





OSIsoft®

UC2010

**Real Time Information** — Currency of the New Decade

Sustainability and Efficiency through Advanced Business Integration

Dr. J. Patrick Kennedy  
CEO & Founder, OSIsoft LLC

Klaus Heimann  
Senior Vice President, SAP AG

# SAP AG

Revenue 2009 ..... € Bil 10,7  
Employees 12/2009 ..... 47584  
Market Capitalization 04/2010 ..... € Bil 45  
Customer Installations 04/2010 – SAP ..... 31604  
Customer Installations 04/2010 – BOBJ ..... 48 958  
# Users ..... Mio 20+

## SAP Business Suite:

Lines of Code ..... 392 000 000  
Screens ..... 200 000 +  
Reports ..... 3000  
DB-Tables ..... 70 000  
Go To Market by Industry ...

SAP for Utilities  
SAP for Chemicals  
SAP for Oil&Gas  
..27 industry platforms

# Most used SAP application: Financials

			Database	In Memory Computing
BKPF	107 Fields	8,5 Mio Rows	6,4 GB	0,24 GB
BSEG	315 Fields	27 Mio Rows	60,2 GB	2,8 GB
.....				
Bxxxx	several tables required for calculation and aggregation		83,4 GB	Aggregation no longer needed
TOTAL			150 GB	~ 3 GB

# Strategic Alliance OSIsoft - SAP



**SAP**® Certified  
Integration via Enterprise Services



## OSIsoft Partner Since 1996:

- SAP Production Planning-Process Industries (SAP PP-PI) module
- SAP Plant Maintenance (SAP-PM) module
- SAP Quality Management (SAP-QM) module
- The OSIsoft Business Package for SAP Portal
- Member of ES Community
- Member of Value Network for Chemicals, Mining, and Utilities
- Enterprise Services for SAP Enterprise Service Repository
- AMI MDUS Solution and participant in SAP Lighthouse Council since 2007
- **SAP Certified ESOA – AMI Integration**
- **Endorsed Business Solution (EBS) OSIsoft MDUS**

# What we have in common



**Many of our customers (5000+)**

**Leaders within our respective market areas**

**100% complimentary products \***

**Dedication to a particular business area**

**Platforms that mesh into others**

**A Corporate Culture that fosters software engineering**

**Partner Microsoft**

# SAP for Industry Platforms integrating into OSIsoft

The following industries use the OSIsoft® PI System® to provide the real-time data infrastructure and collaboration tools they need to meet key challenges:

## Utilities

- Maximizing asset performance
- Optimizing production
- Mitigating risk
- Enabling the Smart Grid

## Oil and Gas:

- Maximizing asset performance
- Optimizing production
- Centralizing process and enterprise knowledge and experience

## Manufacturing:

- Manufacturing Synchronization
- Performance Management
- Energy Management

## Chemicals:

- Optimizing production
- Increasing energy efficiency
- Mitigating risk and achieving regulatory compliance

## Mining:

- Increasing energy efficiency
- Managing water consumption
- Maximizing asset performance
- Mitigating risk and achieving regulatory compliance

## Cross Industry:

- Increasing energy efficiency
- Improving capacity planning
- Reducing IT and facilities costs

