses fit-for-purpose applications like Tank Manager and Station Manager (both included in the Solutions Suitcase) to demonstrate its simplicity of use and its inherent potential to reduce integration costs. You can focus on the presentation: no pre-configuration or programmatic set-up is required.

Ease-of-Integration Demos

Demonstrating the ability to reduce integration costs by applying ease-of-use tools to simplify integration with common field devices can help to win over your customer to your solution. For this reason, the Solution Suitcase ships with a Coriolis Interface module and a Modbus Express module installed in its two FB107s. Since these modules are pre-wired to a female DB9 connector, you just plug in the field device, wire it to your Micro Motion Coriolis meter or Modbus device, and configure ROCLINK 800 to connect to these devices. **It’s as simple as 1-2-3.**

Free Factory Support

As long as the Solutions Suitcase remains in its original as-delivered configuration and packaging, Remote Automation Solutions provides free technical support for the hardware and software components at the standard OE Lifecycle Services “Silver” Level of support (via SupportNet).



Remote Updates & Support

The laptop included with the Solutions Suitcase may be connected to the internet via a standard WiFi connection. Once connected, updates and enhancements to the demo system automatically download to the laptop. These updates may then be manually applied (automatic updates are not applied for security reasons). This delivery mechanism may be expanded to provide production documentation and marketing materials as well. Each laptop is also pre-installed with software to enable remote access and support by authorized RAS personnel.

Training and Documentation

The Solutions Suitcase is pre-configured and ready for use. Introductory training is available via a brief tutorial video. For quick reference, the Solutions Suitcase also ships with a *Startup/Shutdown Guide*, a *Demo Guide*, and a technical manual that includes a general BOM and drawing set.

Product Description

The Solution Suitcase is packaged in two ruggedized hard-shell portable cases. Custom-fit foam padding with cut-outs provides transit-safe storage for the following components:

Main Case Components

- One ROC800L RTU, configured with:
 - one 11–30 Vdc power supply module (8PS-3)
 - one RS-485 COMM module (8CM-2)
 - one 8 channel DI module (8DI-1)
 - one MVS module (8MVS-1)
 - one 4-channel 4–20mA ma Input module (8AI-1)
 - one 4-channel 4–20mA Output (8AO-1)
 - one 4-channel HART Analog Input module (8HRT-2)
 - one DO module with 5 relays (8DO-2)
 - one Network Radio module with whip antenna (8CM-5NA)
- One ControlWave Micro RTU, 8-slot chassis, configured with:
 - one 150 Mhz CPU module with 64 Mb SDRAM and 16Mb Flash with 2 Ethernet ports, one RS-232 and one RS-485 serial ports
 - one 12–24Vdc Power Supply Sequencer module (PSSM)

- one 4-port Communications Expansion module, providing 2 RS-232 and 2 RS-485 communications ports
- one 8-channel HART/BTI module
- one Mixed 12DI/40 DO module
- one Mixed 6AI/2AO module
- one 8-channel Relay DO module
- One Beijer 7" Color Flat Panel Operator Interface Terminal
- One wireless router
- One simulation panel with
 - 4 potentiometers prewired to AIs
 - 4 analog meters prewired to AOs
 - 8 Momentary or latched switches prewired to Dis
 - 8 LEDs prewired to either 5 relays (on the ROC800L) or 8 DOs (on the ControlWave Micro).
- Convenience 120V electrical outlet (or 220V for other world areas)
- RJ-45 Ethernet port hardwired to the router
- DB9–RS-232 communications port
- DB9–RS-485 communications port
- 120 Vac to 12–24 Vdc power supply (220 Vac power supply available for other world areas)
- Cables providing serial or Ethernet connectivity to the RTUs for local configuration.
- One IEC 62591 Interface module with Rosemount 781 Wireless Gateway.
- One Remote Automation Solutions 4088B Multivariable transmitter

