

An Enterprise Approach to OSIssoft Products

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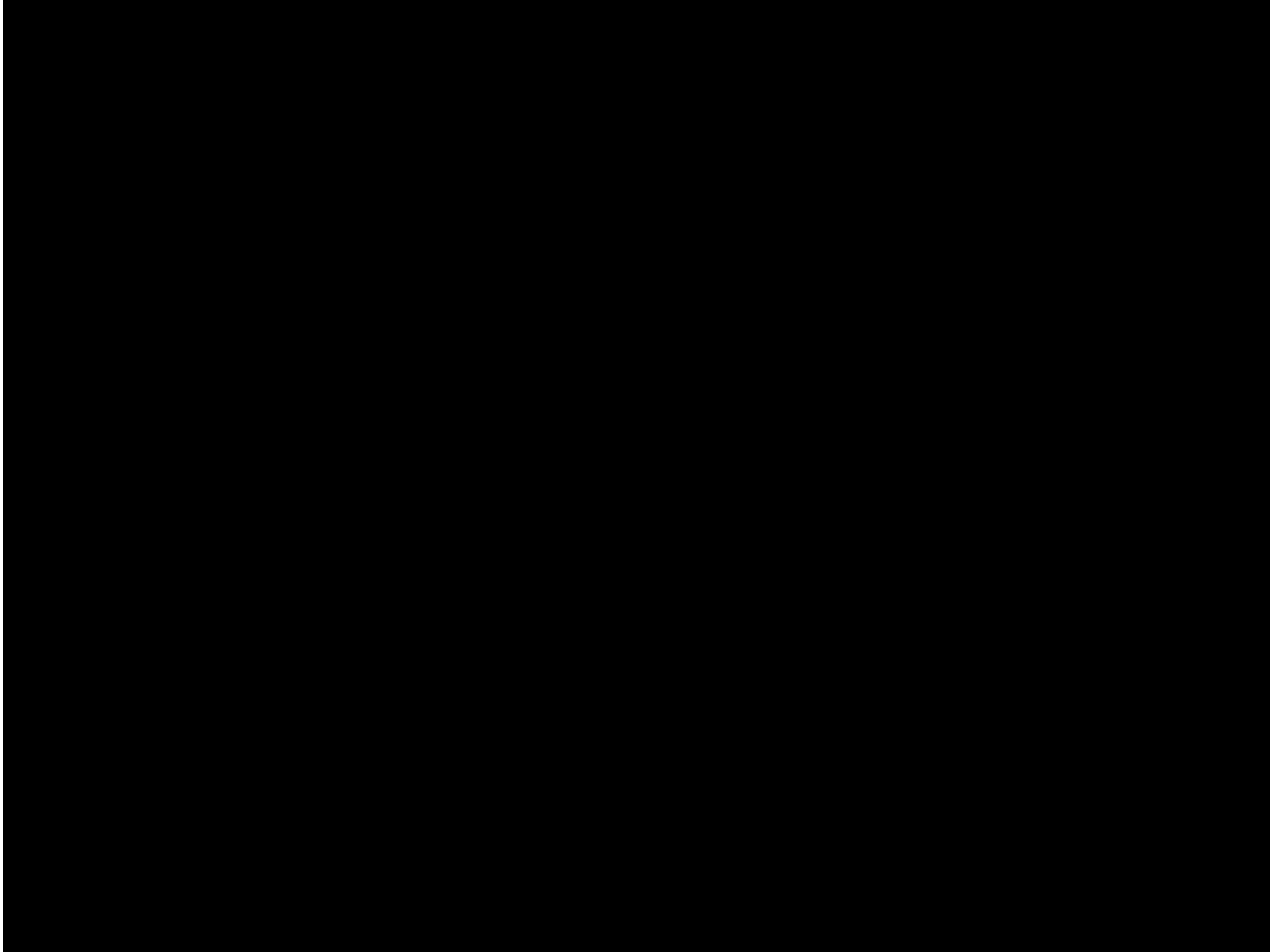
El&A Gorbe Oilseeds Team Lead,
Digital Fund Director, Cargill



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Cargill: collaborate > create > succeed



Our challenge

- If the western world is to compete in manufacturing, we will have to become more sophisticated -- our competitive advantage.
 - Ron Christenson, CTO, Cargill

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Agenda

- Company Profile
- Yesterday ...
- Today ...
- Tomorrow ...

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Cargill Company Profile

- Founded 1865 in Conover, IA
- Privately owned
- HQ in Minneapolis, MN
- Offices and facilities in ~59 countries
- ~125,000 employees worldwide
- Global food and agriculture company

