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BERLIN, GERMANY • SEPT 26-29, 2016



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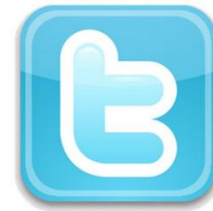
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- **MOBILE SURVEYS**,
please provide your feedback
- **Post UC survey: Friday**
First 200 entries entered to win:
 - One of **five free** 2017
OSISOFT EMEA Users
Conference full registrations
 - Three night hotel stay

Share what you saw with
friends on Twitter, Facebook
Instagram or LinkedIn!





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Customer Showcases:

The Latest Products and Upcoming Releases

Presented by Ray Hall, OSIsoft
Elgonda la Grange, Honeywell
John de Koning, Shell

Arie van Boven, RWE
Arco Stolk, RWE
Brian Faivre, Deschutes Brewery
Tim Alexander, Deschutes Brewery



Honeywell



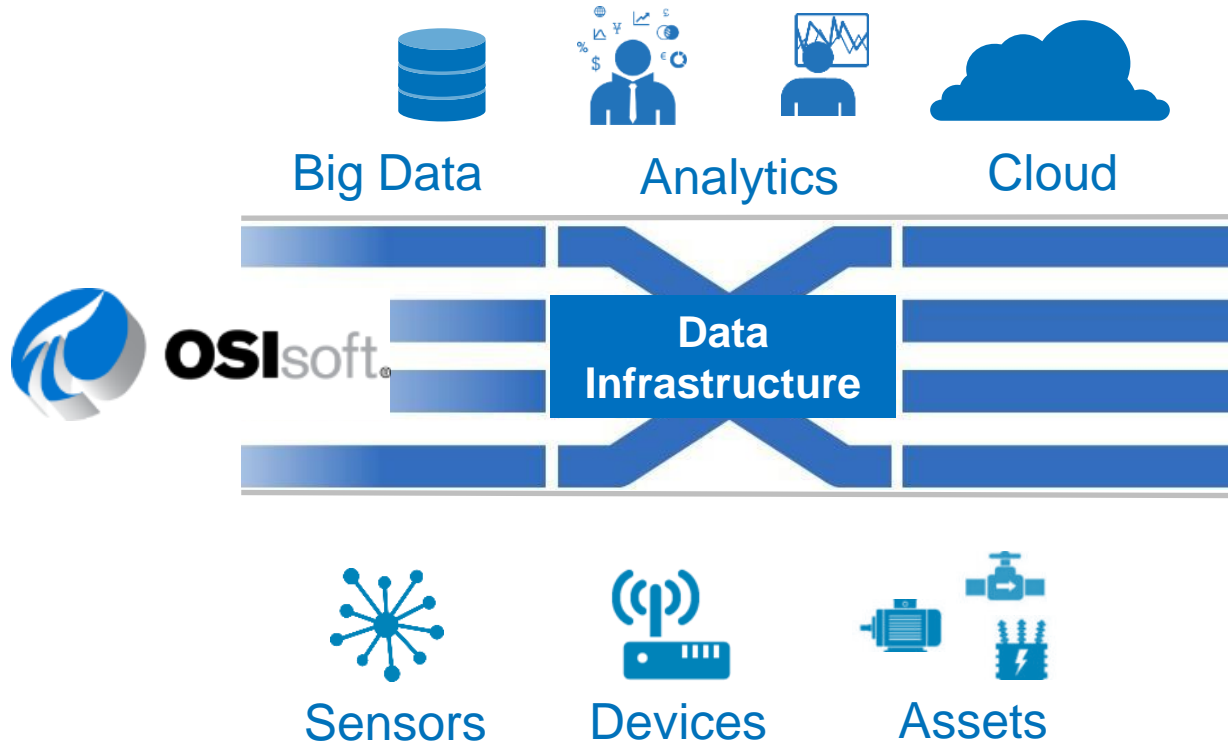
RWE



The slide features five decorative blue circles of varying sizes. One large circle in the top-left contains three overlapping white circles. Another large circle is in the top-right. Three smaller circles are positioned in the bottom-left, bottom-center, and bottom-right.

We believe People with Data
can Transform their world

Data Infrastructure for Digital Transformation



PI Integrator for BA



PI Integrator for Azure



PI Coresight 2016 R2

RWE

AF Workshop



PI System 2016 R2

Honeywell

PI Connector for OPC UA



PI Connectors



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Customer Showcases

Honeywell

Elgonda la Grange

*Director, Advanced Solutions
Software Products*

RWE

Arie van Boven

Operations Analyst

Arco Stolk

Operations Analyst



John de Koning

*Technology Manager Foundation
Services*



Brian Faivre

Brewmaster, Operations

Tim Alexander

*Assistant Brewmaster,
Engineering & Technology*

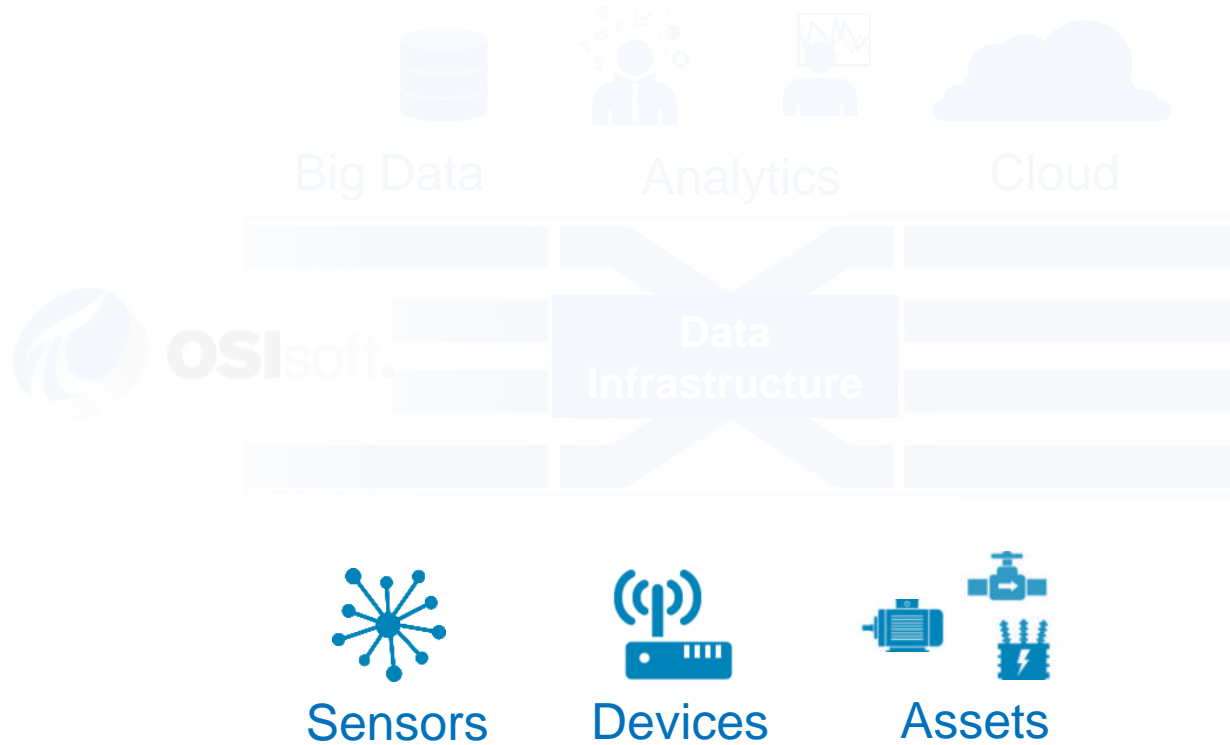


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Data Infrastructure for Digital Transformation



PI Integrator for BA



PI Integrator for Azure



PI Coresight 2016

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Honeywell

PI Connector for OPC UA



PI Connectors



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Connectivity: Over 450 Interfaces and Connectors

CONNECTOR INNOVATIONS



Time



Flexible



Metadata



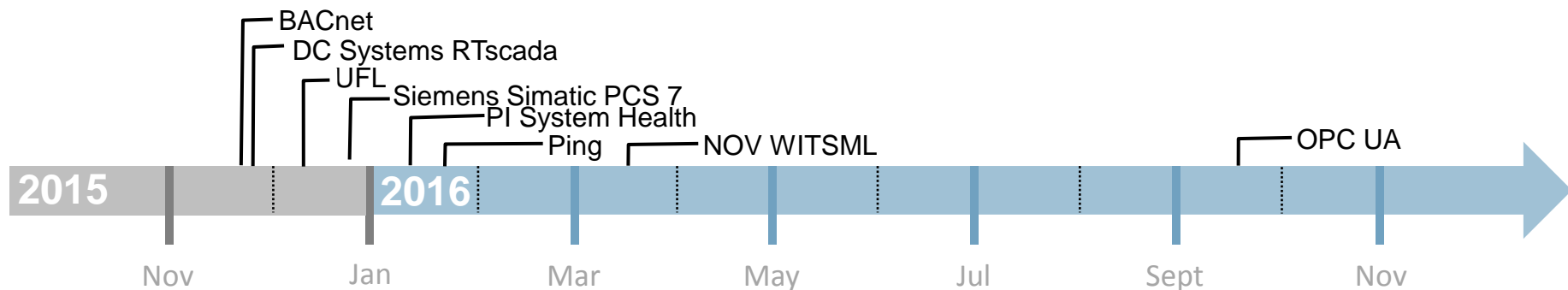
Speed



Embedded



Secure



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Featuring PI Connector for OPC UA

Honeywell

Elgonda LaGrange

*Director, Advanced Solutions
Software Products*



John de Koning

*Technology Manager Foundation
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RWE

Arie van Boven

Operations Analyst

Arco Stolk

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Brian Faivre

Brewmaster, Operations

Tim Alexander

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Engineering & Technology*

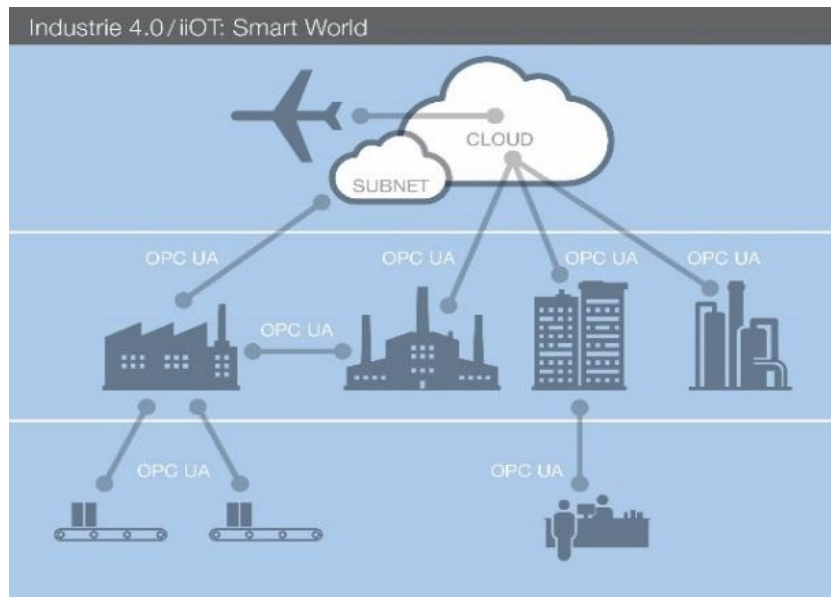


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OPC UA: See More, Do More



Unleash Data Visibility & Analytics

Better Security

- IT/OT Best Practices
- Industrie4.0 endorsed

Richer Data

- Data in context
- Easy consumption by PI AF

Simpler Infrastructure

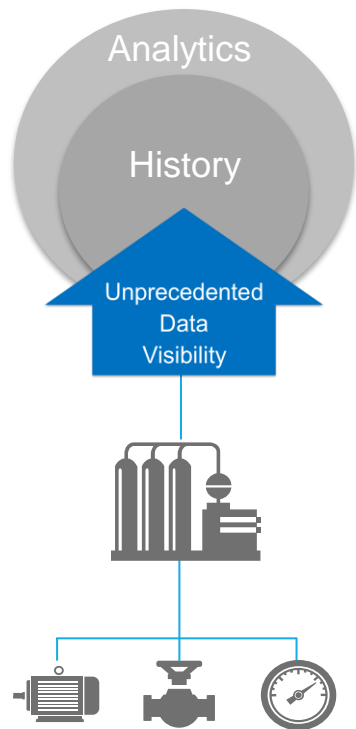
- Any platform, any OS
- Non-PC components for connectivity
- Reduced middleware