# Linking Real Time Data into Business Apps

Data Sources

Data Services

Data Collect/Mgmt

Operations

Enterprise

Transformers

Pumps

Meters

Sensors

Motors

Valves

Actuators

RFID

Other

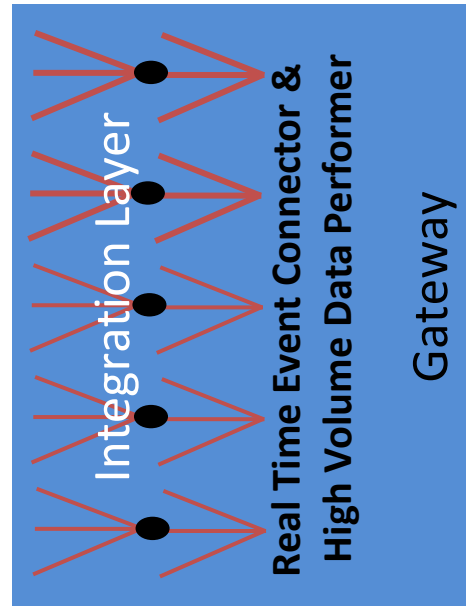
Historians

Mobile Devices

SCADA

LIMS

PLC/Instrument  
Systems



Rating/Billing

Customer  
Service

Preventive Maintenance

Monitoring

Analytics

Supply Chain

GeoSpatial

Buildings

Utilities

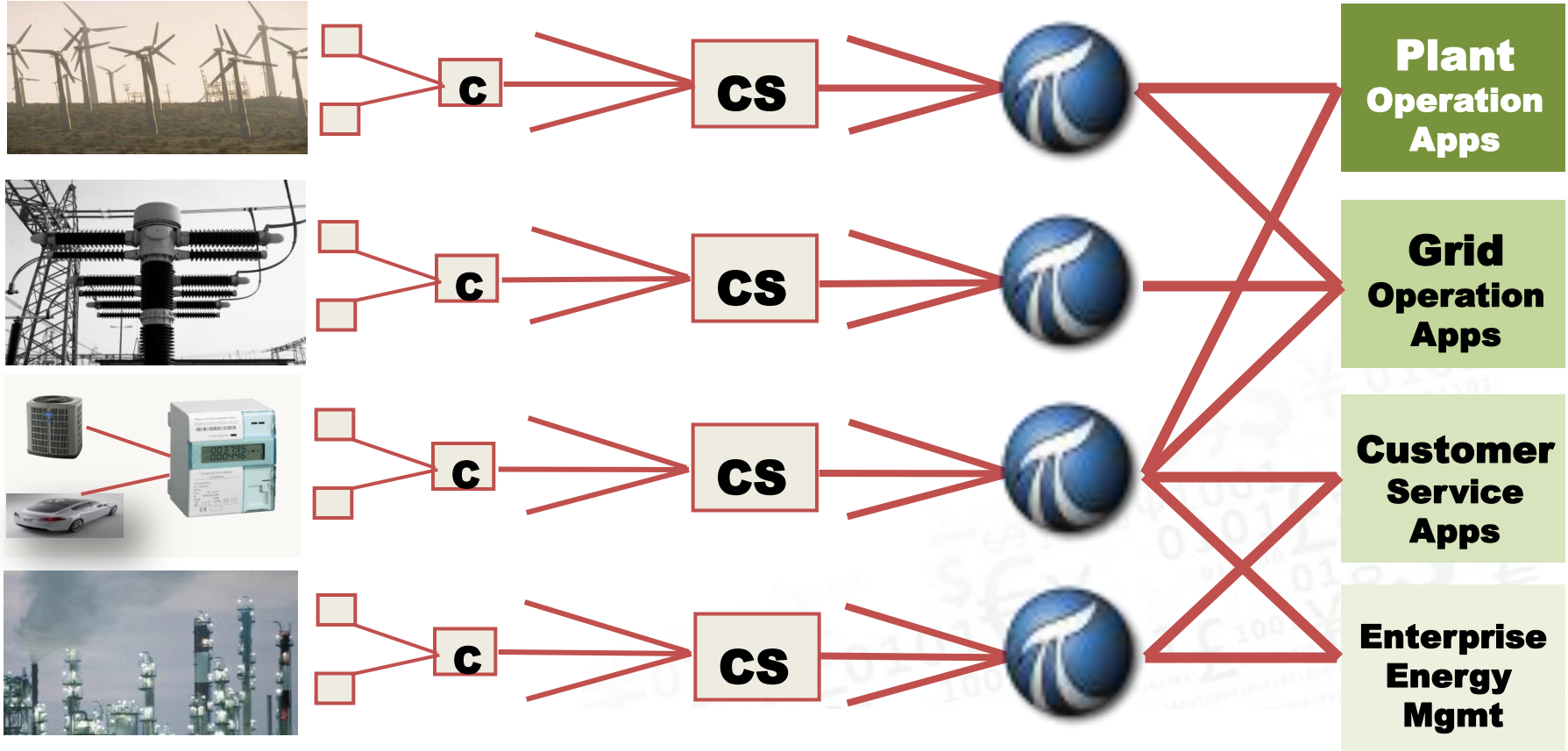
Mining

Manufacturing  
Pharmaceuticals  
Chemicals

Oil & Gas

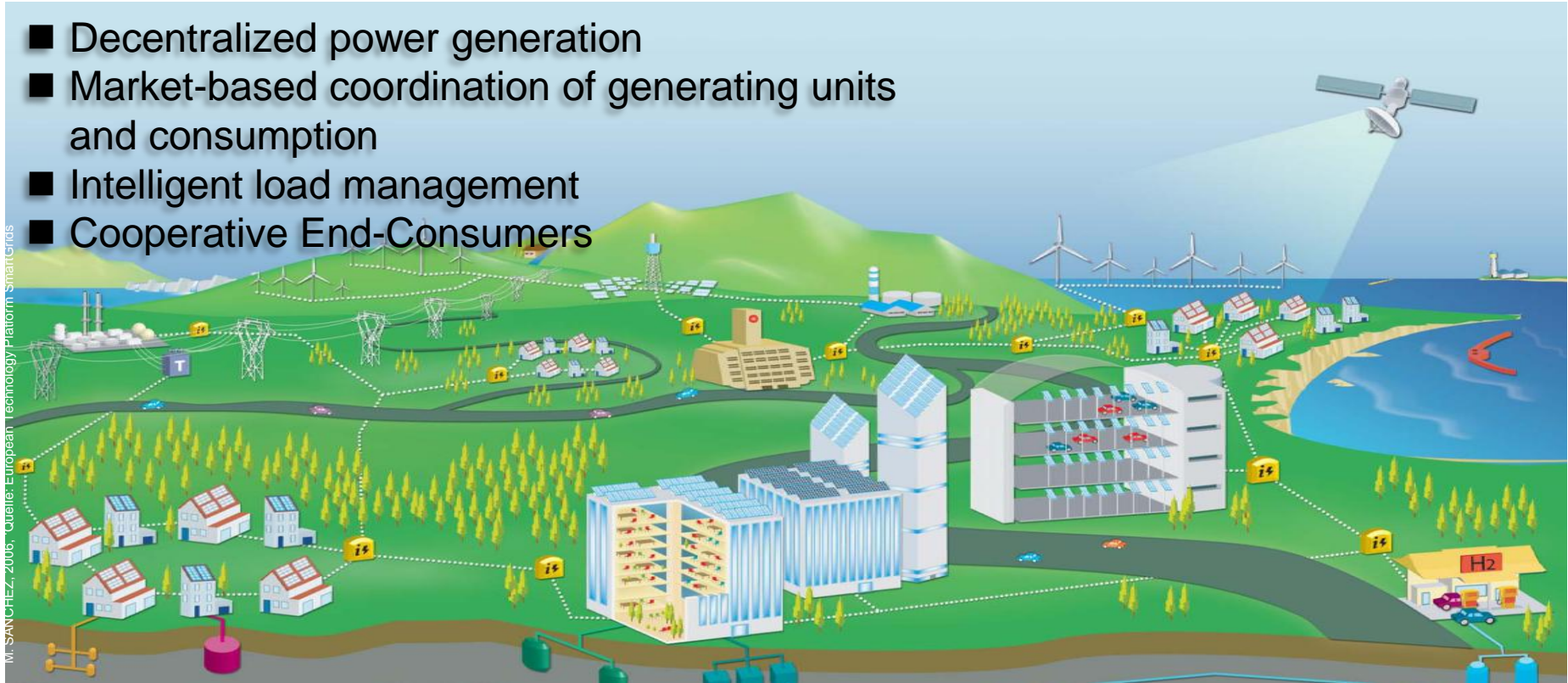


