

# IPA-MIMOSA OIIE Capital Projects Working Group Meeting #4 – 3/16/2021

Deborah J. McNeil (Independent Project Analysis, Inc.)

Dr. Matt Selway (University of South Australia)

# OIIE Capital Project Working Group: 03-16-2021 Meeting Agenda

---

- Share the OIIE Capital Project Working Group Purpose
- Review Meeting #1-#3 Results
- Sub-team updates:
  - Cost Estimating
  - RFI/ RFI Response
  - Asset
- Better Understand the Deliverables
- Define OIIE Capital Project WG Next Steps

# OIIE Capital Project Working Group Leaders

## IPA



### Deborah J. McNeil

Director, IPA Capital Solutions  
And Digitalization  
[dmcneil@ipaglobal.com](mailto:dmcneil@ipaglobal.com)



### Luke Wallace

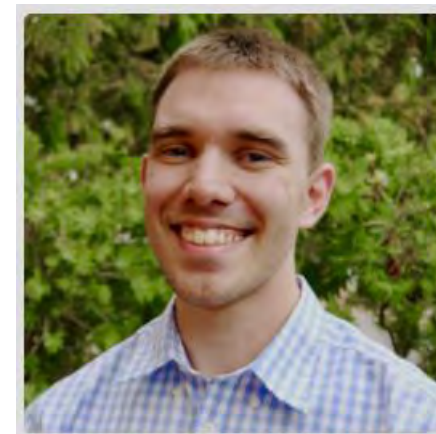
Senior Consultant  
[lw Wallace@ipaglobal.com](mailto:lw Wallace@ipaglobal.com)

## MIMOSA



### Alan Johnston

President, MIMOSA  
[ajohn@mimosa.org](mailto:ajohn@mimosa.org)



### Dr. Matt Selway

Research Fellow,  
University of South Australia  
[Matt.Selway@unisa.edu.au](mailto:Matt.Selway@unisa.edu.au)

## Open Industrial Interoperability Ecosystem (OIIE) Capital Project Working Group

---

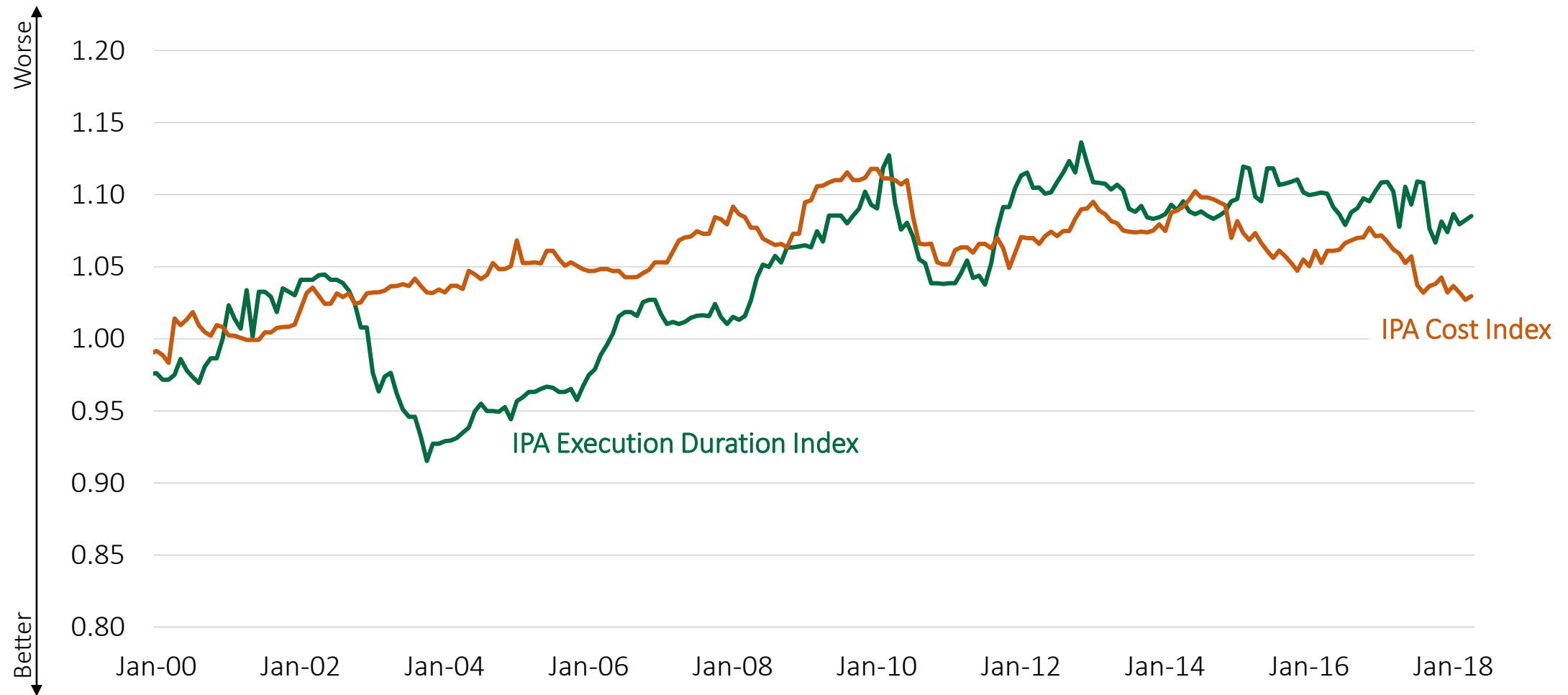
Independent Project Analysis (IPA) and MIMOSA (industry trade association dedicated to the development and adoption of information technology and information management standards) are proud to announce the formation of the ***Open Industrial Interoperability Ecosystem (OIIE) Capital Project Working Group***.

Whether your company's digitalization goals are productivity improvements, capital efficiency, advanced work packaging, facility hand-off to operations, or digital twins, etc., **interoperability between the many players in the asset life cycle is a key success component**. Historically, **interoperability has been difficult to achieve** due to a lack of alignment throughout the industry between owner/operators, EPC firms, material and service suppliers, and subject matter experts. The IPA-MIMOSA hosted initiative **seeks to solve this issue** for the benefit of all industrial sectors moving forward.

This working group will meet **monthly** to help **align the efforts of owner companies**; engineering, procurement, and construction (EPC) firms; industry standardization organizations (e.g., IOGP/CIFHOS, ISA, MIMOSA) and international standards organizations (ISO, IEC, etc.). All participants will work together to set the owner/EPC firm priorities for solution delivery to enable pragmatic industry digital transformation on a timely basis.

# Capital Efficiency Has Not Improved in the Projects World

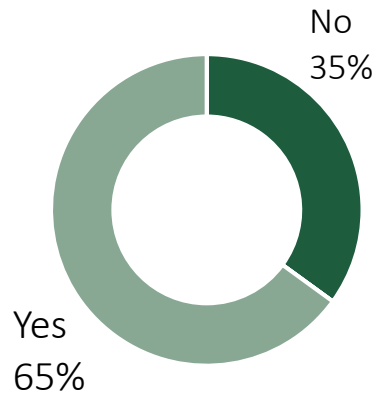
Is Digitalization the Answer?



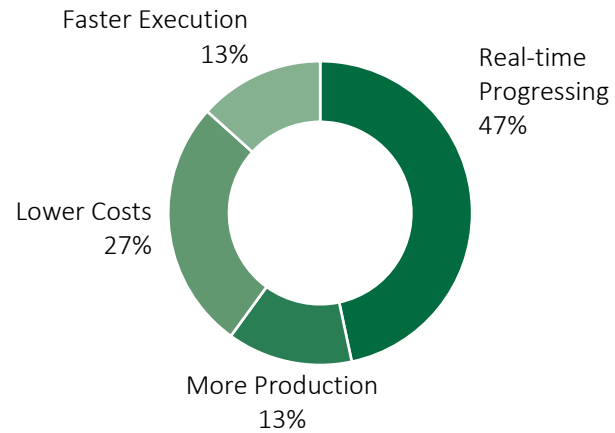
\* Indices are inflation adjusted

# Capital Projects Industry – Digitalization Status

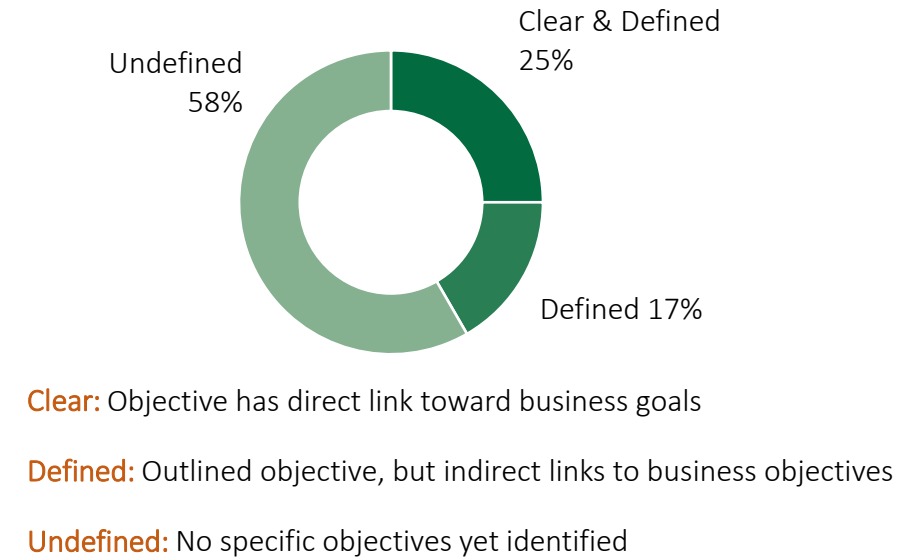
## Digitalization Project Underway?



## What Problem Are We Trying to Solve?



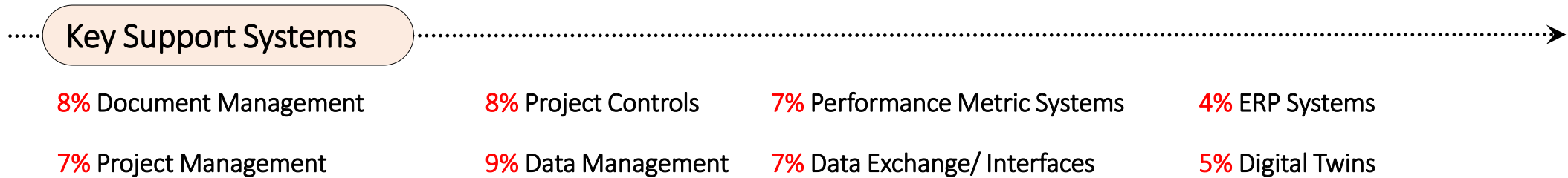
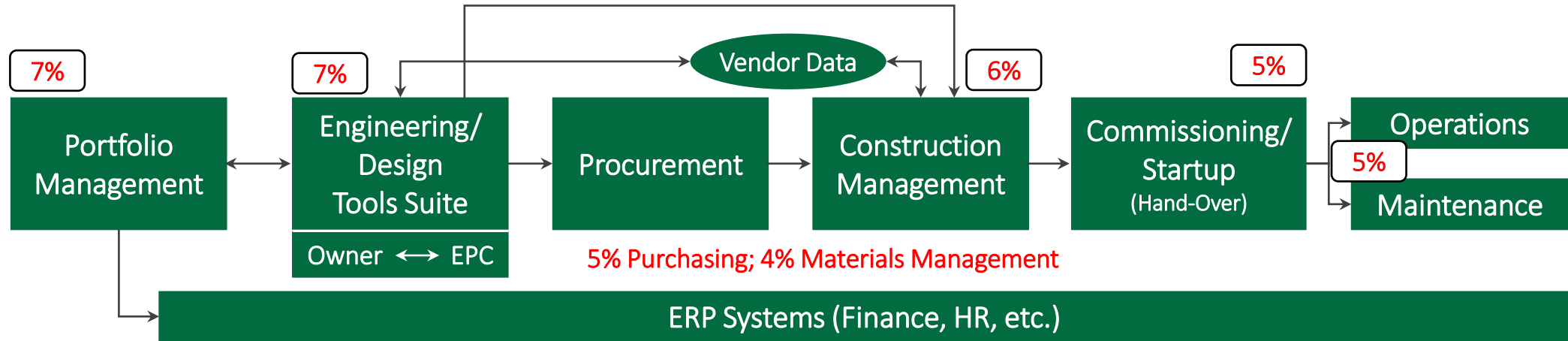
## Are Digitalization Objectives Clear?



No common definition of what “Digitalization” means to the capital projects industry.