Access to more data

- Embedded on device
- Access to previously dark devices

“The only communication technology for industrial environments that I currently know of which provides integrated security functionalities and also offers performance potential to tackle the challenges of Industry 4.0 is OPC UA”

The Matrikon OPC UA SDK from Honeywell



The only OPC UA Software Development Kit you need

**Minimized
Footprint**

Embedded OPC UA in virtually any product with minimal resource use

**Maximized
Performance**

< 100ms update rates, 1 million monitored item updates per second

**Highly
Reliable**

Built from embedded first principles, delivers maximum product uptime

**Fully
Scalable**

One SDK for all products. From the smallest MCU to multi-core CPUs

**Easy to
Use**

Minimized development time with easy drop-in 'OPC UA Server in a box' design



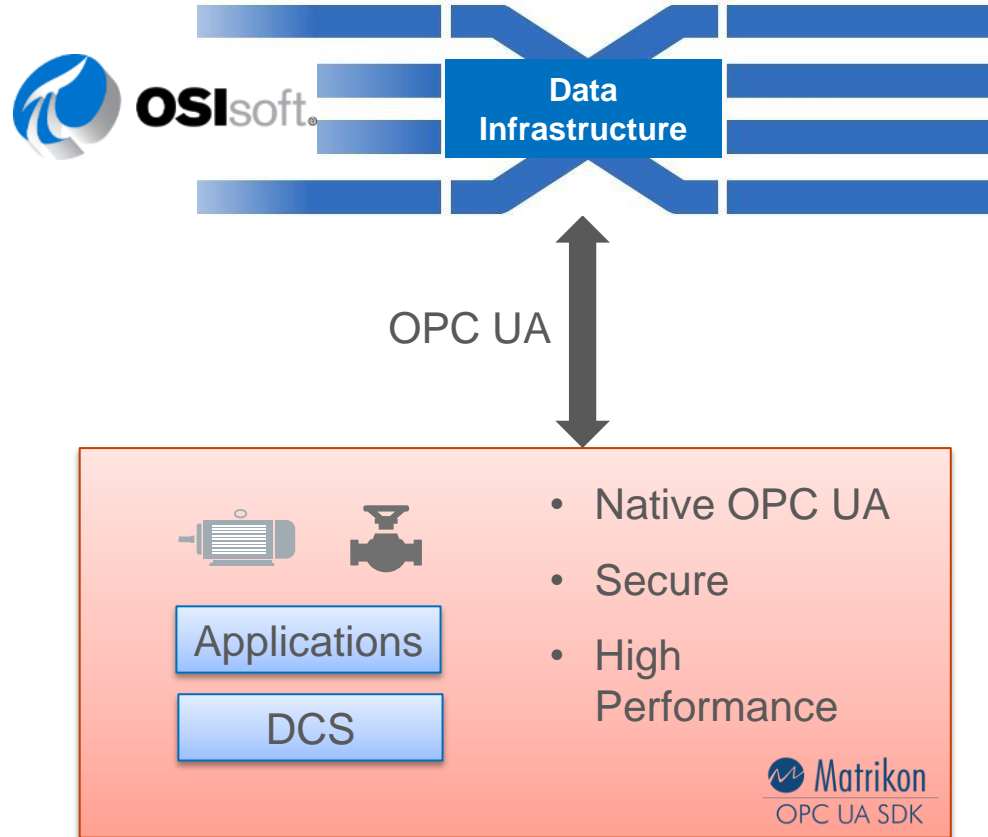
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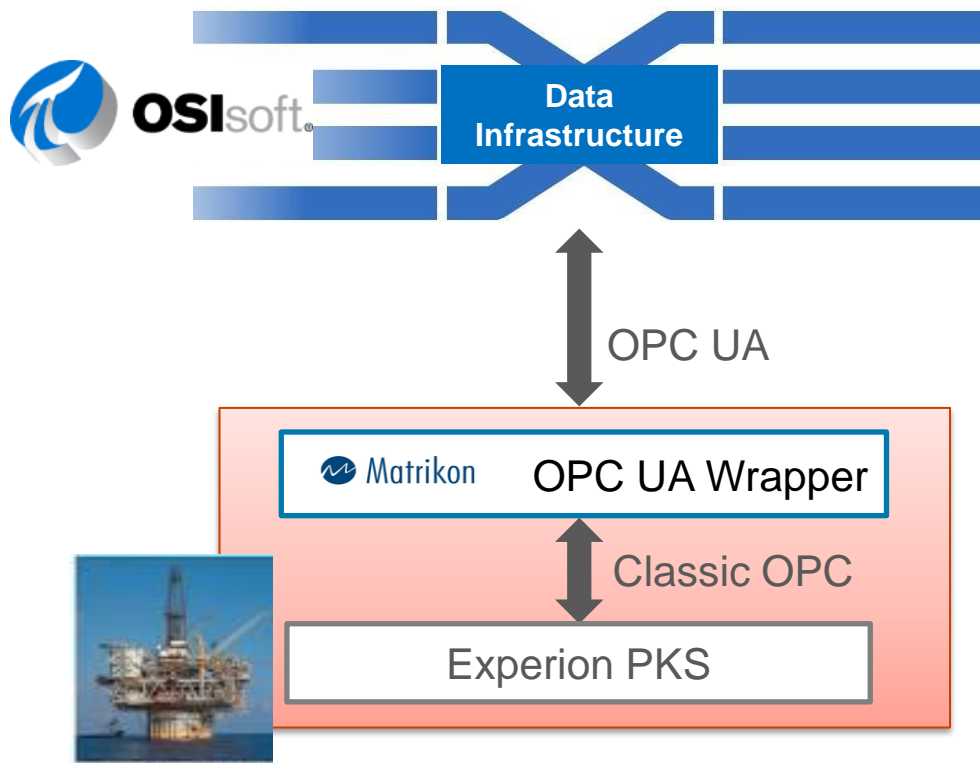
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Honeywell – OSIsoft Collaboration

- OSIsoft and Honeywell currently testing the PI Connector for OPC UA with the Matrikon OPC UA SDK based server
- OSIsoft PI Connector for OPC UA collects data from OPC UA servers
 - Reads real-time (DA) values
 - Reads historical (HA) values during startup and after reconnections
- Scalability testing on data streams and throughput to provide best practices



Proof of Concept: International Oil Company

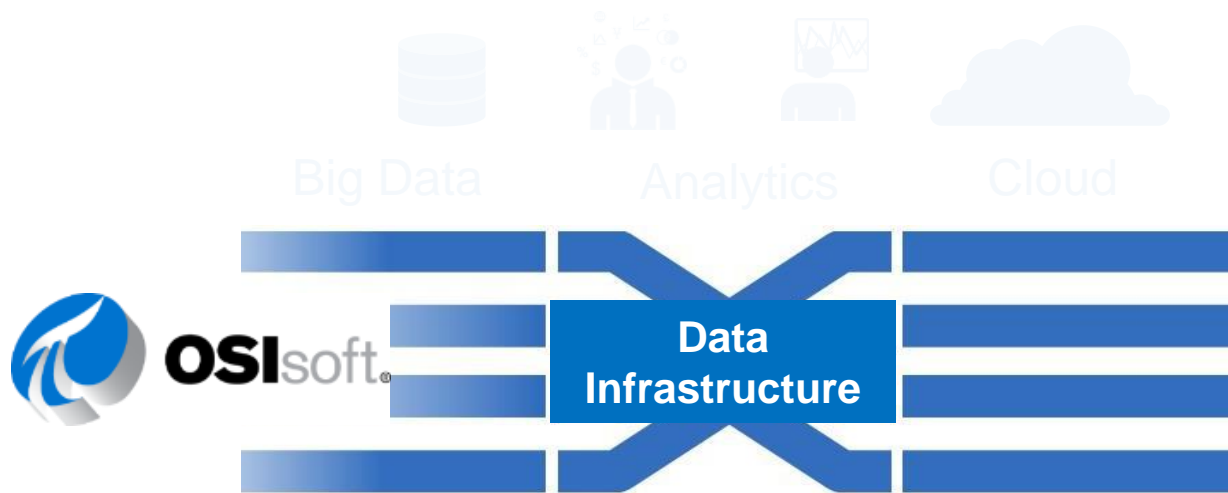


Proof of Concept Goals

- Reliability: Highly reliable data collection
 - Real Time (OPC UA DA)
 - Historical (OPC UA HA)
 - Data recovery when connectivity is lost
- Security: Aligned with IT/OT policies (Firewall friendly)
- Infrastructure Simplification

Centralize PI Infrastructure into a small number of Datacenters

Data Infrastructure for Digital Transformation



PI Integrator for BA



PI Integrator for Azure



PI Coresight 2016

RWE

AF Workshop



PI System 2016 R2

Honeywell

PI Connectors for OPC UA



PI Connectors



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Featuring AF Jumpstart

Honeywell

Elgonda LaGrange

*Managing Director of
MatrikonOPC*



John de Koning

*Technology Manager Foundation
Services*

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Arie van Boven

Operations Analyst

Arco Stolk

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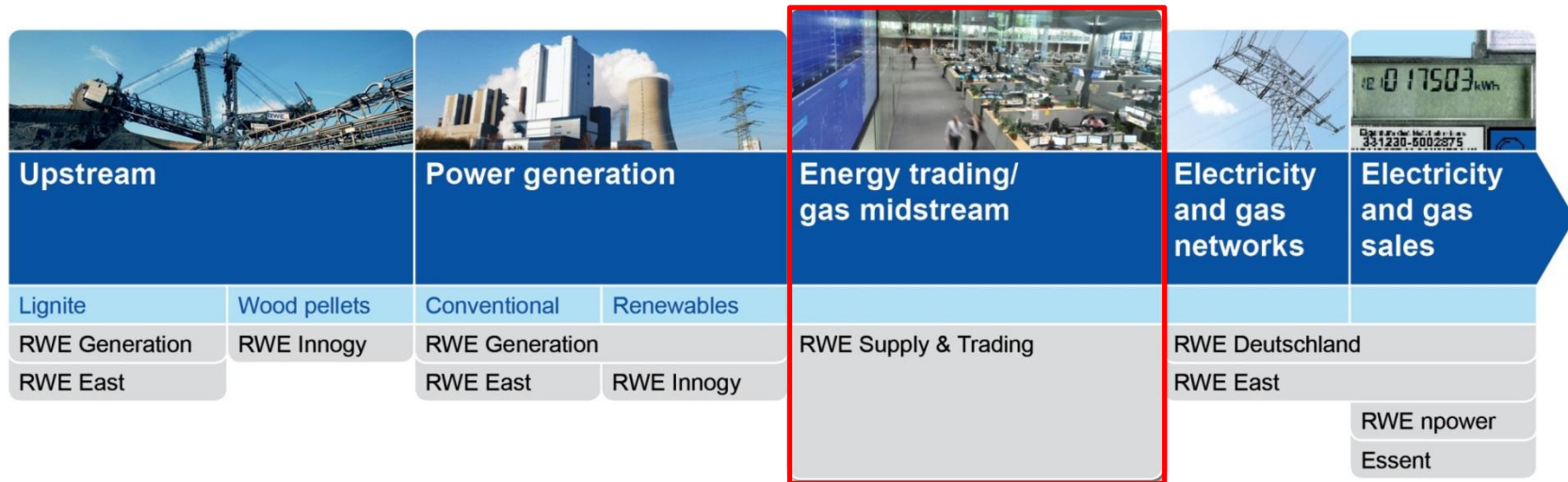


