VOYAGE2007

Partners Chart Course for Success by Early Platform Adoption

Patricia Garner
Director – Channel Sales
OSIsoft

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VALUE NOW, VALUE OVER TIME

Agenda

- Welcome to Channel Sales
- Working with Partners to deliver value
- Partner Contribution at UC 2007
- Featured ‘Early Adopter’ Presentations
  - Telvent, Visiant Pimsoft, Inexcon Technologies, Transpara
- Summary

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Introduction

- OSIsoft Channel Sales
  - Supports your needs for
    - **System services** via the System Integrator Program
    - **Vertical applications** via ISV and VAR Programs
    - **Integrated devices & products** via OEMs
    - Enhanced **world wide access** to sales and services via VAR and Distributor Programs

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Some of our partners

- Siemens New Energy
- Bow Networks
- C3-ilex
- Telvent
- Inexcon Technologies
- Visiant Pimsoft
- Transpara
- General Physics
- Rockwell
- ABB NM

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Working with partners to deliver value

- DevCon 2007
  - Event focused on sharing Product Roadmap with developers to support feature utilization
  - DevCon 2007 ‘Early Adopter’ Challenge
    - Required integration of new features
    - Facilitated access to Product Management and Engineering
    - Delivered at UC 2007 via General Session Presentation, Track Presentations and Partner Expo focus

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Partner Contribution at UC 2007

- Tuesday ‘Early Adopter’ Presentations
  - CIM Models – SISCO, DataSouth, FibrLink
  - How PI Notifications Ensure that SmartSignal Early Warning Intelligence is Turned Into Action – SmartSignal
  - Production Account & Data Reconciliation – Emerson Process Mgmt
  - 3D Navigation – Visiant Pimsoft
  - EKHO a Suite of MES Applications that Leverage AF 2.0 – Inexcon Technologies

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Partner Contributions continued

- Wednesday ‘Early Adopter’ Presentations
  - Leverage Your PI System with AF 2.0 to Implement and Manage Operational KPIs – Transpara
  - GRITS in Space – Data South Systems, Mainthia Technologies
  - Using OSIsoft Products to Create High Value Added Applications – Telvent
  - PI on the Fly, Creating a Dynamic Response Strategy in Utilities Market – KeySpan, Transpara

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Partner Contributions continued

- Thursday 'Early Adopter' Presentations
  - 3D Navigation – Visiant Pimsoft
  - Using OSIsoft Products to Create High Value Added Applications and Solutions for Diverse Industry Segments - Telvent
- Partner Expo – 28 Companies exhibiting
  - Area featuring Early Adopters
- Sponsorship
  - SmartSignal, Cybertécnica, Microsoft, Emerson Process Management, Rovisys, Transpara

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Featured AF 2.0 Early Adopters

- Telvent
- Visiant Pimsoft
- Inexcon Technologies
- Transpara

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Creating High Value Added Applications and Solutions for Today's Real-time Data Requirement

Al Rivero, PE
Director, Professional Services
Telvent

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Telvent

Nasdaq: TLVT

Telvent is an IT company specialized in high value-added products, services and integrated solutions for the Energy, Transportation, Environment and Public Administration industry segments.

Our innovative technology and client-proven expertise enable the efficient and secure real-time management of operational and business processes for industry-leading companies worldwide.

- 3,400 professionals.
- 2006 revenues of €470 million, a 27% increase.
- Presence in more than 40 countries.

Europe

Madrid

Seville

North America

Calgary

Houston

Asia-Pacific

Beijing

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What We Do

Our solutions help to:

Manage more than 60% of the total hydrocarbon movements in North American and Latin American pipelines

Transport and distribute more than 140,000 GWh, providing electricity to over 80 million people

Control vehicle traffic at more than 6,000 intersections, handling more than 170 million drivers per day

Ensure the safe and efficient departure and arrival of more than 100 million passengers per year in over 100 airports

Manage the transportation of more than 2.5 billion passengers per year on rail and metro networks

Provide traffic information through the web and phone calls to 55.5 million people per month.

Manage the distribution of water to over 25 million people in Europe, North America, Latin America and the Middle East

Manage the IT infrastructure of more than 350 companies from our Data Centers Network.

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Telvent Customers

- The PI System delivers a set of tools that can bring value to even existing installations
  - Customers do not have to upgrade their complete system to realize instant value
- Product extensibility allows customers to create unique analysis that brings business value from their field data
- Complements existing installations of Telvent products
  - Extends the capabilities of applications built on Telvent Technology

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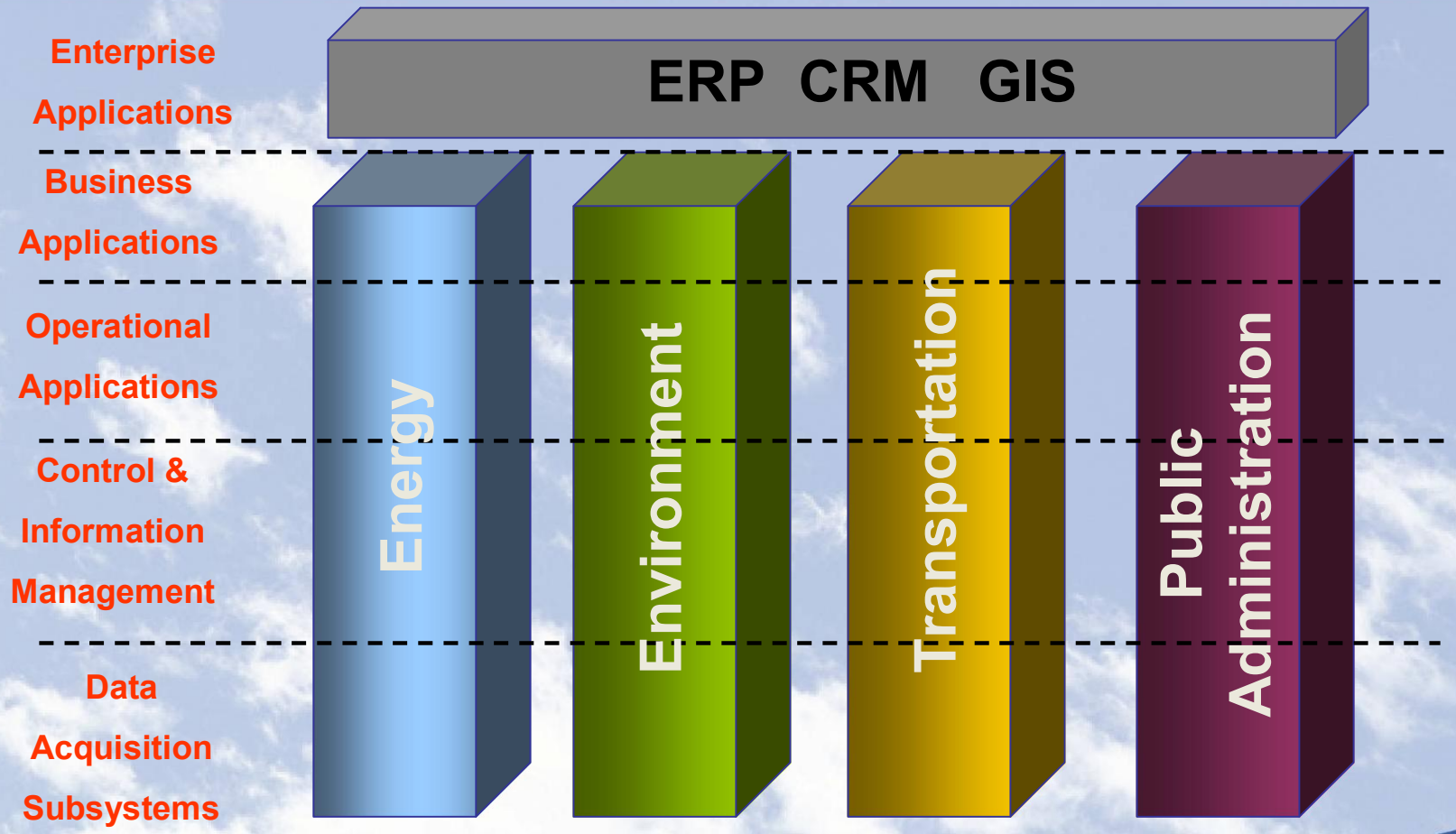
Telvent Industry Segments