# We are fragmented on our digitalization focus...

July 2020 survey - 185 Digitalization projects are dispersed across the entire project life cycle



Fragmented In Digitalization Focus,  
Fragmented In Standards Development Work

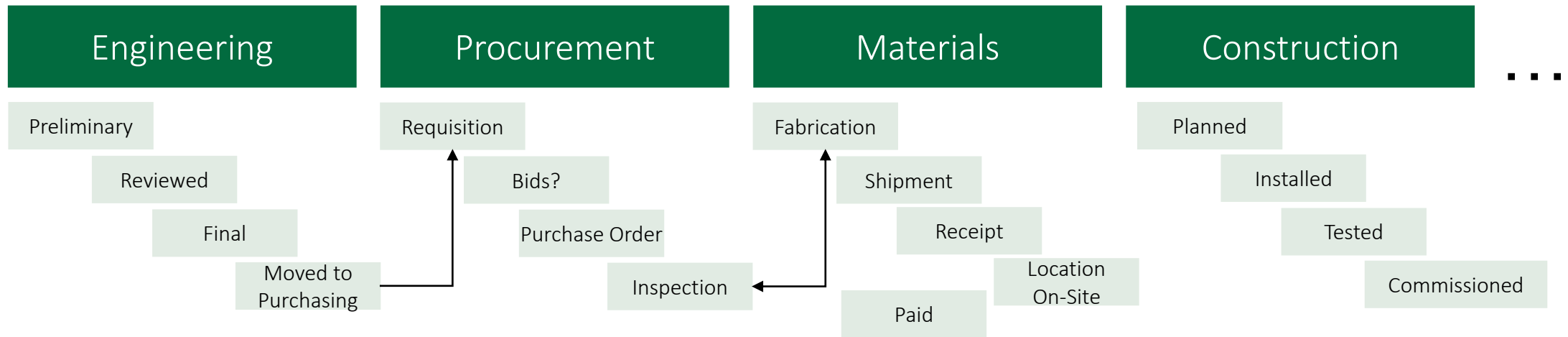


# Why the “End to End” Focus ?

100 to 300 Software Applications In the Life Cycle

**Facility Data** (What am I going to build?)

**Status Data** (Where am I in the work process?)

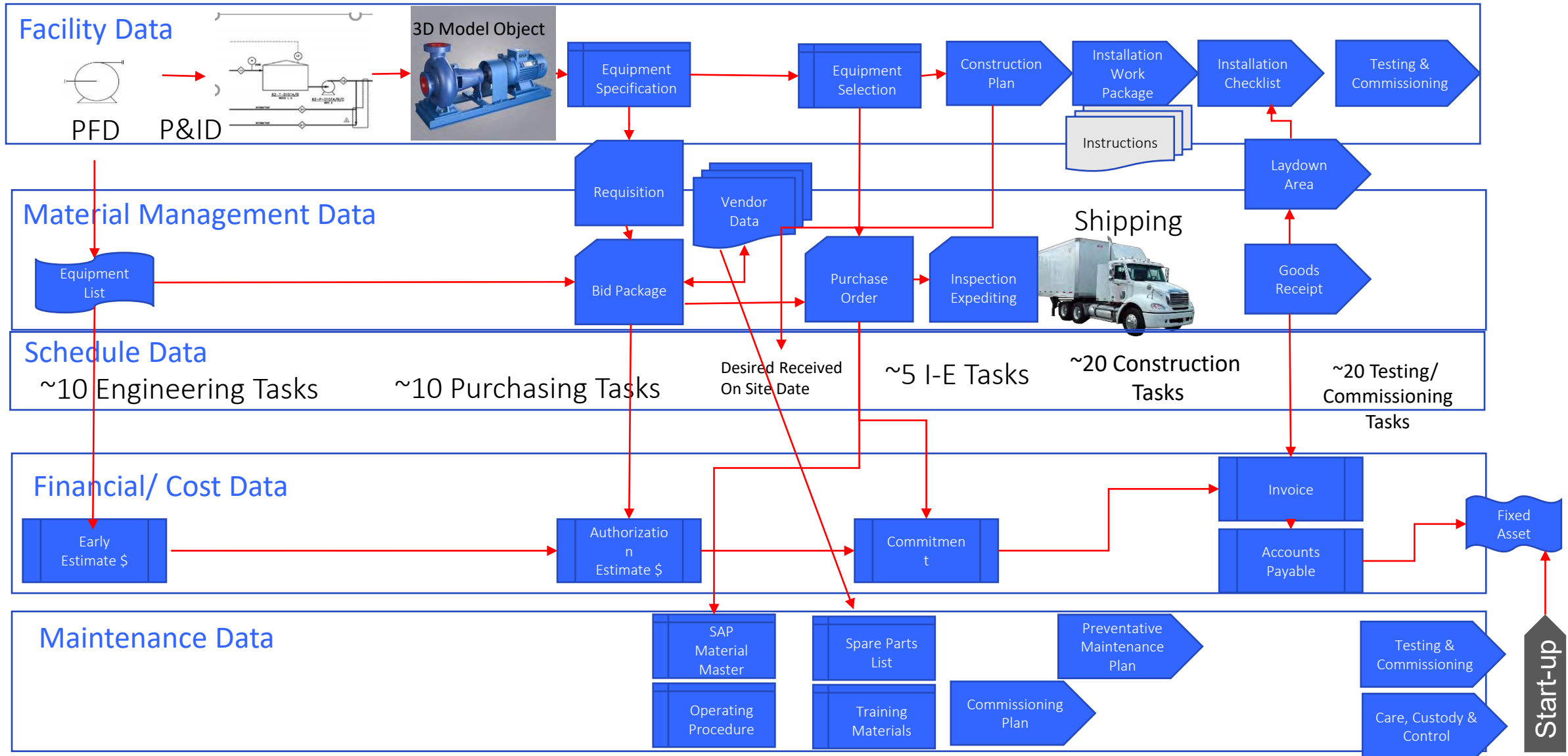


**Financial Data** (\$)

**Operations and Maintenance**

**Performance Data** (How am I doing against plan?)

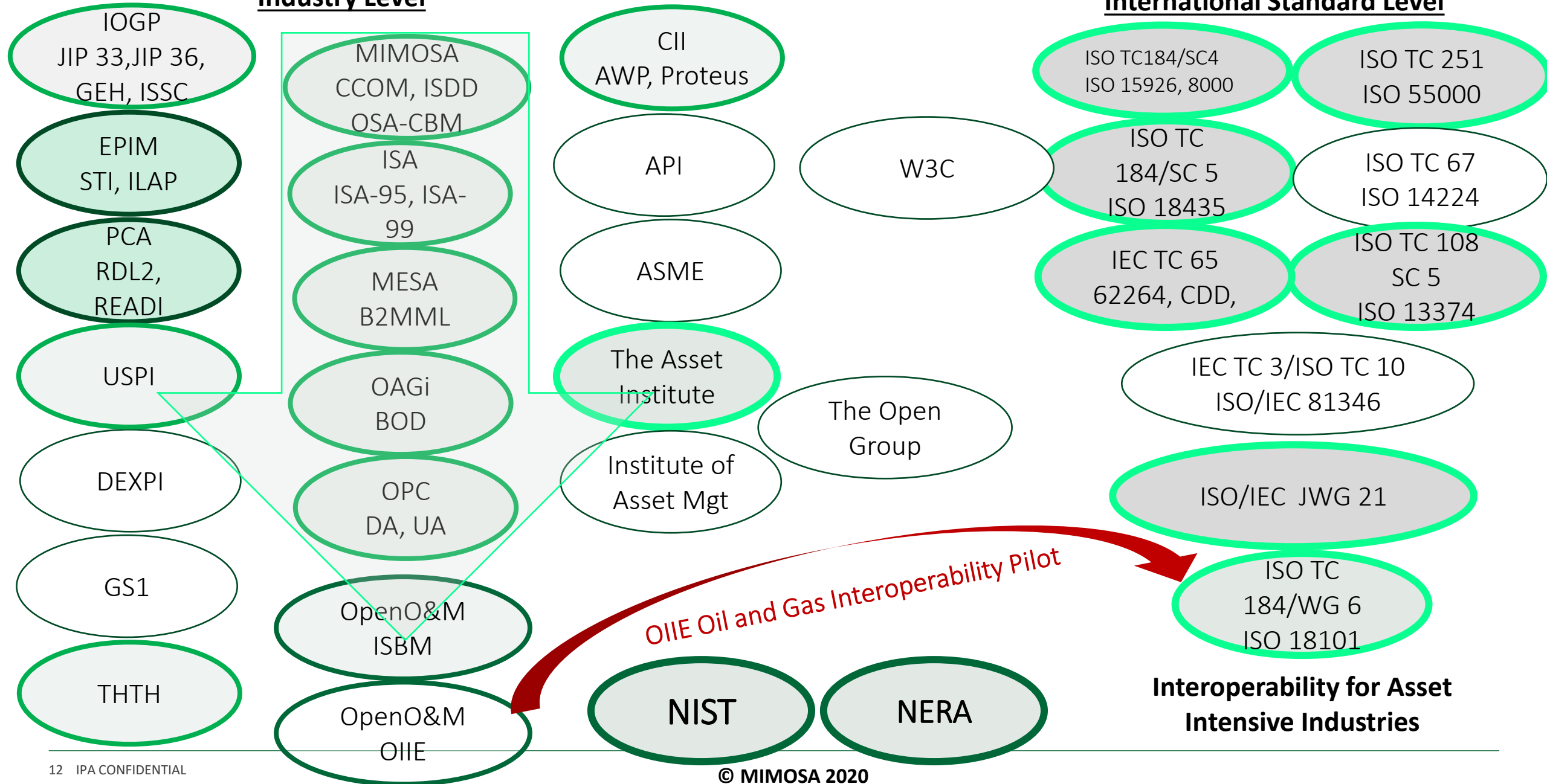
# The Data Life of a Pump



# Interoperability for Physical Asset Management-Associations and Activities

## Industry Level

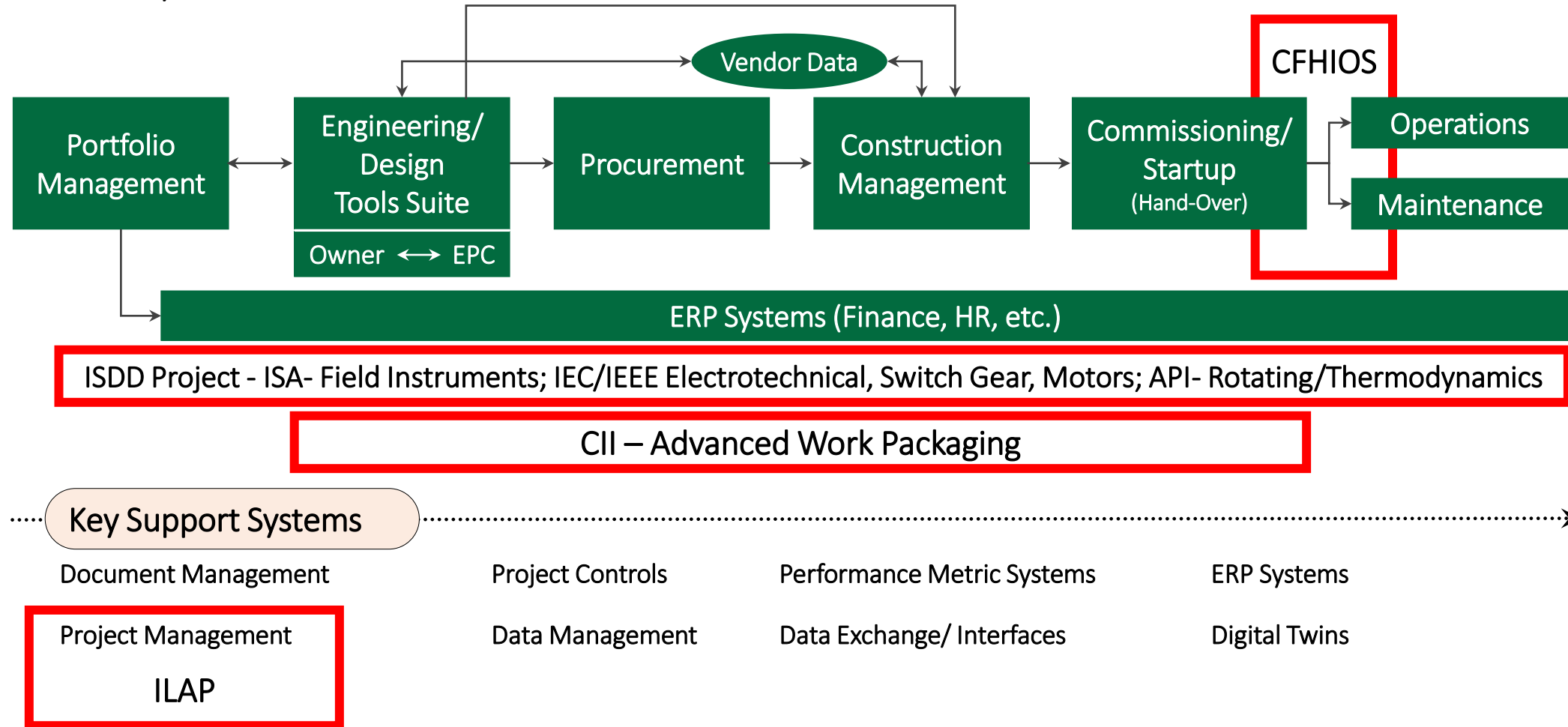
## International Standard Level



# We are also fragmented on our vendor neutral data standards focus...

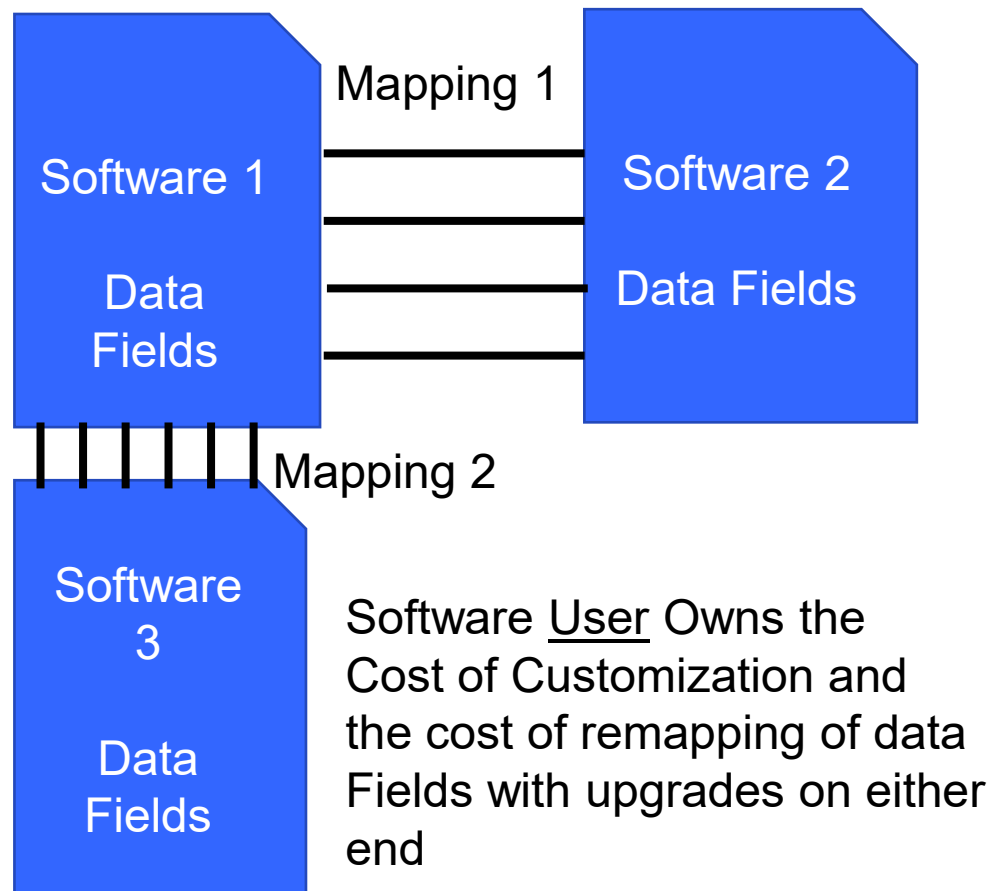
## Current Reference Data Focus

### PCA (Posc Caesar) Reference Data 2

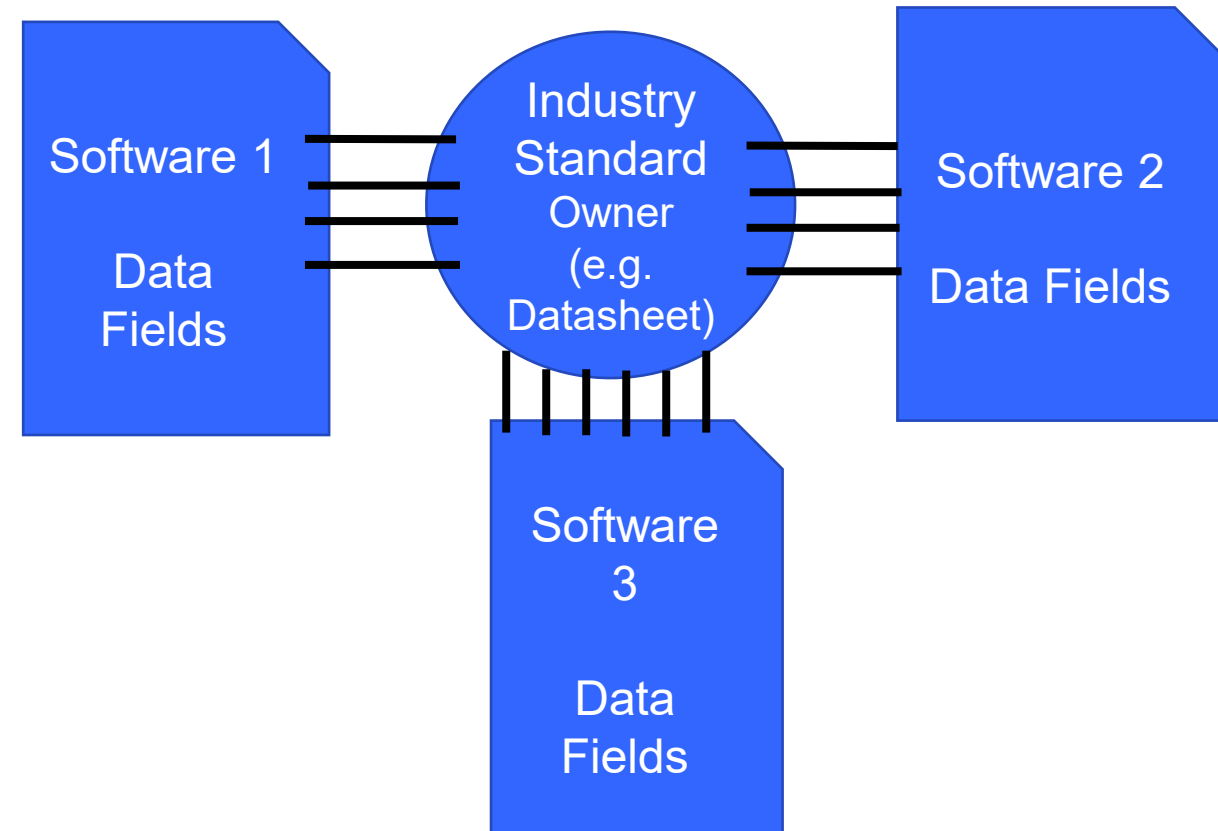


# Data Movement- ISDD Approach

## Data Exchange



## ISDD Approach



Each Software Developer owns the cost of upgrade remapping to the Standard

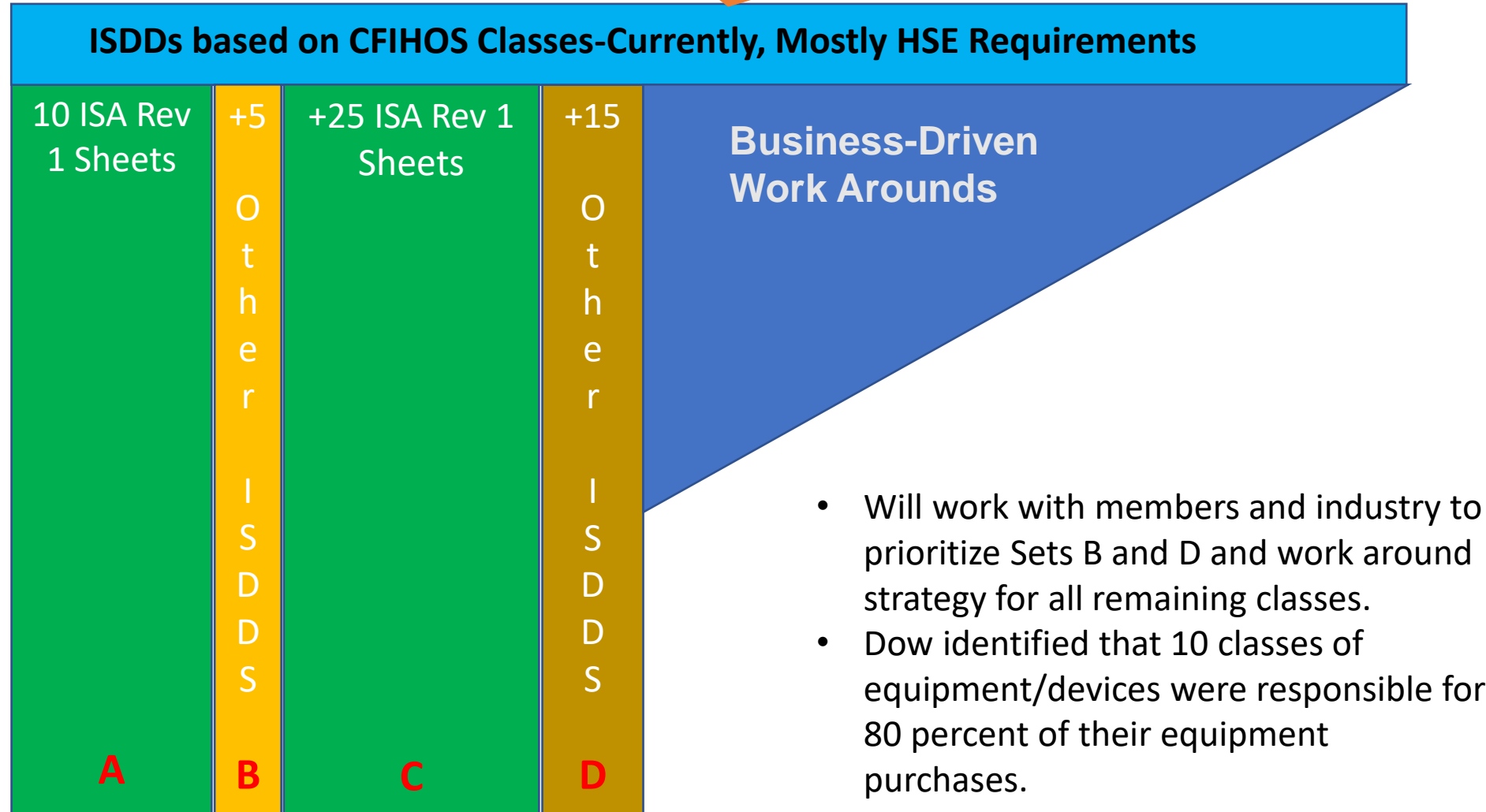
# ISDD Build and Use Plan

Initial Analysis Complete for CFIHOS 1.4.1 RDL  
Anticipate major set of ISDDs before end of March

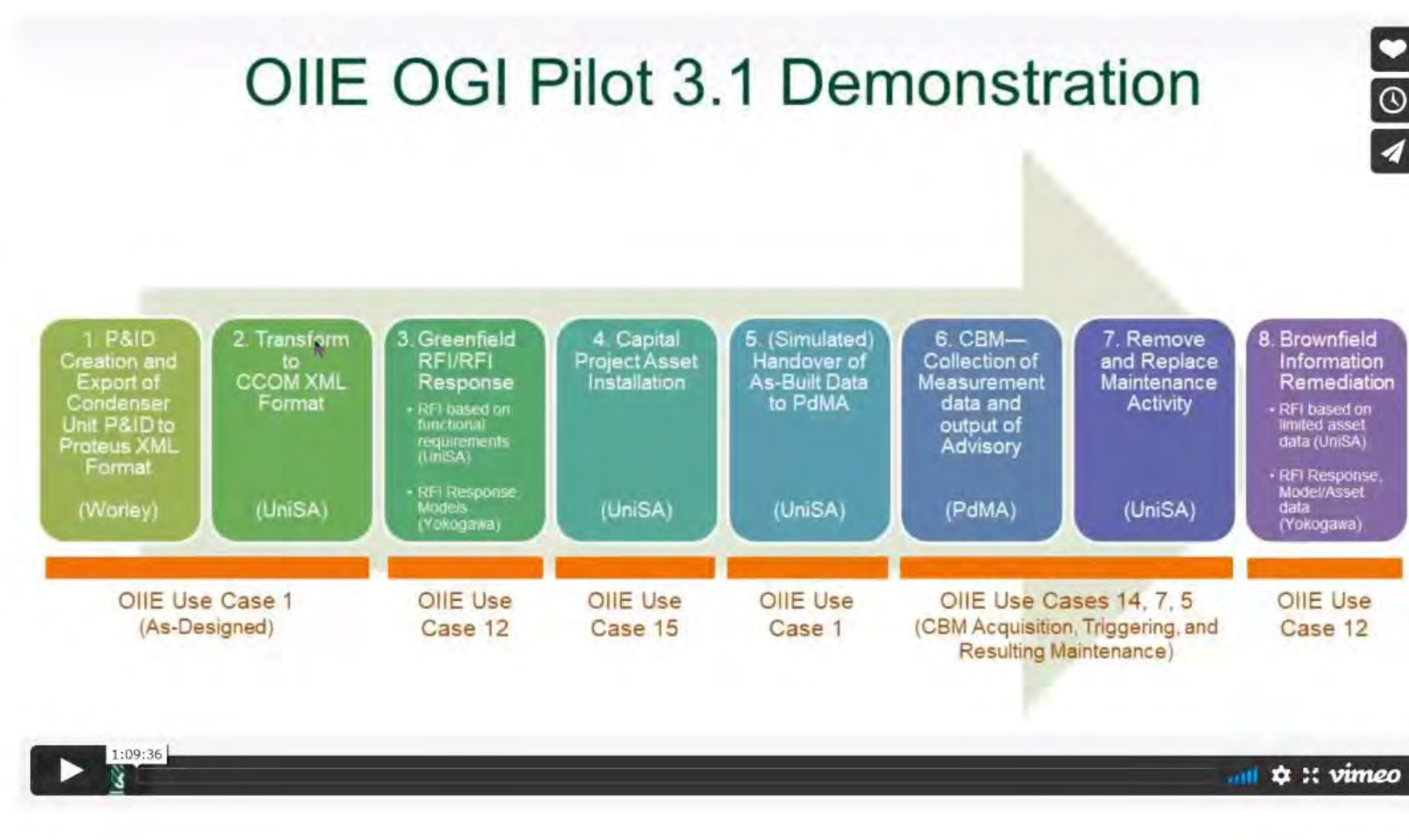
