



OSIsoft.

Microsoft

Strategic Alliance

Brian Willson

Director, Process Manufacturing
Microsoft

What We Bring to the Table

OSIsoft & Microsoft have forged a strong relationship
to drive business value for joint customers

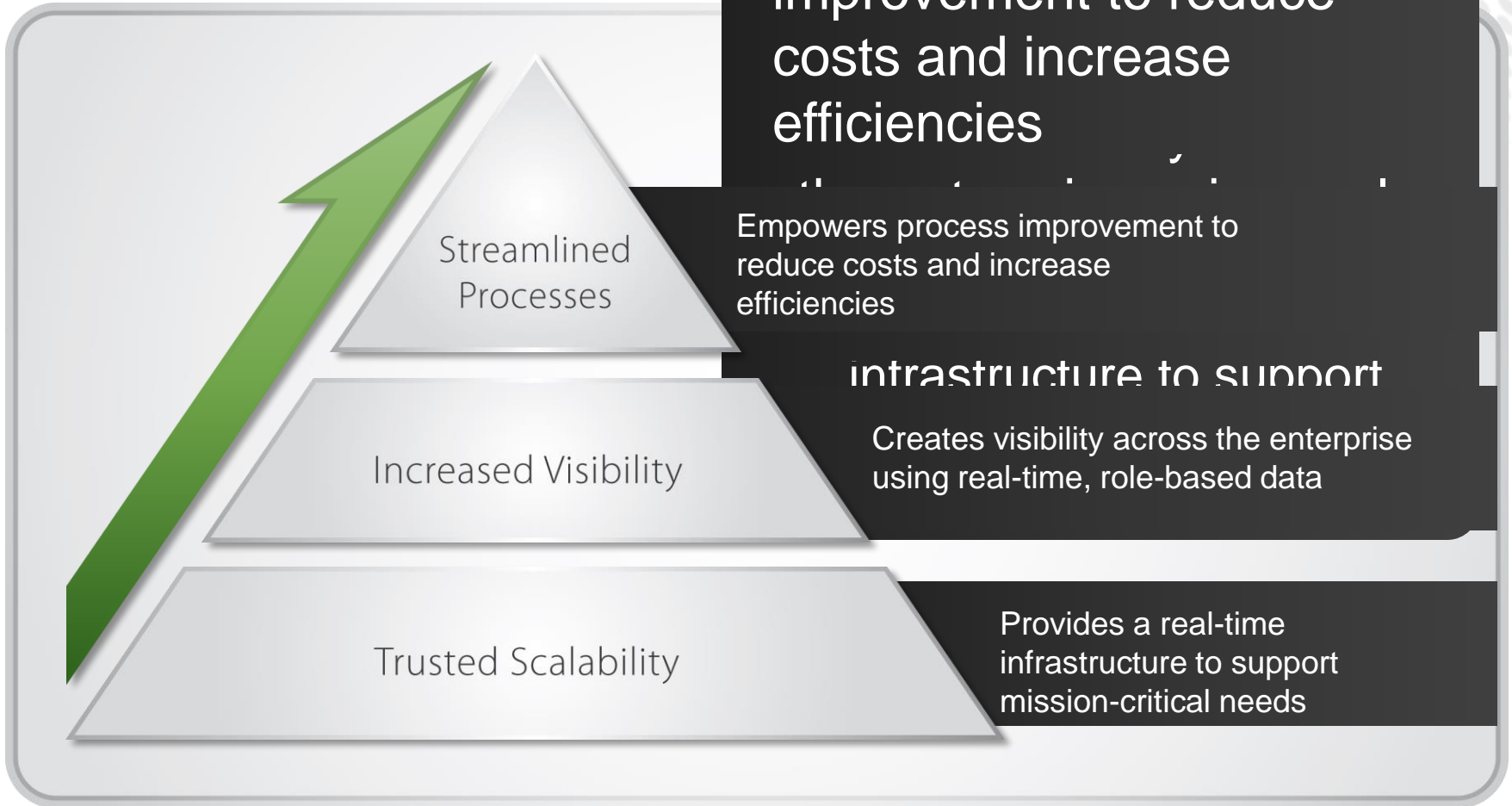


Provides operational visibility
through real time data and
event infrastructure.



