

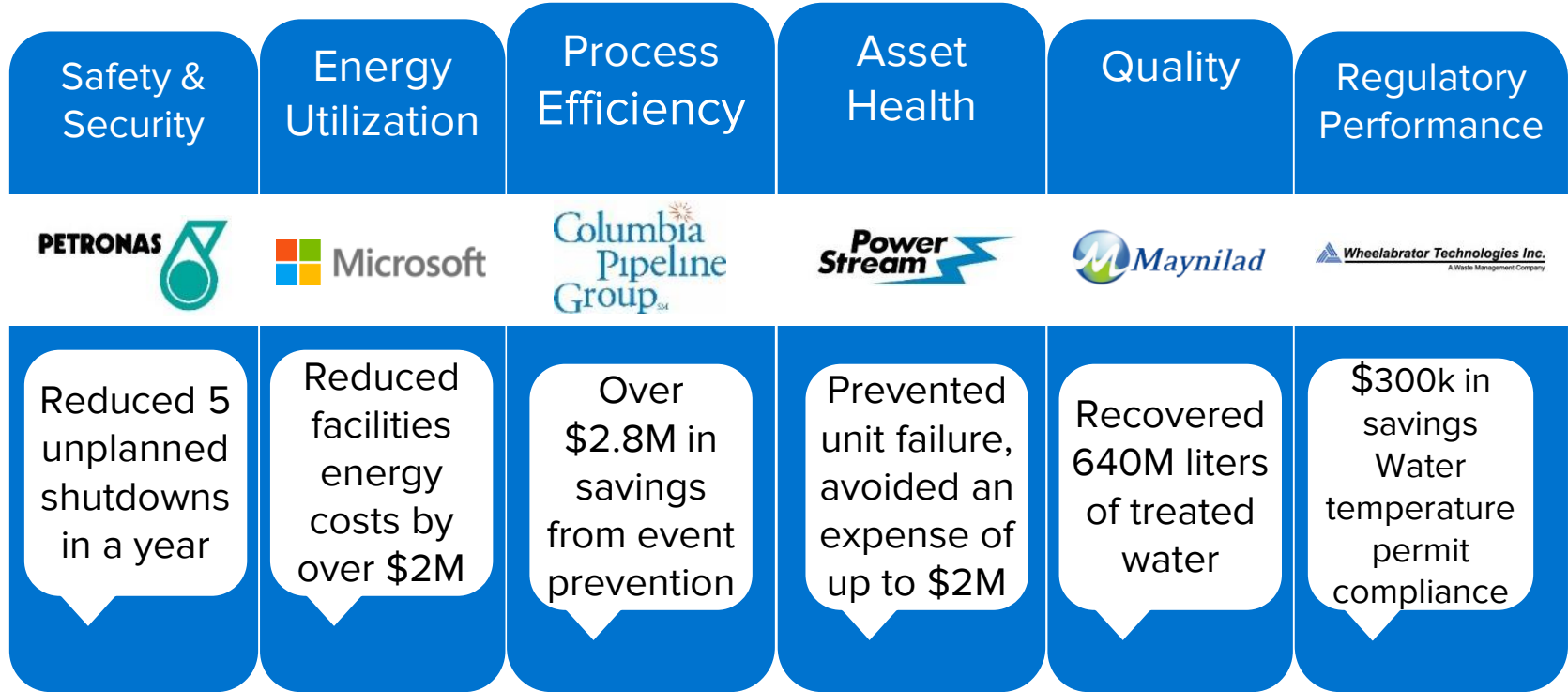
# Solving Business Initiatives with the PI System

John Maytum, Sr. Systems Engineer

October 5<sup>th</sup>, 2016



# Business Impacts: Delivering Value at Enterprise Scale



# Business Impacts: Delivering Value at Enterprise Scale

Safety &  
Security

Energy  
Utilization

Process  
Efficiency

Asset  
Health

Quality

Regulatory  
Performance

How do these come together in the PI System?