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Cargill Company Profile

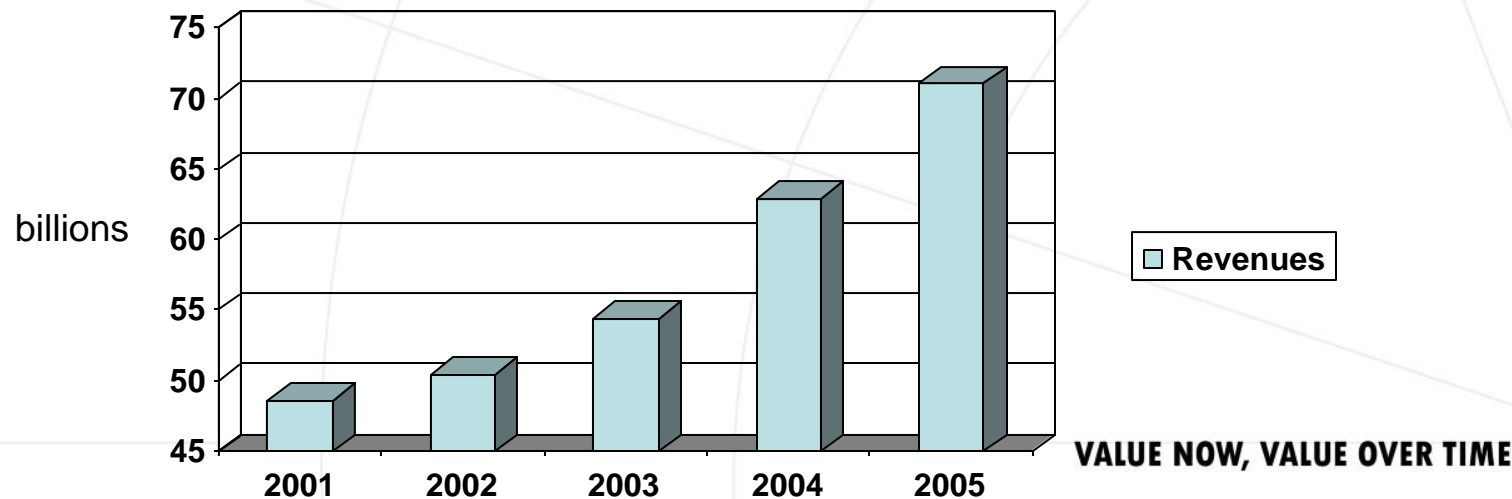
- **Agriculture Services**
 - Provides crop and livestock producers worldwide with customized farm services and products.
- **Food Ingredients and Applications**
 - Serves global, regional and local food manufacturers, food service companies and retailers with food and beverage ingredients, meat and poultry products and new food applications.
- **Industrial**
 - Supplies customers worldwide with fertilizer, salt and steel products and services, and develops industrial applications for agricultural feedstock's.
- **Origination and Processing**
 - Connects producers and users of grain, oilseeds and other agricultural commodities through origination, processing, marketing and distribution capabilities and services.
- **Risk Management and Financial**
 - Provides Cargill customers and the company with risk management and financial solutions in world markets.

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Cargill Company Profile

- Financials
 - Revenues: \$71 Billion
 - Net Income: \$1.5 Billion
 - Net worth: \$12 Billion



History of PI

- In 1996, OSI and Cargill partnered to use PI with limited initial deployment
- Currently the Number of PI systems worldwide
 - North America: 33
 - Europe: 15
 - Asia: 2

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Value Proposition

- “If we can’t analyze process performance second-by-second, weekly and annually, we are at an extreme disadvantage in improving operations. PI enables us to maximize process efficiencies. Without PI, we’d be naked.”
--Alberto Ramirez, Crush Superintendent, Cargill Mexico
- “Millions of dollars have been saved by using PI not only to better understand the process, but to redesign the entire operation to run optimally.”
--Automation Engineering Team Lead, Cargill/Mosaic

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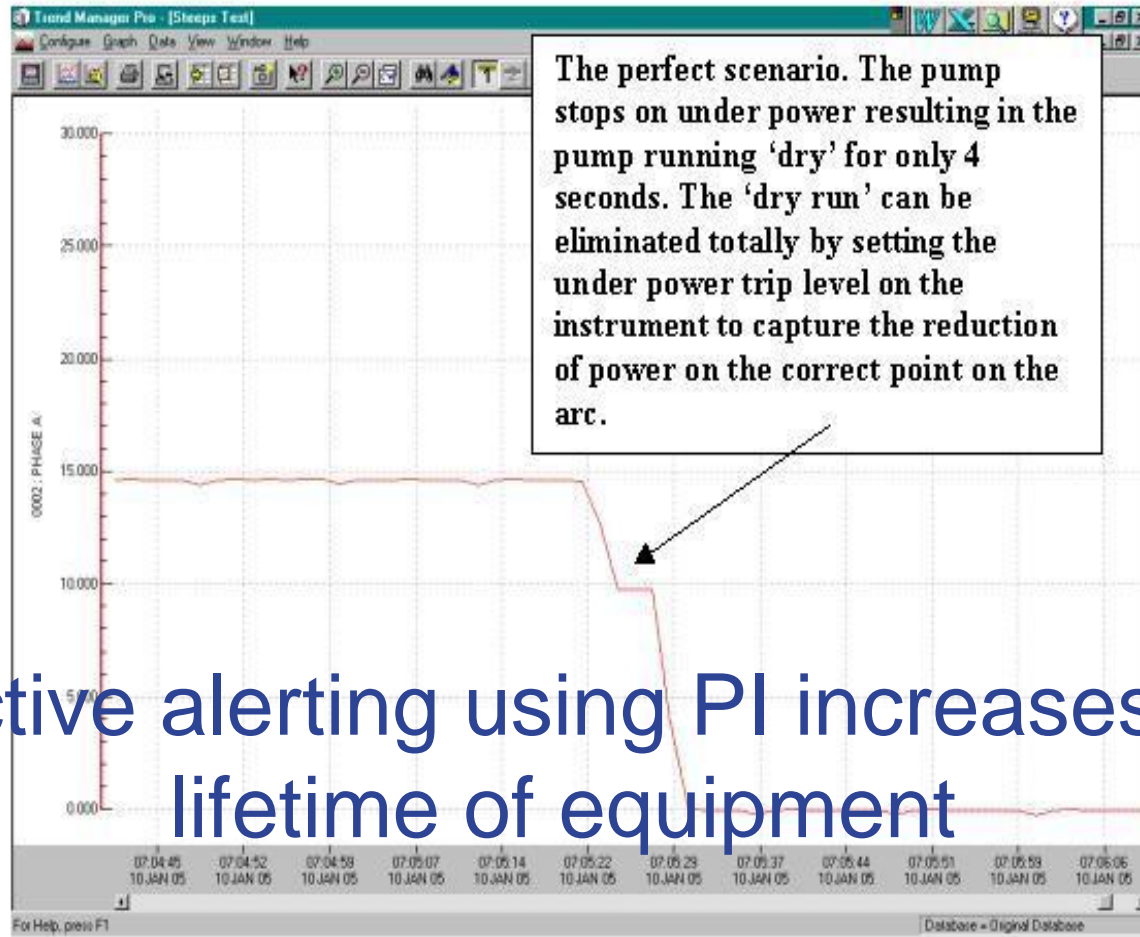
Value Proposition

