

# WIB =

$$+ \frac{\text{Fit for purpose instrumentation} \\ \text{Application knowledge sharing}}{=} \text{Cost savings!}$$

What's in it for you ?!

***WIB:***

***International Instrument Users' Association***

Based in : The Netherlands, (Office: The Hague)

Non-profit **end-user** organisation for the process industries, for **Process Measurement and Control**, and **Plant Automation Systems**.

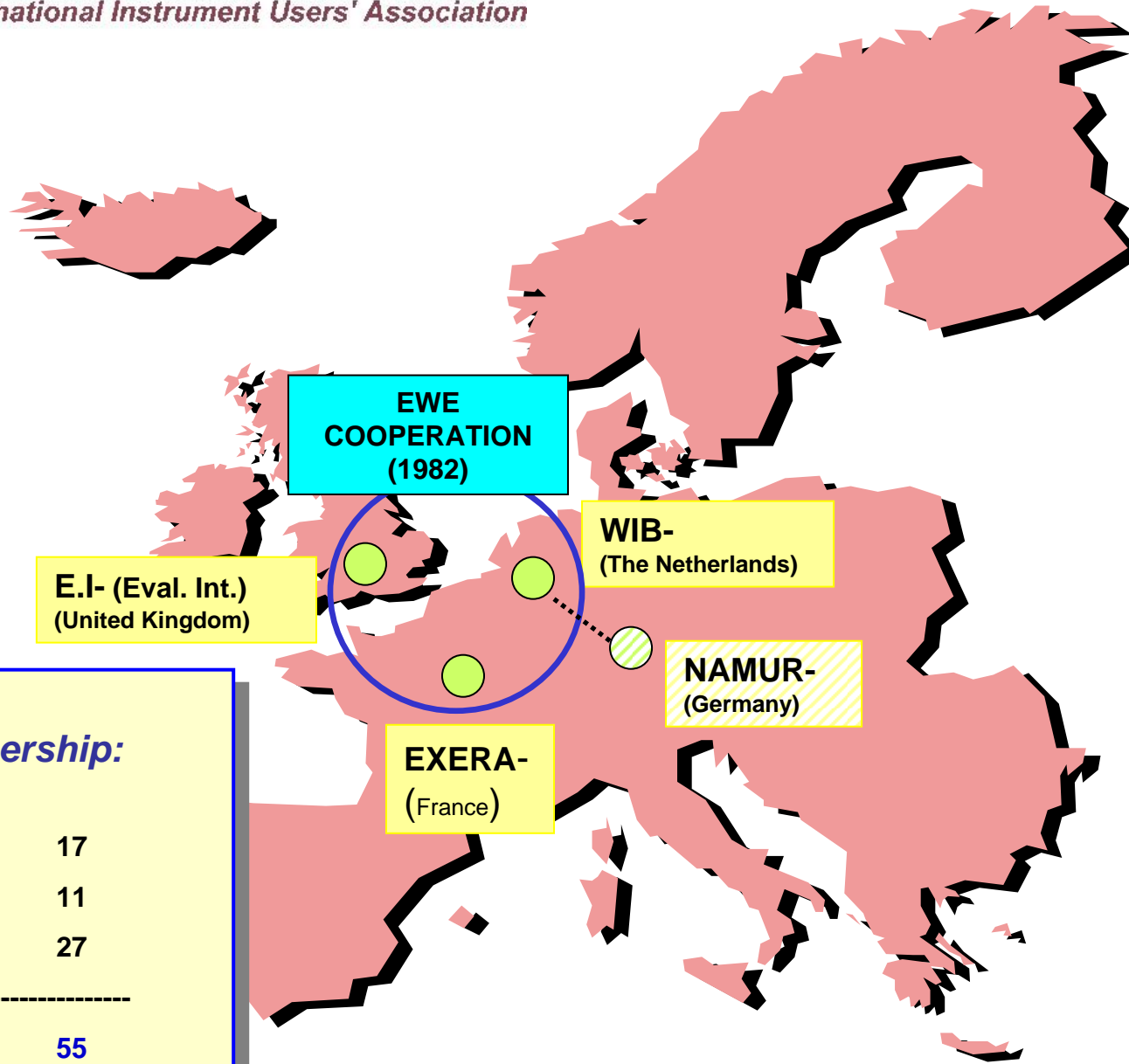
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Members in Petrochem, Chemical, Food, Power,  
Engineering Contractors, Laboratories.