Reduced 5  
unplanned  
shutdowns  
in a year

Reduced  
facilities  
energy  
costs by  
over \$2M

Over  
\$2.8M in  
savings  
from event  
prevention

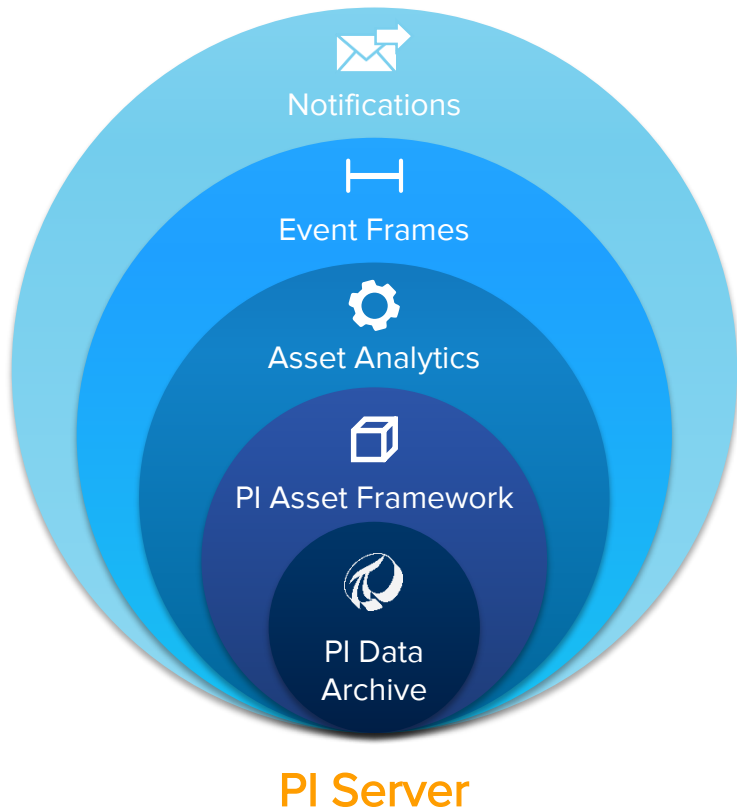
Prevented  
unit failure,  
avoided an  
expense of  
up to \$2M

Recovered  
640M liters  
of treated  
water

\$300k in  
savings  
Water  
temperature  
permit  
compliance



# Modern PI Server: Data in context of assets & events



WT27.SI.PV 18



Wind Turbine #27

- 18 rpm
- Springfield
- 8-hour average
- Last curtailment code



# Power of planning: From simple notes to real impact

## Red-Eye Flight from OSISoft 2014 UC...

1. Typical Network
2. Proliferation
3. Notifications
4. Data Cleaning
5. Misconceptions
6. More...More... More



USERS CONFERENCE 2015

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5



Rick Smith, Manufacturing Process Information Mgr.  
International Paper

- Reliable production estimates
- 35% reduction in energy usage
- Simplified reporting: days to minutes



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5

# How do you get started?

Where you want to be



## Myth

Get it 100% right

## Risk

Run into organizational challenges



Where you are





# 5 easy steps to plan a successful implementation

Where you want to be

Start small.

Focus on value.

Develop a plan.

Where you are



# 5 steps to define a plan



# Imagine

What do I want?

Performance improvement, Reduced energy use

*Detect anomalies*

*Reduce reaction time*

*Increase efficiency*

*Simplify reporting*

*Lower costs*

# Focus

Where is the easiest or biggest ROI opportunity?

Problematic equipment, High-value process

*Detect anomalies*

Transformer voltage variation



*Reduce reaction time*

Shorten vacuum phase



*Increase efficiency*



Improve rig drilling

*Simplify reporting*

Monthly EPA spreadsheet

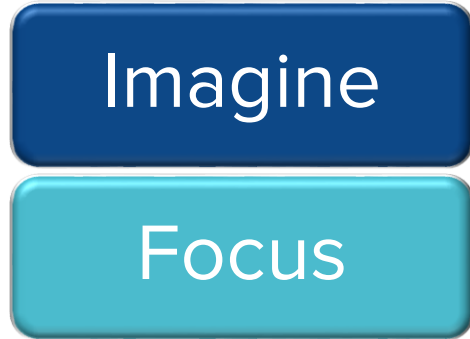


*Lower costs*



Reduce pump maintenance

*Lower costs: Reduce pump maintenance*



Elements



*Pump 18*

Lower costs: Reduce pump maintenance

Imagine

Focus

Elements



Pump 18



“What does that asset look like?”

“What tags do I have?”