# The Smart Asset Infrastructure is the basis for the Smart Grid



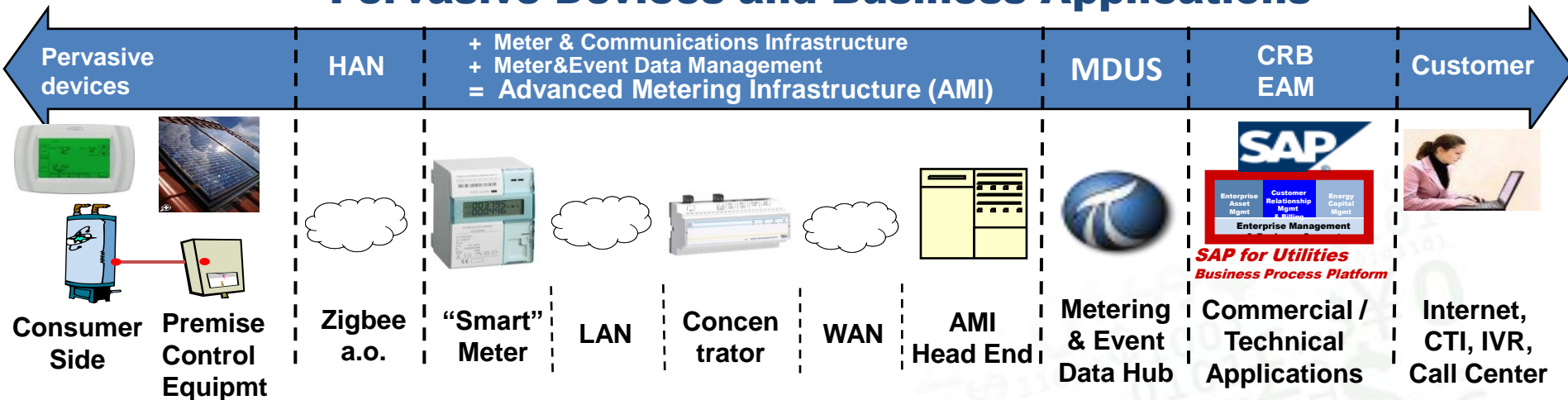
# The “Brave New World” of 2020 ...

- Decentralized power generation
- Market-based coordination of generating units and consumption
- Intelligent load management
- Cooperative End-Consumers