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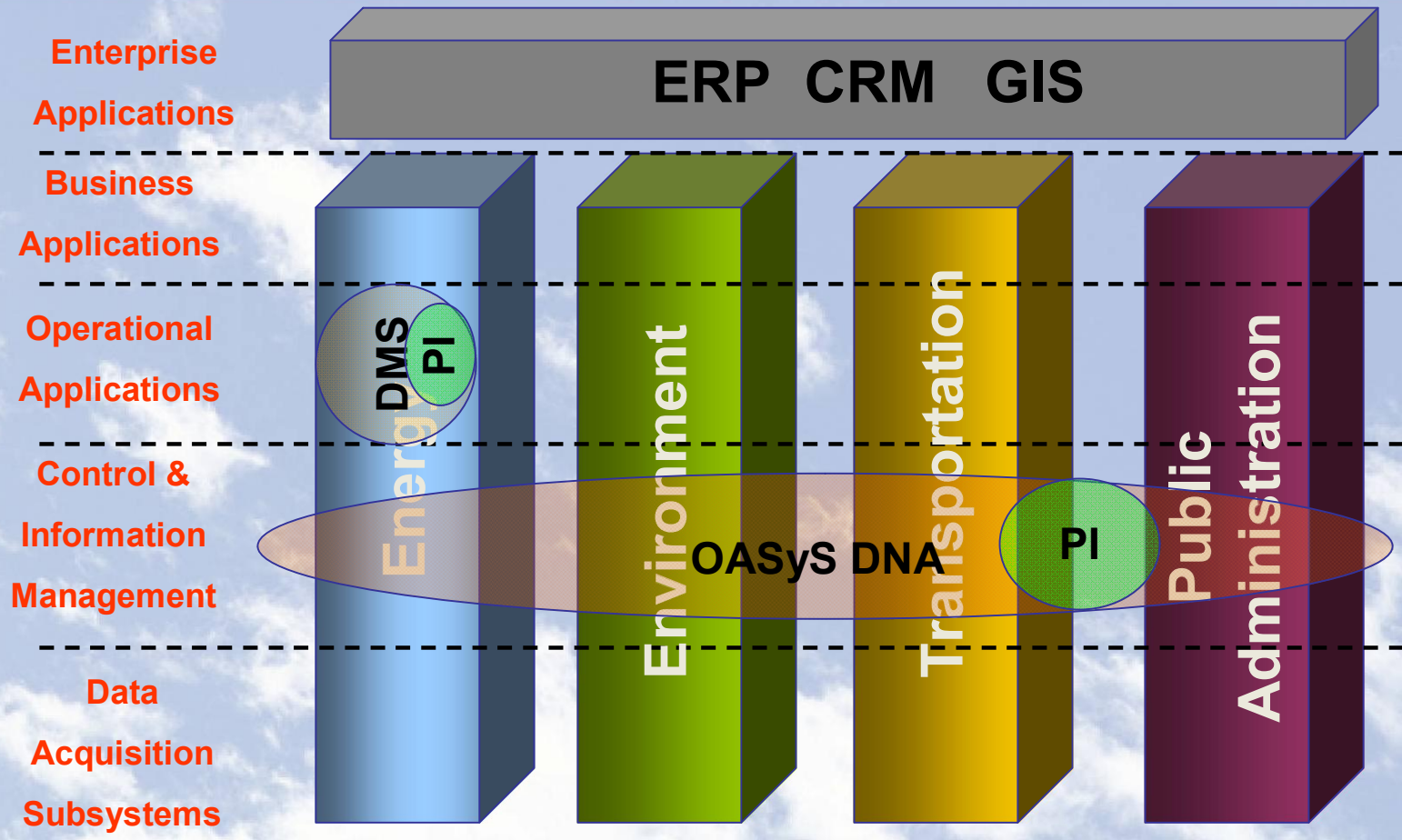
Embedded PI



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Purpose

- Share Telvent's experiences with OSIsoft products and to discuss the current and future use of OSIsoft products in Telvent products, solutions and services

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Embedded PI - Value

- Enhanced Analytics
  - ACE calculations and AF
- Enhanced industry Applications
  - Storage additional
- Enhanced Visualization
  - Web parts and portal KPIs
- Enhanced Performance Monitoring
  - ITMonitor

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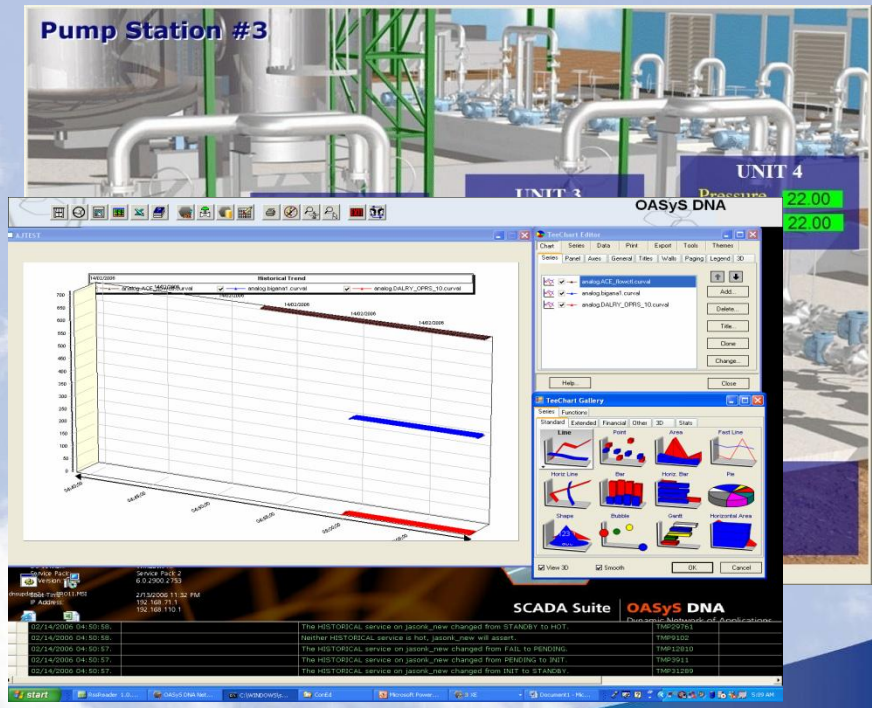
Embedded PI – OASyS DNA

- OASyS DNA
  - Telvent's Realtime Infrastructure for data collection and control
  - Highly available
  - Highly secure



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Embedded PI – Customer Value