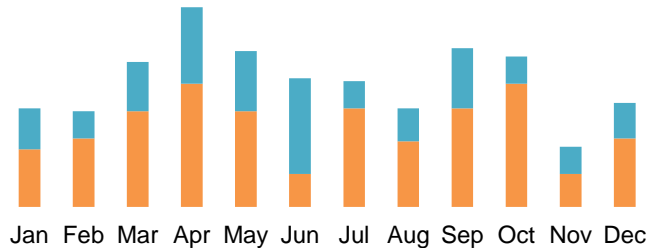
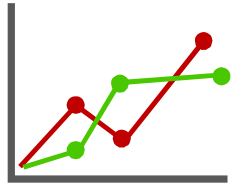
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# What do I need for my focused initiative?

## Pro-tip

Specify the final visualization, then **reverse engineer** needed data.



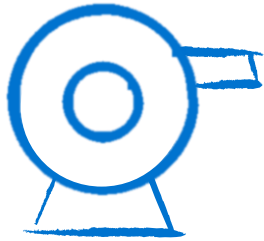
$$[E_f] = \frac{[E_0] - [ES](1 + \frac{[I_f]}{K_I})}{(1 + \frac{[I_f]}{K_I})}$$



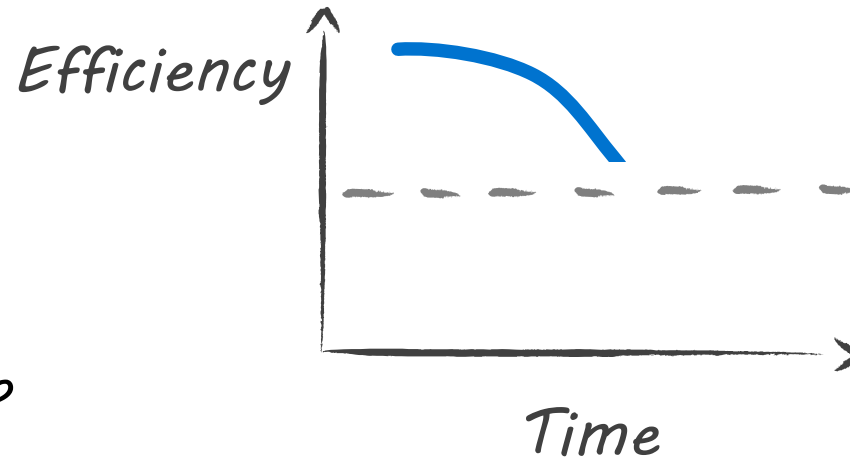
# Specify

What information do I want to see, and how?