## Numbers of Properties on ISDs

All properties needed for digitalization

- ISA- 150-350
- API- 100-900\*



# On the MIMOSA.org Website



# Activities To Date

Begin Monthly Meetings

Kick-off 11-4-20		Meeting #2 12-17-20		Meeting #3 2-22-21		Sub-Team Meetings 3/9/21		Meeting #4 3-16-21	
Participation	#	Participation	#	Participation	#	Participation	#	Participation	#
Invited	380	Invited	380	Invited	380	Invited	290	Invited	290
Registered	218	Registered	79	Registered	188	Registered	111	Registered	138
Attended	103	Attended	34	Attended	111	Attended	40	Attended	

So  
Far

- Charter Review
- Challenge Description
- Methodology Overview
- Initial Opportunity Identification

- Detailed Methodology Presentation
- Detailed Brainstorming Breakouts
- ***180 Opportunities ID'd***

- Detailed Methodology Presentation
- ***Began work on Top 3 Opportunities*** (Breakouts)

- ***Continued work on Top 3 Opportunities in Sub-teams***



# IPA-MIMOSA OIIE CPWG Kick-off Meeting: 11/14/2020 – Biggest Opportunity List

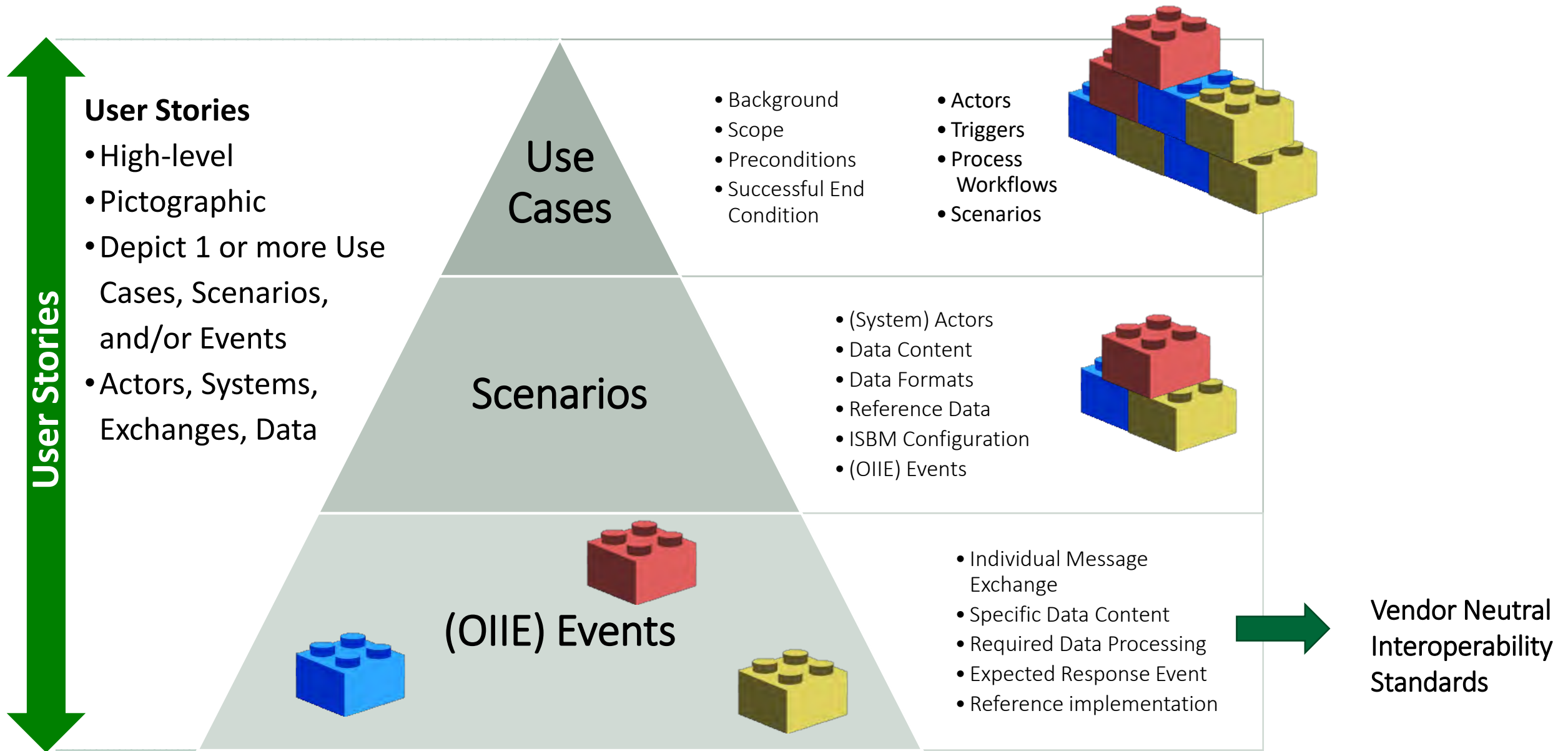
Process Engineering/ Conceptual Design/ Simulation	Detailed Design	Procurement	Construction	Commissioning and Start-up	Hand-over	Operate & Maintain
--	-----------------	-------------	--------------	----------------------------	-----------	--------------------

Over 180 Opportunities for Improved Interoperability within the capital Project work process were identified.