- “With PI as the eyes and ears of our entire operation, we are ‘Operationally Ready’ to manage and plan for any situation. I can’t imagine operating without PI.”
--Refinery Supervisor, DSO
- “PI enables a more intelligent use of people’s time and resources. It’s a very powerful advantage when people can see into the operation in virtually any way they want and find the data they need to improve operating efficiencies.”
--Plant Manager, GOSC

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Example of creating significant value with PI - Asset Reliability



Pro-active alerting using PI increases the lifetime of equipment

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The Future with OSI

- The Enterprise Agreement Initiative: OSI & Cargill
- Signed March 6, 2006
- Special thanks to Pat Kennedy, Robert Wheatley and the OSI Sales Team for helping us put this agreement together

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Enterprise Agreement Benefits

- *The OSIsoft Enterprise Agreement delivers tools, resources and support to make the most of business objectives.*
 - Makes better use of existing assets by using technology that OSIsoft has developed.
 - Includes manpower needed to install all systems, upgrade to a common suite of packages, tune and remain at constant revision level (includes some architectural and/or technical assistance).
 - Utilizes best practices of, including but not limited to, naming conventions, hacker protection, and patch management.
 - Installation of the EA software agent to measure performance of PI in real time.
 - Automated monitoring of all systems covered by the EA.
 - Enables the EA user to create high value strategies internally, from the field level to the corporate level.

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Enterprise Agreement Deliverables

The Enterprise Agreement provides unlimited use of the Asset-Licensed products:

SERVER

- PI-Enterprise Server Professional
- PI OPC HDA Server
- PI Control Monitor Server
- PI System Management Tools (PI-SMT)
- RtReports Standard

CLIENT

- RtWebParts
- RtAlerts
- PI-ProcessBook
- PI-DataLink
- PI-Batch View
- PI-ActiveView
- PI-Manual Logger
- PI-Hand Held Terminal Client
- PI-SQC Client
- PI AlarmView Client
- PI Control Monitor Client
- PI-Application Framework
- PI-DAP-Individual
- Standard available API's for other non-Intel operating systems

INTERFACES

- All OSIsoft standard interfaces
- All OSIsoft standard COM connectors
- PI-IN-OS-PI-NTI
- PI-IN-OS-SNMP-NTI
- PI-IN-OS-PING-NTI
- PI-IN-OS-PERF-NTI
- PI-IN-OS-TCP-NTI

SOFTWARE to be included in Enterprise Agreement but services not included:

- Non-standard interfaces

SOFTWARE NOT INCLUDED

- in Enterprise Agreement but subject to discount specified in Section 11
- Sigmafine
- RLINK
- ProcessPoint
- IDC/IT Monitor

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Enterprise Agreement Services

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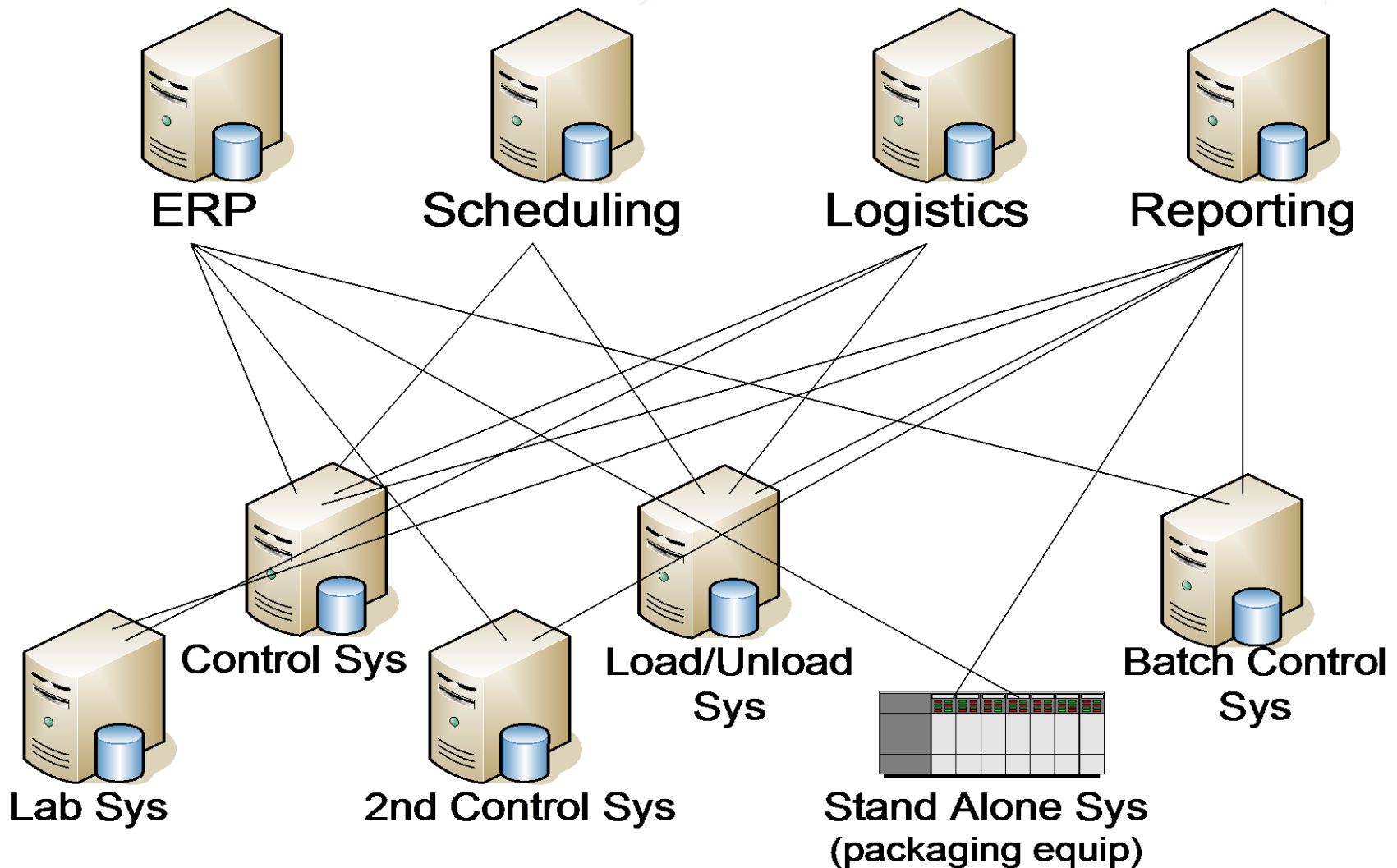
Under the Enterprise Agreement, Cargill has access to a OSIsoft's cumulative knowledge base built upon 25 years as an industry leader.

