



How the SIG Influenced OSIsoft's Product Roadmap



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(What we learned in Las Vegas)

- AKA: Sin City
- \$1.6 billion gambled a month
- \$1.5 billion lost
- Awful lot of weddings at the Bellagio
 - Chapel Utilization: Holy grail of resource planning?



(What we learned in Las Vegas)

Gambling—lots of it



Reasons the SIG could fail:

- Never did a SIG
 - Used to just telling you what we are doing
- Would OSIsoft actually listen?
- OSIsoft is getting big
 - Can a big company actually act on things heard?
- Whose rules are we playing by



We Did Listen

- From the Vegas SIG came:
 - New product development paths
 - Development path changes
 - Confirmation of existing development paths
 - Quick enhancements
 - Approaches that make the SIG more useful



Background on Vegas SIG

- September 2004
- Special Interest Groups?
- No—Strategic Influence Group
 - Supported by industry influence groups
- Attendees
- Format
 - Domain experts
 - Recorder
 - Facilitator



Prejudiced?







- Arguments for killing Performance Equations
 - Inflexible, simple language
 - No good tools for creating and testing
 - Unsophisticated scheduler
 - No formula library
- ACE addresses all these issues



WRONG!

"Performance equations are configuration; ACE is coding. Configuration is easy to validate; coding is hard to validate."

Rob Gamber

Amgen



- Very compelling argument
 - Especially if you have ever been through a Pharmaceutical vendor audit
- Supported by many other vocal participants
- Clearly, Performance Equations are needed
 - How do we address deficiency in PE's



- Project code name: PIANO
 - Address PI System analyses and notifications
 - Holistic approach
 - Configuration
 - Testing
 - Scheduling
 - Publishing
 - Subscribing
 - Alex Zheng is presenting



Project PIANO

- Example of new development as result of the SIG
- Several sessions influenced this development
 - For example, alerting session



Data Integrity

- We were focused on the wrong problem
 - PI Server Archive
- Bigger issue:
 - Trusting the data in PI
 - Stale
 - Flat lined
 - Stuck
 - Many places for data to be lost



Perilous Life of an Event

- Transmission & Distribution example
- All industries have similar issues



Perilous Life of an Event

- Measurement on an asset
 - Owned by different organization
- First collected by a local monitor package
- Transferred to a SCADA or maintenance
 - May not own this either
- SCADA may linearize or convert
 - 4-20mA to engineering units
- ICCP interface to PI



Real Issues

- Many possible failure points
- Many approaches required to address all the points
- Once again—must treat as a process



We Listened and Understood

- What are we doing about it?
 - We are still thinking about
- Quality tags are a necessity
- Interface Status Utility not the answer
- Redundancy plays an important role



Quality Tags

- Just Tags not enough
- Client applications must interpret
 - Trends that change color based on quality
- PI Server based rules applied to mark data as bad or questionable
 - Use case for analysis & notification project
 - (Project codenamed: PIANO)



Quality Tags

- Relating value tag to quality tags
 - Likely done in at a higher level
- Business issues will be addressed



Redundancy

- Remove single point of failures
- Interfaces
- Interface nodes
- PI Server



Data Integrity

- Realize certain approaches need to be redirected
 - Interface Status Utility
 - Quality Tags
 - Interfaces Nodes
- Some development road maps validated
 - PI Server Replication
 - Of course, keep commenting



Were all sessions informative?

- Yes...but
- Some were not so friendly
- No obvious consensus
- In fact some total disagreement



Why?

- Many reasons—biggest:
 - Not well prepared—OSI and customers
 - Communication
 - Explaining our position
 - Explaining technology
- Bottom line—OSIsoft and customers were not in position to offer constructive input



Solution

- Users' Conferences
- Changed the UC format to help
 - Less talk conflicts
 - Several locations so more people can attend
- SIG meetings to follow the UC
- Identified format of formal requests
 - Prioritized lists



Customer challenges

- Listen to the OSIsoft presentations with a critical ear
 - What are OSIsoft's reasons for the product?
 - What is problem OSIsoft trying to solve?
 - How does the product fit your needs?
 - How does the product fit into your architecture?



Customer Challenges

- It's your SIG
- Let OSIsoft know if we are not informative enough for you to supply influence
- Don't let the house tip rules in its favor



Customer Challenges

- Likewise on customer & vendor talks
 - Are solutions being applied as you would
 - Does their understanding of problems differ from yours



OSIsoft challenges

- Speakers—identify areas where you think you need input from the SIG
- Explain motivation behind development effort
 - Business reasons
 - Problems being addressed



Project Foundation

- Very significant development effort
 - (Foundation was not a randomly assigned code name)
- OSIsoft wants to be strategically influenced
- Attend this talk and be critical!



Conclusion

- Have fun at the UC
- Listen critically to the presentations
- Do not be afraid of questioning and challenging OSIsoft!