- Single point configuration
- Enhanced application performance and capabilities
- “Easy to use” tools for engineering analysis
- Greater amounts of online information for reporting and review
- Greater Operational Intelligence based on historical data

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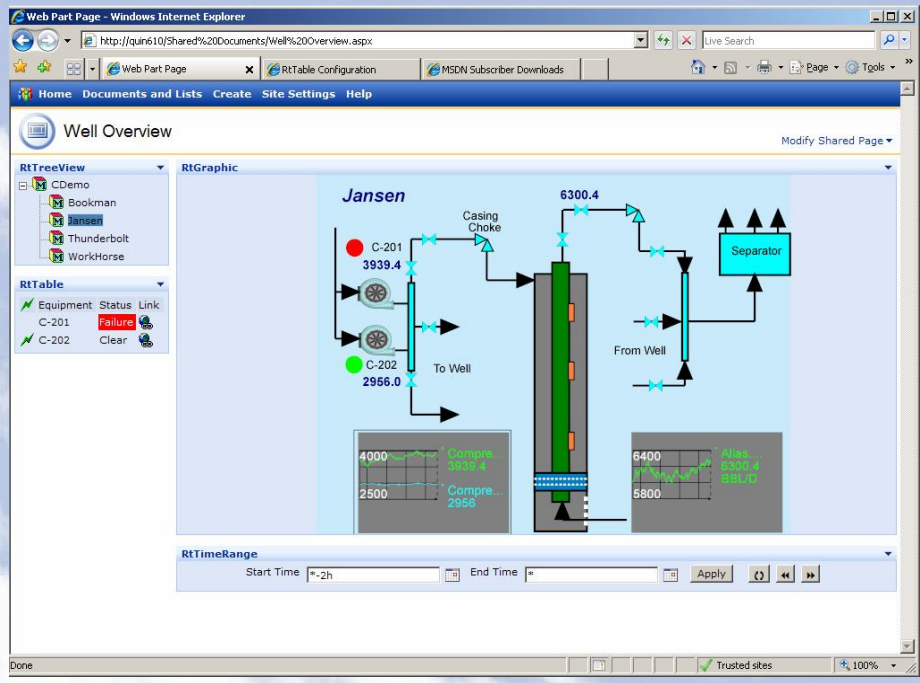
Energy – RTPortal

- View the status and performance of well information

- VALUE:
  - Provides immediate information current + historical
  - Provides in-depth details for reservoir engineering analysis



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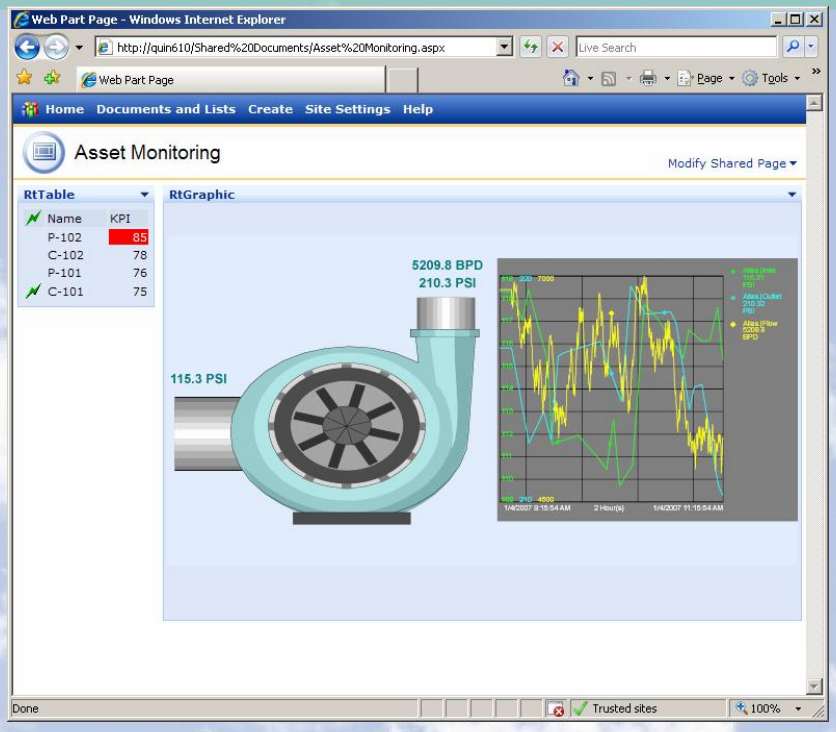
Energy - RtPortal



- Viewing individual unit information
- VALUE:
  - Maintenance personnel can receive alerts when a unit is beginning to degrade

- Able to view information about past performance of the asset quickly and easily

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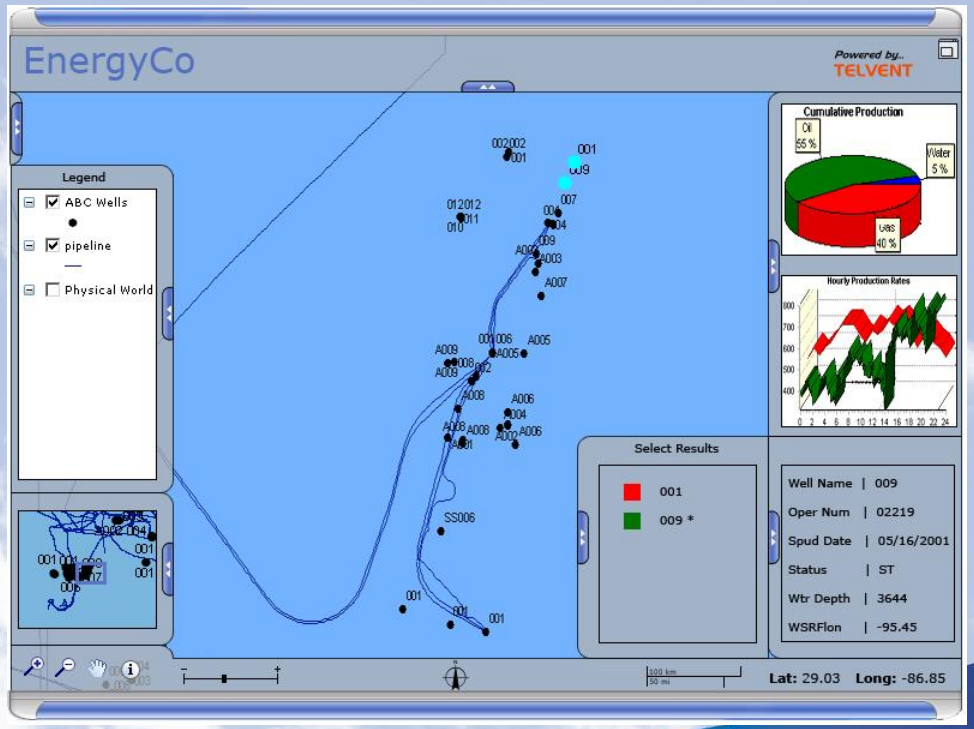
Energy – GIS/Portal Integration

- Viewing information Spatially in a portal environment

- VALUE:
  - Leveraging existing asset investment in GIS
  - Navigation and information is presented intuitively and logically



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The Future

- Deeper integration with corporate technologies ERP,GIS etc will require bi-directional information sharing
  - Smart connectors will reduce the complexity of interfacing with these tools
- Greater degree of distributed information collection and gathering
  - OSIsoft's HA program for distributed PI will enable greater flexibility and data redundancy
- Integration with workflow and MS Office applications