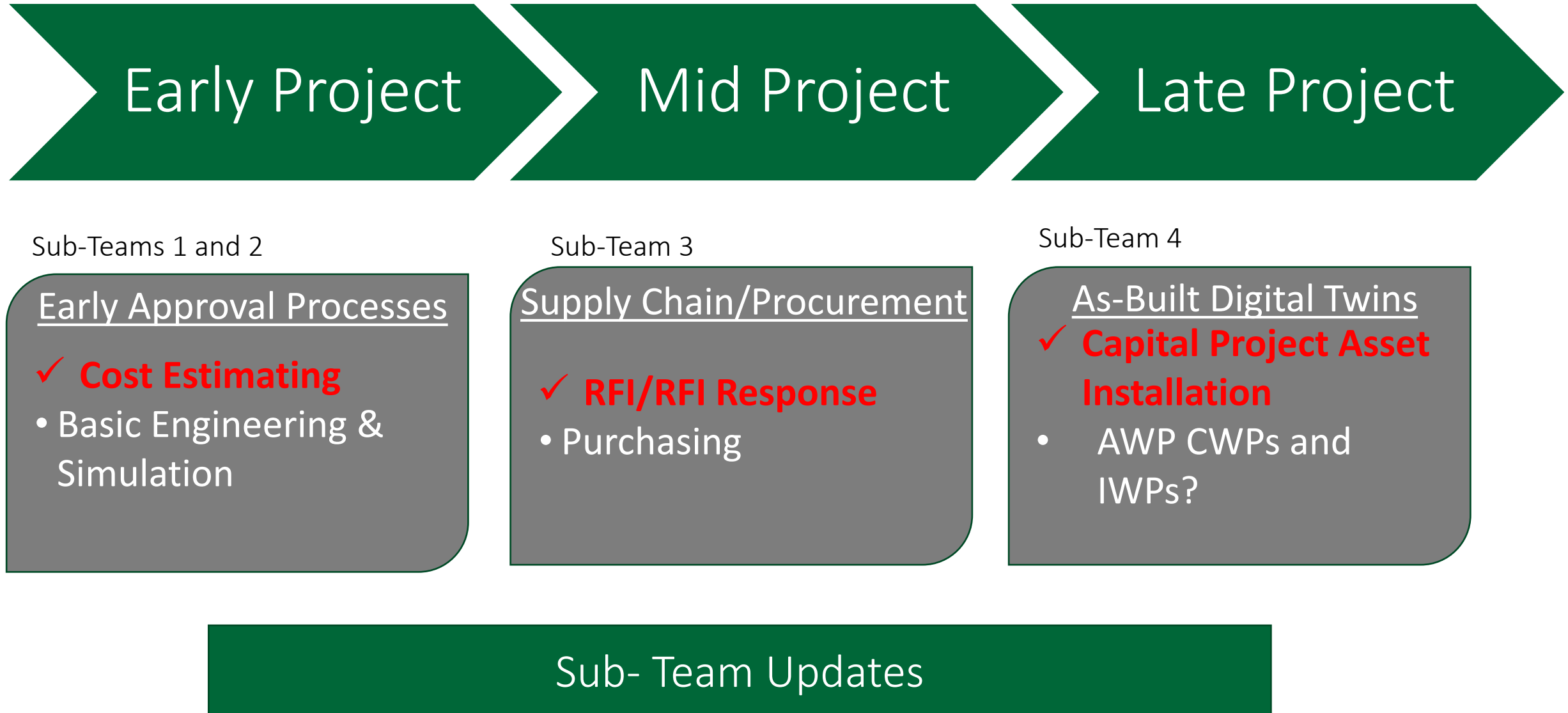
Based on Frequency of Input:  
Selected First 3 Business Use Cases to Start with...

Process Engineering/ Conceptual Design/ Simulation	Detailed Design	Procurement	Construction	Commissioning and Start-up	Hand-over	Operate & Maintain
AI including HAZOP/HAZID, Contract Management etc.	An integrated data management flow that clearly identifies who is responsible for what data at what point at an attribute level	Asset data is setup in a manner that allows easy transfer into O&M systems.	4D and 5D modeling	As built information generation	Alignment between Electrical and instrumentation deliverables.	3D Model update as constructed
Brownfield as built data	break down material by construction package	Contractual data	ability for remote observation and verification of construction progress	Checklist and punch list tracker	All system and configuration settings	3d models for immersive training
completion commissioning	Cost and schedule	contingency management	advance work packaging with fully integrated links to procurement data and fab shop data	Clear definitions between pre-commissioning pre-commissioning start-up at system level.	Application of lessons learned to apply them in this phase	As built datasets
Defining and committing on requirements (over different functions Business/operations/projects/etc)	Data aggregation	Contractor/Owner procurement responsibility	As built information	Commissioning sequence and completion status	As built - PFD, P&ID, 3D	As built P&IDs
Defining Handover Requirements	Data Analytics and dashboards application in Project Control Management	contractual data	Backshop schedule setting engineering, procurement, and traffic and logistics schedule	commissioning spares	As built data format	Asset information model
Engineering Design using OI requirements to develop appropriate OEMs to meet those requirements	data interface	Delivery schedule management dashboard	3DM	Completion and testing plan	asset tag	Baseline plant acceptance test records
Constructability	Data validation to identify single source of truth	Delivery schedule, inspection data, quality documents	Construction work package tracking	Consumables requirements	Civil Asset Integrity dataset	BOM completed and accurately input into ERP
Oil and Gas Projects - process engineering simulations produce Heat and Material balance. This H&MB data should be able to flow to hydraulics calculations.	Each Q/O has its own standard	Detailed and Estimated MTOs for all disciplines	Contract preference	Design advice and Operating Procedures	Closout and archiving of project data for O&M and for benchmarking against future projects	Cause effect troubleshooting guide
PFD data to detail engineering applications.	Early Supplier/Vendor data and scope quantities as soon as possible.	each EPC has its own system	Contractor manpower productivity analysis	Digital twin	data alignment with operation systems	clear use cases from operations to identify data content in the digital asset
Plan activity data with previous experience of cost, time, resource and associated risks from learning.	Early Vendor data, early involvement and early integration	Expedited data	CWA/CWP scope and sequence	Document as built status	definition of critical devices to be maintained	consistent material code hand-off into O&M systems
Preliminary equipment sizing data	Engineering specifications, Equipment list, engineering datasets, vendor data	fabrication schedule	Data sharing across contractors	Early system scoping, Preservation, spare part.	Electrical relay settings	DCS soft tag data
problem occurs with the visibility and obtaining the information from the stake holders such as operability requirements and becoming a functional part of the project team... visibility to the stakeholders for information flow in both directions.	Equipment list, the list, especially for acquired assets	inspection status data	Engineering deliverables in proper sequence to match the construction story board	Handover data completeness	getting maintenance to use tools for very quick turn around (24 hour or less) activities managing data takes longer than the activity	Digital Thread / digital twin
Process Engineering Design Principles Handover for Ongoing Digital Twin operation and optimization	Feedstock, utilities and products parameters	Integration of vendor data into schedule and coordination with mod yard, site, etc.	Engineering not aligning and understood the concept of AWP	Integrating data from engineering tools to construction tools - identifying data that is acceptable for planning and what is acceptable for constructability	ICS	Early Modularization chunks needs to be identified quite early in order to digitize the project engineering design
Process packages, P&IDs, Equipment lists, instrumentation lists, specs, etc.	Information verification by all project participants	Integration to CWP and Systemization within procurement dataset	Engineering, procurement and fabrication to lock in to AWP schedule	Integrating vendor data into master files.	Integrating project information into master docs	Finance depreciation
Sharing of Equipment and Instrument list early on to Construction, Commissioning and Maintenance	Integration of EPCm and construction contractor data	Material Procurement & Delivery Tracking System	For reviews - integration with work permitting systems	management of change	Manufacturing record book	handle risks
Simulation work passed through to process deliverables and communicated to other disciplines	legacy data reconciliation	performance guarantees	Fully integrated quality and fabrication validation	Managing simultaneous operations	Measurement of equipment	HAZOP/ LOPA
Testing data more effectively - what data can be shared earlier versus what needs to be finalized before pushing downstream	Management of Change of data	quality	Indirect Service Requirement	Operation and maintenance plans	Mechanical Integrity dataset	How can we tell it's safe to operate
Stream data management especially for projects that do not have a clean M&B. Having multiple tools to manage cases makes it very challenging to have a consistent data set to integrate downstream	MTO data consolidation	Quantity Based Work Package for specific scope	Inspection test plan observations	Operator Simulations	move from paper based to digital handover (3D Model)	How to tie an equipment safely
Inconsistent and ease of information flow between owner, engineering, procurement, potential equipment supplier, owner, etc.	Networked data, consistent, connected and common basis	Subs information	installed quantity data that is visualized	preventive maintenance	Project close-out data	Including project workflow data to master O&M documents
	No clear requirement statement to begin	supply chain resiliency	Material allocation status	providing construction status data to commissioning	SAP connections	OW
	objective progress measurement of engineering design by tying to class library attribute population	Timely data	Material availability, resource availability	Punch point management	sensors and edge computing tied to ICS	Lessons Learned and Best Practices
	Oil & Gas - systemization, Constructability, Vendor Data.	vendor qualification	Materials Management, Material receipt and Plus	Punchlist and safety action close-out status	spare strategy	Operate Training Requirement
	One big challenge in the engineering design is when we (the owner) creates a 3D model in the FEL3 phase this model is in general lost in the next phase (detail engineering phase) because the EC in charge of this phase is unable to recover all our data.	Warranty management	Physical progressing	service contracts	tag to document relationships in place	Operating performance versus design and opportunities for continuous improvement for the current asset, for future enhancements and for future projects
	Package equipment data		pre commissioning	System completion status with 3d model and P&ID markups	warehouse plan	OT Cybersecurity requirement
	progress visibility		quantity surveying	training		Power System Analysis
	QA/QC		Reliable planning based on the previous productivity, all data	Updated 3d model		process safety management
	RFI or endorsement of deliverables ... including contractors		Resources requirement and forecast	vendor data		quality of Data handed-over - consistency of TAG to Equipment Serial Number
	Spare Part Data requirements		RFI processing	Verifying As-Built data for completeness and correctness without physical field verification		understanding what the actual minimum data requirements are for M&O to do their daily work and identifying that consistently across different sites and businesses
	standards requirements		safety assessments, SHE Data			Virtual Walkthroughs for receiving operations
	Startup and operational spares		Strategic decisions around modular or offsite preassembly.			
	Translating design data to reliability models and future plans for CSU, operations and maintenance digital twins.		System completion status with 3d model and P&IDs			
	Vendor data, material and equipment lists, data flow through the contractors and owners seamlessly		Systemization & priorities			
	Vendor and Contractor data		Timely and accurate Material Status report			
	Vendor data, Equipment, piping, and instrumentation specifications		turnover requirements			
			Visualization and Constructability			

# Standard OIIE OGI Use Case Methodology



## Four User Sub-Teams Have Been Formed





Open Standards for  
Physical Asset Management

# OIIE Use Cases: From Opportunity to Pilot

Matt Selway  
(University of South Australia)