Specific readings, Aggregate metrics, Trends, Reports



*Type: Discharge pump*

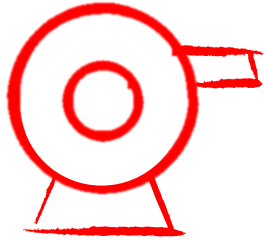




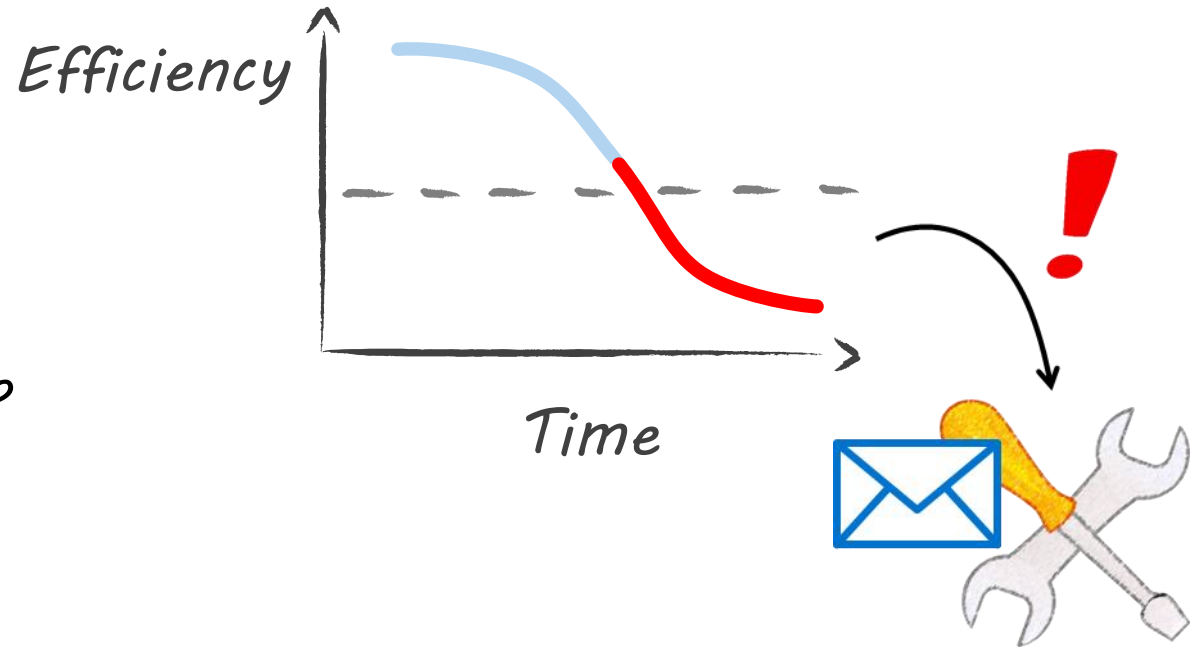
# Specify

What information do I want to see, and how?

Specific readings, Aggregate metrics, Trends, Reports



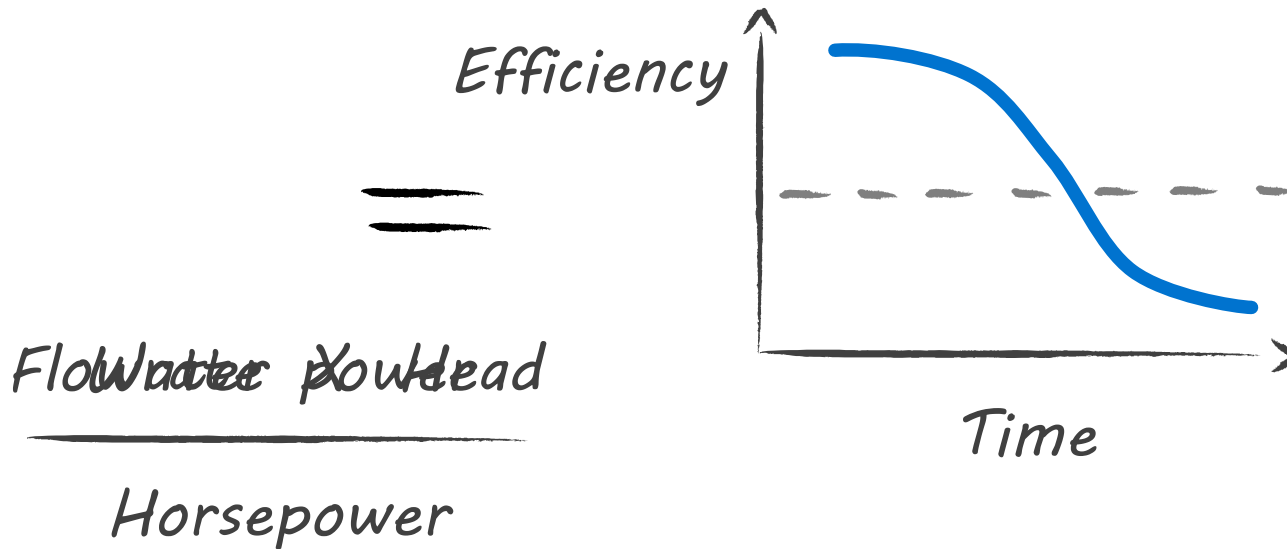
Type: Discharge pump



# Specify

What information do I want to see, and how?

Specific readings, Aggregate metrics, Trends, Reports



# Specify

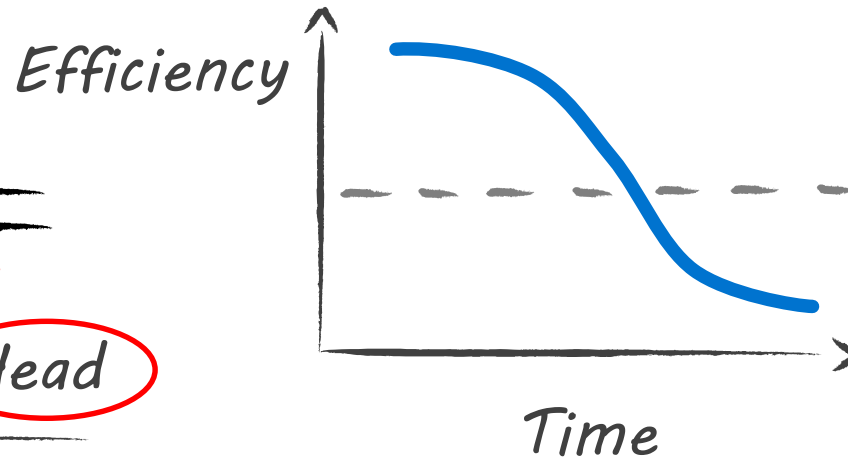
What information do I want to see, and how?