- Available services include:
 - Architecture Assistance
 - Named Support Contact
 - OSIsoft Installation/Configuration
 - Version Maintenance
 - Hardware Replacement Support
 - Asset Monitoring
 - PI Break/Fix
 - On-Site Training
 - UG/SIG Seats
 - SRP: Software Reliance Program

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PI in Cargill - The early stages



Enterprise Agreement Sample Architecture

Enterprise Systems

- ERP
- Accounting
- Marketing

Centralized RtPM Servers

- RtAnalytics – BI and BAM
- RtPortal – Visualization

VB.NET
COM
DCOM

ASP.NET
SOAP
XML
HTML

Clients using RtPortal

- ProcessBook
- DataLink
- RtWebParts

Mobile Clients

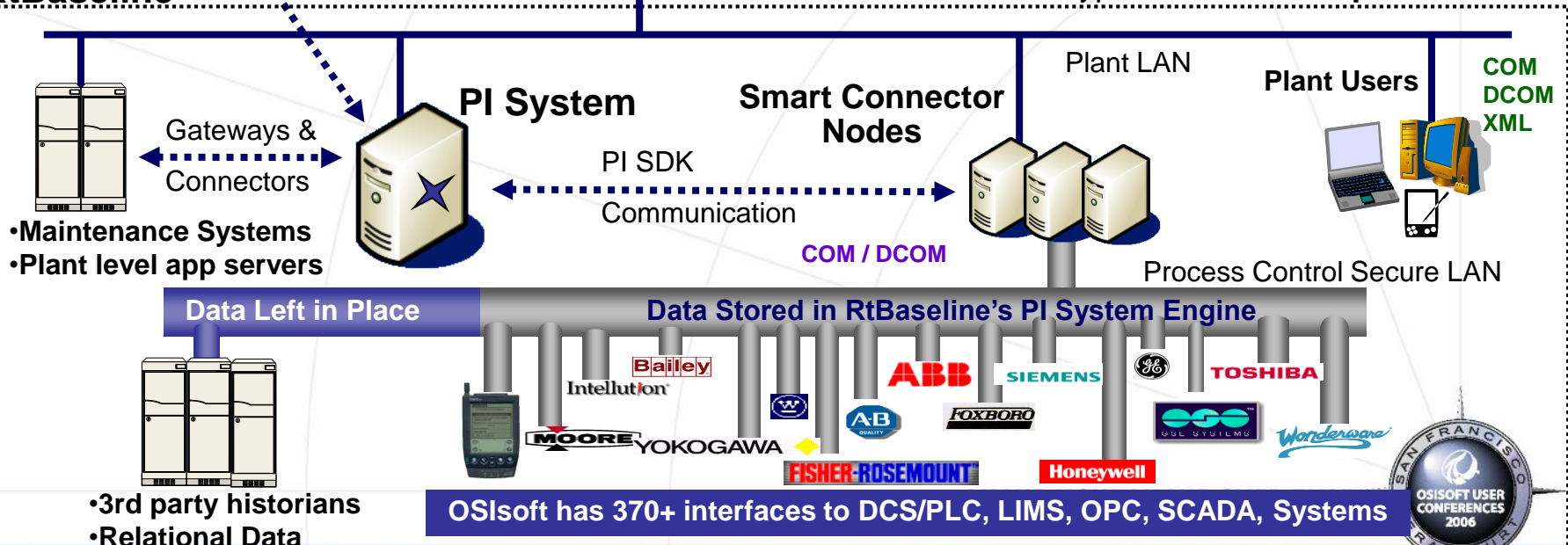


COM
DCOM
XML

Corporate LAN/WAN

RtBaseline

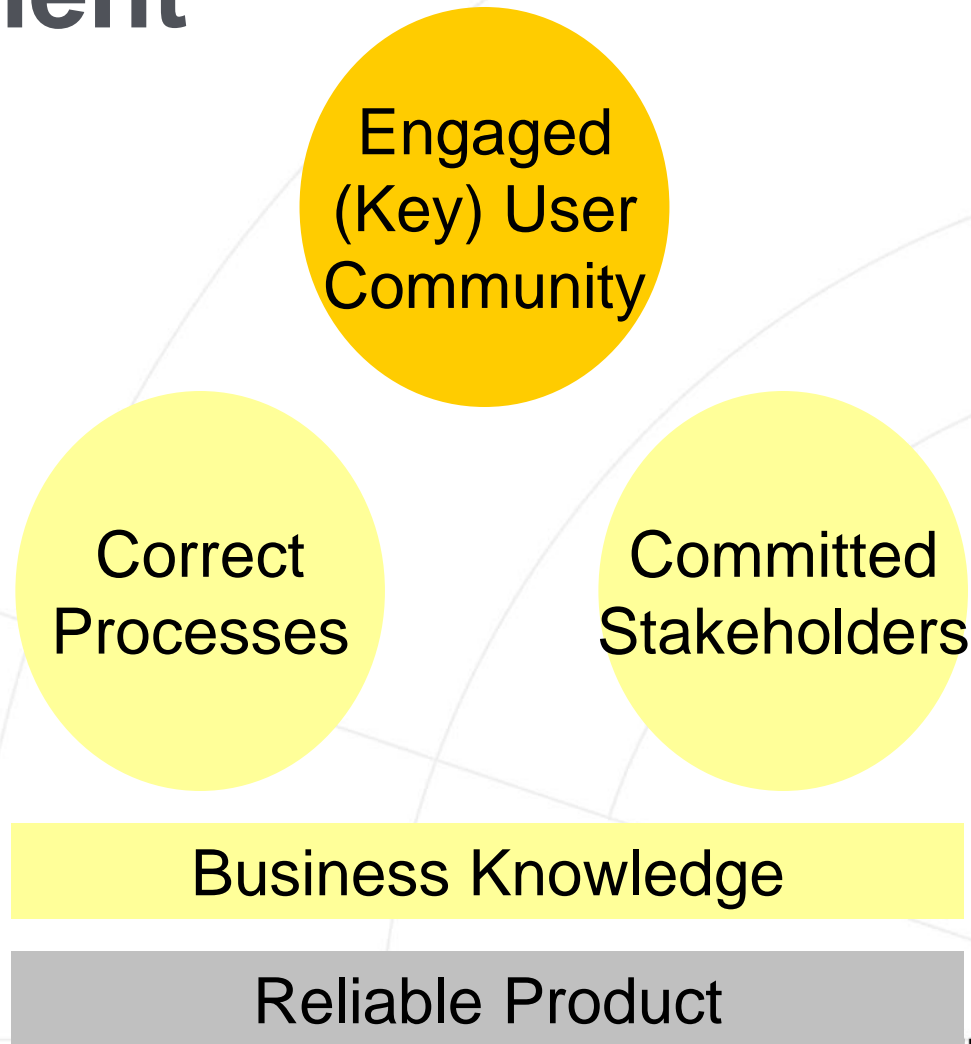
Typical architecture per site



OSIsoft has 370+ interfaces to DCS/PLC, LIMS, OPC, SCADA, Systems



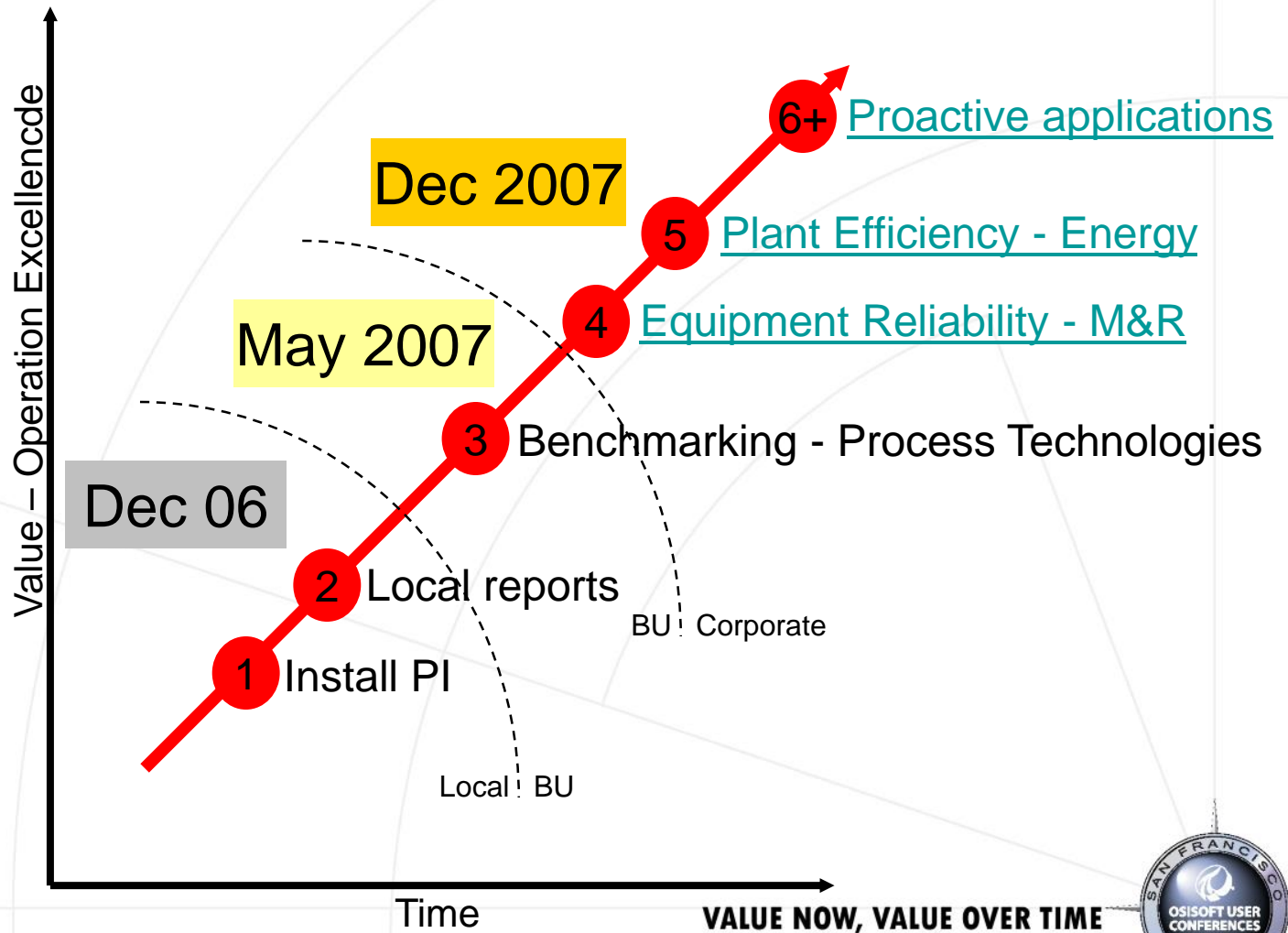
Components of a Successful PI Deployment