March 16, 2021

IPA-MIMOSA OIIE Capital Projects Working Group—Meeting #4

# Working Group Aim: Digital Transformation

**As the** OIIE Capital Projects Working Group,

**we need to** identify, prioritise, align, define, and pilot/validate OIIE Use Cases

**so that** we can realise industry digital transformation, improve efficiency, and deliver value for Capital Projects

Work Processes  
and  
Requirements

# Why OIIE Use Cases?

Problem/  
Requirements

Scenario

Use  
Case

Scenario

Event

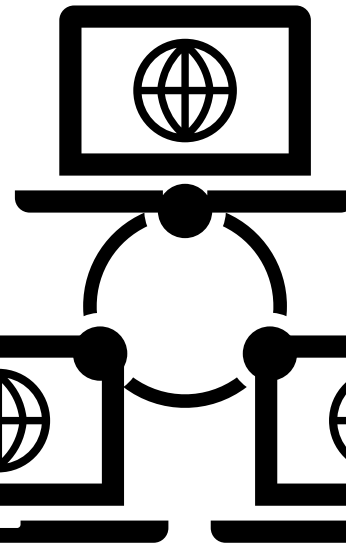
Search for and  
choose relevant

Software Engineer

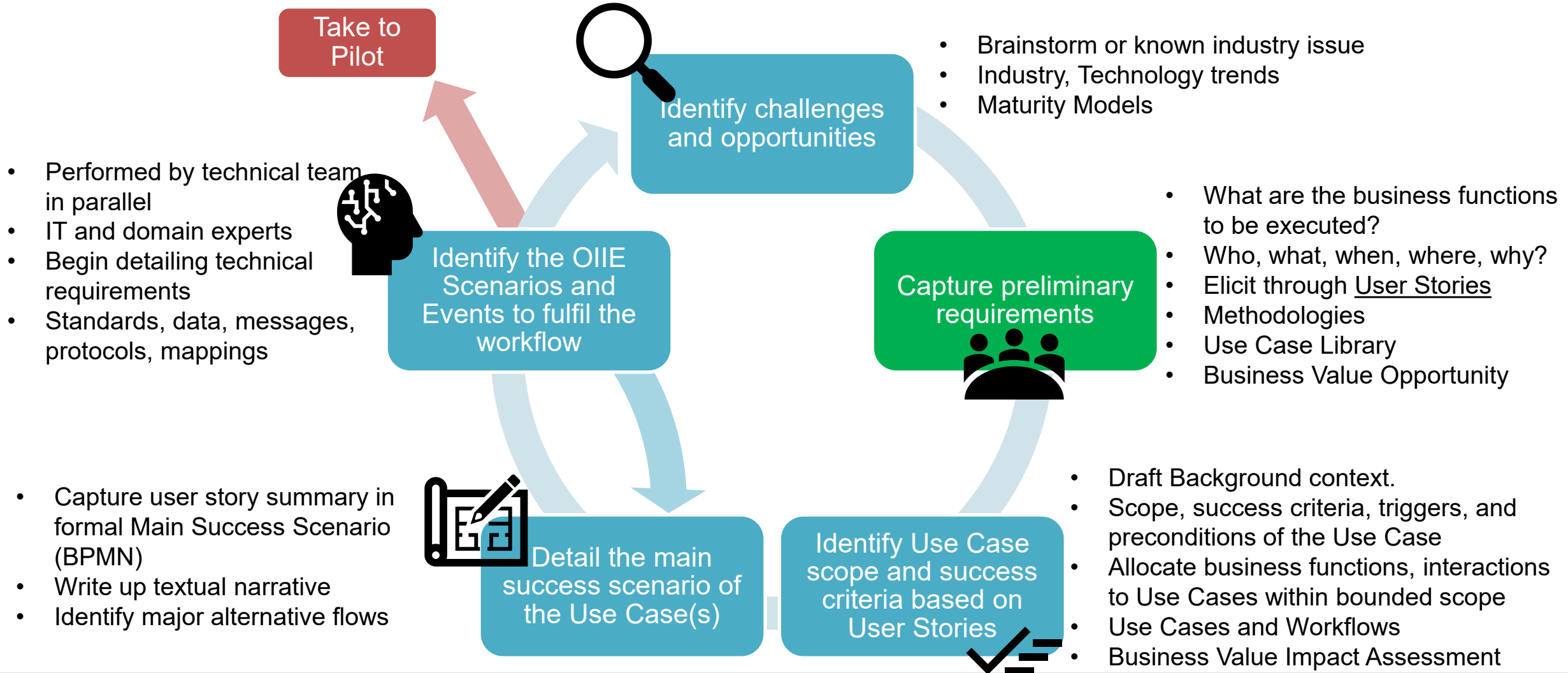
Implements

Event

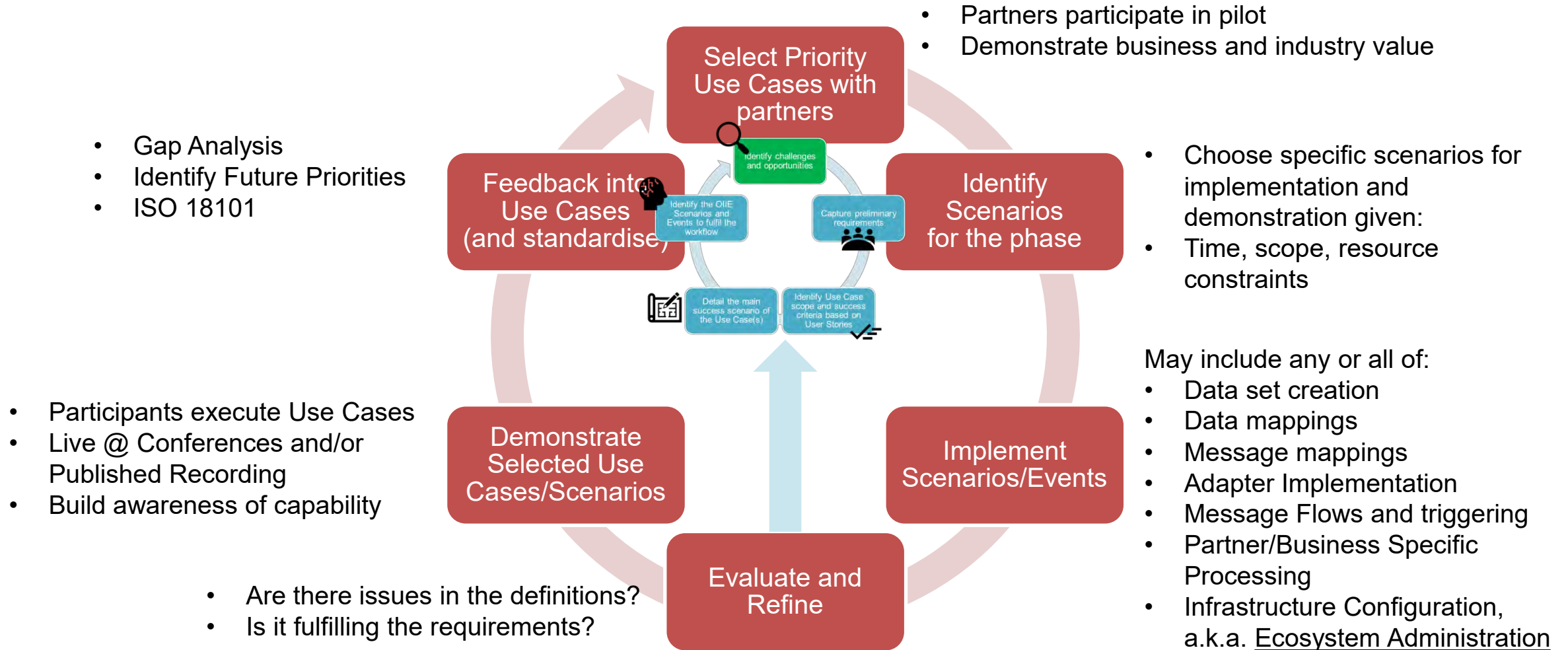
Solution



# OIE Use Case Development Process



# OIIE Use Case Piloting Process

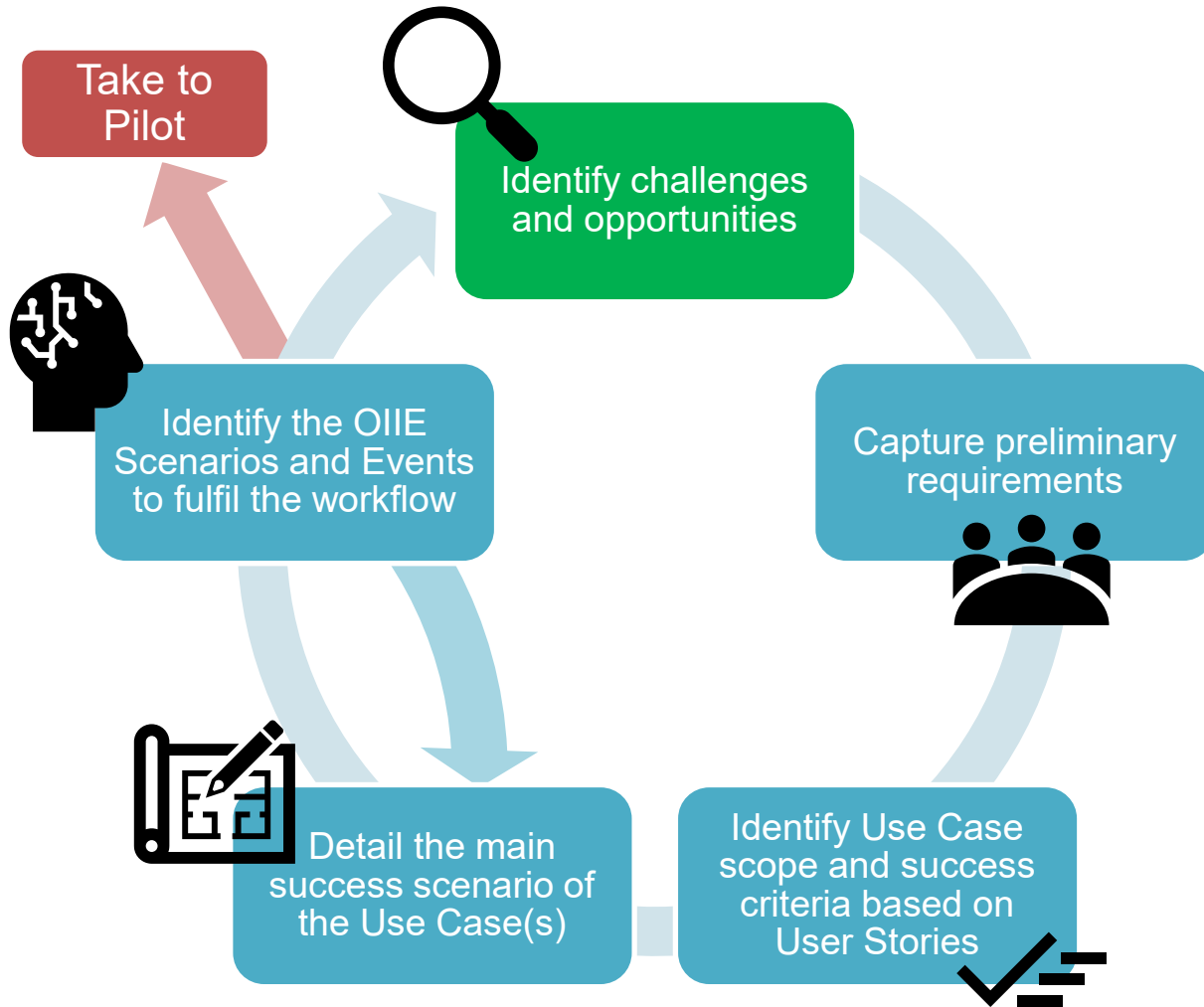




OIIE Use Case Development

# PROCESS AND DELIVERABLES

# 1. Identify Challenges and Opportunities



## Initial Session Information Gathering

IPA-MIMOSA OIIE CPWG Kick-off Meeting: 11/14/2020 – Biggest Opportunity List

Process Engineering/ Conceptual Design/ Simulation	Detailed Design	Procurement	Construction	Commissioning and Start-up	Hand-over	Operate & Maintain
--	-----------------	-------------	--------------	----------------------------	-----------	--------------------

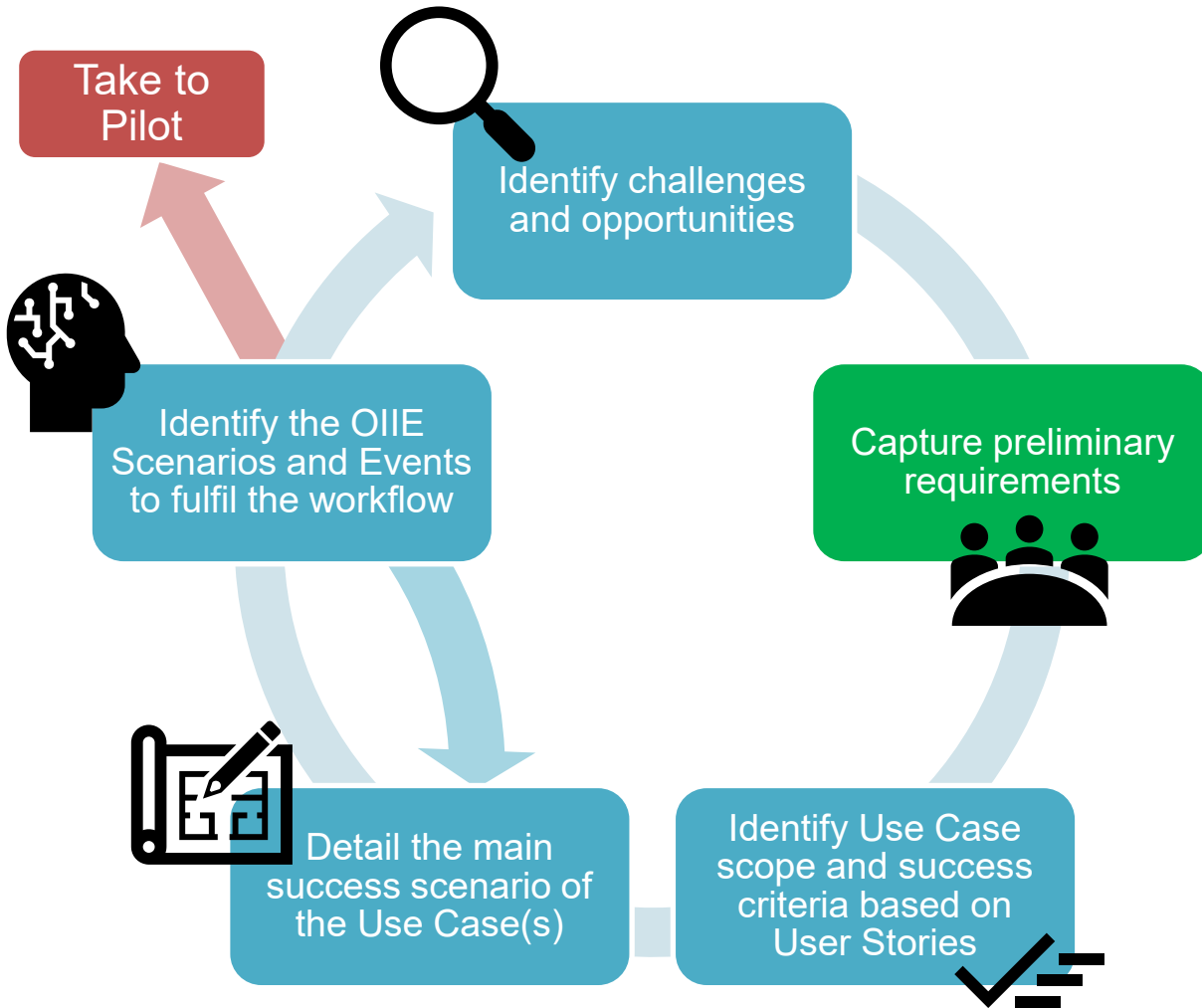
Over 180 Opportunities for Improved Interoperability within the capital Project work process were identified.

