



OSIsoft®

UC2010

Real Time Information — Currency of the New Decade

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UC 2010

Gaining More Value from Your Enterprise Agreement

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Why Do I Need an EA?

“I’ve been building PI systems for years. I even get to teach your tech support guys a thing or two once in a while. I don’t see how an EA will change anything except the bill.”

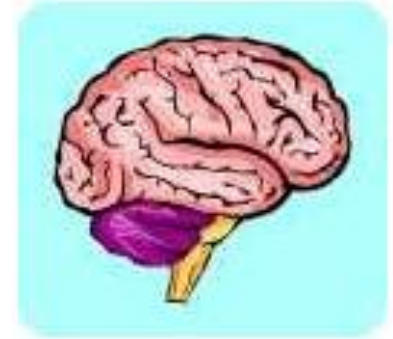
“How much value are you getting out of those systems?”

What Do We Mean By “Value?”



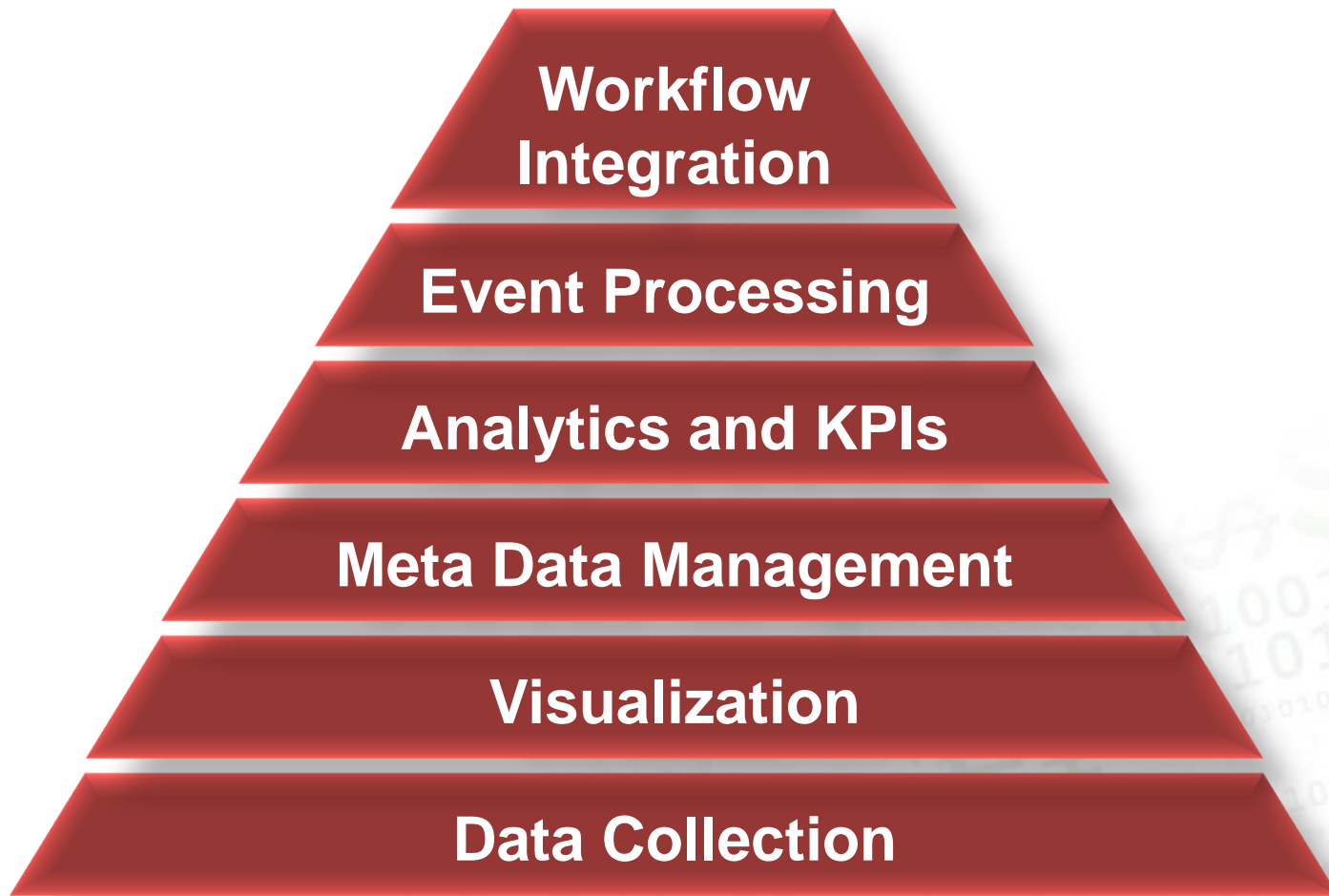
Using PI Can Provide Value

We already knew this – it's why
PI was purchased to begin with

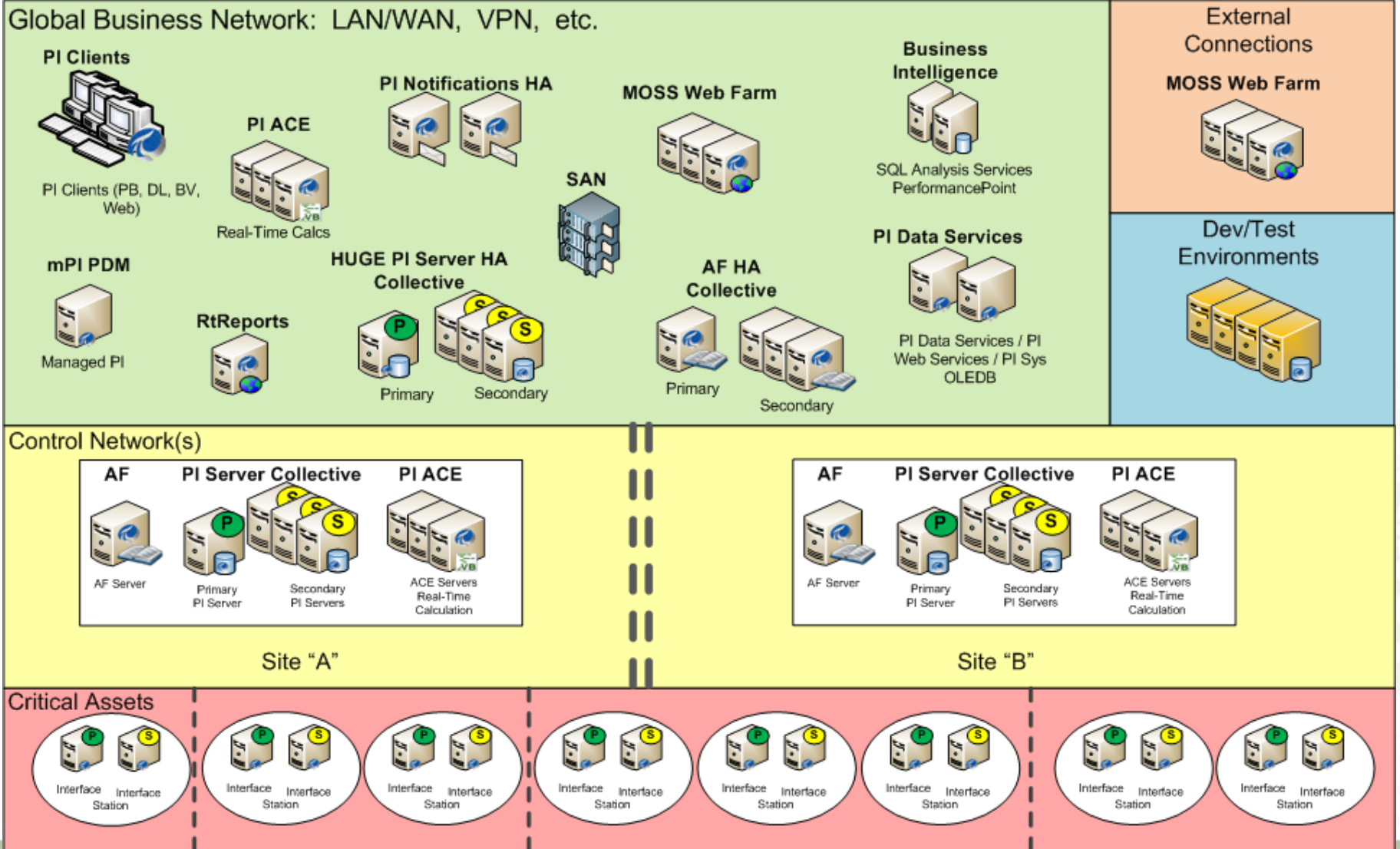


- PI is Software Infrastructure
 - Flexible
 - Implemented, not installed
 - Not an “out of the box” solution

Valuable PI Systems Are Different



Enterprises Are Different



What are Enterprise Agreements

- All about the implementation of valuable PI Systems
 - Licensing is a minor aspect
- Partnership