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See You at

- **Partner Pavilion**

- **Thursday 08:15 – Steinbeck Forum Room**
  Jason Konoff
  Using OSIsoft Products to Create High Value Added Applications and Solutions for Diverse Industry Segments

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Partners Keynote Presentation

Massimo Galli
Operations Director

VISIANT
PIMSOFT

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Agenda

- Introduction to Visiant Pimsoft
- Vision and commitment
- Solutions
- Future Directions

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Introduction to Visiant Pimsoft

- Longstanding OSIsoft partner
  - OSIsoft Distributor
  - Worldwide Sigmafine VAR
- Located in Turin, Milan, Rome
- Committed to OSIsoft technologies and values, early adopter of OSI context technologies (i.e. AF)

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Pimsoft and AF

- Sigmafine 4 brought AF to the table
  - A flexible, configurable infrastructure to model and analyze the business
  - A new world of possibilities for partners and customers
  - Sigmafine users get a headstart by migrating their models
    - *Migration is not an issue but an **opportunity***

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Our Commitment: AF-based Solutions

Ready to adapt, evolve, improve

- Deliver intelligent and innovative solutions to add value to OSIsoft infrastructure
  - Release “solutions” as compositions of services, ready to grow incrementally according to needs
  - Leverage investments through reusability/re-composition

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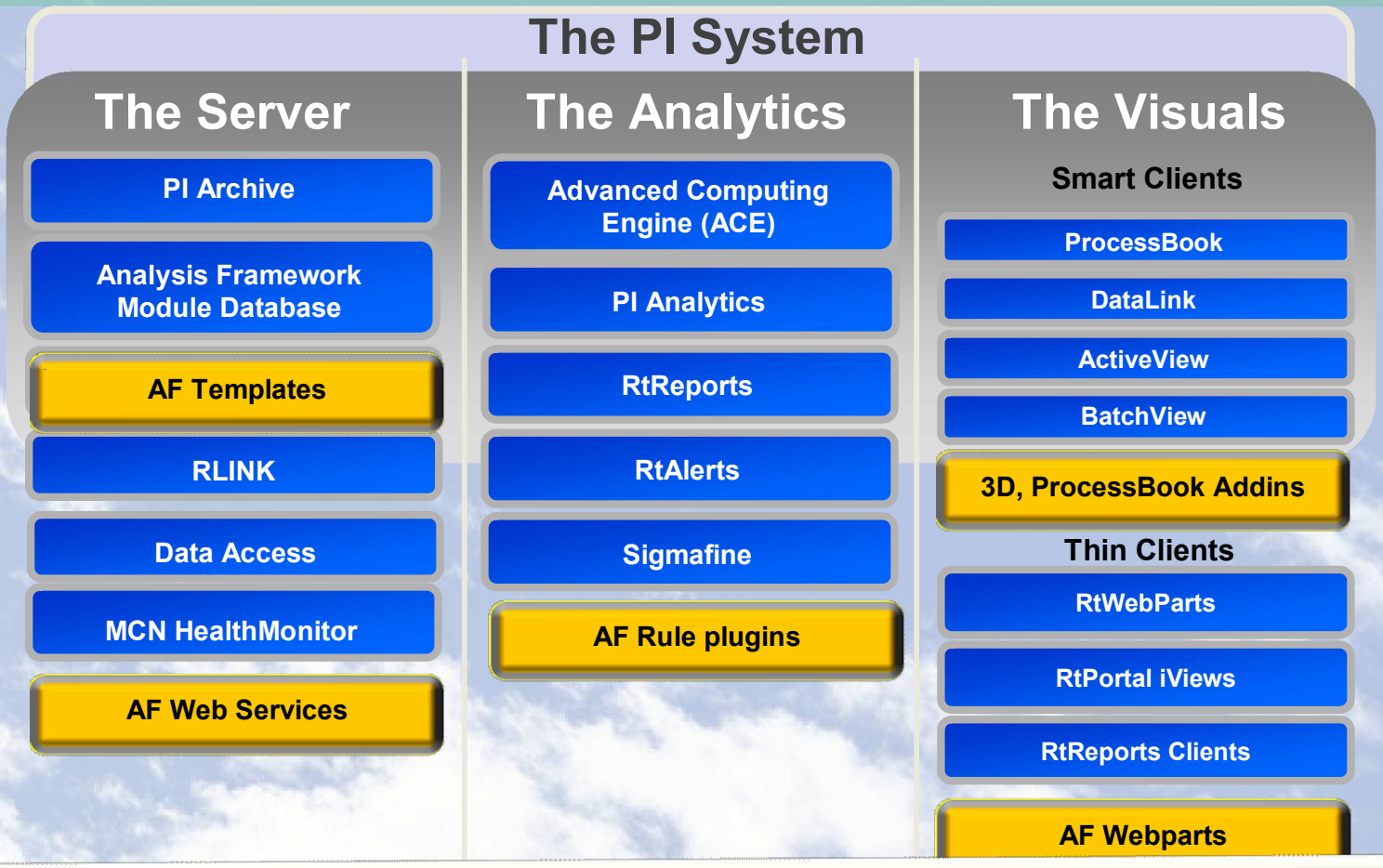
Leverage existing OSIsoft platform



No need to install "yet another" application island!

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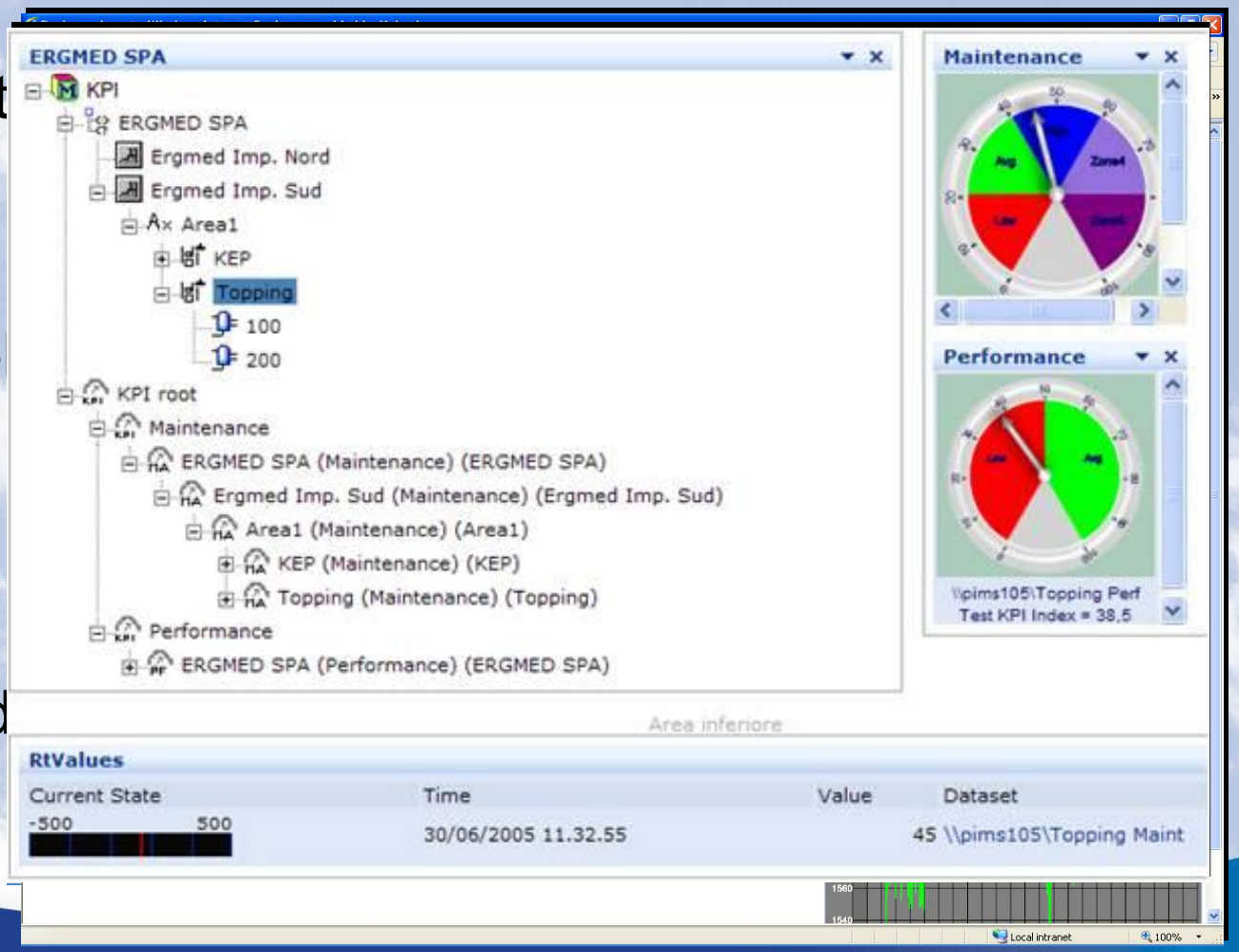
Our Solutions include…