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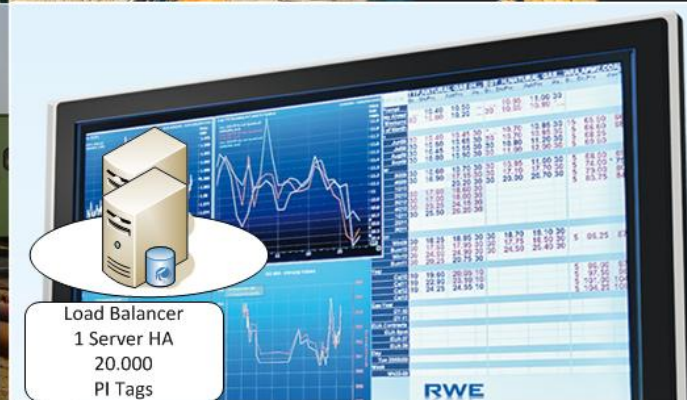
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Supply & Trading: The commercial centre of RWE



- > Our headquarters in Essen, Germany, Europe's largest energy trading floor
- > A centre of excellence in energy trading, with approximately 1,300 employees coming from over 37 countries

PI Systems at RWE



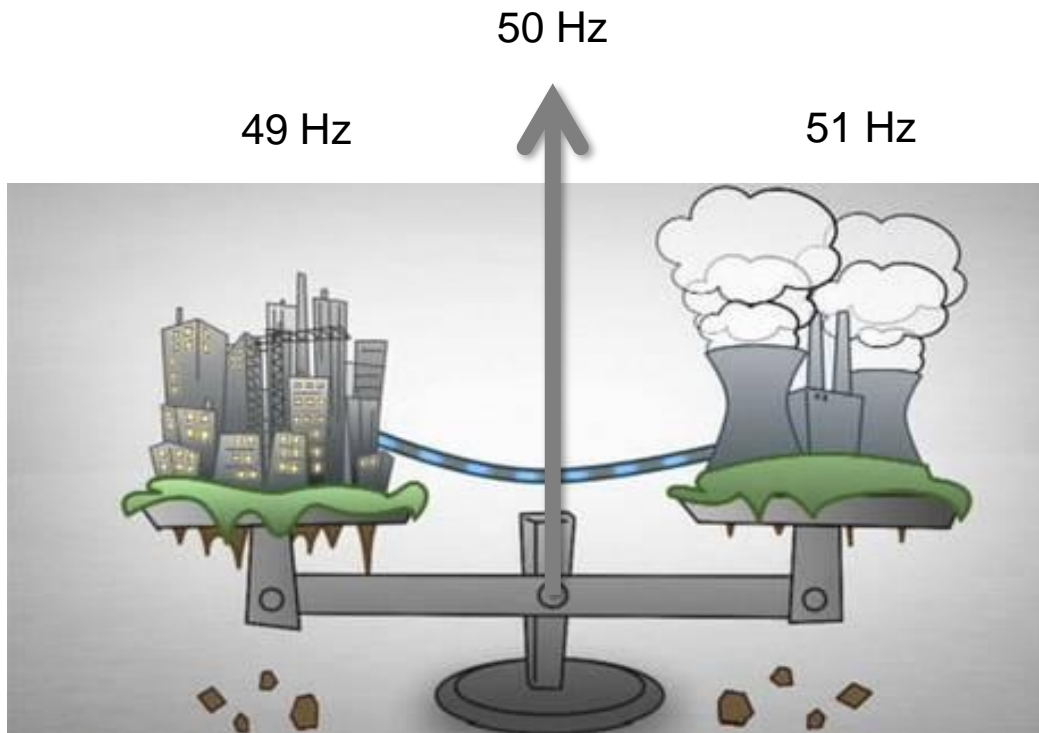
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Load Dispatcher Challenge

Short-term optimization & control of RWE power plants



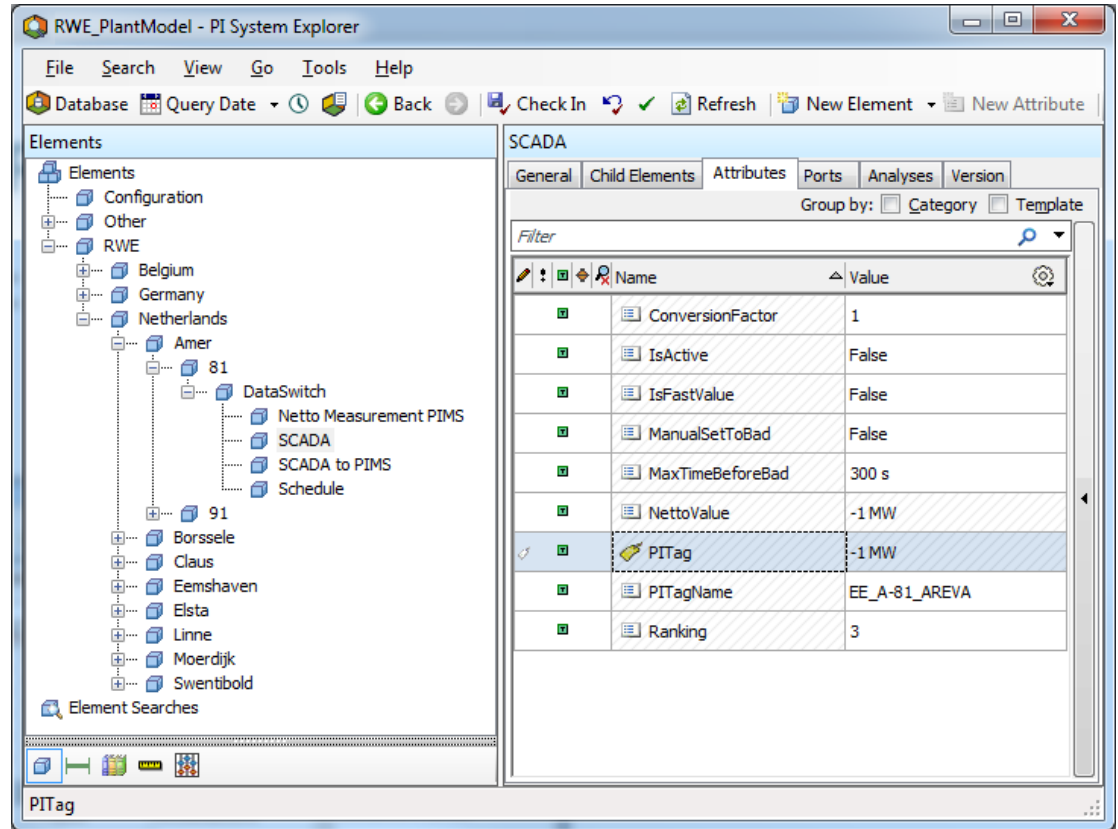
- Technical & economical conditions need to be considered
- Imbalanced grid has financial implications
- Reliable PI Data is required

RWE AF Plant Model

Summer 2015 : In-house workshop

Gained know-how to create RWE Plant Model

Create new applications using the RWE Plant Model (replaces old applications)



New Application : Dataswitch

Create “one version of the truth” for each Technical Unit

The screenshot displays the PI System Explorer window for the project \\S930A3655\RWE_PlantModel. The left pane shows a hierarchical tree of elements, with 'SCADA' highlighted under the 'DataSwitch' folder. A red arrow points from the text 'Accepted online value of unit calculated based on ranking and expiration time' to the 'SCADA' element. The right pane shows the 'SCADA' element's attributes in a table format.

Accepted online value of unit calculated based on ranking and expiration time

Name	Value	Time Stamp
ConversionFactor	1	01/01/1970 00:00:00
IsActive	False	01/01/1970 00:00:00
IsFastValue	False	01/01/1970 00:00:00
ManualSetToBad	False	01/01/1970 00:00:00
MaxTimeBeforeBad	60 s	01/01/1970 00:00:00
NettoValue	711 MW	16/09/2016 13:30:15
PITag	711 MW	16/09/2016 13:30:15
PITagName	BKA_A.PistTE	01/01/1970 00:00:00
Ranking	2	01/01/1970 00:00:00

SCADA Modified:28/06/2016 14:56:35. Version: 01/01/1970 00:00:00, Revision 1

New Application : Dataswitch

KEPinfo

Germany Netherlands / Belgium

19.09.2016 16:26:44

Gas (AOW)

Water (AOW)

Block		FP	AOW	Delta	Block		FP	AOW	Delta
Niederaussem	C	280	280	0	Bergkamen	A	720	717	-2
	D	298	301	4	Gersteinwerk	K2	620	608	-12
	E	288	293	5	Ilbenbüeren	B	792	790	-2
	F	0	0	0	Voerde	A	645	645	0
	G	623	626	3	Voerde	B	705	703	-2
	H	639	646	7	Westfalen	E	780	779	-1
	K	934	924	-10	Mannheim		661	677	16
Sum		3,061	3,070	9	Steinkohle	Sum	4,923	4,923	0
Frimmersdorf	P	289	288	-1	Emsland	B	481	477	-4
	Q	253	253	0	Emsland	C	350	346	-4
Sum		542	542	0	Emsland	D	834	832	-1
Neurath	A	151	157	6	Gersteinwerk	F	0	0	0
	B	296	284	-12	Gersteinwerk	G	0	0	0
	C	0	0	0	Gersteinwerk	I	0	0	0
	D	599	597	-1	Gersteinwerk	K1	0	0	0
	E	603	602	-1	Gas	Sum	1,665	1,654	-11
	F	1,022	1,040	18	Kaunertal		0	0	0
	G	1,053	1,070	18	Schluchsee		0	0	0
Sum		3,723	3,751	28	Saeckingen		54	-1	-55
Weisweiler	E	251	296	45	Wehr		0	47	47
	F	321	316	-5	Koepchenwerk		0	0	0
	G	659	660	0	Vianden		10	-65	-75
	H	654	655	1	Wasser	Sum	64	-19	-83
Sum		1,886	1,927	41	Kaunertal EH		209,255		
GoWerk		40	41	1	Schluchsee EH		52,527		
Fabrik Berrenrath		20	20	0	Saeckingen EH		765		
Fabrik Fortuna		0	-4	-4	Wehr EH		2,823		
Fabrik Frechen		20	19	-1	Koepchenwerk EH		581		
Fabriken	Sum	80	77	-3	Vianden EH		3,007		
Braunkohle	Sum	9,292	9,366	74	SRR (V-, Soll, V+)		-303	0	418
Gundremmingen	B	369	370	1	OptiSek (RB-, Ist, RB+)		-747	0	947
	C	356	353	-3	BK Soll, OS d-FP/Flex		18,293	15	-130
Lingen	A	1,153	1,167	13	BK AOW I/D/Avg		18,367	74	-75
Kernenergie	Sum	3,078	3,095	18	BK OptiSek I/D/Avg		18,439	147	-27
Weisweiler	C_VOT	0	0	0	STK Gas/STAG/Dor.K10		6,112	353	19
Weisweiler	H_VOT	0	0	0	AbgBezDelta/EB/Check		-875	-70	0
Weisweiler	MVA	24	23	-1	Kaunertal S/I/D		0	78	78
Karnap	MVA	29	30	1	Tagebau S/I/D		358	349	-9
Bochum		0	-1	-1	DAbatz Rest S/I/D		43	82	39
Dortmund		12	12	0	Direktabsatz S/I/D		401	509	108
Laufwasser		6	9	3					

