

A Highly Qualified Engineering Team Empowered with University Advanced Degrees

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Outline

- Soteica Visual Mesa
- Our Company and its relation with the University
- Our working style
- Importance of the University

Soteica Visual MESA LLC

- Soteica was founded in 1984 in Buenos Aires, Argentina, to provide world class process systems engineering solutions to the Process Industry
- Headquartered in Houston, Texas, since 2001. Merged with Visual MESA LLC in 2005 to be ***Soteica Visual MESA LLC***
- Offices in Houston, Barcelona, Mexico, Buenos Aires, Santa Fe, Rosario and São Paulo
- Comprehensive partnership with Yokogawa since 2013, for global technical and commercial coverage
- Full suite of services:
 - Implementation
 - Technology transfer
 - Sustainability and technical support
- 80+ site-wide real time performance monitoring and optimization systems implemented
- 35+ years of continuous growing and development
 - A successful track record



Some Customers

ExxonMobil
Air Liquide
Chevron Texaco
Repsol
YPF
Phillips66
BP
KNPC
SABIC
Total
Cepsa
Petrobras
Saras
Shell
Ineos
Grupa Lotos
Rohm & Haas
Petroplus
ENAP
ANCAP
Interquisa
Braskem
Usacucar

Our Company and its relation with the University

- Soteica Visual MESA LLC is a process systems engineering solutions supplier, developing and implementing software based systems for the industry on a worldwide basis
 - Energy Management (Real Time Optimization, Monitoring and Multi-Period Optimization)
 - Production Accounting (Mass Balance and Data Reconciliation)
 - Scheduling (Supply Chain and Operations Scheduling)
- Systems are developed and implemented with a highly qualified engineering team
- Almost all of our team has University engineering degrees (BSc, mainly in chemical engineering) and several also hold advanced degrees (MSc and PhD). This has been proven to be very good for the company performance
- Even though the majority of the people hired already had their University degrees, in several cases advanced degrees were obtained while working for the company or during an interim leave

Our Company and its relation with the University

- Total University BSc Degrees in our Team: 36
- Most on Chemical Engineering.
- MSc and PhD Advanced Degrees: 16
- Percentage of Advanced Degrees: 44%

BSc University Degrees

1. UNL: 11
2. UTN FRR and FRSF: 10
3. UBA: 5
4. Other (Sao Paulo, Mexico, Clarkson, Bogazici, Sarria, Idaho, Catalunya, Navarra): 10

MSc and PhD Advanced University Degrees

1. UNL: 5
2. UNS: 1
3. UNR: 1
4. UTN FRSF: 1
5. Campinas: 1
6. Other (MIT, Carnegie Mellon, Leigh, Catalunya, Mexico, Navarra): 7

Personnel with Advanced Degrees

1. David Nelson (BSc, *MSc, Idaho - PhD, MIT*)
2. Derya Uzturk (BSc, *MSc, Bogazici - PhD, Leigh*)
3. Carlos Ruiz (BSc, UTN-FRR - *MSc, PhD, UNS*)
4. Diego Ruiz (BSc, UTN-FRR - *PhD, Catalunya*)
5. Enrique Salomone (BSc, *PhD, UNL*)
6. Pablo Montagna (BSc, *PhD, UNL*) – **PhD completed while working at Soteica Visual MESA**
7. Fernan Serralunga (BSc, *PhD, UNL*) – **PhD obtained while working at Soteica Visual MESA**
8. Leandro Coronel (BSc, *PhD, UNL*)
9. Juan Ruiz (BSc, UTN-FRR - *MSc, PhD, Carnegie Mellon*) – **PhD completed on leave but going back to work with Soteica Visual MESA after finishing**
10. Lucas Nieto (BSc, UTN-FRR - *MSc, PhD fellow, UNR*)
11. Carlos Maya (BSc – *MSc, Catalunya*) – **MSc completed while working at Soteica Visual MESA**
12. Noe Solórzano (BSc – *MSc, Mexico*) – **MSc completed while working at Soteica Visual MESA**
13. Ignacio Gamba (BSc, *PhD, UNL*)
14. Pablo Villareal (BSc, *PhD, UTN-FRSF*) – **PhD completed while working at Soteica Visual MESA**
15. Joan Sanroma (BSc, Sarria – *MSc, Navarra*)
16. Florencia Cuneo (BSc, UNL – *PhD, Campinas*)

Total Development and Engineering Team: 36 with University Degrees

Percentage of Advanced Degrees: 44%

Our working style

- Everybody works very independently and being self responsible, using digital resources
 - Remote access to customers computers for modeling (project) and monitoring (sustainability services)
 - Remote meetings with customers and working teams (i.e., webex, gotomeeting, ...)
 - Shared Information and Data using digital repositories (i.e., Gdrive, Dropbox, ...)
 - Knowledge and experience sharing between Implementation and Development Teams (i.e., test track applications, lessons learned,...)
- The engineering team is geographically widespread and, although we have several conventional offices, many of them work from home. For example, we have engineers residing in and working from
 - Buenos Aires, Rosario and Santa Fe (Argentina), Houston, Moscow (ID, USA) and Austin (TX, USA), Barcelona (Spain), Sao Paulo and Maringá (through our agency in Brazil) and Istanbul (Turkey)

Our working style

- For us, work is not anymore “a place” (a given office within certain hours, with a stable team, always same customers)
- Our work is understood as “a certain function or role” to be performed, requiring flexibility and skills like:
 - Autonomy
 - Creativity
 - Results oriented attitude
 - Cultural diversity
 - Collaboration
 - Mobility
 - Permanent learning, especially for new technologies assimilation capability
- Our Team is expected to be self-learned, creative and able to share knowledge between its members

Our working style

- A key to maintaining our team's motivation is to create a stimulating and technically challenging working environment as well as a culture of self-responsibility, where everybody can exercise and contribute with their knowledge and specific skills
- Such a working environment is highly beneficial for both, our company and our customers, ensuring innovative and useful software is developed and projects are deployed with the highest quality standards

Importance of the University

- Our company benefited from the local Universities which are the main source of our workforce, including the advanced degrees
- Maintaining good liaisons with those Universities that are located in the vicinities of where our offices are, has also demonstrated to be very good for the company
- We expect the University will continue providing our future engineers the needed skills, which we already found in many of them, particularly in the recipients of advanced MSc and PhD degrees