



OSIsoft.

REGIONAL SEMINAR

A P A C

THAILAND

2011

JULY 26 - 29, 2011
THE WESTIN
GRANDE SUKHUMVIT HOTEL
BANGKOK

A decorative graphic on the left side of the slide, consisting of a large, irregular shape made of many small blue triangles with white outlines. The triangles are arranged in a way that creates a sense of depth and movement, with some triangles pointing up and others pointing down.

Enterprise Agreement

Is it right for me?

Presented by

Ken Marsh

*Center of Excellence
OSIsoft Asia Pte. Ltd.*



Agenda

- Enterprise Agreement
 - What is it not?
 - What is it?
- Managed PI
- Training
- Field Services
- Center of Excellence
- Enterprise Project Manager



Enterprise Agreements are NOT:

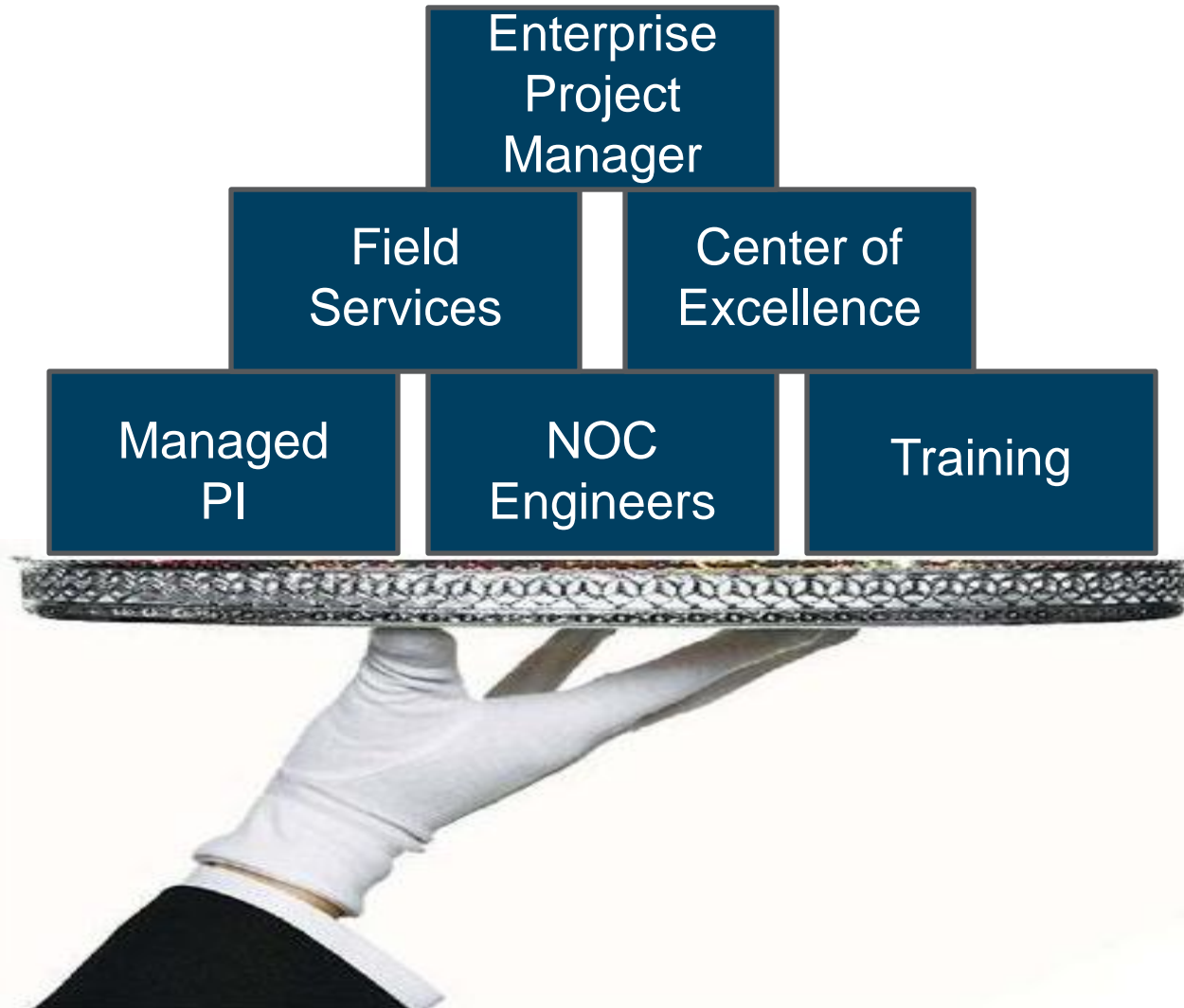
- ✗ Bulk discount pricing agreements
- ✗ Unlimited software use
- ✗ Huge



What is an Enterprise Agreement?