Related units

Unit	AOW
Amer 81	1
Amer 91	616
Bergkamen A	717
Biblis A_EB	-5
Biblis B_EB	-5
Bochum - Dortmund _	11
Bochum	-1
Borssele 12	0
Borssele 30	140
Claus C	-2
Dormagen Currenta	
Dormagen DT	168
Dormagen GT_1	170
Dormagen GT_2	173
Dormagen GuD	531
Dormagen K10	20
Dortmund	12
Eemshaven A	-15
Eemshaven B	770
Elsta 2	140
Emsland B	475
Emsland C	346
Emsland D	835
Emsland DT_B	379
Emsland DT_C	242

Bergkamen A

19.09.2016 16:27:23

AOW	717.12	BKA_A.AOW_CUR	19.09.2016 16:27:19
<input checked="" type="radio"/> Automatic			
<input checked="" type="radio"/> Counter Value	717.12	BKA_A.ZOW	19.09.2016 16:25:00
<input type="radio"/> SCADA	718.00	BKA_A.PistTE	19.09.2016 16:27:18
<input type="radio"/> Amprion Value	725.00	BKA_A.IW	19.09.2016 16:26:00
<input type="radio"/> Schedule	720.00	BKA_A.FP	19.09.2016 16:15:00
<input type="radio"/> Generator Value	-799.68	GWB Pist	28.09.2015 11:30:50
<input type="radio"/> Manual input	717.12		



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Other Efforts

Moving to Future Data Tags: Eliminate Additional Databases

Adopting PI Coresight: Enable Mobile Devices

Testing on Amazon Cloud: Cost Reduction

Data Infrastructure for Digital Transformation



Big Data



Analytics



Cloud



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Data
Infrastructure



Sensors



Devices



Assets



PI Integrator for BA



PI Integrator for Azure



PI Coresight 2016 R2

RWE

AF Workshop



PI System 2016 R2

Honeywell

PI Connectors for OPC UA



PI Connectors



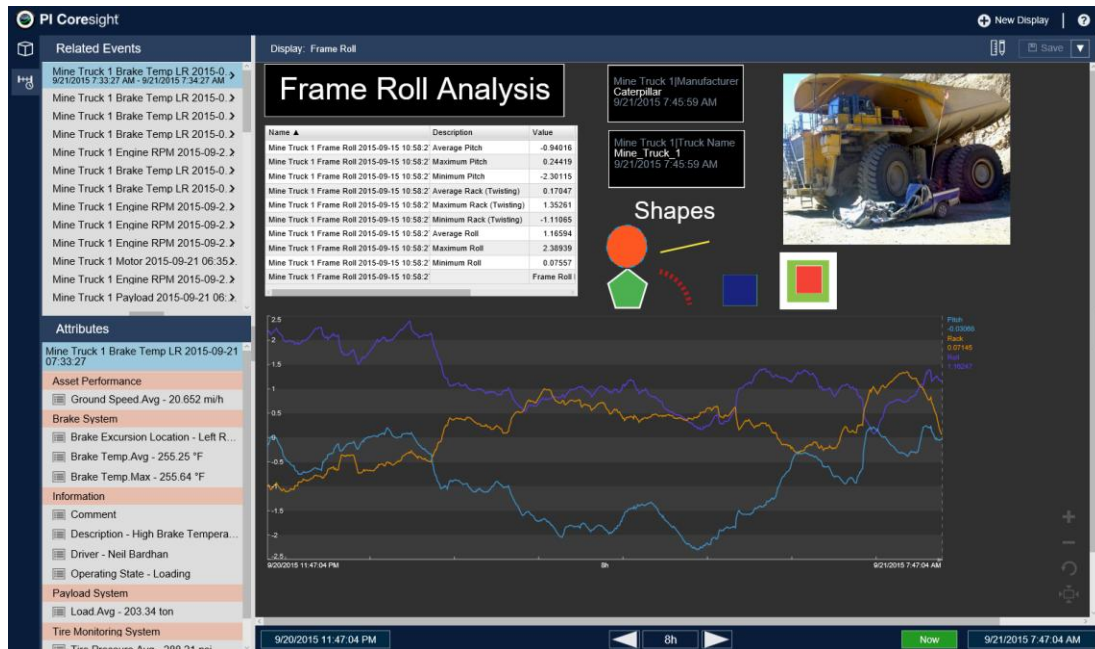
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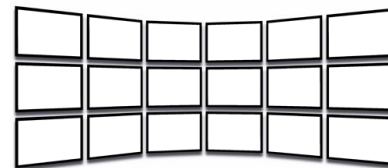
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PI Coresight: Next generation integrated visualization

Process monitoring | Ad-hoc analytics | Dashboards | Data entry



Anywhere



Time series | Events | Assets | Analytics | Notifications

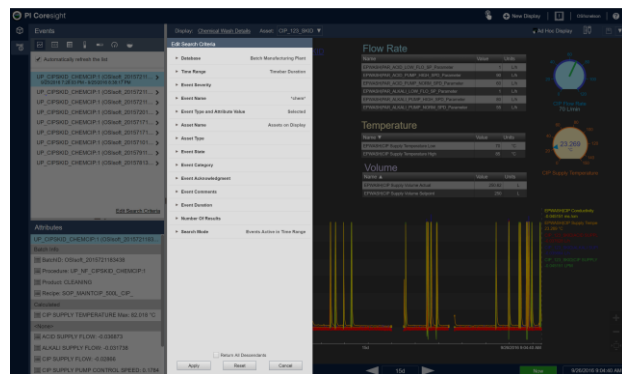


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PI Coresight 2016 R2

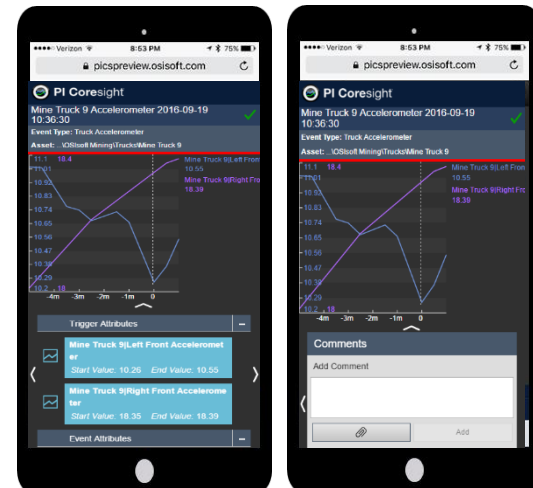
Event Search



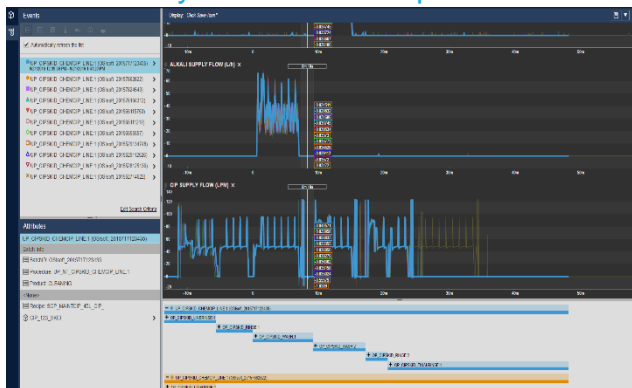
Trend Configuration



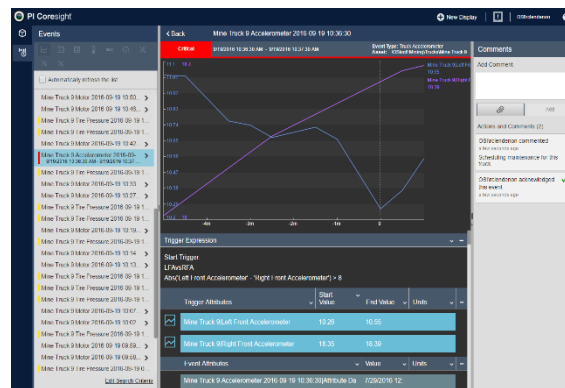
Event Detail Phone



Ad Hoc Analysis / Event Comparison



Event Details



Featuring PI Integrator for Business Analytics

Honeywell

Elgonda LaGrange

*Managing Director of
MatrikonOPC*



John de Koning

*Technology Manager Foundation
Services*

RWE

Arie van Boven

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Brian Faivre

Brewmaster, Operations

Tim Alexander

*Assistant Brewmaster,
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DEFINITIONS AND CAUTIONARY NOTE

Reserves: Our use of the term “reserves” in this presentation means SEC proved oil and gas reserves.

Resources: Our use of the term “resources” in this presentation includes quantities of oil and gas not yet classified as SEC proved oil and gas reserves. Resources are consistent with the Society of Petroleum Engineers 2P and 2C definitions.

Organic: Our use of the term Organic includes SEC proved oil and gas reserves excluding changes resulting from acquisitions, divestments and year-average pricing impact.

Resources plays: Our use of the term ‘resources plays’ refers to tight, shale and coal bed methane oil and gas acreage.

The companies in which Royal Dutch Shell plc directly and indirectly owns investments are separate entities. In this presentation “Shell”, “Shell group” and “Royal Dutch Shell” are sometimes used for convenience where references are made to Royal Dutch Shell plc and its subsidiaries in general. Likewise, the words “we”, “us” and “our” are also used to refer to subsidiaries in general or to those who work for them. These expressions are also used where no useful purpose is served by identifying the particular company or companies. “Subsidiaries”, “Shell subsidiaries” and “Shell companies” as used in this presentation refer to companies in which Royal Dutch Shell either directly or indirectly has control. Companies over which Shell has joint control are generally referred to as “joint ventures” and companies over which Shell has significant influence but neither control nor joint control are referred to as “associates”. The term “Shell interest” is used for convenience to indicate the direct and/or indirect ownership interest held by Shell in a venture, partnership or company, after exclusion of all third-party interest.

