

**White Paper written for  
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## **White Paper S88 for Sales People**

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You're a salesperson of a software developing company, or you're working as a salesperson for a system integrator? If your product has been developed on an S88 basis, or if your company executes its projects based on this standard, then this will lead to a lot of advantages. Not only for your company, but also for your customers. It is important to understand which aspects of the S88 standard lead to which advantages, in order to be able to convince your clients of the benefits of the product or the integration services that your company offers based on S88.

### **What is S88?**

Towards the end of the eighties of the last century, the SP88 committee, that consisted of various end users, suppliers and consultants from the batch processing industry, started to develop a standard for batch control. The purpose of the standard was to emphasize good practices for the design and operation of batch manufacturing plants and to improve control of batch manufacturing plants. The standard was developed especially for batch processes, but can also be applied in continuous and discrete processes that require a certain amount of flexibility. The standard consists of three parts that each have their own specific subjects, but they are closely related. Part one (published in 1995) consists of a consistent set of models and terminology concerning batch processes. Part two (published in 2000) consists of data structures and a graphical method for depicting recipes (PFC). Part three will be published soon. It is about General and Site recipes.

### **Some important advantages for end users**

The standard has been applied for years now, by various end users, system integrators and suppliers from all over the world. It has proved to be useful in both simple and complex batch processes, but also in continuous and repetitive processes. It can be applied regardless of the degree of automation. I will mention some of the advantages

of S88 that could be a reason for your clients to choose for your product or services based on this standard;

*Prevention of failures and weaknesses in batch control*

The standard was developed based on the knowledge and many years of experience of a huge group of suppliers, system integrators, end users and consultants. Their best practices with batch control were combined into a consistent set of models and terminology which can be used to develop and execute batch control. Failures and weaknesses in batch control can be prevented by using this experience and knowledge.

*Improvement of communication with suppliers and system integrators*

S88 offers standard terminology, with the objective to improve communication. This way it is prevented that different people use different terms for the same thing, or that one term is used for different things. Difficulties in communication can cost time and money, or even worse, it can cause failures in control systems. The standard can be used for describing functional requirements and for standardizing communication about batch processes. In short: S88 is the basis for good communication between end users, suppliers and system integrators.

*Possibility of reuse, so less time is needed*

An important aspect of S88 is modularity. Equipment control and recipes are structured hierarchically into independent modules. In a batch process, you will often encounter some specific functions more than once. For example a filtering system on a tank. Once such a module has been developed, it can be reused for every resembling filtering system. A lot of time can be won by this reuse of modules. If an enterprise has multiple sites, even world wide, the possibility of reuse (of both equipment control and recipes) will be even bigger. This can be an important reason for your customer to apply S88 on all its sites.

*Become independent of suppliers*

World wide, there are a lot of suppliers of batch control software, who have based their products on the S88 standard. This has made it easier to integrate the solutions of different suppliers. For the end user, this means becoming independent of specific suppliers. This can be an important reason for end users to prefer products based on S88 to products that have not been developed on the basis of S88.

**More advantages...**

A lot more advantages could be mentioned that add value to your S88 product or services. For example improvement of through put per process cell, bring new products to the market faster and more easily, simplification of recipe development, recipes become flexible and reusable, the control system can be maintained more easily, capacity usage can be optimised, quality control can be improved, and so on. Keep your knowledge of the aspects of S88 that lead to these advantages up to date. You will find more information on the website, the webcast seminars, publications and conferences of the World Batch Forum ([www.wbf.org](http://www.wbf.org)). The websites [www.batchcontrol.com](http://www.batchcontrol.com) and [www.s88.info](http://www.s88.info) provide a lot of information about the standard. Internationally, there are a lot of possibilities to attend to courses and seminars about the S88 standard. Ask ISA ([www.isa.org](http://www.isa.org)) for the nearest location.