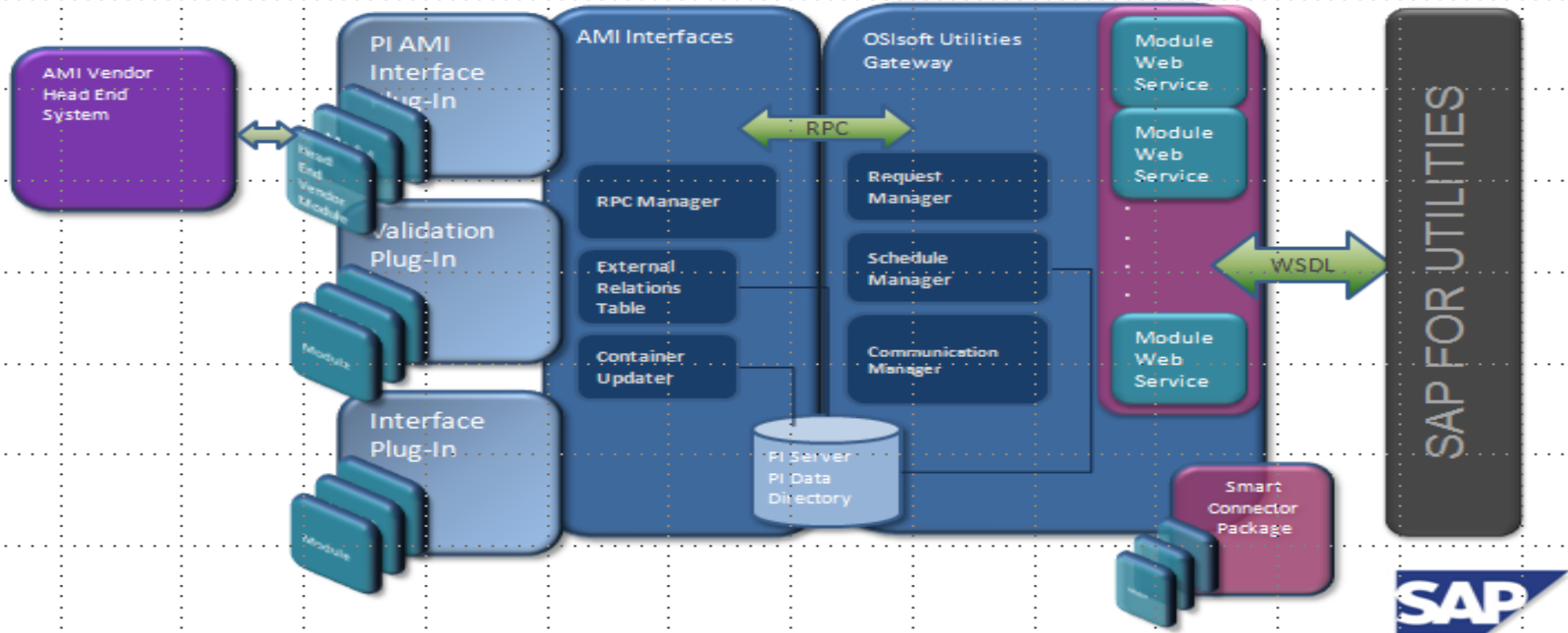
# Osisoft and SAP managing the backend of an Advanced Metering Infrastructure