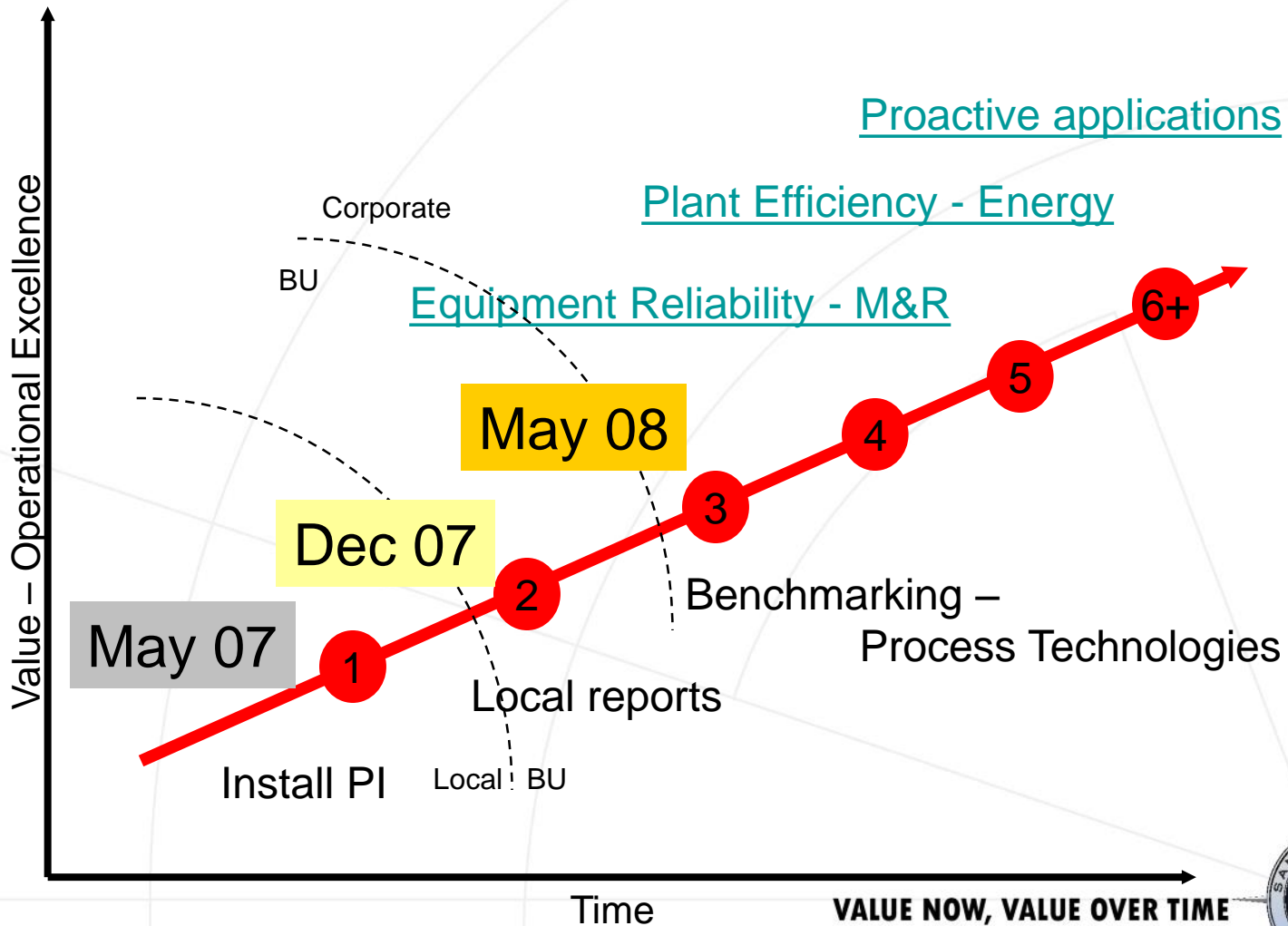
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