- Intelligent
- AF to We
- AF-based



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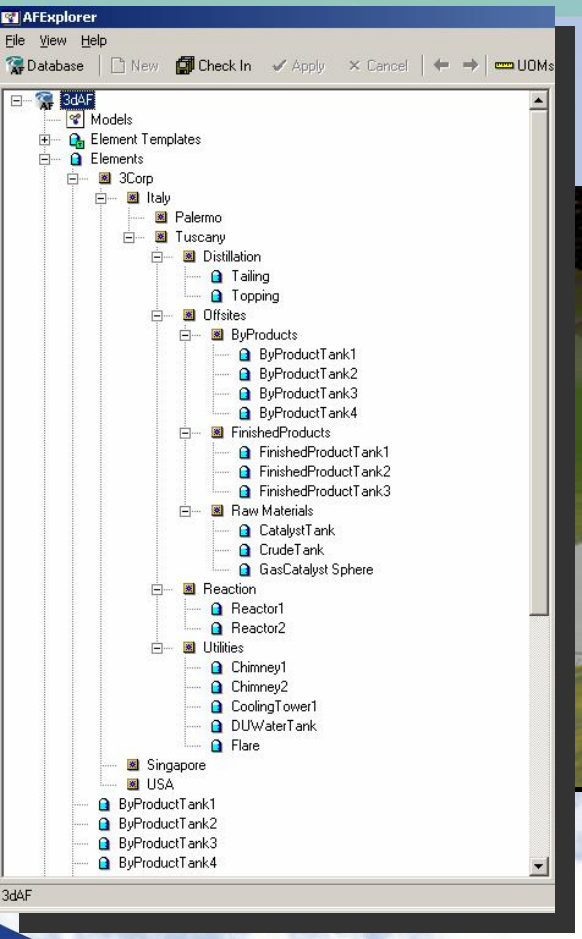
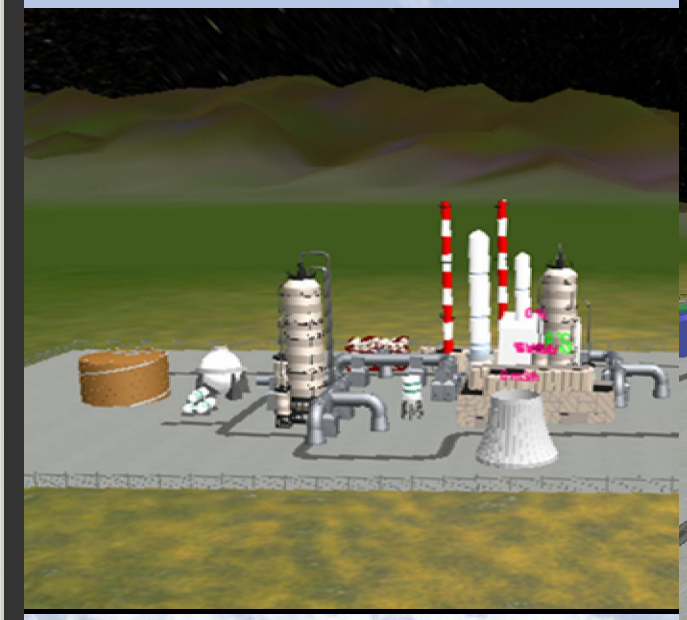
3D navigation in AF models





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AF 2.0: Another step forward

- Truly hierarchical
- Element history
- Role-based security model
- Integrated execution and notification environment (PI Notifications)
- Even more possibilities: leverage MDB investment by migrating to AF 2.0

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Meet Visiant Pimsoft…

- UC2007
  - 3D Navigation : presentation on Thursday 9.55 am
  - Partner Expo Demo
  - Early Adopter Booth
- www.visiantpimsoft.it
- Contact us
  - douglas.coene@visiant.it
  - massimo.galli@visiant.it

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Ekho – AF2.0
The Right Solution

Patrick Ramsey
Inexcon Technologies

INEXCON TECHNOLOGIES

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ITI History

- Founded in 2000
- Head Quarters and R&D center located in Quebec
- Extensive experience in software development for the Manufacturing Industry
- Extensive experience in Manufacturing processes
- Dedicated to providing applications that deliver *bottom line business* results

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Ekho MES Applications

- Genealogy and Traceability
- Quality Management \ Manual Data Input
- Lifecycle, Issue and Alarm Management
- Operational Equipment Efficiency \ Downtime Analysis
- Data and Information Visibility

