



# Introduction to Managed SCADA

- B.L. Anderson Co.; Inc.
- Basic Parts to a SCADA system
- What to look for in a Managed system
- Total Cost of Ownership
- Advanced Features / Applications



Jim Grudzinski



**BL ANDERSON**



# **B.L. Anderson Co.; Inc.**

Opened in 1961 by Byron Anderson

Corporate Office in Lafayette, Indiana

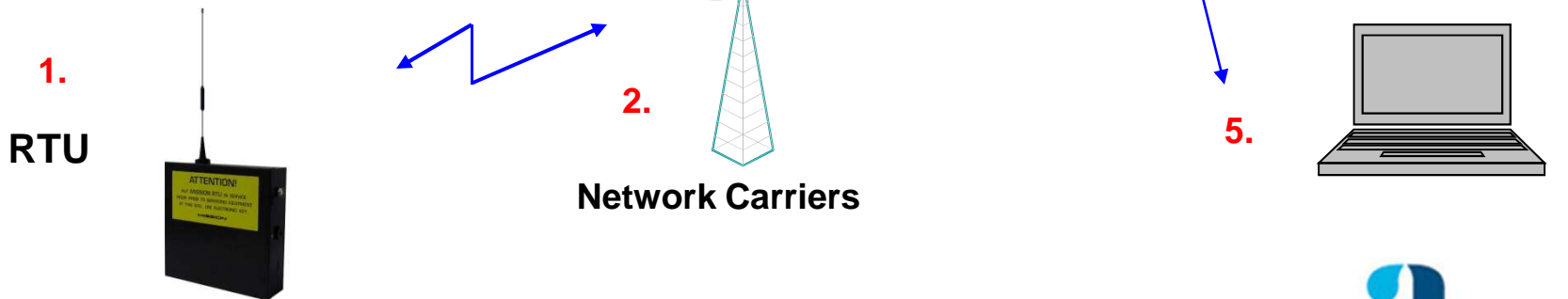
Eastern Office in West Chester, Ohio



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## Basic Components of Internet Enabled Monitoring SCADA Systems

1. Hardware - Field RTU...The Box
2. National Wireless Data Networks
3. Centralized Web Software
4. Alarms To Virtually Anything
5. Secure Customer Web Site



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# “Old Way” vs. “Better Way”



- Manual
- Expensive
- Unreliable
- Custom engineered
- Custom Software



- Automatic
- Inexpensive
- Highly reliable
- Pre-engineered
- Managed services\*



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# Managed Services – Economies of Scale

By focusing on just one area of business, many companies are able to take advantage of economies of scale to provide better service at a much lower cost.



FedEx®



eBay®



BL ANDERSON

# Low Cost, Simple SCADA Systems

Tank & Well

Lift Station

In-Sewer  
Level Alarm

- Monitor
- Control
- Comply



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The background features a stylized graphic with binary code (0s and 1s) at the top, transitioning into a blue gradient. A black silhouette of a telecommunications tower with various antennas and equipment is positioned on the left side. The overall design is modern and tech-oriented.

## What to look for in a Managed System

- **Hardware**
  - Simple
  - Inexpensive
  - Guarantee
  - Obsolescence
  - Upgrade Logistics
  - Technical Support



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## What to look for in a Managed System

- **Wireless Data Network**
  - Carriers
  - Security
  - Data Transmission format
  - Maintained connection
  - EMS Clearance
  - Overages charges
  - Limited Pages







## What to look for in a Managed System

- **Web Server**
  - Security
  - Locations
  - Backup Systems
  - Cloud Based or Not
  - Managed by Whom?
  - Data Archive
  - Technical Support



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## What to look for in a Managed System

- **Alarm Dialing**
  - Phone, text, email, etc.
  - How many lines available
  - EMS clearance
  - Ease of manipulation



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## What to look for in a Managed System

- **Secure User Interface**
  - Unique Login
  - What types of security
  - Reports
  - Technical Support
  - Special Software Requirements



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# Total Cost of Ownership

What are the service fees?

Are there any overages?

Future fee increases?





# Total Cost of Ownership

Traditional System Ongoing Repair Costs

10%-15% the first 5-7 years

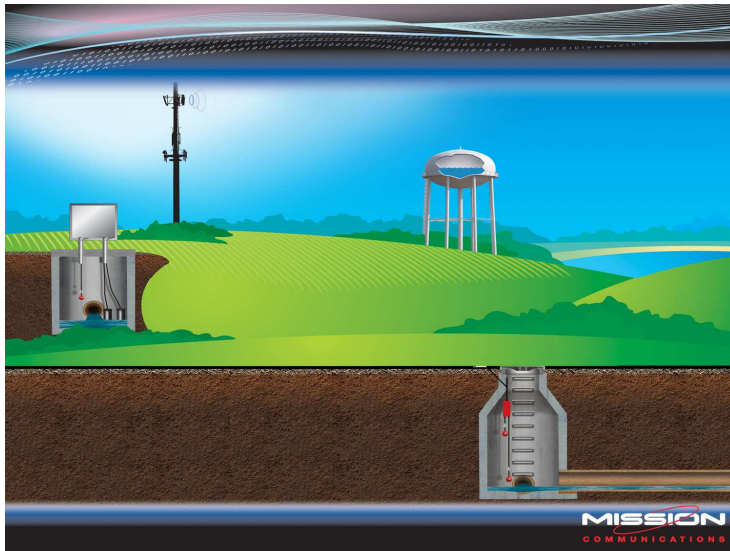
20% after 7 years

Managed SCADA typical breakpoint is 13 years.



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## Advanced Features



- Digital Intertie
- Pump Control
- OPC Data to Traditional System
- Advanced Reporting
- Hybrid Systems



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# Conclusion

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- \$ Savings
  - Efficiency
  - Compliance
  - Safety
  - Best practices

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- Costs
  - Inspections
  - Maintenance
  - Record keeping
  - Risk

*"If you cant measure it, you can't manage it"*