This presentation contains forward-looking statements concerning the financial condition, results of operations and businesses of Royal Dutch Shell. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. Forward-looking statements are statements of future expectations that are based on management’s current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. Forward-looking statements include, among other things, statements concerning the potential exposure of Royal Dutch Shell to market risks and statements expressing management’s expectations, beliefs, estimates, forecasts, projections and assumptions. These forward-looking statements are identified by their use of terms and phrases such as “anticipate”, “believe”, “could”, “estimate”, “expect”, “intend”, “may”, “plan”, “objectives”, “outlook”, “probably”, “project”, “will”, “seek”, “target”, “risks”, “goals”, “should” and similar terms and phrases. There are a number of factors that could affect the future operations of Royal Dutch Shell and could cause those results to differ materially from those expressed in the forward-looking statements included in this presentation, including (without limitation): (a) price fluctuations in crude oil and natural gas; (b) changes in demand for Shell’s products; (c) currency fluctuations; (d) drilling and production results; (e) reserves estimates; (f) loss of market share and industry competition; (g) environmental and physical risks; (h) risks associated with the identification of suitable potential acquisition properties and targets, and successful negotiation and completion of such transactions; (i) the risk of doing business in developing countries and countries subject to international sanctions; (j) legislative, fiscal and regulatory developments including potential litigation and regulatory measures as a result of climate changes; (k) economic and financial market conditions in various countries and regions; (l) political risks, including the risks of expropriation and renegotiation of the terms of contracts with governmental entities, delays or advancements in the approval of projects and delays in the reimbursement for shared costs; and (m) changes in trading conditions. All forward-looking statements contained in this presentation are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Additional factors that may affect future results are contained in Royal Dutch Shell’s 20-F for the year ended 31 December, 2014 (available at www.shell.com/investor and www.sec.gov). These factors also should be considered by the reader. Each forward-looking statement speaks only as of the date of this presentation, 29th April 2015. Neither Royal Dutch Shell nor any of its subsidiaries undertake any obligation to publicly update or revise any forward-looking statement as a result of new information, future events or other information. In light of these risks, results could differ materially from those stated, implied or inferred from the forward-looking statements contained in this presentation. There can be no assurance that dividend payments will match or exceed those set out in this presentation in the future, or that they will be made at all.

We use certain terms in this presentation, such as discovery potential, that the United States Securities and Exchange Commission (SEC) guidelines strictly prohibit us from including in filings with the SEC. U.S. Investors are urged to consider closely the disclosure in our Form 20-F, File No 1-32575, available on the SEC website www.sec.gov. You can also obtain this form from the SEC by calling 1-800-SEC-0330.



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Company Profile

- Shell is an innovation-driven global group of energy and petrochemical companies
- We are active in more than 70 countries
- Worldwide, we employ 94,000 full-time employees
- Our fuel retail network has around 43,000 service stations
- In 2014, we produced 3.2 million barrels of oil equivalent each day
- In 2014, we generated earnings* of \$19 billion
- We had \$24 billion of net capital investment in 2014
- We spent \$1.2 billion on R&D
- Royal Dutch Shell plc is a UK company, with its headquarters in the Netherlands
- We are listed on the stock exchanges of Amsterdam, London and New York

*On a current cost of supplies basis attributable to Royal Dutch Shell plc shareholders. Source: 2014 Annual Report and Form 20-F

Business Context

Where can I find my enterprise data?

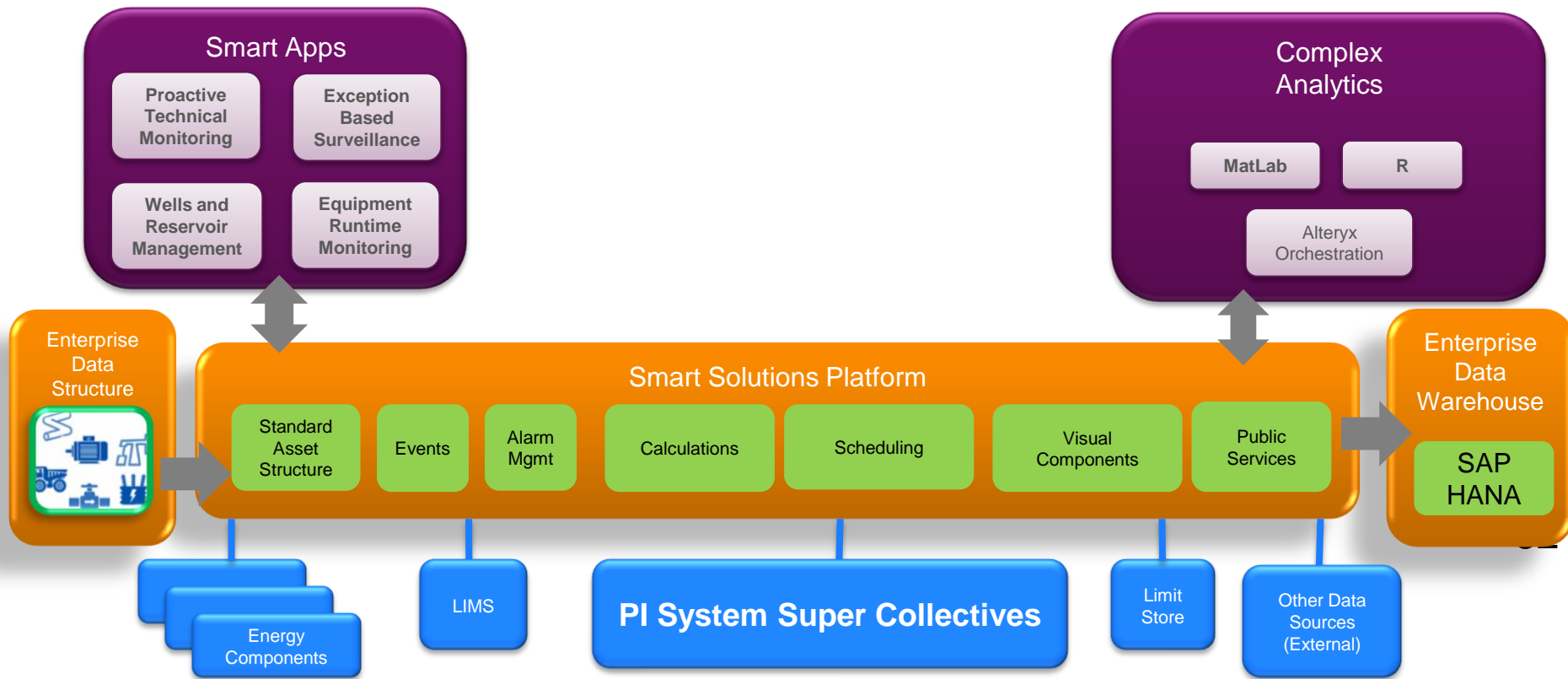
Do I meet my global targets?



How is my equipment running compared to other sites?

How can I prevent downtime?

Strategic Response

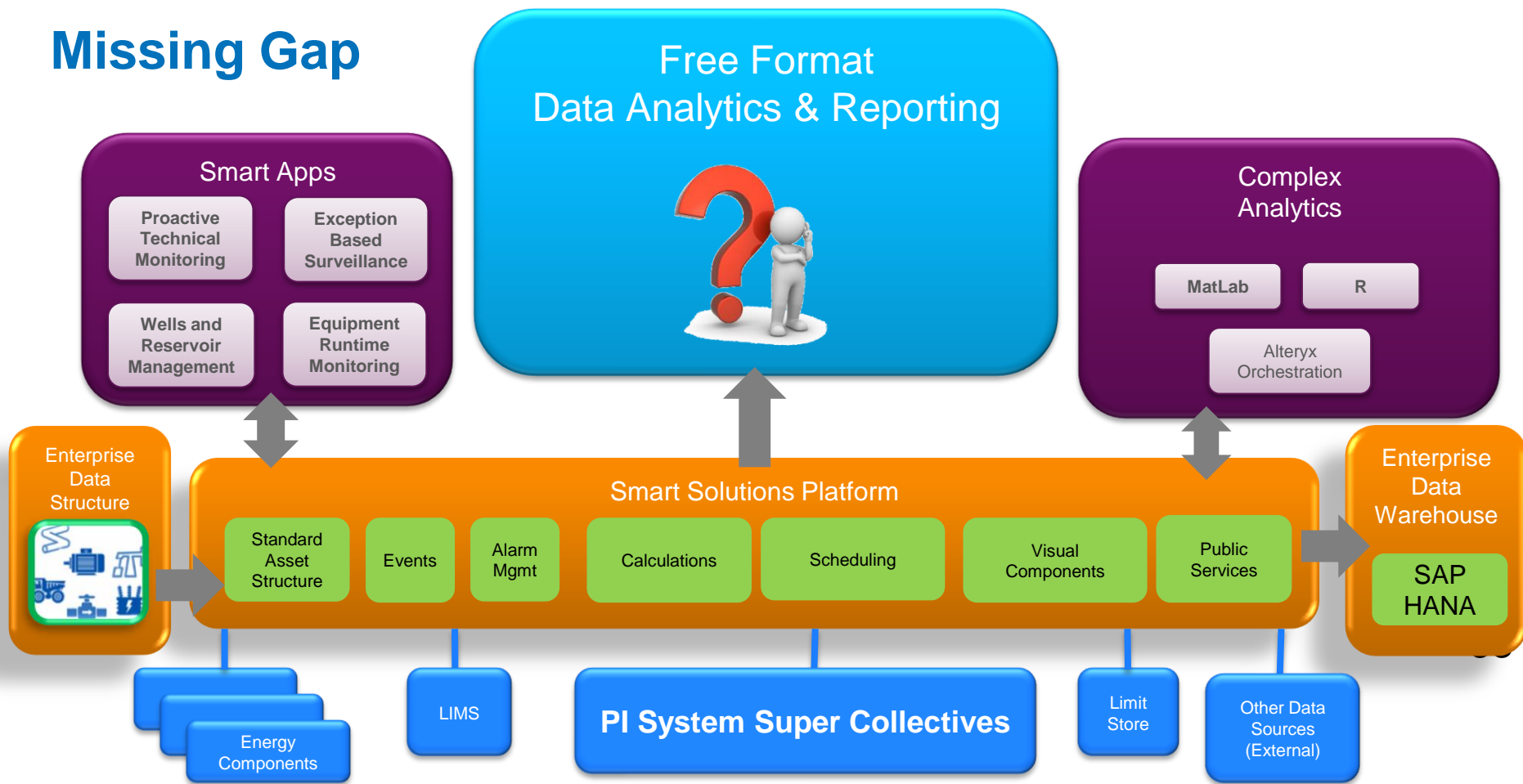


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Missing Gap



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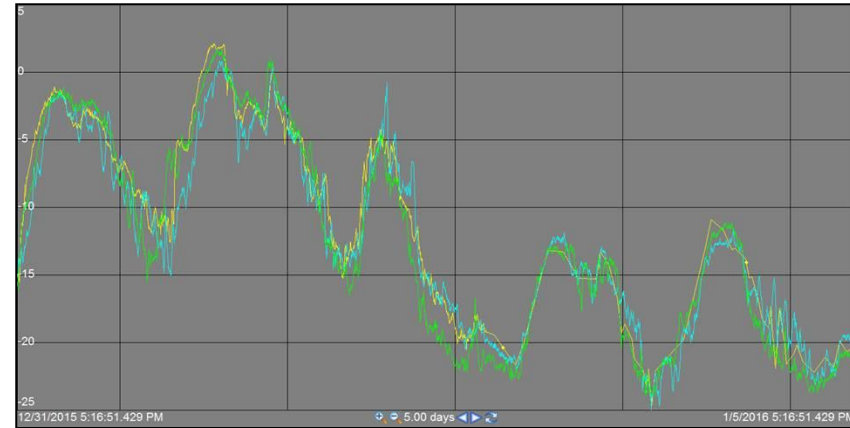
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Proof of Concept: Carbon capture storage