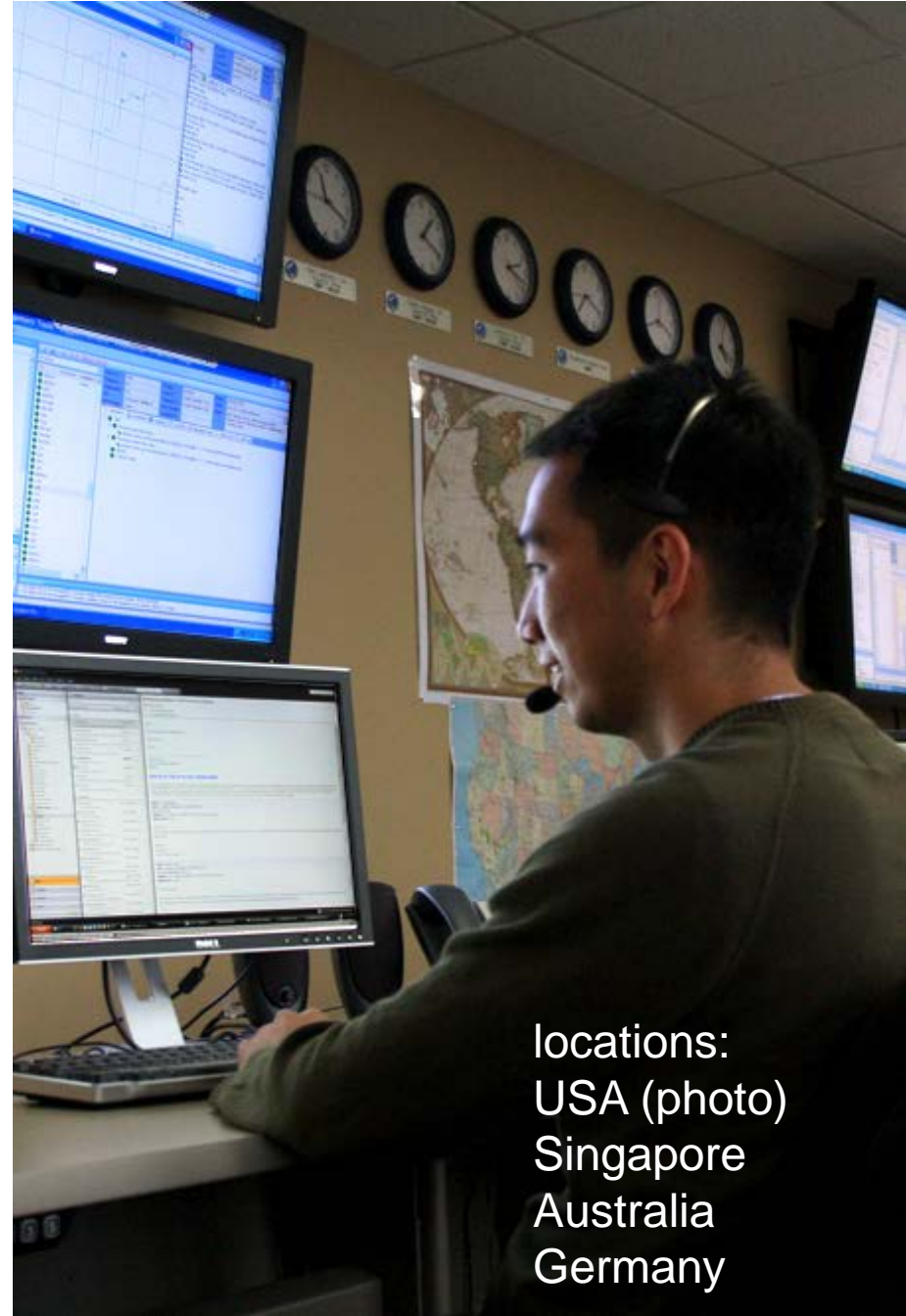
- A partnership between your company and OSIsoft
 - More Software
 - More Services
 - More Success
- An easier way to buy software
 - Cost spread evenly over 5 years
 - Less restrictive licensing
- A better/faster way to deploy software
 - Managed deployment/upgrade
 - World wide field service help

What EA Provides



Managed PI (mPI)

- Self-Monitoring PI System
- Secure SSL Data Transmission
- 24x7 Network Operations Center (NOC) Coverage
- Remote Repair
- Automated Updates



locations:
USA (photo)
Singapore
Australia
Germany



What EA Customers said

“mPI and the NOC allowed us to find and solve an issue in a couple of hours. Without mPI and the NOC, the issue may have taken us days to find and remedy.”