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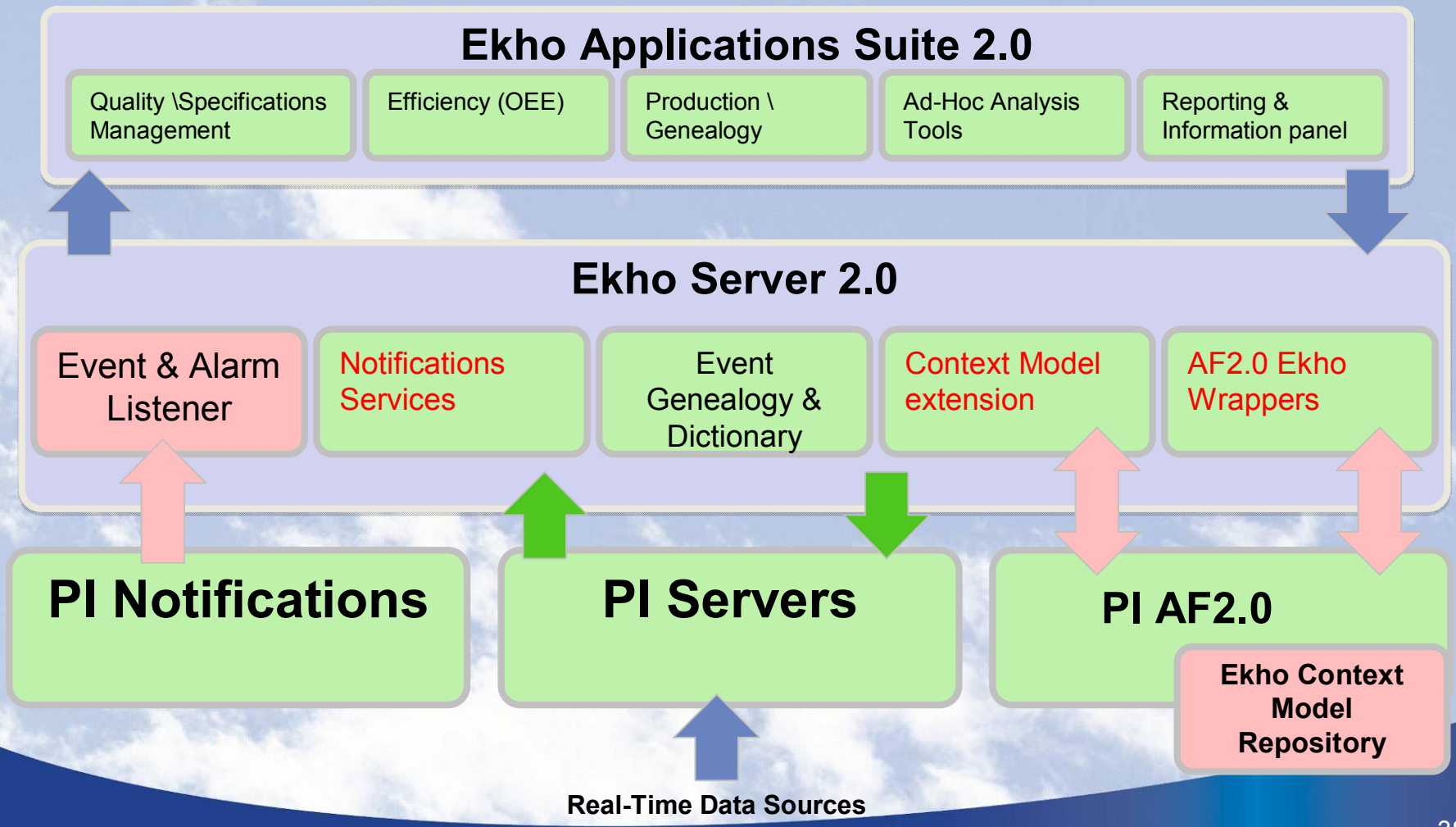
Ekho2.0 Architecture



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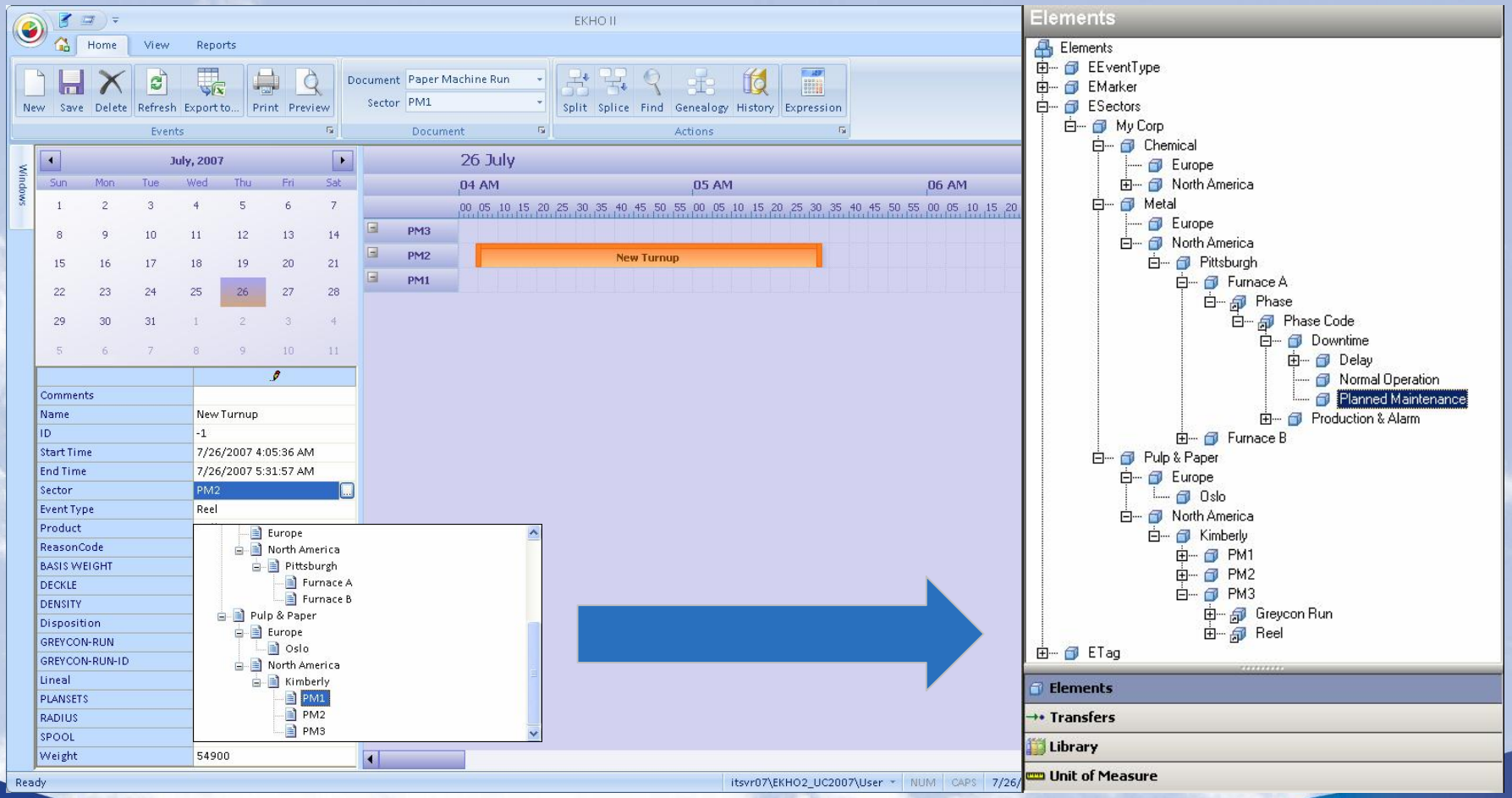
Integrated with AF2.0