- Albion oil sands in Canada produce heavy bitumen products which need to be upgraded
- Dense phase CO₂ captured & compressed from the upgrader is transported by pipeline to 3 injection wells & stored approximately 2,300 meters underground in a deep geological formation



- 3 Laser Beams per field
- Ultrasonic Systems
- Weather Station



Measured data is sent to MATLAB via SSP
for model based calculations

Proof of Concept Requirements

**Ease of
use**

Sharing

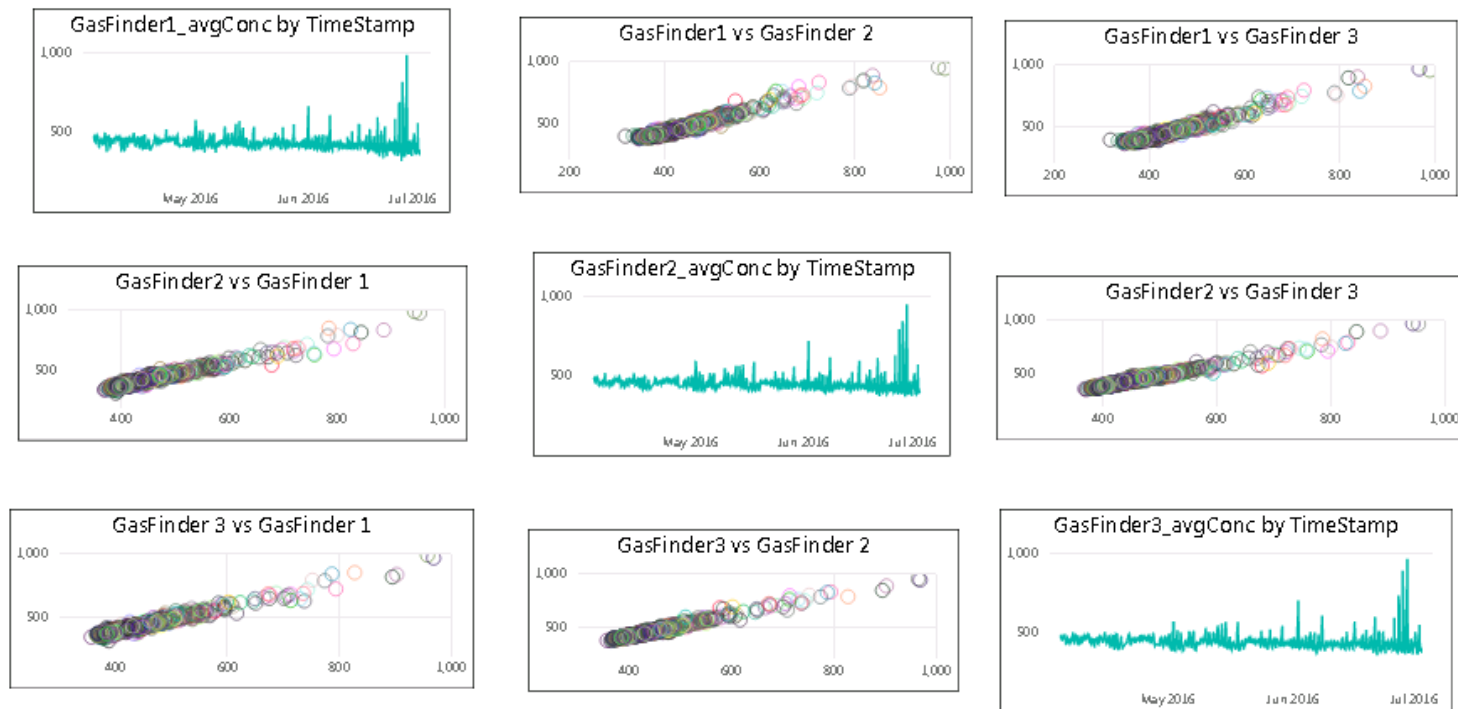
**Cleanse &
prepare**

**Slice &
dice the
data**

requirements



Proof of Concept Results: Easy self service visualization



Visualizations

Values

Drag data fields here

Filters

Page level filters

WellPadID

is Well Pad 08-19-059...

- ☐ Select All
- ☐ Well Pad 05-35-0... 3
- ☐ Well Pad 07-11-0... 3
- ☒ Well Pad 08-19-0... 3

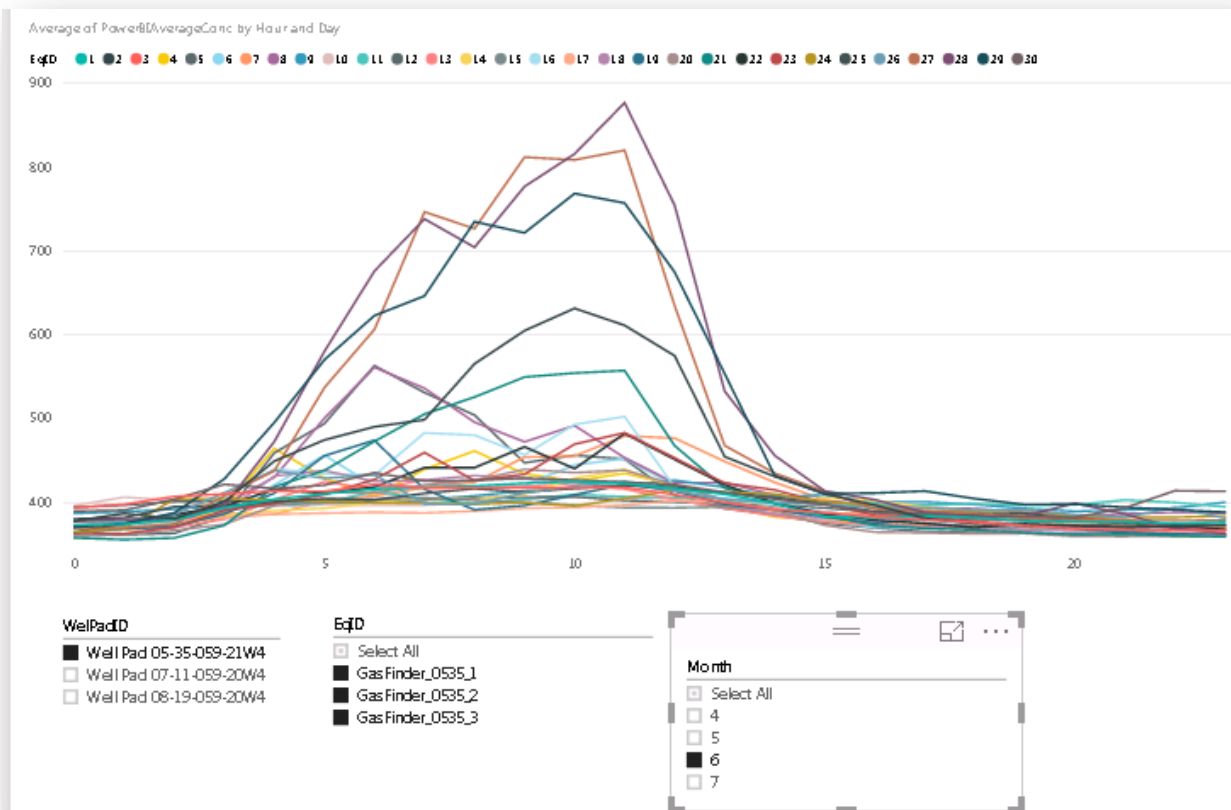


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Proof of Concept Results: View the data how you want it



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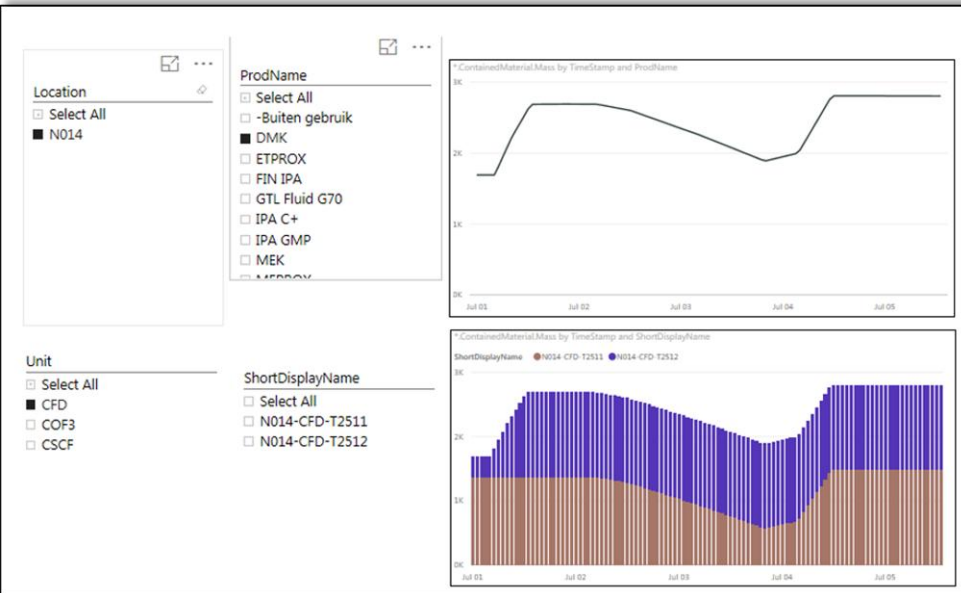
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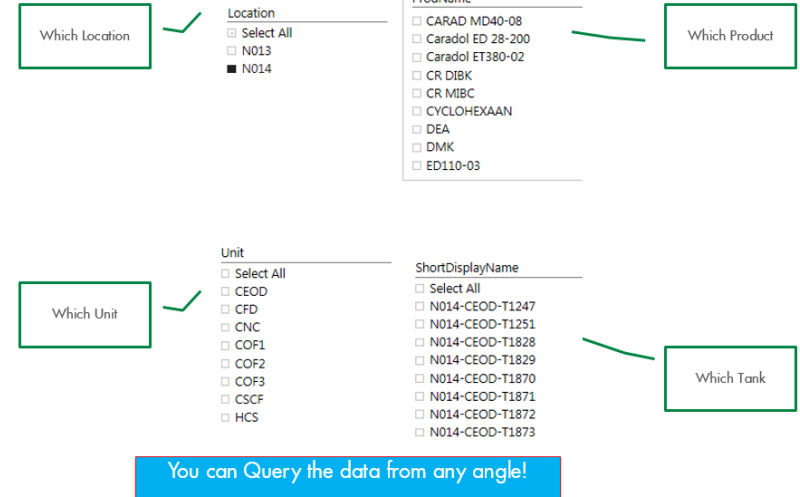
Proof of Concept Conclusion: **Exceeds expectations**

- Installation time of Business Integrator < 4 hours
- Reports build within 4 hours
- Requested views can be delivered in Power BI
- Results can be published in HTML5 via Power BI in any portal
- Refresh rate of data is flexible
- Views and data mining can be changed by filters

Proof of Concept: Product stock



Where is a product stored?