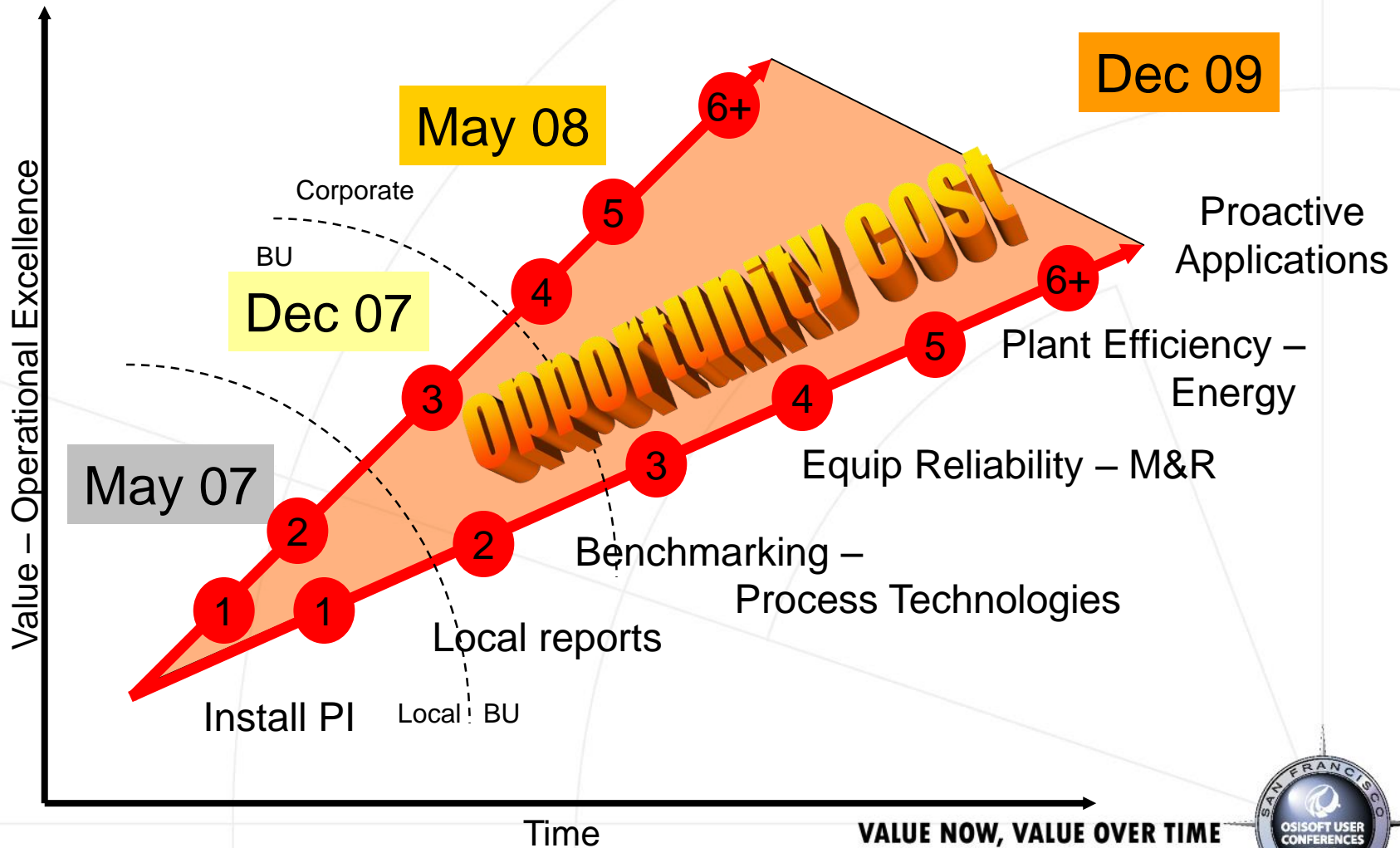
PI Roadmap: Aggressive