Satellite Case Components

- One Dell® 6440 laptop with Microsoft® Windows® 7 Professional operating system, MS Office, and pre-installed VMware® licenses.
- Two FB107s, each configured as Distributed RTU Networks (DRNs), with the following components:
 - one 4-slot base chassis (107A1)
 - one Isolated CPU with onboard I/O (100C4)
 - one Network Radio module with whip antenna (1CM-6NA)
 - one Coriolis Interface module (1AM-3)
 - one Modbus Express module (1AM-4)
 - Rosemount Wireless Temperature Transmitter with decade box (RMT 648 DX 1 D1 NA WA3 WK1 B5 M5 C1 F6 G2)
 - Rosemount 702 Wireless Discrete I/O Transmitter with integral push button switch and LED (RMT DX 42 D 1 NA WA3 WK1 M5 B4 C1 G2)



Installed Software Applications

- OpenEnterprise V3.1
- Field Tools 1.0 (with ROCLINK™ 800)
- ControlWave Designer
- OpenBSI Config/Techview (with USB license key)
- ROC800 license keys for 6 liquid and 6 gas meter runs
- Station Manager application
- Complete SmartProcess™ Oil & Gas Application Suite (pre-installed with requisite licenses):
 - Gas Control Manager
 - Cause & Effect
 - Tank Manager
 - Surface Control Manager
 - ROC800 Water/Steam Injection Controller

The cases feature easy-to-read silk-screened block labels and a single power and communications harness connector that connects either the ROC800 or the ControlWave Micro to the I/O. To change the selected device, simply unfasten two quarter-turn fasteners, drop the simulation panel (which is on piano hinges), and select the appropriate plug.

The case includes no-scratch rubber feet (to permit placement on a conference table), a heavy duty handle and two low profile wheels for portability.

The Satellite case contains foam cutouts to protect the laptop, the two FB107s, and two Rosemont transmitters, as well as to house miscellaneous cables and temperature simulators. The Satellite case includes the same handle and low profile wheels to support portability.





Ordering Information

OpenEnterprise™ Solution Suitcase Demo System	
Description	Part Number
OpenEnterprise Solution Suitcase Demo System: (NA LBP Offices) <ul style="list-style-type: none">• Main Demo Case (OESSDS-1001A) with ROC800, CW Micro, Beijer display, wireless router, 781 Wireless Gateway, 4088B Transmitter, simulation panel, cables, 120 Vac Input Voltage• Satellite Demo Case with Dell 6440 Laptop with MS Office, 2 VMWare licenses, OE3.1, Field Tools 1.0, OpenBSI Utilities, 2-FB107s with Simulation Panels, 1 Rosemount 648 wireless transmitter, 1 Rosemount 702 wireless discrete I/O transmitter with integral LED and Push Button Switch assemblies.	15Q011B

Notes

- Demo cases are offered for sale to our internal and external sales channel partners only. As such, they are considered Category "A" items with **no** extended discounting available or commissions payable. If the opportunity for sales to end users exists, please contact your Remote Automation Solutions Regional Manager to determine price and availability.
- Both cases exceed requirements for checked baggage and should be either checked as oversized/overweight baggage or shipped.
- Case dimensions: 32" x 32" x 12" (81.2 cm x 81.2 cm x 30 cm)
- Main case weighs 88 lbs (39.9 kg); satellite case weighs 68 lbs (30.8 kg).
- Both cases have protective transit-safe foam padding to protect the contents.

Requirements

- The OpenEnterprise Solutions Suitcase Demo System is a tool set to help the sales force achieve selling success. As with any tool set you must learn how to use the tool in order to apply it most effectively. Therefore, exploring and learning the various system capabilities—as well as reviewing the provided documentation **prior to conducting any demonstration** is a prerequisite to its successful use.
- If presentation to an audience is required, the sales person or customer must furnish an LCD projector of 1920 by 1080 pixel native resolution. The laptop has both VGA and HDMI connectors, but video cables are not supplied. HDMI connection is recommended for better video quality.
- The Solutions Suitcase is delivered in a specific configuration. Variances from the delivered configuration are not supported in ordering. To qualify for free support, the Solutions Suitcase must remain in its original configuration and original packaging.

Remote Automation Solutions fully complies with all the applicable rules and regulations involving international trade. We are pleased to share with our customers the Harmonized Tariff Code and Export Classification Numbers for our products: US HTS Code: 9032.89.6030; USE ECCN Code: EAR99; and Country of Origin: US.