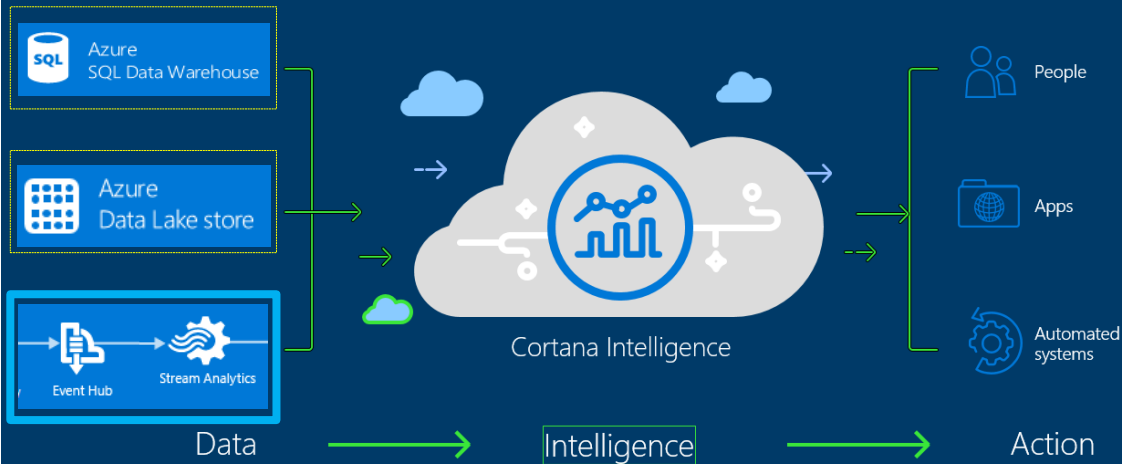
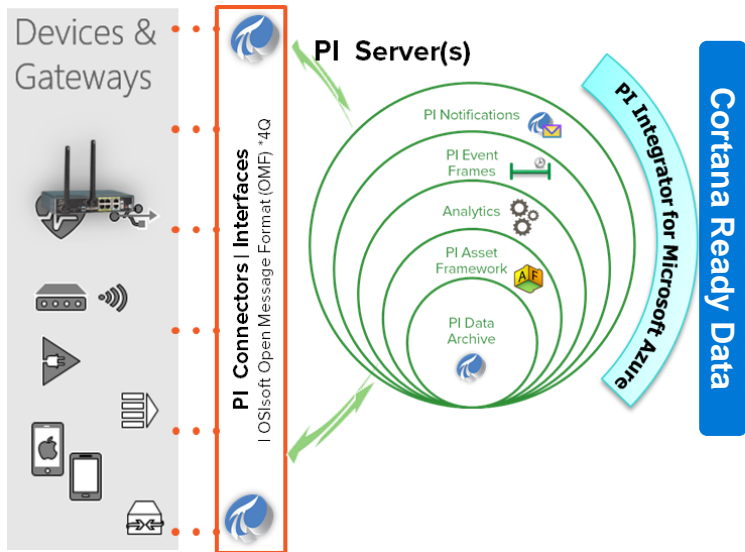
PI Integrator for BA: What is Next

- Potential for the future
 - Analyze optimum performance of similar equipment on global level
 - Global stock & logistic management
 - Global margin visualization
- Brings data analytics to a broad audience (not only data scientists)
- Flexible and no software coding required

New PI Integrator for Microsoft Azure



Cortana Intelligence



Featuring PI Integrator for Microsoft Azure

Honeywell

Elgonda LaGrange

*Managing Director of
MatrikonOPC*



John de Koning

*Technology Manager Foundation
Services*

RWE

Arie van Boven

Operations Analyst

Arco Stolk

Operations Analyst



Brian Faivre

Brewmaster, Operations

Tim Alexander

*Assistant Brewmaster,
Engineering & Technology*



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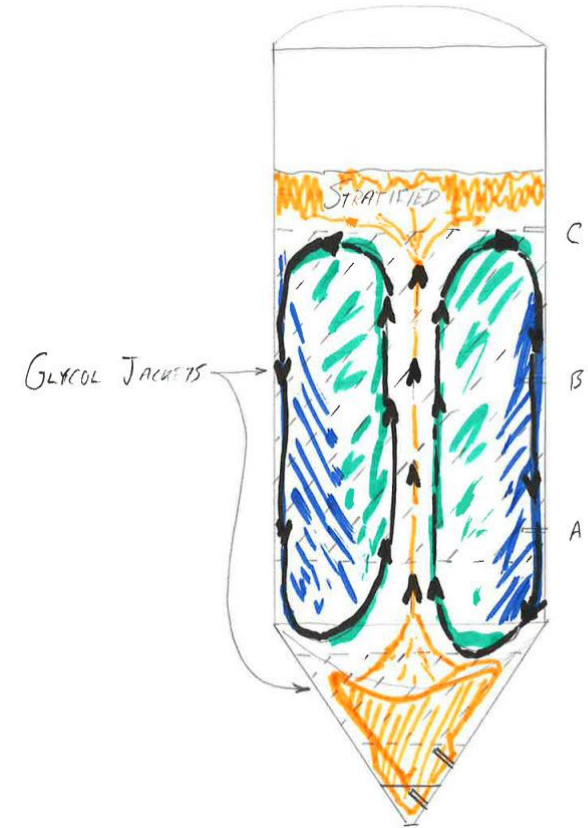
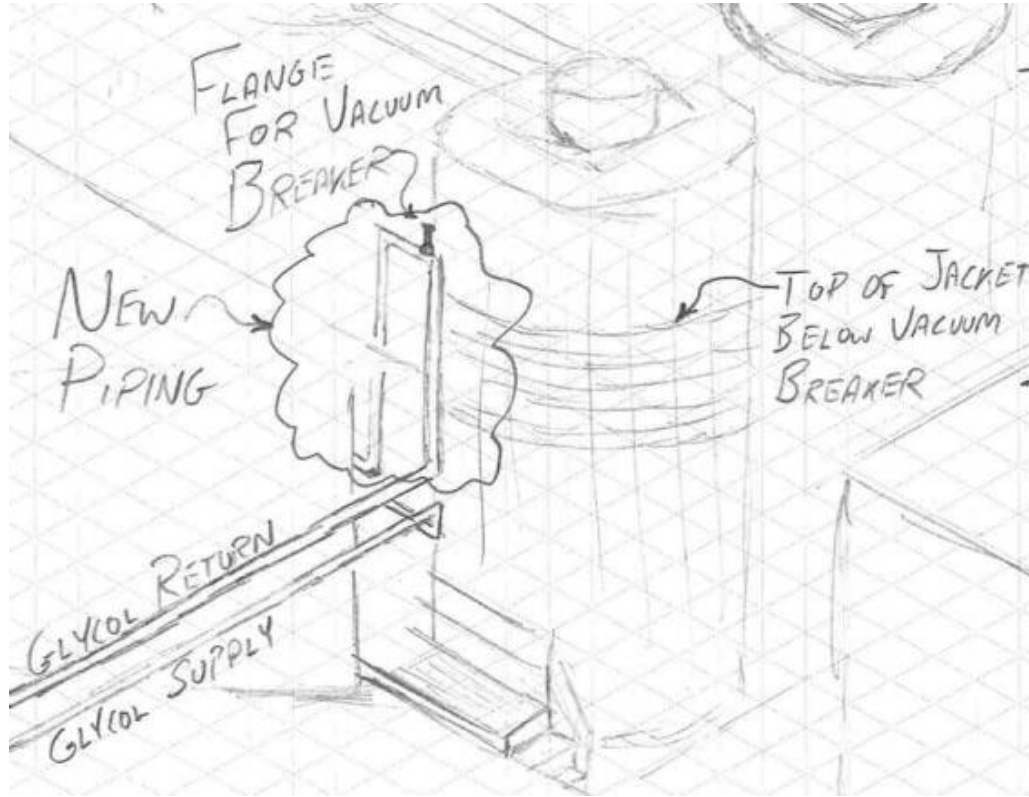
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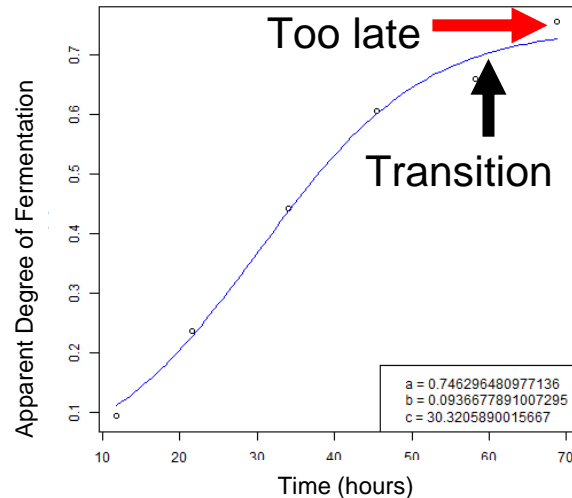
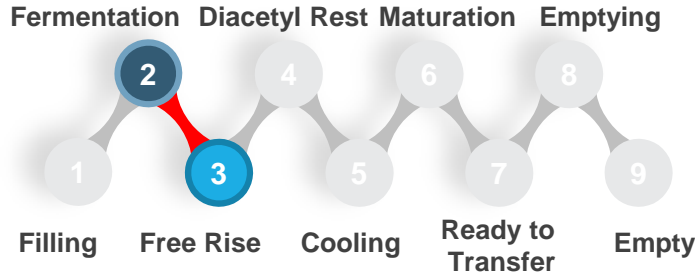
- Located in Bend, OR
- Founded in 1988
- Pub opened in Portland, OR in 2007
- 2 brewhouses
- 50+ vessels
- Bottling and kegging
- 7th largest US craft brewer



Improving Beer Quality and Production Capacity



Production Challenges



Impact

- Up to 72 hours lost in production

Options

- \$750k for inline density meters
- Manually predict transition in spreadsheets

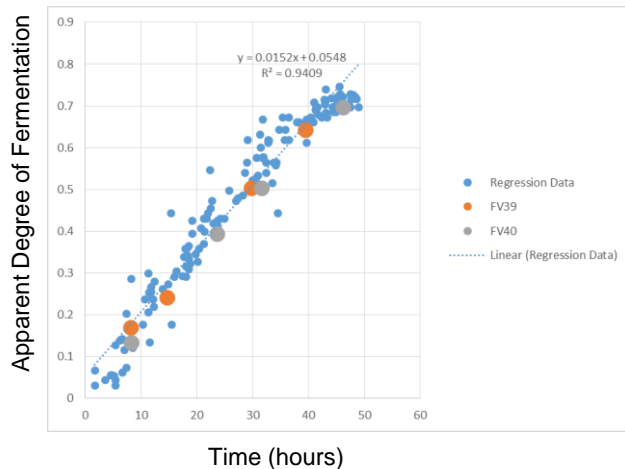
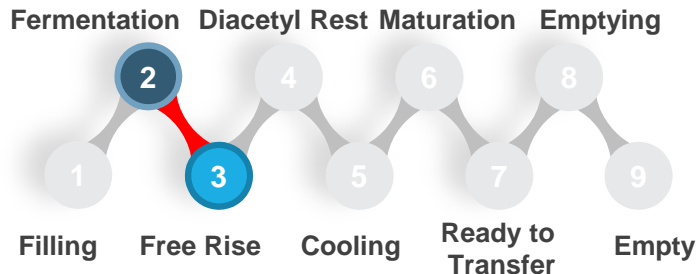
Constraints

- One manual density measurement per vessel every 8-10 hours
- Large capital expenditure not an option