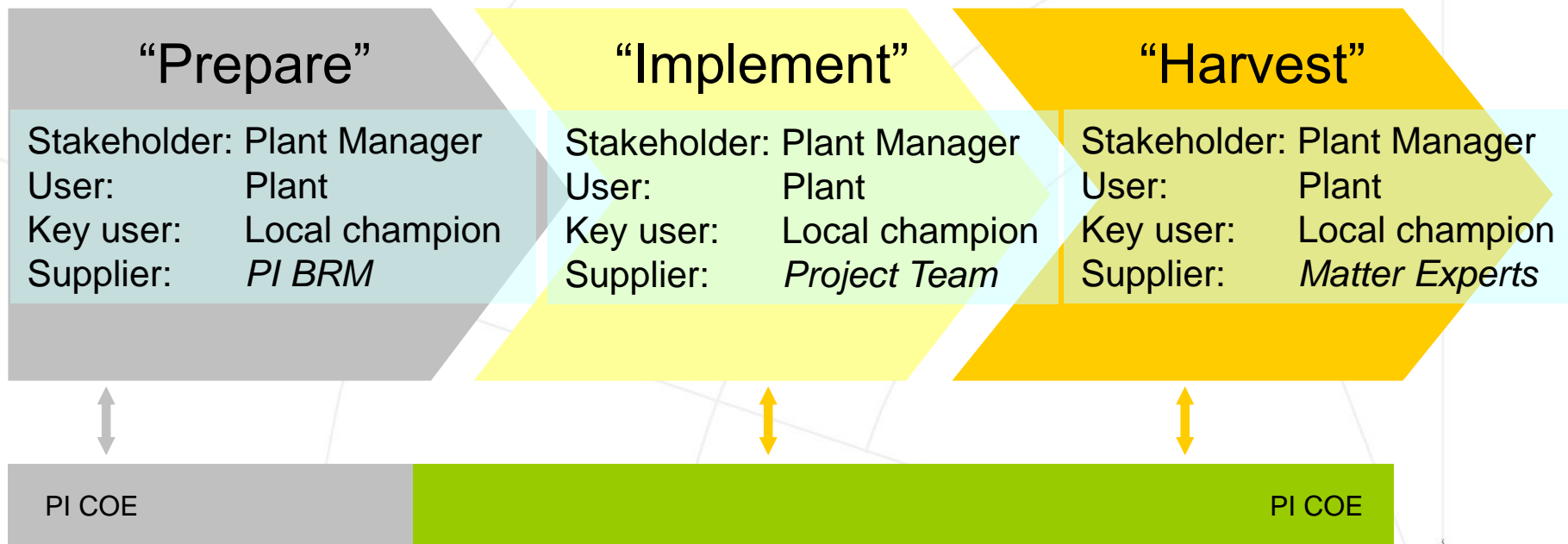
PI Roadmap: Fewer Resources



PI Roadmap: Opportunity Cost



Involving the right people



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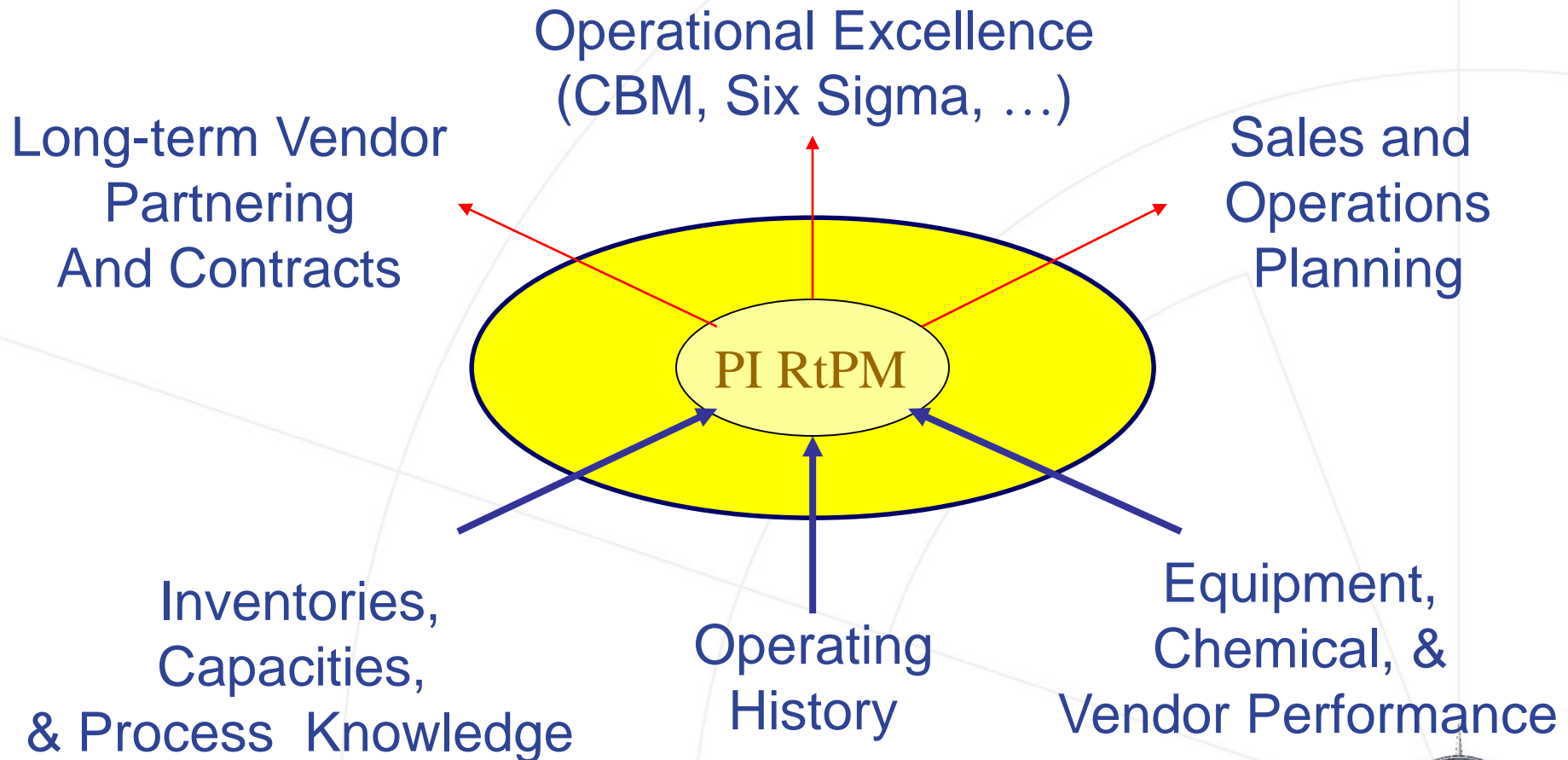
Cargill Data Historian Strategy

- Worldwide enterprise platform
 - Leverage data and solutions between BUs and locations
- Standard data historian solution
- PI Center of Expertise
 - Identifying business opportunities
 - Rapid application development
 - Leveraging solutions across the enterprise

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PI Roadmap: 360° Vision



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That's It ...

- Questions?
- Thanks ...

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