

The background of the image is a dark blue gradient with a faint, stylized cityscape of San Francisco, including the Golden Gate Bridge and the Transamerica Pyramid. The OSIsoft logo is positioned at the top center.

OSIsoft®

USERS CONFERENCE 2016

April 4-8, 2016 | San Francisco

TRANSFORM
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Value Creation within an Enterprise Agreement - One Company's Experience Partnering with OSIsoft

Presented by **Stuart Watson**
Lana Dean
Ivan Lau

Kathleen Borden
Dann Jesse
Jared Saintsing



Agenda

- Introduction to Evergreen
- OSIssoft History and pre-EA Challenges
- Evergreen Panel Discussion



Evergreen Packaging – Some Products



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Evergreen Packaging – Some Facts

- Packaging and Paper
- ~4000 employees in the US and 8 other countries (Canada, China, El Salvador, Israel, Morocco, Saudi Arabia, South Korea and Taiwan)
- 2 Mills – multiple product types and finishing operations
- 13 Converting Facilities
- 2 Filling Equipment Manufacturing Plants



Evergreen and OSIssoft

- Almost 30 years in the Mills
- Business Critical
- 100,000+ PI Tags
- Hundreds of PI ProcessBook and PI DataLink Reports

Image Source: <http://www.chilton-computing.org.uk/ccd/pngs/serc86-87a.png>



Image Source: <http://blog.utest.com/wp-content/uploads/sites/2/2014/06/IBM-PC-convertible.jpg>



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Evergreen and OSIsoft – Pre EA Challenges

- Pre Enterprise Agreement (2013)
 - Evergreen Preoccupied with Cost
 - Aging Server Software and Interfaces
 - Not able to change
- 2014 – Enterprise Agreement
 - Executive “pull”



Enterprise Agreement Value – Evergreen Discussion

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Director of IT Mill Systems and
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Memphis, TN

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Questions

Please wait for the **microphone** before asking your questions

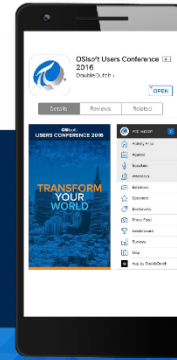
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谢谢

Danke

Merci

Gracias

Thank You

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Спасибо

Obrigado



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The background of the entire image is a dark blue gradient. On the left side, there is a faint, stylized illustration of a suspension bridge, likely the Golden Gate Bridge. On the right side, there is a faint silhouette of a city skyline, including the Transamerica Pyramid. The OSIsoft logo is positioned at the top center.

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