Since: November **1963**

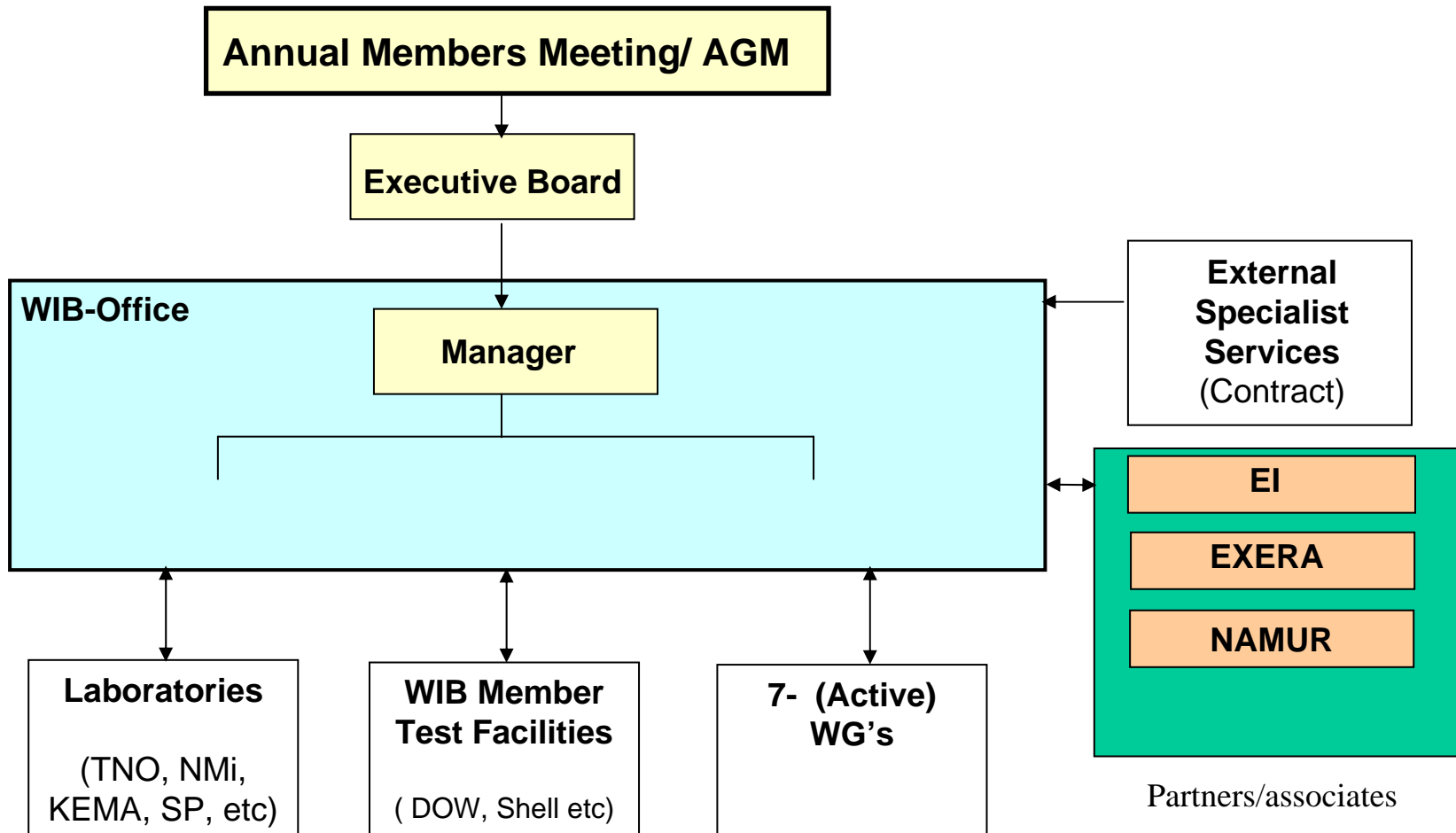
## ***Mission:***

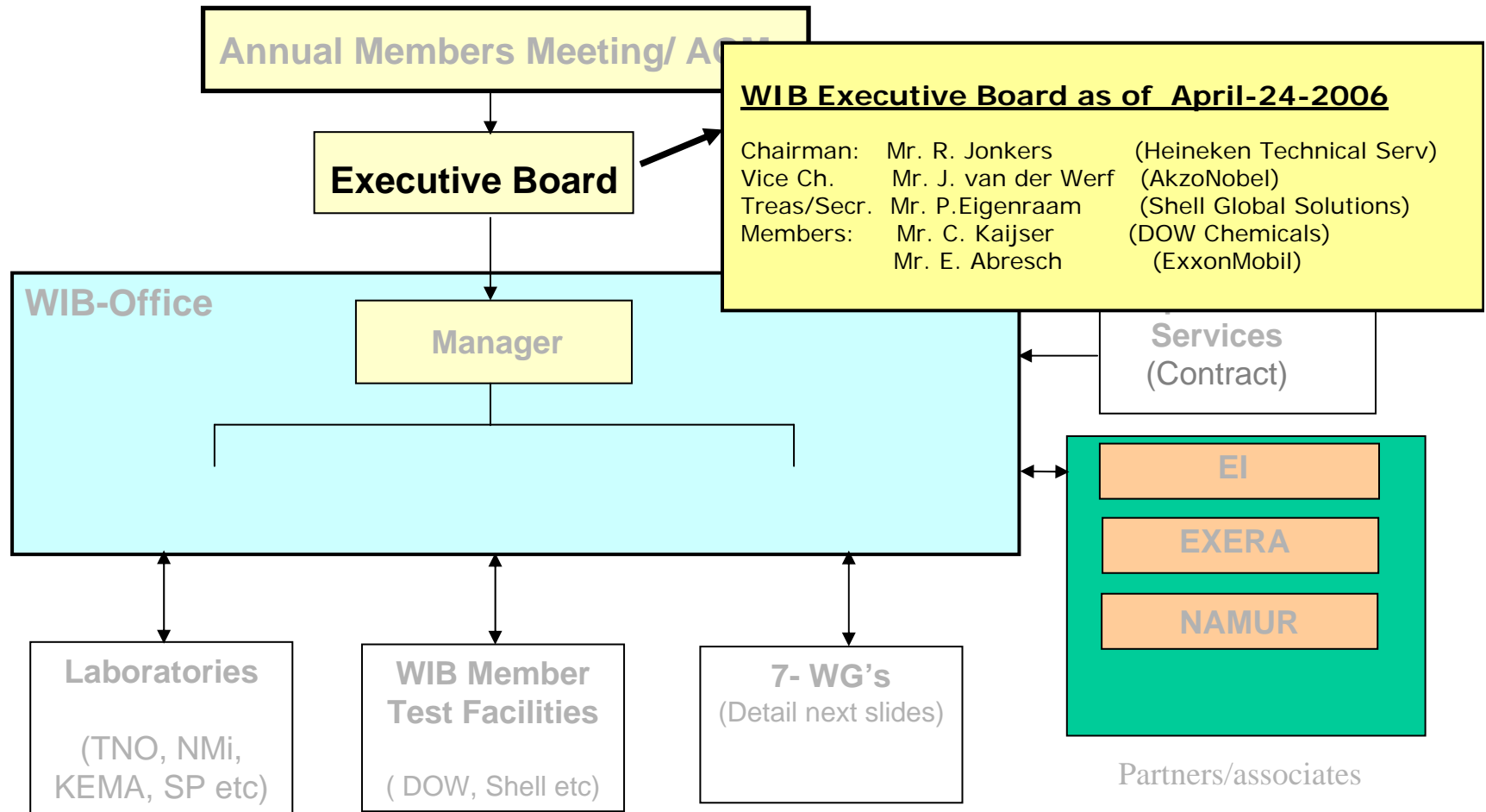
- to provide a platform that facilitates the **exchange of experience and expertise between end- users and vendors** with regard to industrial instrumentation and control systems;
- to provide sets of **requirements, guidelines for selection** and independent evaluation knowledge for of industrial instrumentation and control systems.