Challenges

- Transition occurs between manual density measurements

Production Challenges



Impact

- Up to 72 hours lost in production

Options

- \$750k for inline density meters
- Manually predict transition in spreadsheets

Constraints

- One manual density measurement per vessel every 8-10 hours
- Large capital expenditure not an option

Challenges

- Transition occurs between manual density measurements
- Prepare data for predictive analysis for each batch
- Automate & operationalize predictions
- Continuously improve accuracy of predictions

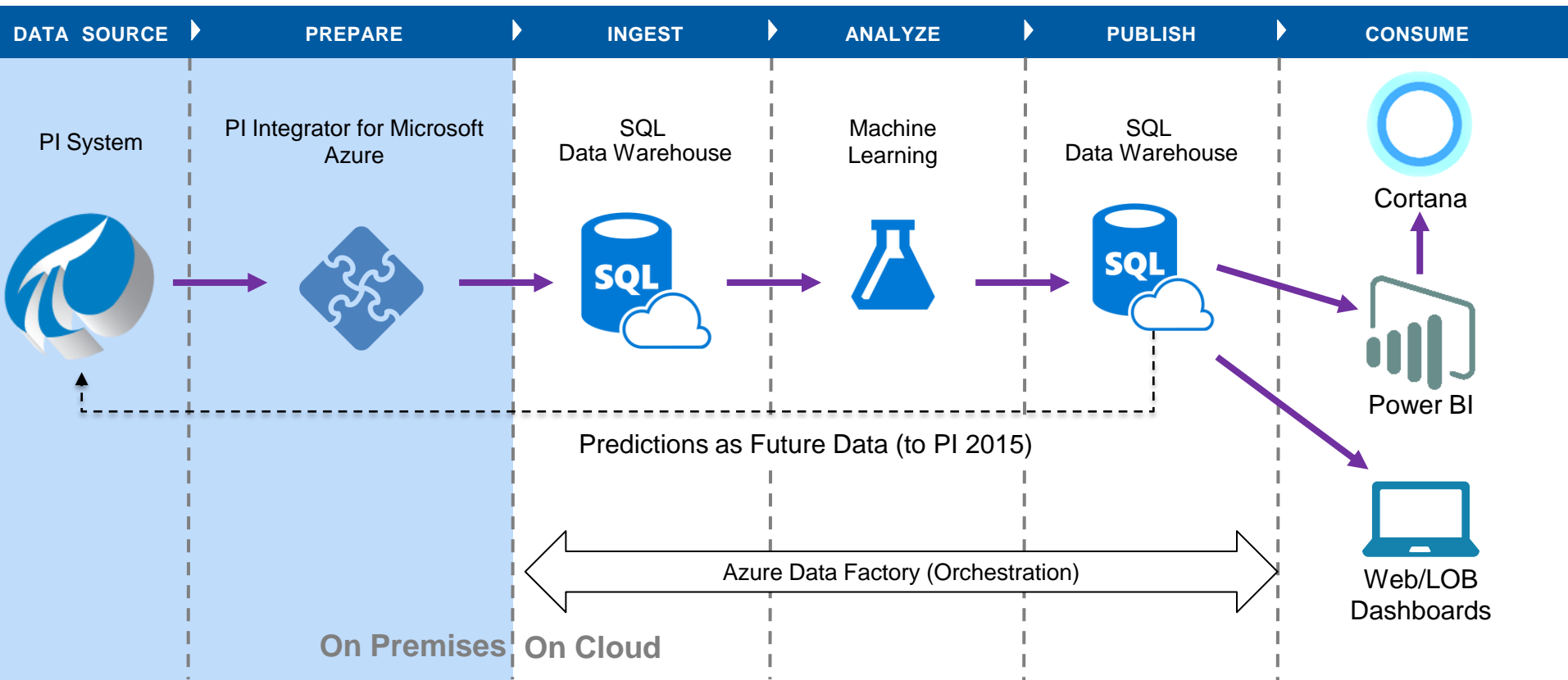


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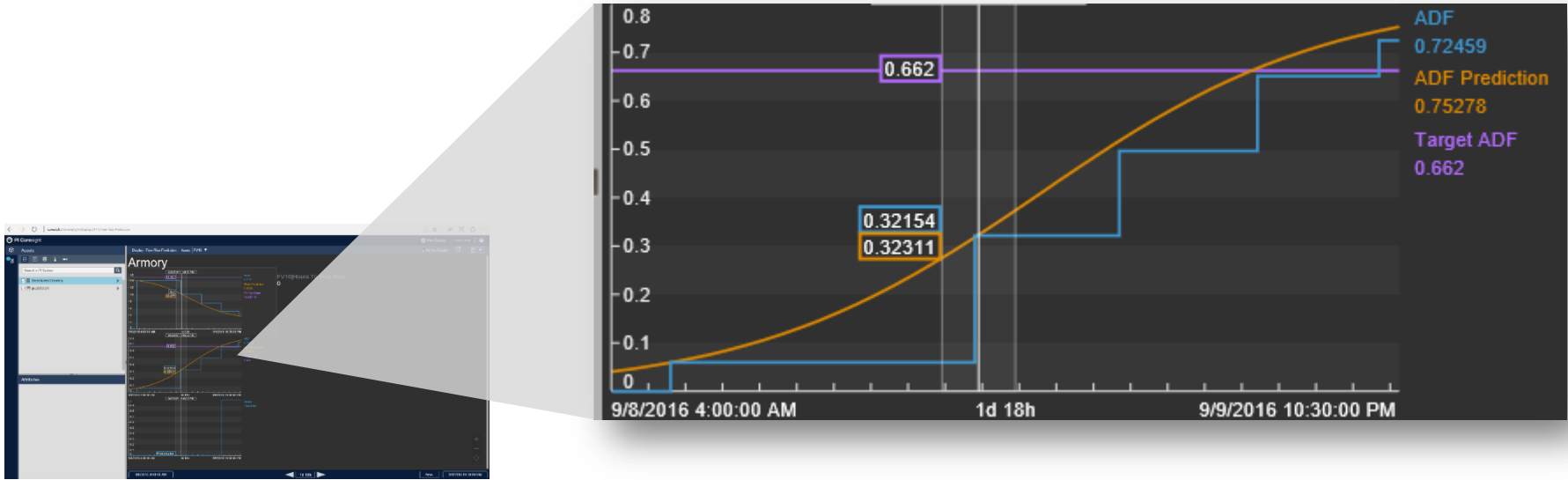
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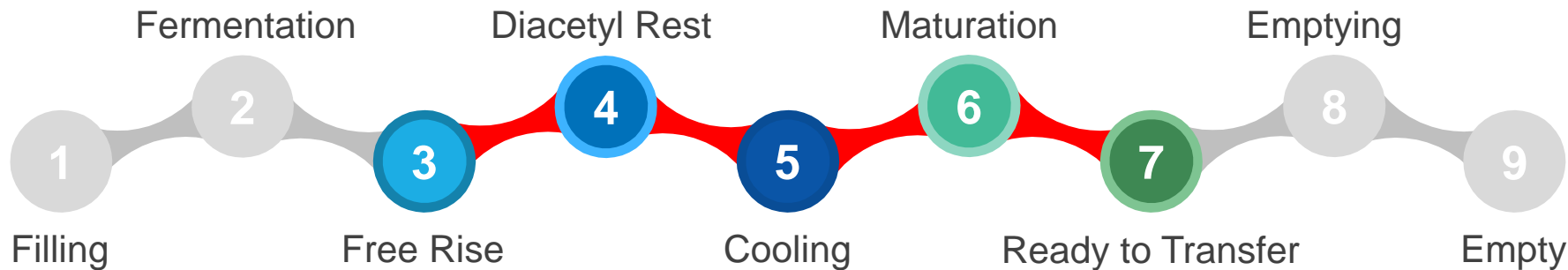
How to Operationalize Predictions



Accurately Predicting When the Transition Occurs



Future Opportunities

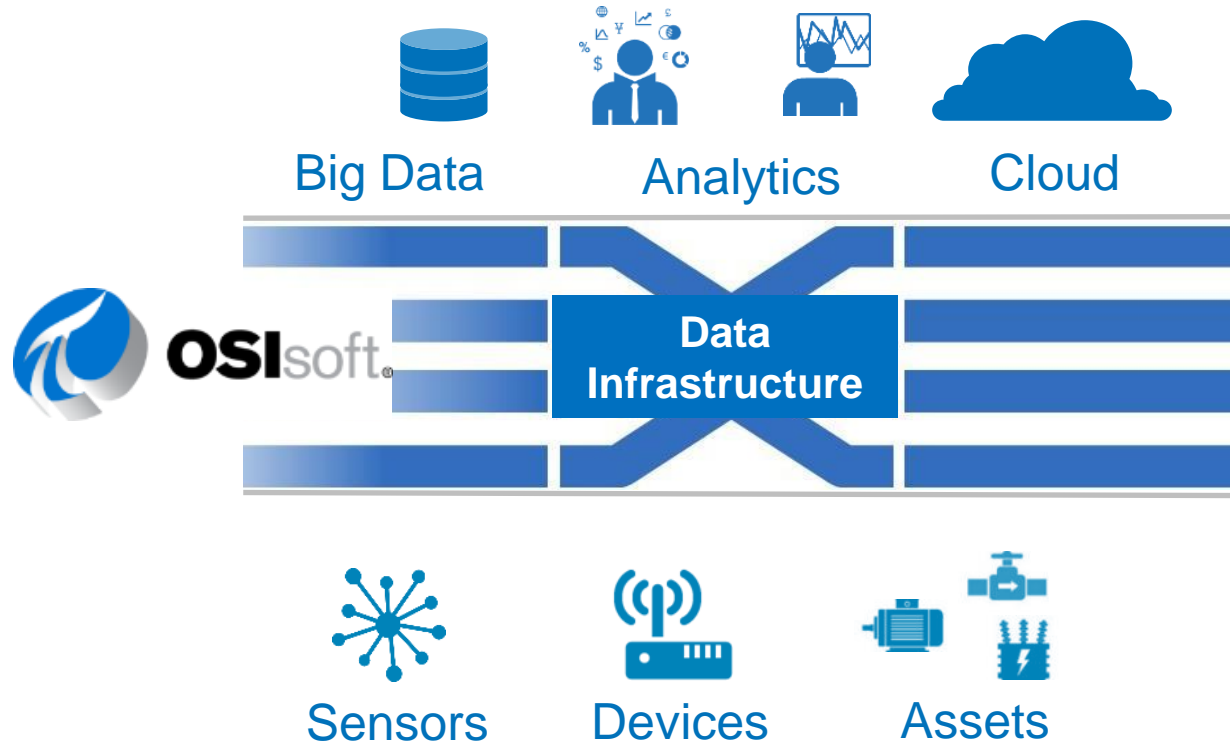


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Data Infrastructure for Digital Transformation



PI Integrator for BA



PI Integrator for Azure



PI Coresight 2016 R2

RWE

AF Workshop



PI System 2016 R2

Honeywell

PI Connector for OPC UA



PI Connectors



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The slide features five decorative blue circles of varying sizes. One large circle in the top-left corner contains three overlapping white circles. Another large circle is in the top-right corner. Three smaller circles are positioned in the bottom-left, bottom-center, and bottom-right areas.

We believe People with Data
can Transform their world

감사합니다

谢谢

Danke

Merci

Gracias

Thank You

ありがとう

Спасибо

Obrigado



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