



# Real Time Goes Mainstream

Dr. J. Patrick Kennedy, CEO and  
Founder

OSISOFT Inc.

# Real Time Information – Why Now

- Speed of Business Increasing
  - External Forces/Competitors/Technology
- Working by Exception
- Legal Responsibility to Know
- Need for Collaboration and Cooperation
- High Payout

VALUE NOW, VALUE OVER TIME



# Returns of Users

- Electrical - M&D Center \$1/\$8 invested per year
- Pulp and Paper - Energy Trading Desk \$18/\$1 invested per year
- Steel - Proactive vs Reactive Maintenance – 20% increase in Plant Availability
- Generation – Turbine Monitor – saved \$6MM on warranty issue
- Oil and Gas - Remote Model based Optimization – 10% More Production from Production Platform

VALUE NOW, VALUE OVER TIME



# OSIsoft Changes Required

- Pricing by Tag, Interface, Users
  - Enterprise Purchase Agreements
- Lack of Services
  - Substantially Enhanced Support Program
- Better User Response
  - European UC, SIG

VALUE NOW, VALUE OVER TIME



# Response to Users

- Data Quality
  - HA Systems
- Security
  - Secure Connect

VALUE NOW, VALUE OVER TIME





**VALUE NOW, VALUE OVER TIME**