“I can take a vacation and have peace of mind that any problems will be solved by the NOC.”

mPI Visibility

- Extranet Dashboard
- Automatic Notifications
- Issues Log
- Session Recordings

The screenshot shows the EA Extranet web application running in a Windows Internet Explorer browser. The address bar displays the URL <https://ea.osisoft.com/default.aspx>. The page features a blue header with the OSi soft logo and the text "EA Extranet". Below the header is a green navigation bar with "Site Actions" and "Browse" buttons. The main content area is divided into several sections:

- Regions & Sites:** A tree view showing a hierarchy of sites. The "Alcanar Plant" is selected. Other sites listed include APO Plant, Assiut Plant, Atotonilco Plant, Balcones Cement Plant, Davenport Cemex, and Demoplois Plant. There are checkboxes for "Other Sites", "ID", "PI Agent", and "SAP Name", and buttons for "Collapse" and "Expand All".
- Region & Site Status:** A table showing the status of various sites. The table has columns for "Type", "Name", and "Status".
- News Manager:** A section with a welcome message and a list of announcements, including "Roll Up Announcements", "PI.CARGILL.COM", "News In Training", and "Online CBT Code".
- EA Services & Activity:** A section with a filter by status dropdown and a list of activities.

Type	Name	Status
Plant	Alcanar Plant	Warning
Plant	APO Plant	OK
Plant	Assiut Plant	Warning
Plant	Atotonilco Plant	OK
Plant	Balcones Cement Plant	OK

ID	Title
52	CMNA - Blair - APS and D
53	CMNA - Cedar Rapids - PI
54	CMNA - Hammond - upgr
55	CMNA - Memphis - lifecyc
57	Enterprise - Shop Floor Tr

EA Training

- Live training courses
- UC attendance
- OSIsoft vCampus membership

YouTube

Search



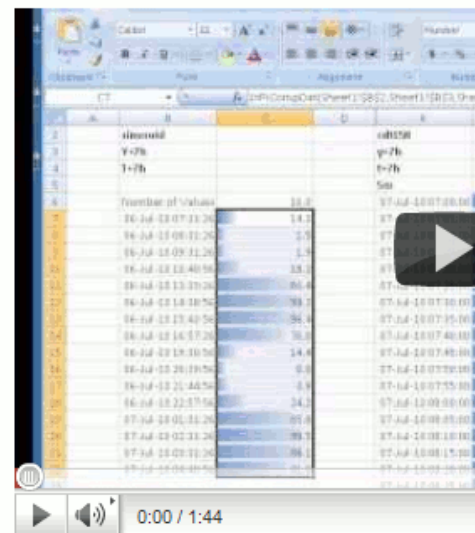
OSIsoft Learning Channel
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OSIsoft: Use Excel conditional formatting to DataLink report functionality. v4.0

From: OSIsoftLearning | May 10, 2011 | 225 views

The Conditional Formatting found in Excel 2007 can be used to help visualize the data in your DataLink reports.

If you are a subscriber to our Virtual Learning Lab Environment:

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Using OSIsoft's Learning Channel
3 weeks ago
[more info](#)



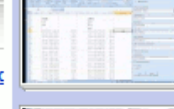
PI System Basics
3 hours ago
[more info](#)



PI Asset Framework
4 hours ago
[more info](#)



PI ProcessBook
1 month ago
[more info](#)



PI DataLink
3 weeks ago
[more info](#)



PI WebParts, v3.0
4 weeks ago
[more info](#)



PI Notifications
4 weeks ago
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88thohan (1 week ago)

I find the bookmarks-feature to take way much (more Internet Browser-inspired navigation. Wo... useless if you're working in only one window.



OSIsoftLearning (1 week ago)

@88thohan Thanks. I've forwarded your suggestion to the development team.