Based on Frequency of Input:  
Selected First 3 Business Use Cases to Start with...

Opportunity ID	Opportunity Description	Frequency of Input	Priority	Owner	Status
1	...	...	...	...	...
2	...	...	...	...	...
3	...	...	...	...	...
4	...	...	...	...	...
5	...	...	...	...	...
6	...	...	...	...	...
7	...	...	...	...	...
8	...	...	...	...	...
9	...	...	...	...	...
10	...	...	...	...	...

14 IPA CONFIDENTIAL

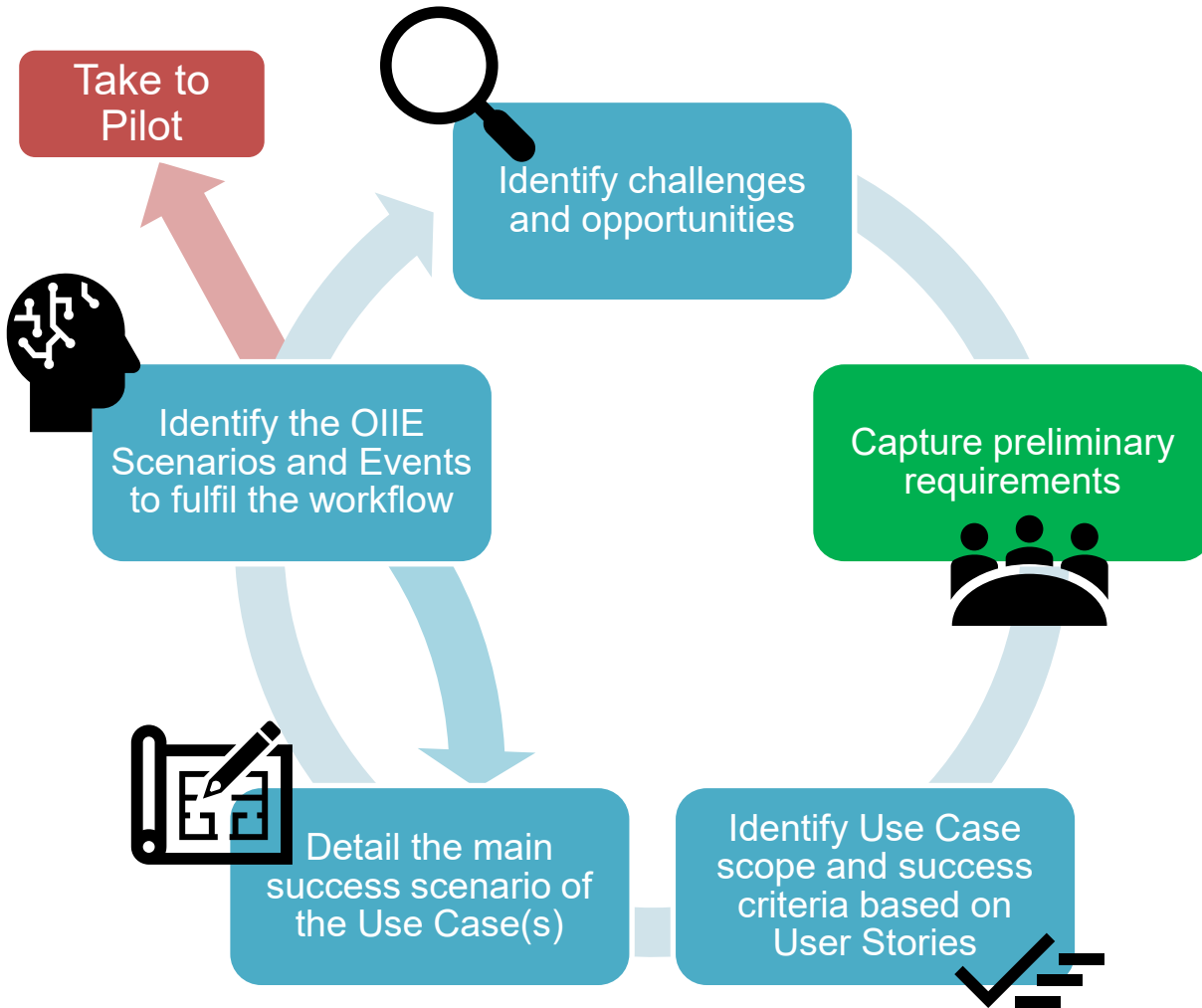
## 2. Capture Preliminary Requirements



### User Story Statements

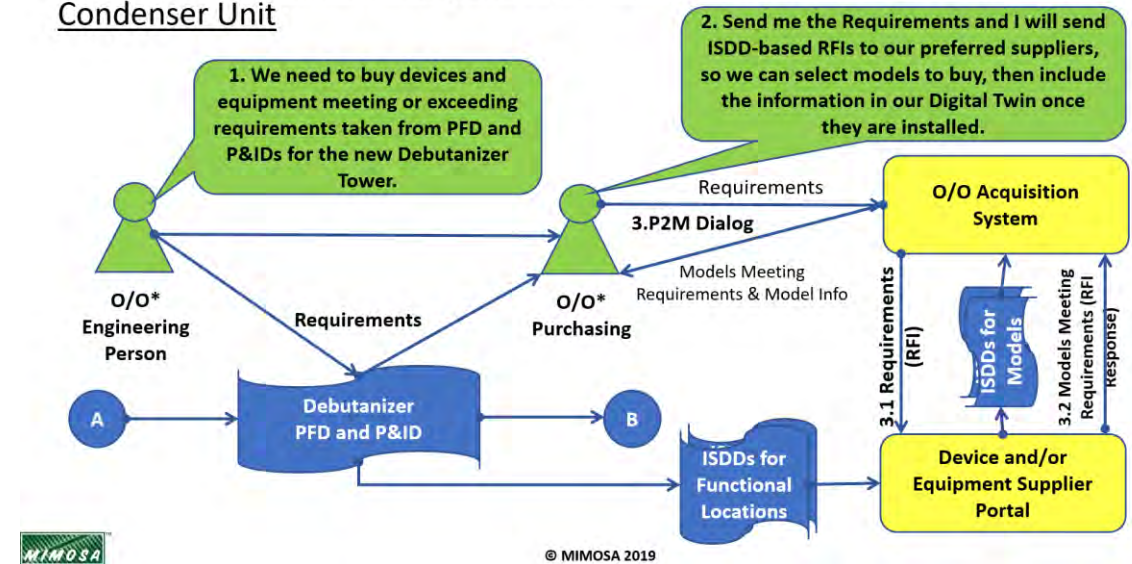
User Story Theme: Greenfield Equipment RFI/RFI Response				
	As an Actor	I need to Activity	so that Reason	when Triggering Event
Example	As an Procurement Officer	I need to identify manufacturers for equipment selection	so that equipment suppliers can be matched to requirements	when F&D material take-off is complete
1	As an Procurement Mgmt System	I need to Update bills of materials from the 3D model	so that PMS is up to date with qty of material changes	when Design or Qty changes
2	As an Production Manager	I need to manufacture the goods to manufacturer specification	so that to have product available for the market	when there is demand for the product
3	As an Production System	I need to incorporate any changes to the requirements	so that system is kept up to date	when changes are made
4	As an Supplier account manager	I need to understand the requirements for the project equipment/bulk materials	so that make sure supplier company is able to meet the tendering/RFI/proposal	when imminent tendering of that project
5	As an Procurement Officer	I need to pre-qualifying acceptable suppliers	so that the supplied equipment is of sufficient quality	when there is demand for the product
6	As an Procurement officer	I need to make sure there is sufficient information for including information deliverables	so that information is supplied to the manufacturer	when information requirement from the C
7	As an Quality Manager	I need to ensure that company is invited to bid to meet quality requirements for the product	so that meet the clients requirements for quality so that cost can be correctly estimated	when
8	As an Safety Inspection manager	I need to	so that	when
9	As an Project Controller/Scheduler	I need to ensure that manufacturing/delivery schedule will match the expectation	so that have a better monitoring and control of delivery schedule	when after identifying the equipment to b
10	As an Construction Mgr	I need to consider change, can lead to change in deliver, change schedule, refurbish local	so that change (in design, requirement)	when
11	As an Front end test manager	I need to verify the engineering design scheme required by the client	so that ensure the design scheme able to meet the desired scheme	when new order from the client
12	As an Construction Mgr	I need to have strong leadership to lead construction team	so that construction safety, quality and progress can be delivered	when the project needs to be completed c
13	As an contractor manager	I need to manage data/information from all contracts in many formats, stuck on protocols to analyze information	so that there is a unified view	when
14	As an OIO	I need to long lead items, needs to pre-order before fixing the design, mostly costly items	so that need to pre-order these long lead items	when before design is completed
15	As an Project and Project Control Mgr	I need to identify these long lead items	so that	when
16	As an	I need to	so that	when
17	As an	I need to	so that	when
18	As an	I need to	so that	when
19	As an	I need to	so that	when
20	As an	I need to	so that	when

## 2. Capture Preliminary Requirements

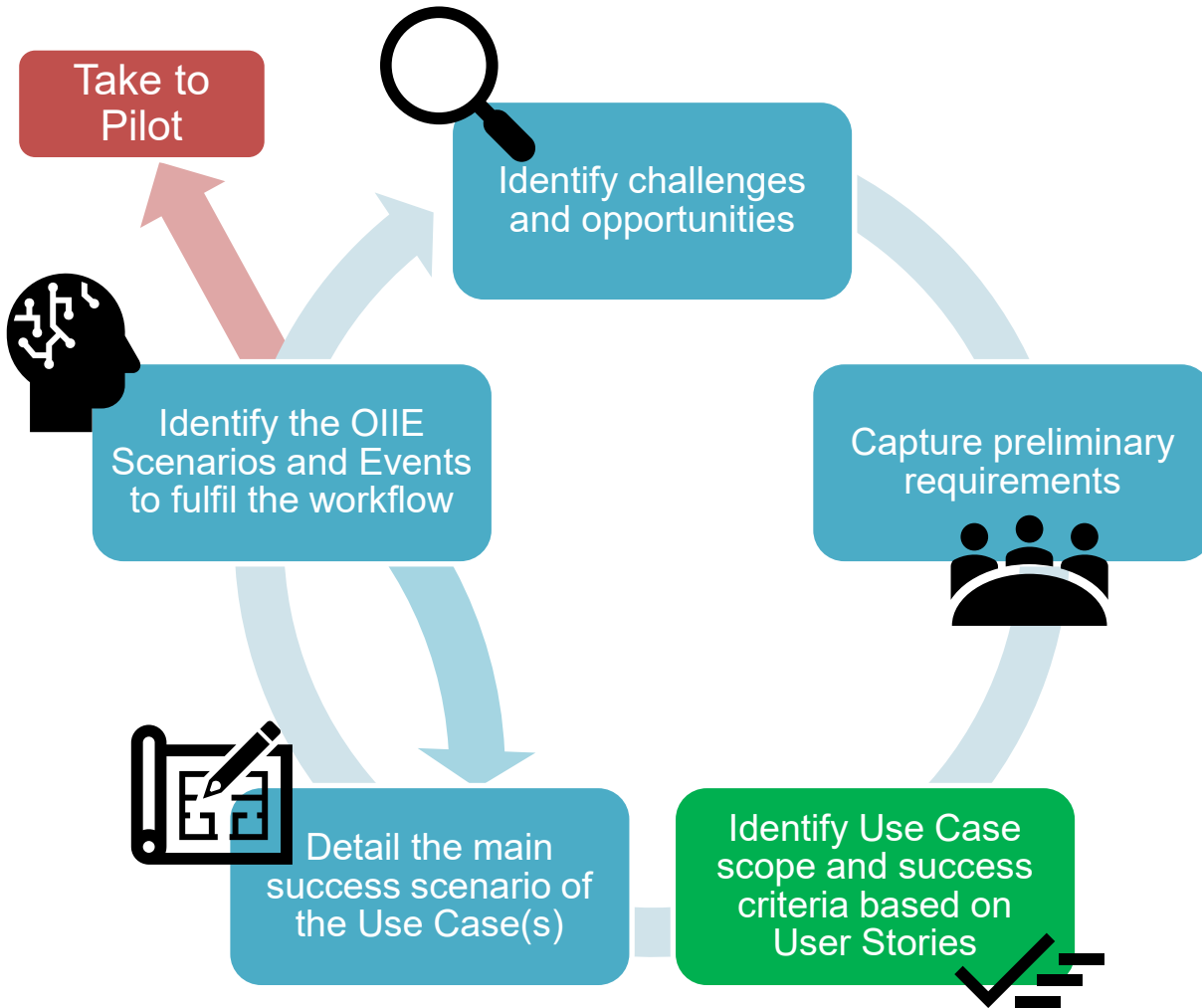


### User Stories

Story M120: RFI and RFI Response (Following Material Take off from P&ID)  
Condenser Unit



# 3. Use Case scope and Success Criteria



## Use Case Context

### OIIE Use Case 12 – RFI and RFI Response for Models Meeting Requirements (Greenfield and Brownfield)

This Use Case describes the process for retrieving Product Models from OEMs that meet specified requirements and (possibly) conform to other provided information. Both Greenfield situations—in which only functional requirements are provided—and Brownfield information remediation situations—in which some information about a serialized asset is known—are

#### Background

A common issue in the design, construction, and operation of a complex plant or facility is the need to identify appropriate makes and models of important classes of physical assets to be procured and installed. Traditionally, discovering potential make/models of equipment that can fulfil the requirements is performed by sending a