Specific readings, Aggregate metrics, Trends, Reports

*Find these readings*

*Flowrate* X *Head*

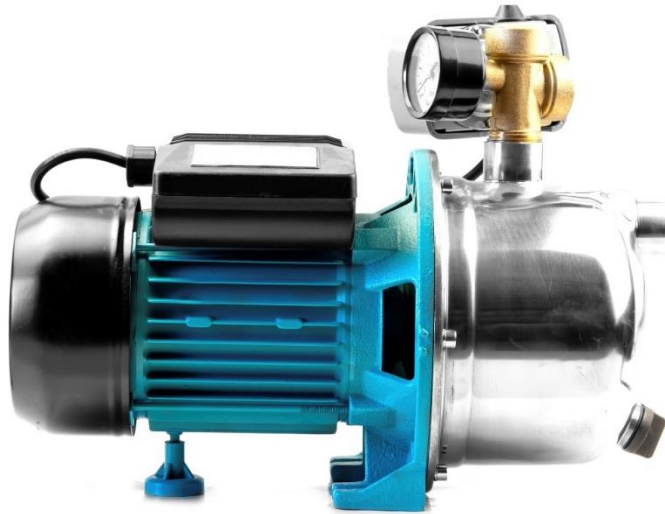
*Horsepower*



# Map

Where does the data come from?

Data sources, Particular assets or processes



*Pump operation:* ←

- *Flowrate*
- *Head*
- *Other indicators*

*Pump specifications:* ←

- *Horsepower*
- *Theoretical efficiency*

# Design

What should I consider when designing templates?

Making comparisons, preserving simplicity, re-use

Do I have other similar pieces of equipment that I want to compare?

Are there components that I want to compare separately?







Do I look at a tire without the truck?

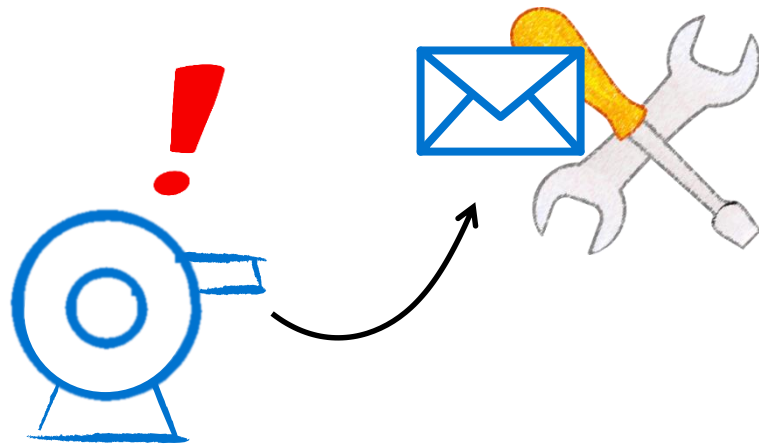
Do I look at a valve without the tank?



# Pulling it all together

4 simple attributes is all you need to start CBM

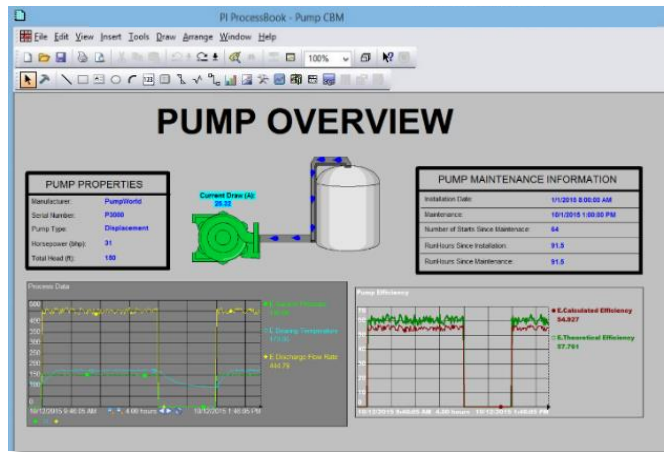
<u>Elements</u>	<u>Attributes</u>
 Pump01	 Flow Rate
 Pump02	 Horsepower
	 Theoretical Efficiency
	 Total Head