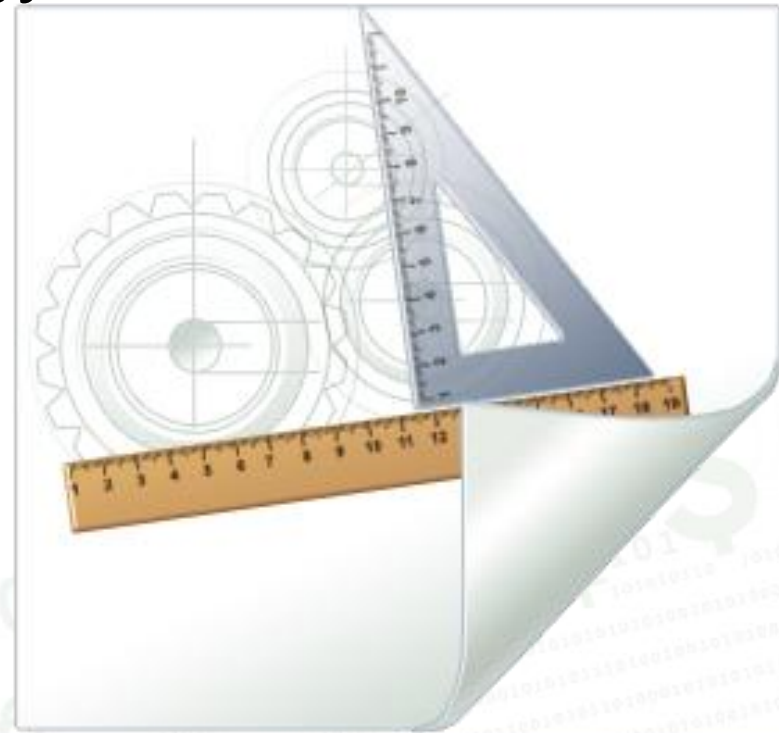
Successful Partnership

- Common goals



Successful Partnership

- Common goals
- Agreed upon methodology
 - Helps if it's also effective



Successful Partnership

- Common goals
- Agreed upon methodology
- **Division of labor**
 - Play to each of our strengths



Successful Partnership

- Common goals
- Agreed upon methodology
- Division of labor
- **Accountability**



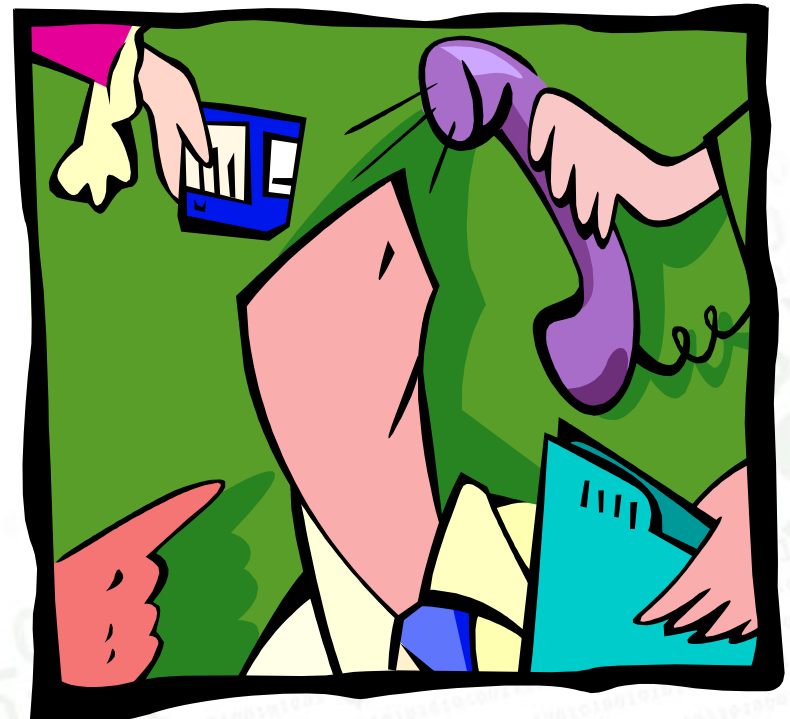
Center of Excellence = Goals

- CoE facilitates the Value Realization Process
 - Organizational goals
- Enterprise Roadmap
 - Technical goals
- Supporting Services
 - Personnel goals



EPM = Methodology

- Enterprise Program Managers help keep everyone working towards the goals
- Facilitate not only process, but also communications



Division of Labor

- Field Service
 - Installing software
 - Data Migration
 - Hardware selection
- Technical Support
 - Front line for technical questions and problems
 - Investigation
- OSIssoft marketing events
 - This UC!
- vCampus Team
 - Development support
 - Discussion forums
- OSIssoft NOC
 - Front line for system monitoring and repair
- OSIssoft training
- Sales representative
 - Everyone needs lunch
- EA Extranet

Accountability

Everyone

OSIsoft is Only *Part*

- Makes you the “ners”
 - Custo-ners from now on
- Partnership must be two ways to be successful
- Your end of the deal is not complete when you deliver the check to us, it just beginning.

Use What You Bought!

- Invest the time to make us useful
- Plan for additional resource allocation
 - Servers and other infrastructure
 - Administrators
- Be willing to move forward
- Let us do our part



Where Do I Start?



- Have you done a Value Realization Planning session with the CoE?
- Shared goals are the first critical path step.

How Do I Keep Moving?

- Focus on new opportunities
 - Look outside of the “traditional parts” of the business
- Let folks do their jobs
- Follow the methodology
 - EPMs will help you here



And at the End?



- There really isn't an end
- New goals will appear
- New technologies will be developed and adopted
- New people will join the process to replace us

To Action

- Think Big!
 - Enterprise and Value are not tactical concepts
- Get Involved
 - Go beyond licensing
- Let us help
 - Partner, not vendor





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Thank you

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