#### Scope

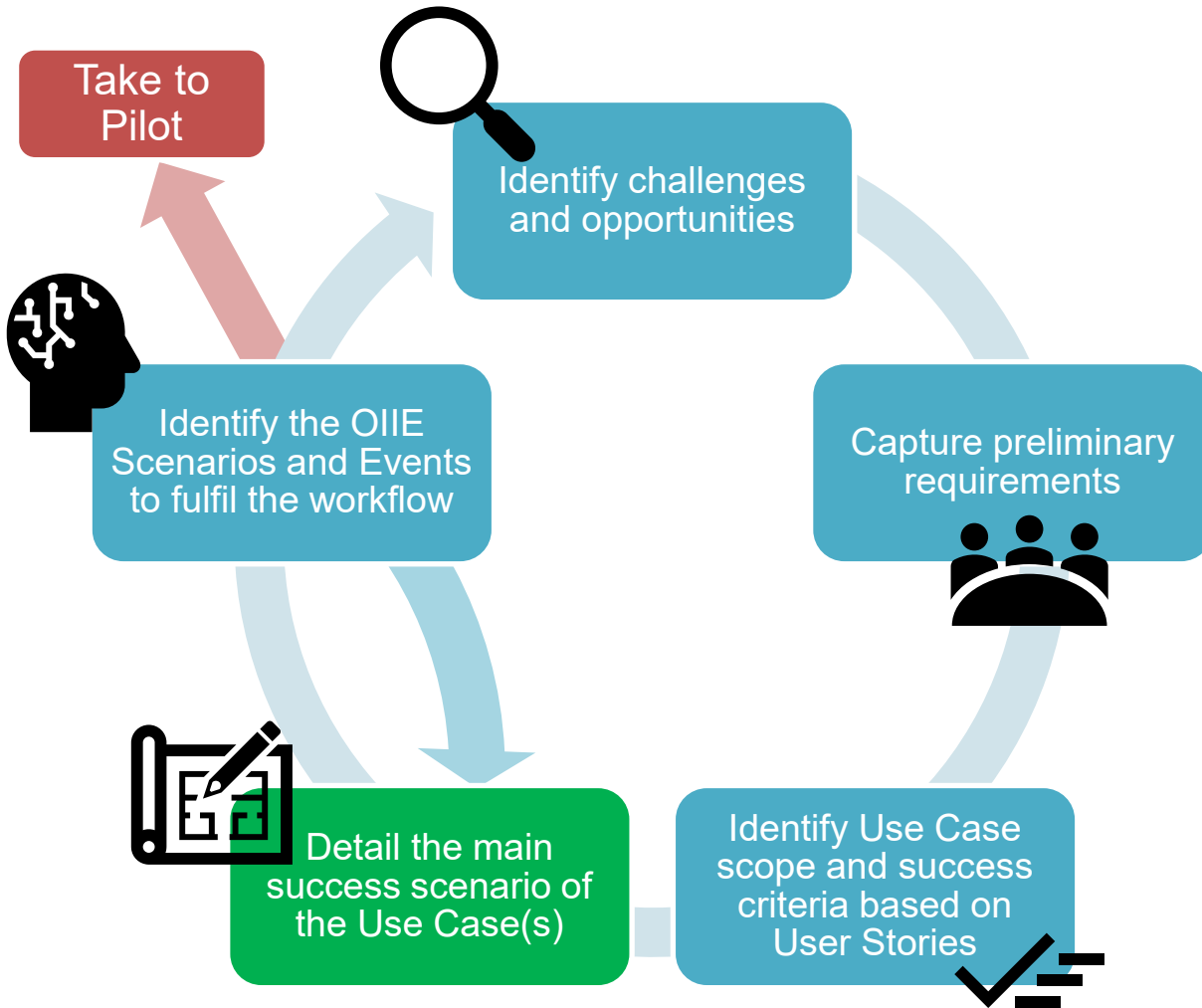
The scope of this Use Case is limited to the transfer of product models conforming to the exchanged requirements and not the transfer of detailed product model data. Moreover, the following are *out of scope*: the identification of conforming models by the OEM, i.e., the make/model matchup process; the selection of an appropriate model for procurement; and, the agreement on the standard format (such as ISDDs) with which functional requirements and known asset information are exchanged.

#### Successful End Condition

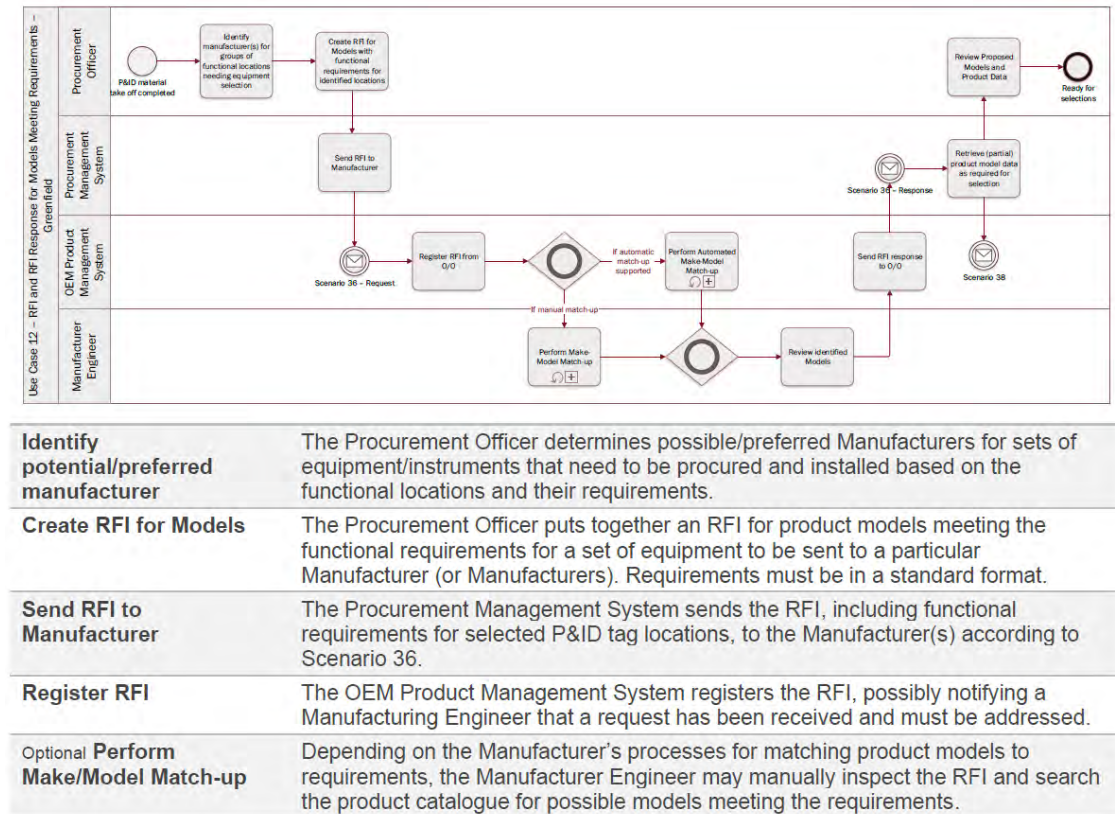
A set of possible product models have been identified that meet the functional requirements (and conform to other provided data) and the O&M Reference or Execution environment has been populated with product model data such that it is possible to move forward with the model selection and procurement processes.



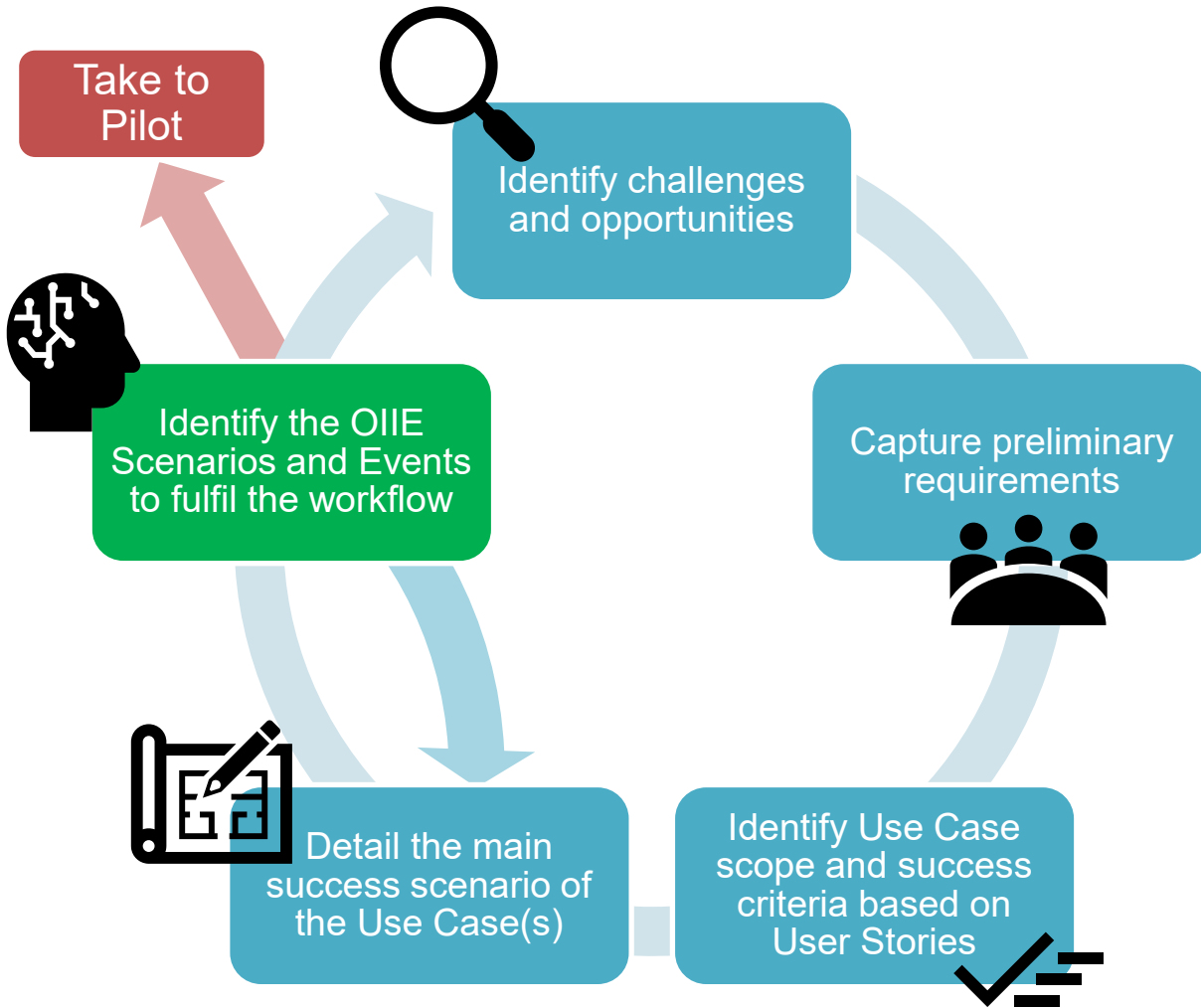
# 4. Detail the Main Success Scenario/Flow



## Use Case Main Success Flow



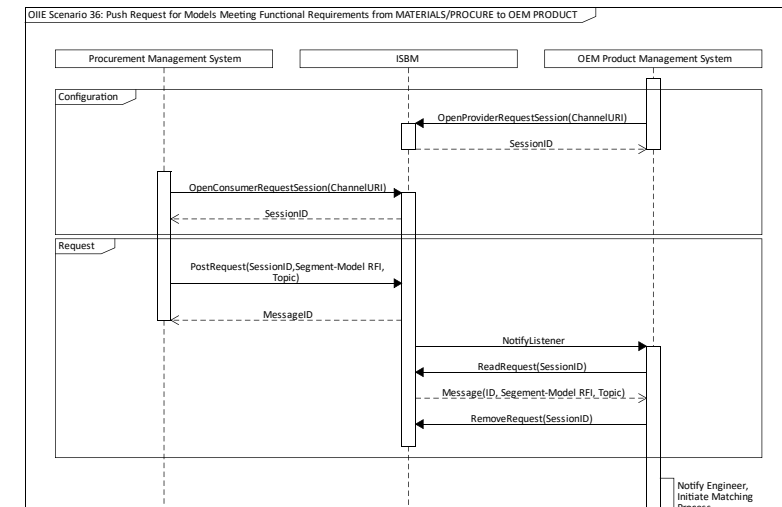
# 5. Identify Scenarios and Events



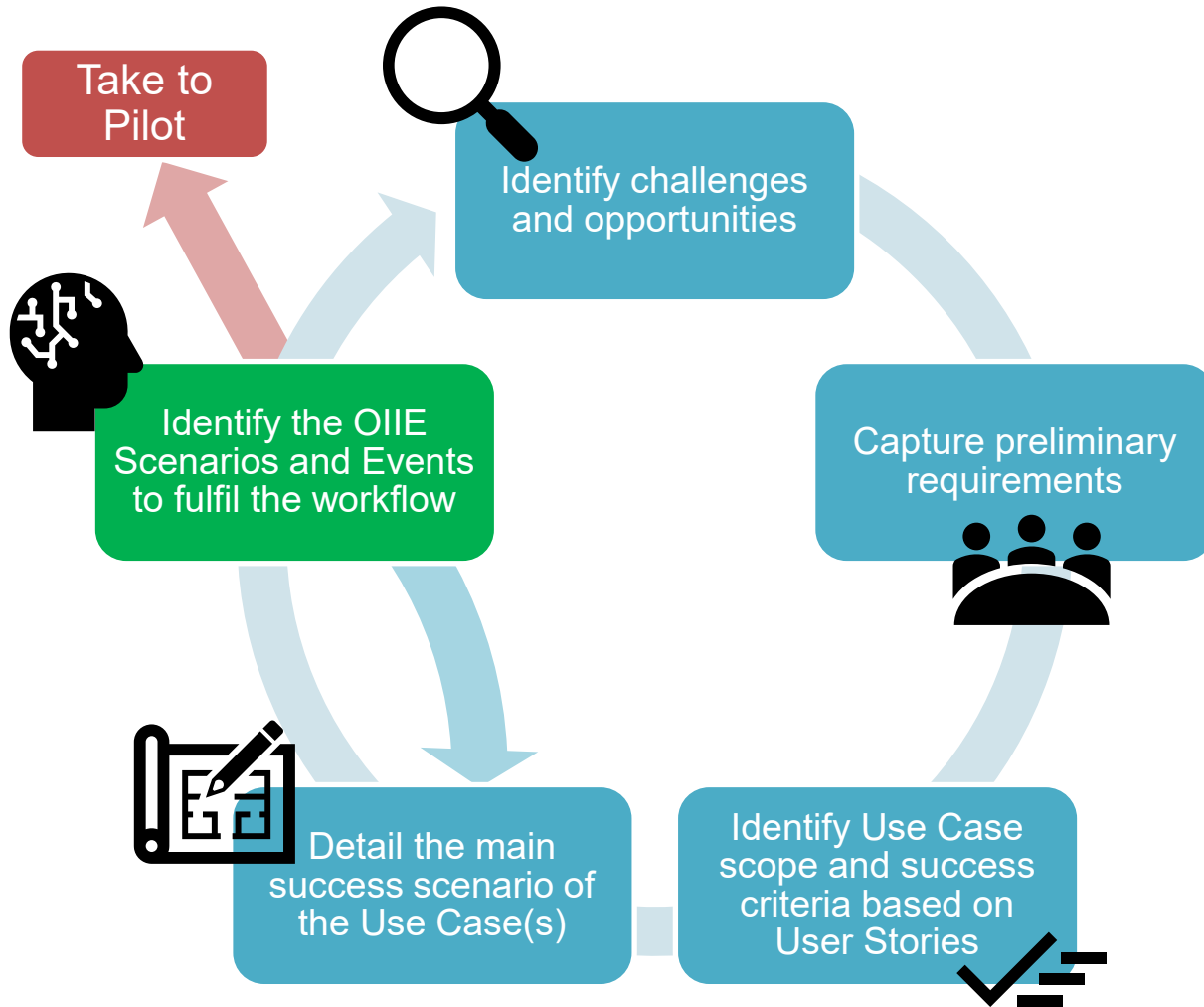
## Scenarios

### OIIE Scenario 36 – Push Request for Models Meeting Functional Requirements from MATERIALS/PROCURE to OEM PRODUCT

This scenario details the exchange of an RFI, and its response, requesting possible models



# 5. Identify Scenarios and Events



## Events

### OIIE Push RFI for Models Meeting Requirements Data

This Event is sending request for models meeting requirements, including requirement data sheets in an agreed standard format, and expects to receive possible models that meet or exceed those requirements.