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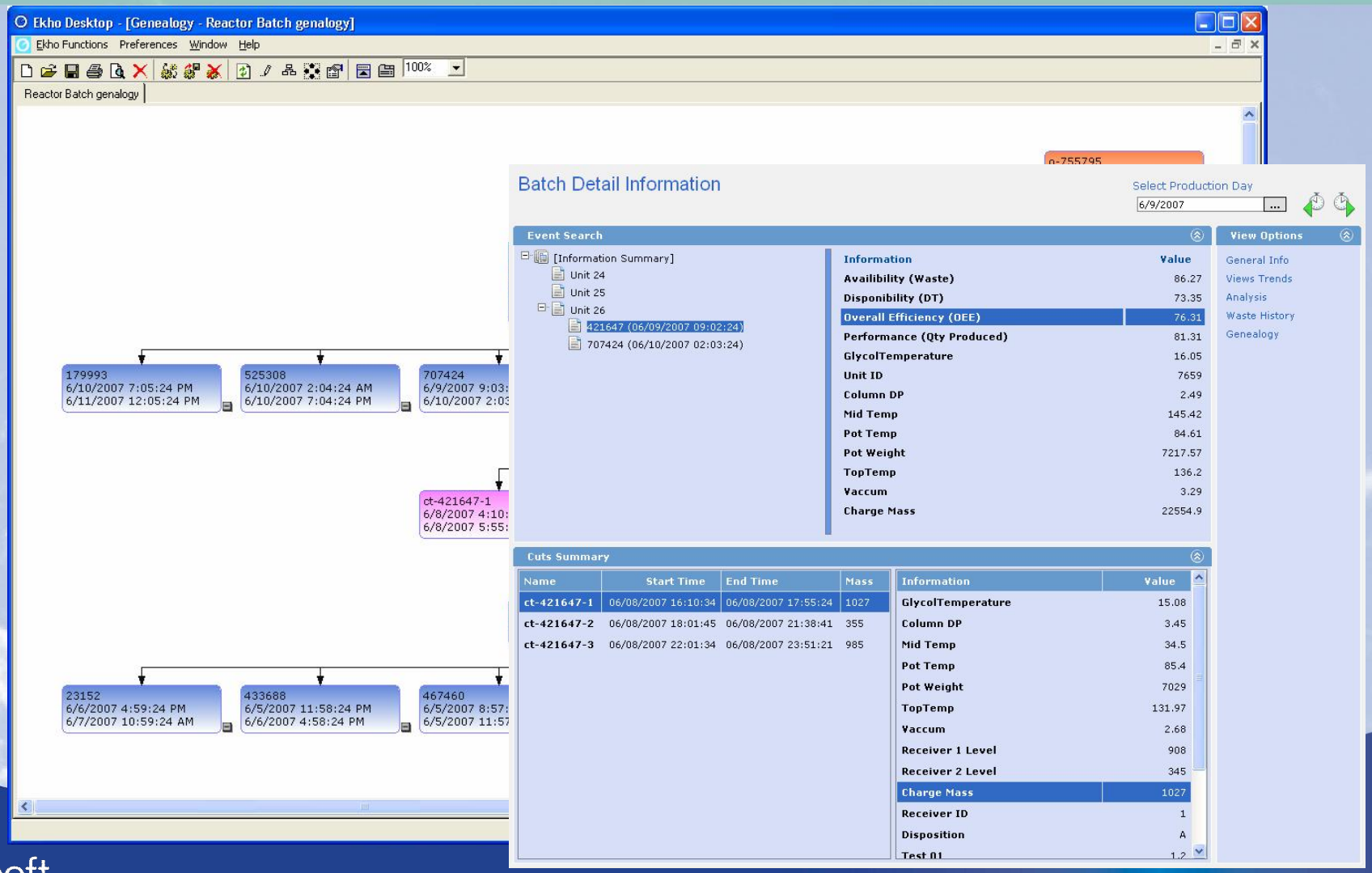
Integrated with AF2.0 (cont.)



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Summary

- Out-of-the-box Full MES Portfolio of cross industries Applications
- Integrated with OSIsoft AF2.0 infrastructure

Come and see us in the partner exhibit

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Leverage Your PI System with AF 2.0 to Implement and Manage Your Operational KPIs

Michael Saucier
CEO
Transpara Corporation

Transpara™
NOW YOU KNOW.

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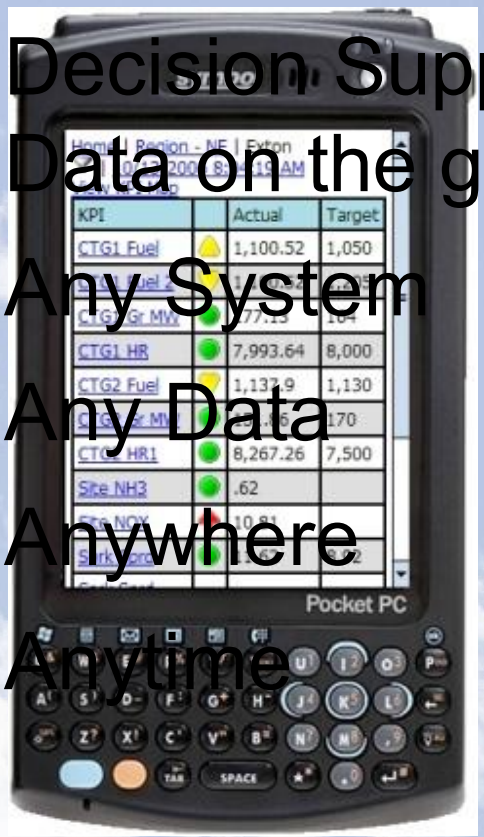
Mobile, Composite KPIs

- Decision Support
- Data on the go
- Any System
- Any Data
- Anywhere
- Anytime



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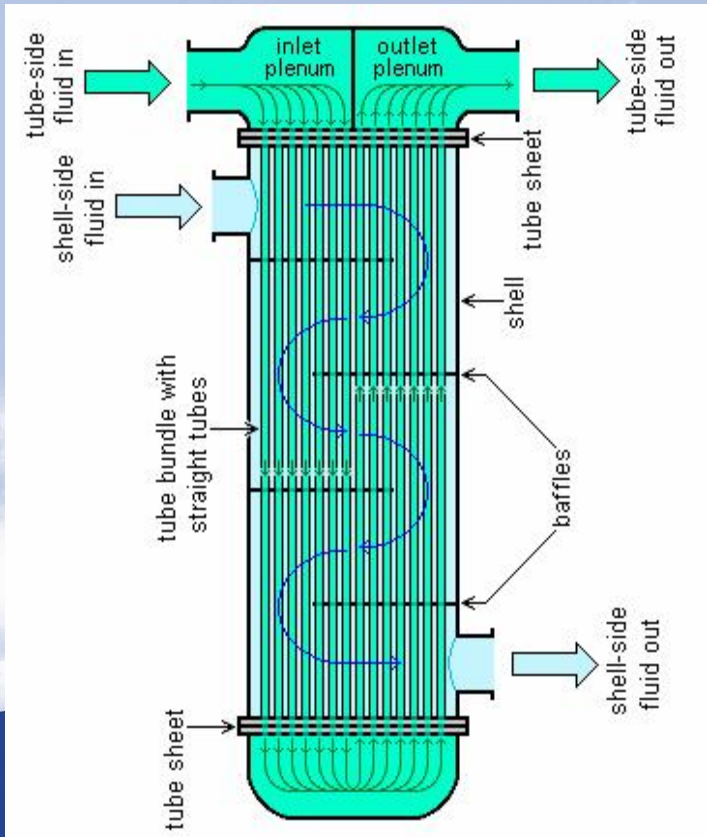
AF 2.0 Demo Architecture

- Pre-Mixer > Reactor > Heat Exch > Prod Storage
- Only Heat Exchanger is modeled
  - Standard Shell & Tube, 14 KPIs
  - KPI Actual values indirect PI points in AF template
  - KPI Limits use static AF attributes, but could easily be dynamic
  - Non-process data is simply added in Visual KPI as meta-data



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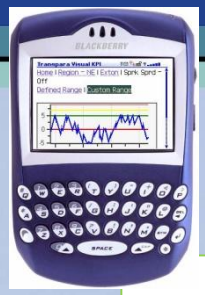
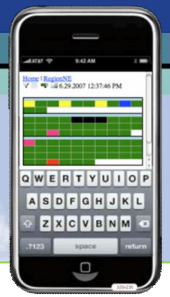
AF 2.0 – Demo Architecture