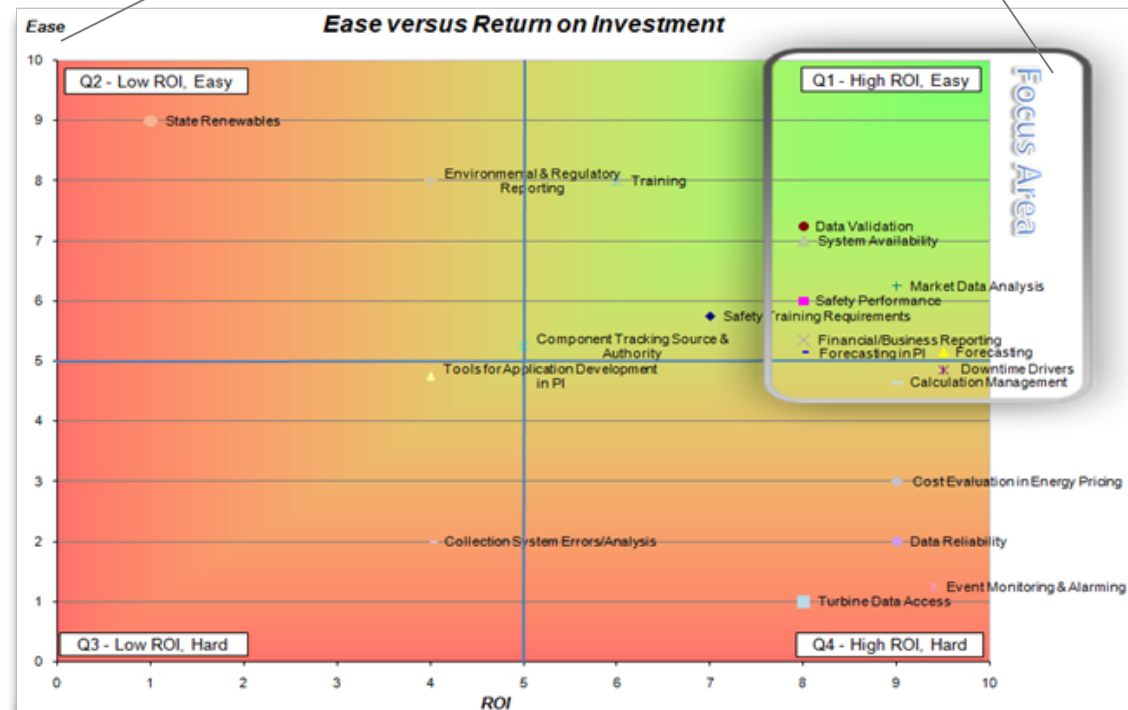
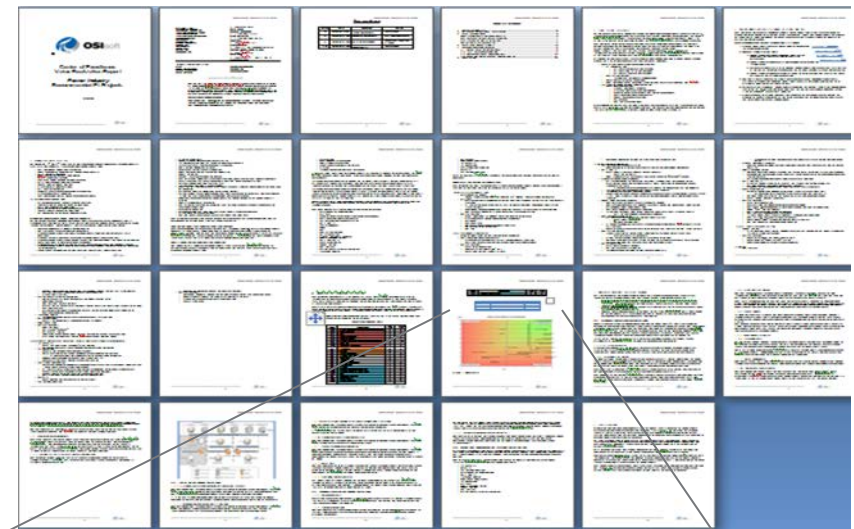
EA Field Services

- Deployment Planning
- Secure Remote Access
- Guaranteed Install
- Large Global Team



Center of Excellence

- Strategic and Tactical Advisors
- Product *and* Industry Experts
- System Architecture
- Proof of Technology



Enterprise Project Manager

- The OSIsoft insider on your team
- Guidance
- Coordination
- Communication
- Ensuring Success

*Photo is only an example.
Actual EPM may be
different person.



EA Result

Enterprise
Project
Manager

Success!





Thank you