<b>EWE</b>	
<b>membership:</b>	
<i>(2006)</i>	
WIB	17
EI	11
EXERA	27
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<b>TOTAL</b>	<b>55</b>

# WIB Organisational Structure

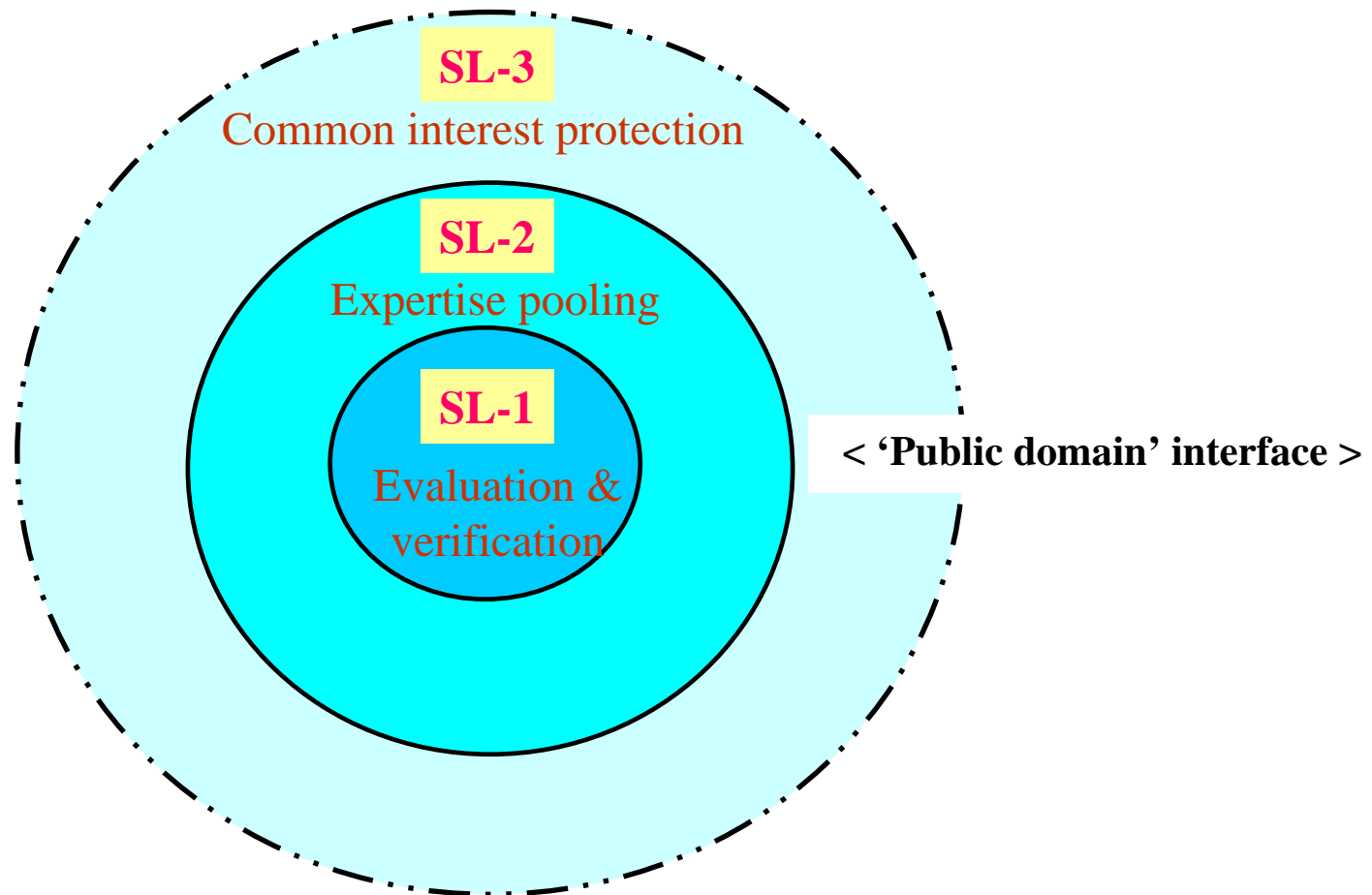




## ***Benefits of WIB membership***

- Reliable / **optimal** application specific **selection** (Minimum risk)
- Improved **TCoO** / optimised selection for the **life cycle**
- **Cost reduction /sharing** of test project costs (and results..)
- Access to **detailed application expertise** / W-G participation.
- **Common interest** end-user **representation**.

## *WIB-”Service lines”*





# Membership cost structure

Benefits and service levels:

Working group		External	Stand's	Forum Site- and reports access			
Membership 1 WG	Membership any/all WG	Particip external events	Standards-IEC, NAMUR	Site access (excl reports)	Reduced fee 4-WIB reports	Site access incl WIB reports	Site access incl ALL EWE reports
X				X	X		
	X	X				X	
	X	X	X			X	X

Rows:  
= Required service levels

Columns: Number of (FTE) instrumentation employees who benefit from the WIB membership within total organisation. ie: Corporate /worldwide:

A: < 4    B: < 10    C: > 10

	A	B	C
1	1	2.8	4
2	2.8	6	12
3	6	12	25

Coloured squares:  
= Annual fee in K-Euro ( Ex-VAT) -2007

Remarks:

- 1 Switching-'up' levels (eg 1 > 2 > 3) is always possible ; 'switching -down' is not ! - ( the normal period prevails for this situation); Pro-rata charges will apply when mid year changes are effected