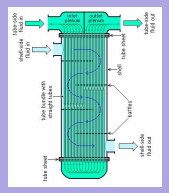


Visual KPI Server

Programmatic Access

AF 2.0

Plant Models

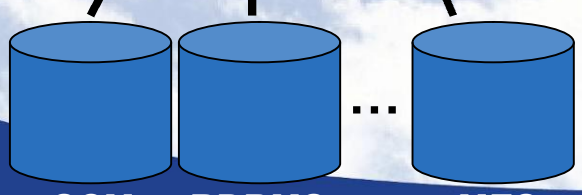


PI Sy

Time-Se

Honeywell Interface

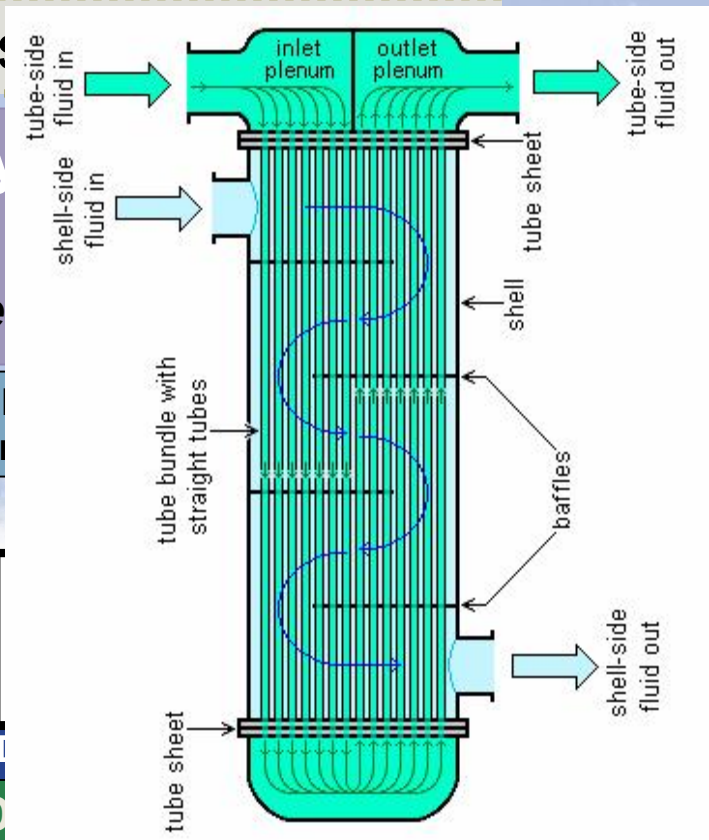
ABB Interface



SCM RDBMS MES Honeywell ABB

Non Time-Series Sources

Time Series D



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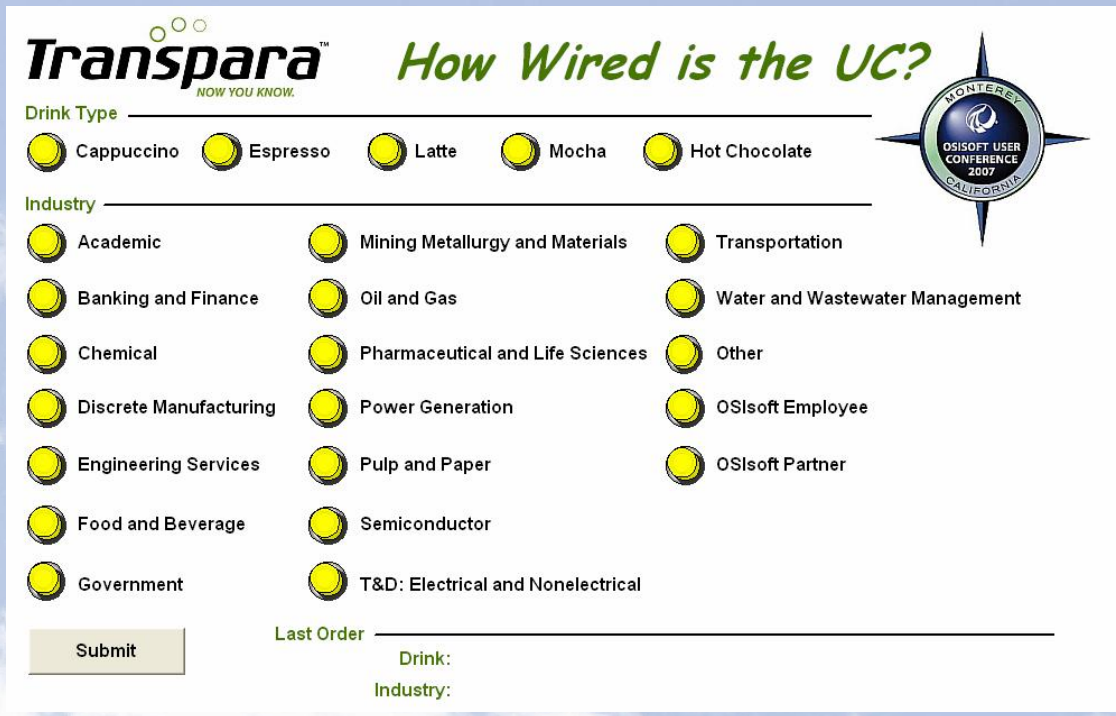
Coffee Cart is running AF 2.0 !



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In conclusion

- Smooth sailing ahead on the course charted by our Early Adopters
- Platform adoption delivers
  - High availability, security and scalability for Telvent
  - PI Notifications, element history, role based security and context for Visiant Pimsoft
  - PI Notifications and Context Model for Inexcon Technologies
  - Asset hierarchy and element history for Transpara

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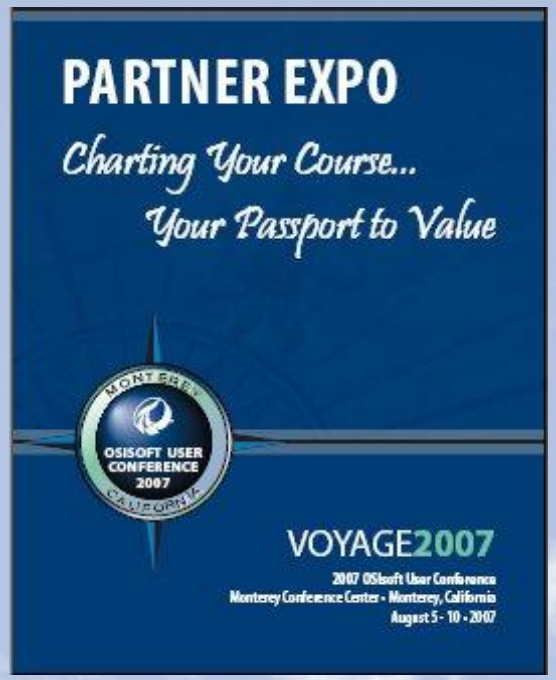
Visit the Partner Expo

- Wednesday
  - 1:00 – 6:00 PM
- Get your passport stamped
- Turn in completed contest form for a free OSIsoft Connection Kit



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MONTEREY
OSISOFT USER CONFERENCE 2007
CALIFORNIA

Thank You

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There really is an explosion of information, the scale is tremendous, the opportunity to take advantage of that information is equally large. I think the partnership between OSIsoft and Rockwell allows us to do some things that have never been done before. It really extends the capabilities of both of our companies.

- Kevin Roach, Rockwell

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