### Specific Data Content

The data sent from the source system is, at a minimum, composed of:

- The functional location(s) (P&ID Tag)
- Engineering Data sheets containing the functional requirements for each location (or group of locations)

In addition, the following data can be sent for context:

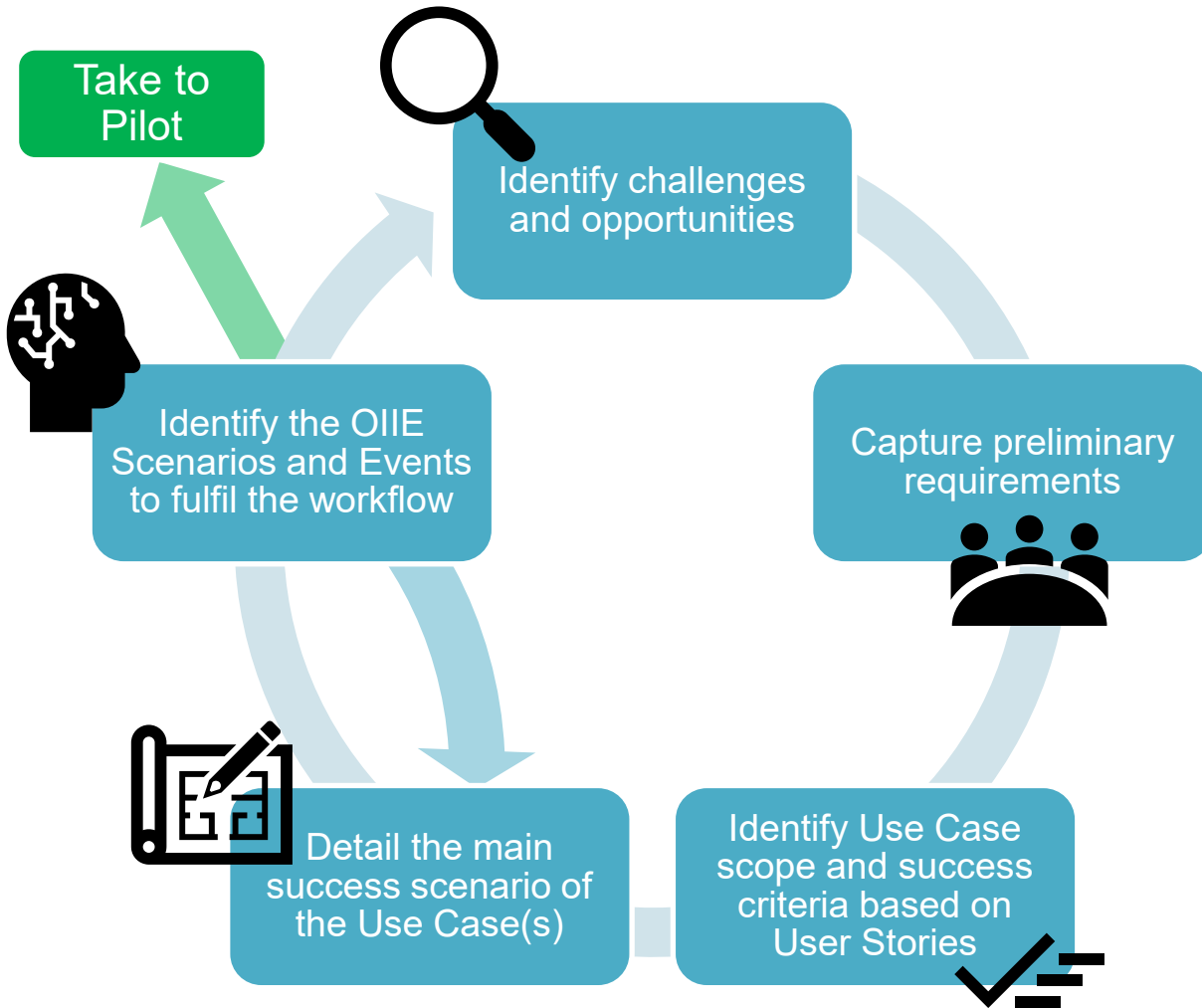
- The agent (person or organization) making the request, for contact purposes
- A timestamp indicating a deadline by which a response should be made
- Additional property sets/data sheets specifying additional information that may be considered when finding models that meet the requirements

### Data Processing

This Event is pushing request for information for models meeting requirements and require that the recipient



# 6. Piloting a Use Case



## RFI/RFI Response Pilot Video (Yokogawa)

<https://vimeo.com/368708347#t=1839s>



# Summary

We aim to:

- Identify
- Prioritise
- Align
- Define
- Pilot / Validate
- Standardise / Publish

OIIE Use Cases for Capital Projects to realise industry digital transformation, improve efficiency, and deliver value.



# Next Steps



Open Standards for  
Physical Asset Management

© MIMOSA 2021

# IPA – MIMOSA OIIE CPWG

## Levels of Participation

General Interest

Register for Large Group  
Meeting Minutes

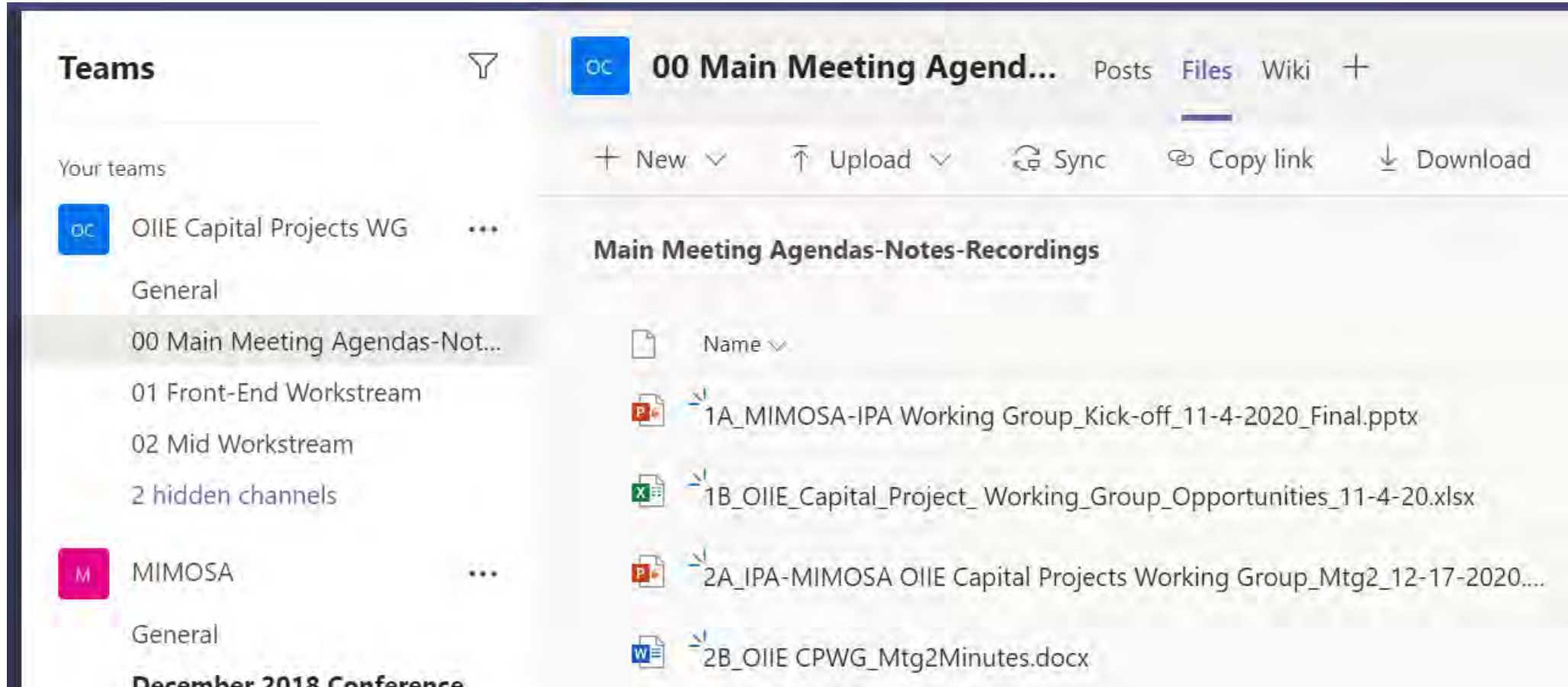
Attend the Large Group  
Meeting

Attend the Breakout Team  
Working Groups

You'll be invited to join the TEAMS site.

You can then sign up for participation in one  
Or more of the Break-out Groups

# Join us on TEAMS and let's get to work...



**Teams**

Your teams

- 00 Main Meeting Agend...** (Highlighted with a red arrow)
- 01 Front-End Workstream
- 02 Mid Workstream
- 2 hidden channels

**MIMOSA**

- General
- December 2018 Conference

**00 Main Meeting Agend...** Posts Files Wiki +

+ New ▾ ↑ Upload ▾ ↻ Sync 🔗 Copy link ↓ Download

**Main Meeting Agendas-Notes-Recordings**

Name ▾
1A_MIMOSA-IPA Working Group_Kick-off_11-4-2020_Final.pptx
1B_OIIE_Capital_Project_Working_Group_Opportunities_11-4-20.xlsx
2A_IPA-MIMOSA OIIE Capital Projects Working Group_Mtg2_12-17-2020....
2B_OIIE CPWG_Mtg2Minutes.docx

## Gathering Input on 3 Use cases

### NEXT Sub-Team Meetings – March 30<sup>th</sup> 7-8 am EDST

Break Out Group	Facilitator	Meeting Link
Front-End - Cost estimating group 1	Von Gusa	<a href="#">Click here to join the meeting</a>
Front-End - Cost estimating group 2	Troy Schwartz	<a href="#">Click here to join the meeting</a>
Middle - RFI/ RFI Response (Greenfield project)	Karamjit Kaur	<a href="#">Click here to join the meeting</a>
Back end - Capital Project Asset Installation	Matt Selway	<a href="#">Click here to join the meeting</a>

In April – Sub Teams will begin meeting on different days and times so that you can join more than one sub-team if you wish.

## Next Steps:

---

1. If not already a member, you will be invited to the MIMOSA TEAMS workspace to continue development of the Use Cases
2. Please participate in the smaller team meetings to generate the industry input to the Pilot Project and the Industry Standards work (each sub-team will set it's own meetings)
3. Contact Alan Johnston ([atjohn@comcast.net](mailto:atjohn@comcast.net)) to get more info on MIMOSA membership and access to the solutions already in place for your company to use
4. This Larger team will meet once a month on the 3<sup>rd</sup> Tuesday from 7 to 8 am EDST to report on progress, share industry knowledge, set priorities and continue the knowledge sharing and dialog  
Next Large Team Meeting: April 20<sup>th</sup> 7 to 8 am EDST – same meeting link  
If you need new meeting invitation – please email [dmcneil@ipaglobal.com](mailto:dmcneil@ipaglobal.com)

## Using the TEAMs Chat Window...

---

I Wish I knew or Understood...



THANK YOU



#### United States

Independent Project Analysis, Inc.  
44426 Atwater Drive  
Ashburn, VA 20147  
USA  
+1 703 729 8300

#### Australia

Independent Project Analysis, Inc.  
Level 2, Suite 2  
192 High Street  
Northcote, VIC 3070  
Australia  
+61 3 9458 7300

#### United Kingdom

Independent Project Analysis, Ltd.  
Wellington House – First Floor  
Worton Drive  
Reading RG2 0TG  
United Kingdom  
+44 118 920 7800

#### Brazil

Independent Project Analysis Latin America  
Rua Deputado Heitor Alencar Furtado, 3415  
Edifício Montelig – 4o andar  
Campo Comprido  
Curitiba – Paraná 81200-528  
Brazil  
+55 41 3028 9028

#### Singapore

Independent Project Analysis, Pte Ltd.  
No. 1 International Business Park  
#10-02 The Synergy  
Singapore 609917  
Singapore  
+65 6567 2201

#### The Netherlands

Independent Project Analysis, Inc.  
WTC The Hague Business Center, Room 03.25  
Prinses Margrietplantsoen 33  
2595 AM The Hague  
The Netherlands  
+31 70 335 0707

**Deborah J. McNeil**  
Capital Solutions and  
Digitalization Director  
571-440-1300  
dmcneil@ipaglobal.com

**Luke Wallace**  
Capital Solutions Research Leader  
703-726-5309  
lwallace@ipaglobal.com

[www.ipaglobal.com](http://www.ipaglobal.com)