## Mediating between asset-monitoring Real Time Systems or Pervasive Devices and Business Applications



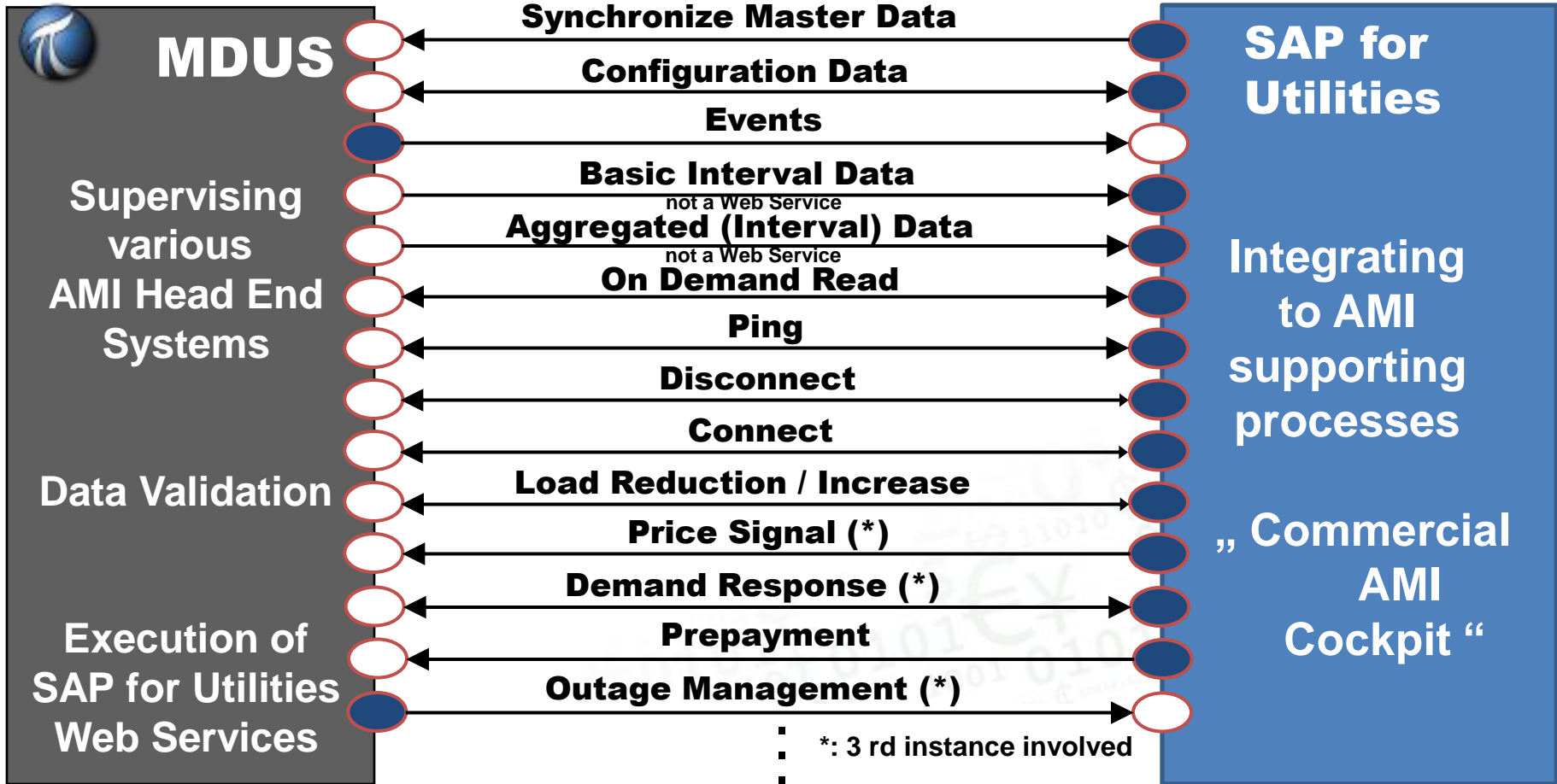
The roles of the **MDUS:**

- **Collecting Meter Data**
- **Unifying**
- **Synchronizing**

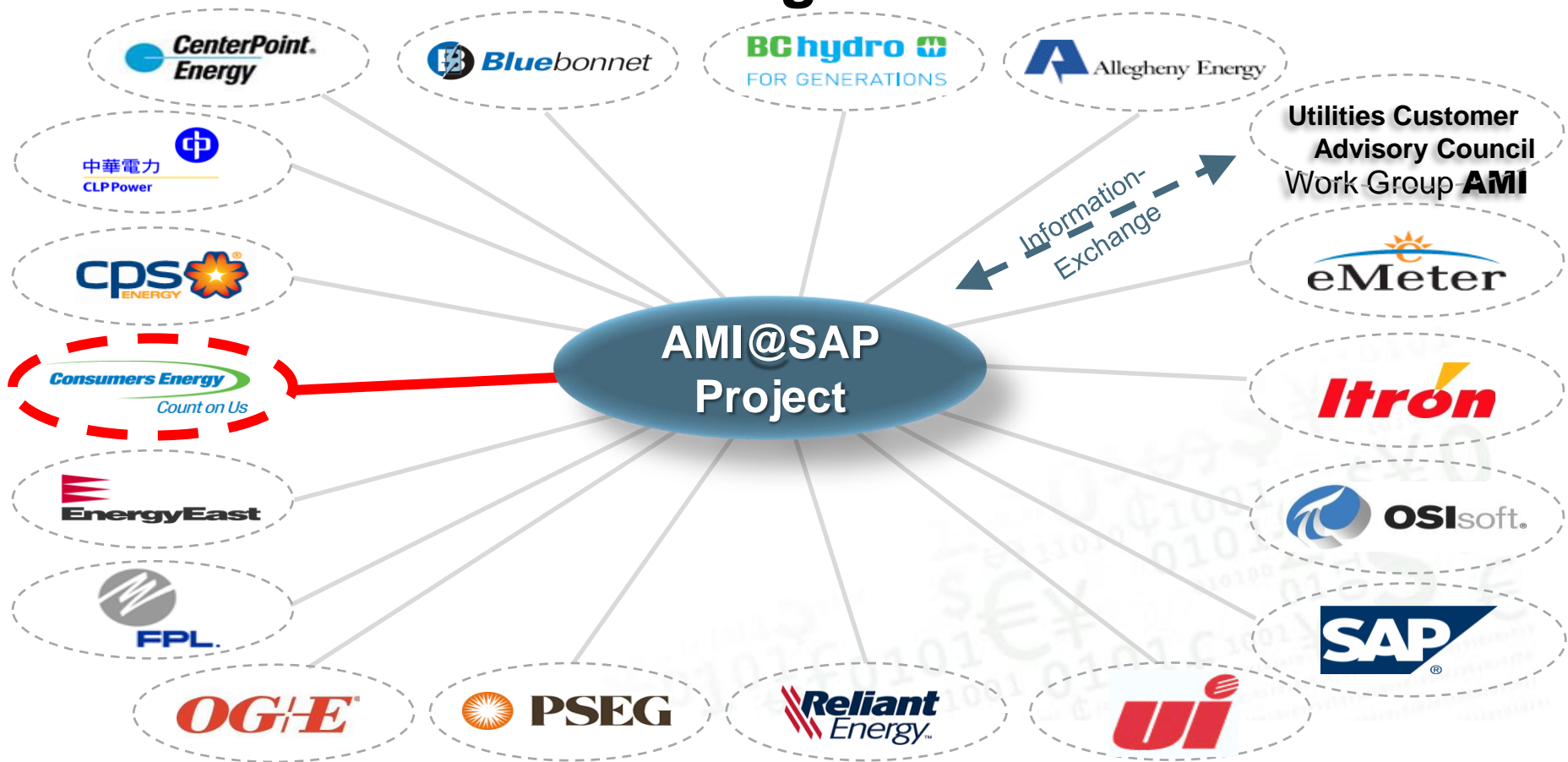


# AMI@SAP System Architecture

Enterprise Services integrating the MDUS and SAP



# The AMI@SAP Lighthouse Council





# The “Smart Bill“

## ECO 1 Ltd - Your Invoice

Name: Michael Green

Address: 21, Sunny Lane; 64883 New Town

Billing Period: 28.09.2020 00:00:00 – 29.10.2020 24:00:00 (32 days)

Charges/Payments in Total: € 919,85 CR

Direct Debit / Payment: Account Nr xxxxx321 at City Bank

### Charges/Payments in Detail:

#### Dynamic Pricing Peak Rebate

▪ Consumption	2135 KWh	
▪ <u>Distributed Generation</u>	898 KWh	
– Self-consumed	235 KWh	
– Grid feed-in	663 KWh	€ 165,43 CR
▪ Supplied Renewable Energy	1900 KWh	€ 423,23
▪ Demand Response/Peak Rebate	134 KWh	€ 27,02 CR

**Sub Total** € 230,78

E-Mobility Roaming 648 KWh € 195,45

Private Power Trading 7824 KWh € 1712,28 CR

A/C Product Bundle rate 12 € 139,00

Customer Self Service 32 days € 48,00

Reliant Service 32 days € 6,40

Water Billing Service 123,4 m<sup>3</sup> € 172,80

**TOTAL** € 919,85 CR





OSIsoft®

UC2010

Real Time Information — Currency of the New Decade

Thank You



**Klaus Heimann**

SVP, Service Industries  
Industry Solutions

**SAP AG**

Dietmar-Hopp-Allee 16  
69190 Walldorf, Germany

T +49 6227 7-41366

F +49 6227 78-19981

M +49 171 3363402

mailto:klaus.heimann@sap.com

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