- 2 An annual inflation correction is applied to all of the fees , in accordance with published CBS data.  
( The published fees above are for 2007; in Jan 2008 the inflation correction will be applied).



**Program WIB Mini-seminar: 25 April 2007 >> OPEN invitation, FREE entry!**

Start: 13:30 Hall open from: 13:00 Hrs

It Nr	Time	Title	By
1	13:30 – 13:45	<b>Opening, welcome</b>	Mr. Tom Kuperij WIB Managing Director
2	13:45 – 14:15	<b>KEYNOTE ADDRESS:</b>  <b>Business drivers and hurdles for widespread deployment-‘SPIES’</b>	Mr. Berry Mulder Shell Global Solutions Int. B.V. (Chairman-WG-Wireless)
3	14:15 –14:45	<b>Devices/Sensor networks</b>  <i>Honeywell</i>   <i>EmersonPM</i>	Mr. At Koeken - Honeywell Mr. John van Gorsel - EmersonProcMgt
4	14:45 - 15:15	<b>Plantwide wireless coverage</b>  <i>Invensys/Apprion</i>   <i>Siemens</i>	Mr. Peter Fuhr –Invensys/Apprion Mr. Sander Rotmensen - Siemens
5	15:15 - 16:05	<i>&lt;Interval, coffee/tea&gt;</i> <b>table tops and demo's :</b> <i>real time location systems ....-the 'mobile' operator .... temporary measurements..... and more</i>	<i>TNO +</i> <i>Selected manufacturers.</i>
6	16:05-16:25	<b>Standardisation &lt;SP-100&gt; and user requirements</b>	Mr. Sicco Dwars Shell Global Solutions Int. B.V.
7	16:25-16:45	<b>Power supply options for the ‘Wireless’ future</b>	Mr. Henk Hakkesteegt TNO
8	16:45-17:00	<b>Discussion, Conclusions, Closure</b>	Mr. Kees Kaijser DOW Benelux
9	17:00-18:00	<i>&lt;Afterparty-drinks-snacks&gt;</i>	<b>ALL</b>