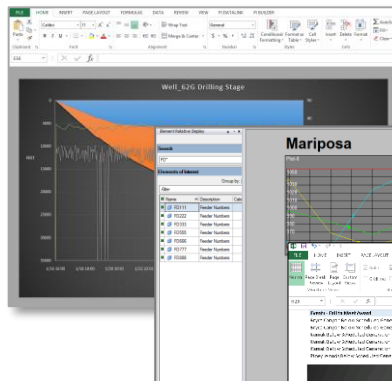


# Asset Based PI Example Kits: See initiatives take shape

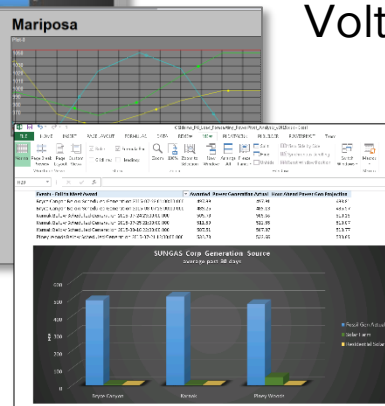
## CBM for pumps



## Well drilling



## Voltage monitoring



## Load forecasting

...and more!

Asset Based PI Example Kits are available to everyone on PI Square.

- Search [www.pisquare.com](http://www.pisquare.com) > “example kit”



Design

Map

Specify

Focus

Imagine

Where you want to be

- Join us for training tomorrow
- Find us at the pods to discuss your ideas
- Download free example kits

Where you are



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22

# Looking for more coaching? Workshops to fit your needs

## PI Discovery Workshop

Learn

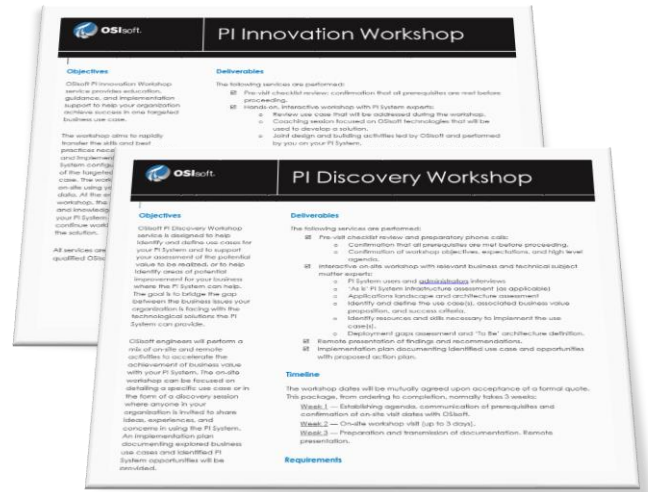
Educate

Explore

## PI Innovation Workshop

Enable

Execute



Contact your account  
manager for details

On-site workshops (up to 3 days), targeted at your business use case(s) with your experts and ours, and using your data and your PI System.

# Contact Information

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[jmaytum@osisoft.com](mailto:jmaytum@osisoft.com)

Senior Systems Engineer

OSIsoft, LLC

# Questions

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



State your  
**name & company**

# Please remember to...

Complete the Survey  
for this session

**OSIsoft. REGIONAL SEMINAR**  
Safeco Field – Seattle, WA – September 20, 2016

**Evaluation Form**

Name: \_\_\_\_\_ Company: \_\_\_\_\_  
Email: \_\_\_\_\_

**Quality of presentations**

	Poor	Good	Excellent	N/A
1. Digital Transformation with Today's PI System – OSIsoft	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. PI Coresight 2016: New Vision, New Display Editor, New Look and Feel – OSIsoft	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Monitoring Health and Performance of Grid-Scale Energy Storage Systems – UniEnergy Technologies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Using PI Integrators to Improve the Value of your PI Data – OSIsoft	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. PI Asset Framework Ties Together Enterprise OEE for Clearwater Paper – Clearwater Paper	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Solving Business Initiatives with the PI System – OSIsoft	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. PI Analytics and Coresight for Business Process Improvement – Arista	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. Seq helps customers get even more value from their OSIsoft PI System – Seq Inc.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. What's Really Going on with your Beer's Fermentation? – Deschutes Brewery	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Quality of seminar**

	Poor	Good	Excellent	N/A
1. Presentation topics meeting your needs or interests	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Time allowed for lunch/breaks/discussions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Pace and time allocated to the presentations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



# Thank You



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