Connects you with information
to make informed business
decisions via familiar tools.

Our Vision



Enterprise Technology Tools

- Platform for Integration and Collaboration
 - Microsoft Office SharePoint 2007
 - RtWeb Parts (PI Infrastructure)
- Business Intelligence
 - Microsoft SQL Reporting Services, PerformancePoint
 - DataLink for Excel Services
- Real-Time Notifications
 - Microsoft Unified Communications
 - PI Notifications



- View All Site Content
- Documents
- News
- Offices
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- Search
- Help
- Manufacturing
- Engineering
- Support Team
 - Wichita Operations
 - Fred Smith
 - Carol Berger
 - Cracking Technology
 - Deshawn Barr
 - Wilson Adams
 - Production Logistics
 - Carrie Frederickson

Operations Performance Scorecard

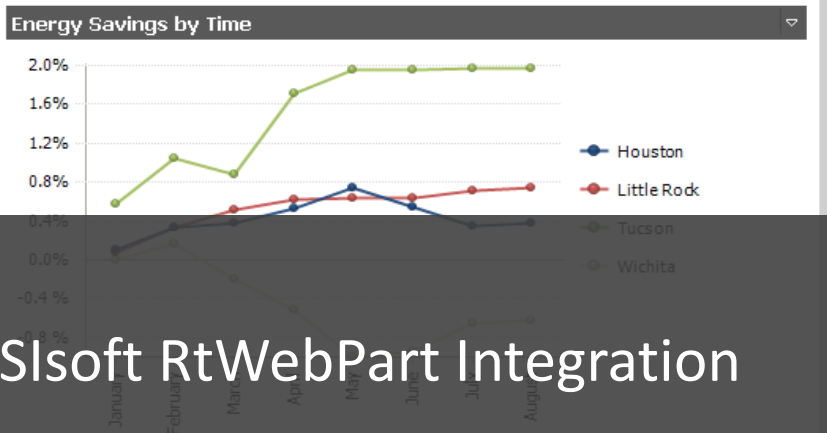
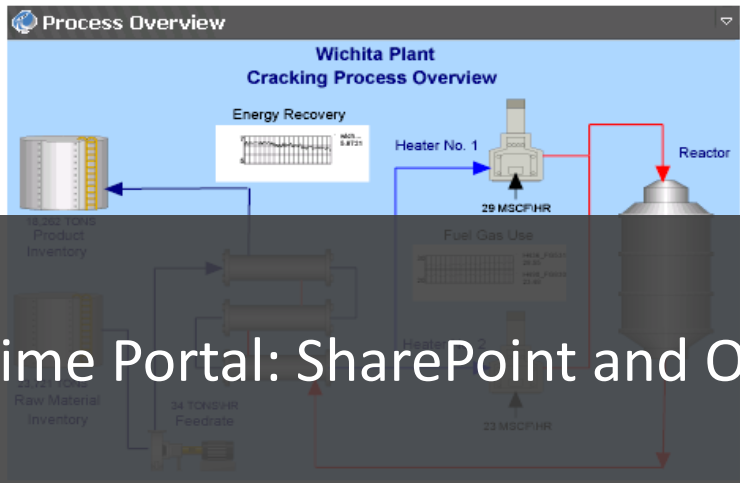
	Houston				Little Rock			
	To Date	Today	Target	Trend	To Date	Today	Target	Trend
Safety	0	0	●	→	0	0	●	→
Environment	97.1	97.0	●	↗	99.0	98.6	●	↗
Energy Savings	0.4%	0.4%	▲	→	0.5%	0.7%	▲	→
Quality	97.6	97.9	●	↗	97.3	97.6	●	↗
Reliability	95.7	96.4	●	→	95.6	96.3	●	→

Production Schedule Worksheet

Open Update

Cracking Production Schedule

	Current Inventories			Today's Performance		
	Raw Material Tons	Product Days	Sales T/day	Energy 2%	Reliability 95%	Quality 98%
Houston	30,141	35.9	1200	0.5%	95.1%	97.4%
Tucson	30,166	47.1	1000	1.9%	96.0%	97.3%
Wichita	21,300	26.6	750	-0.3%	94.3%	94.3%



Real-Time Portal: SharePoint and OSIsoft RtWebPart Integration



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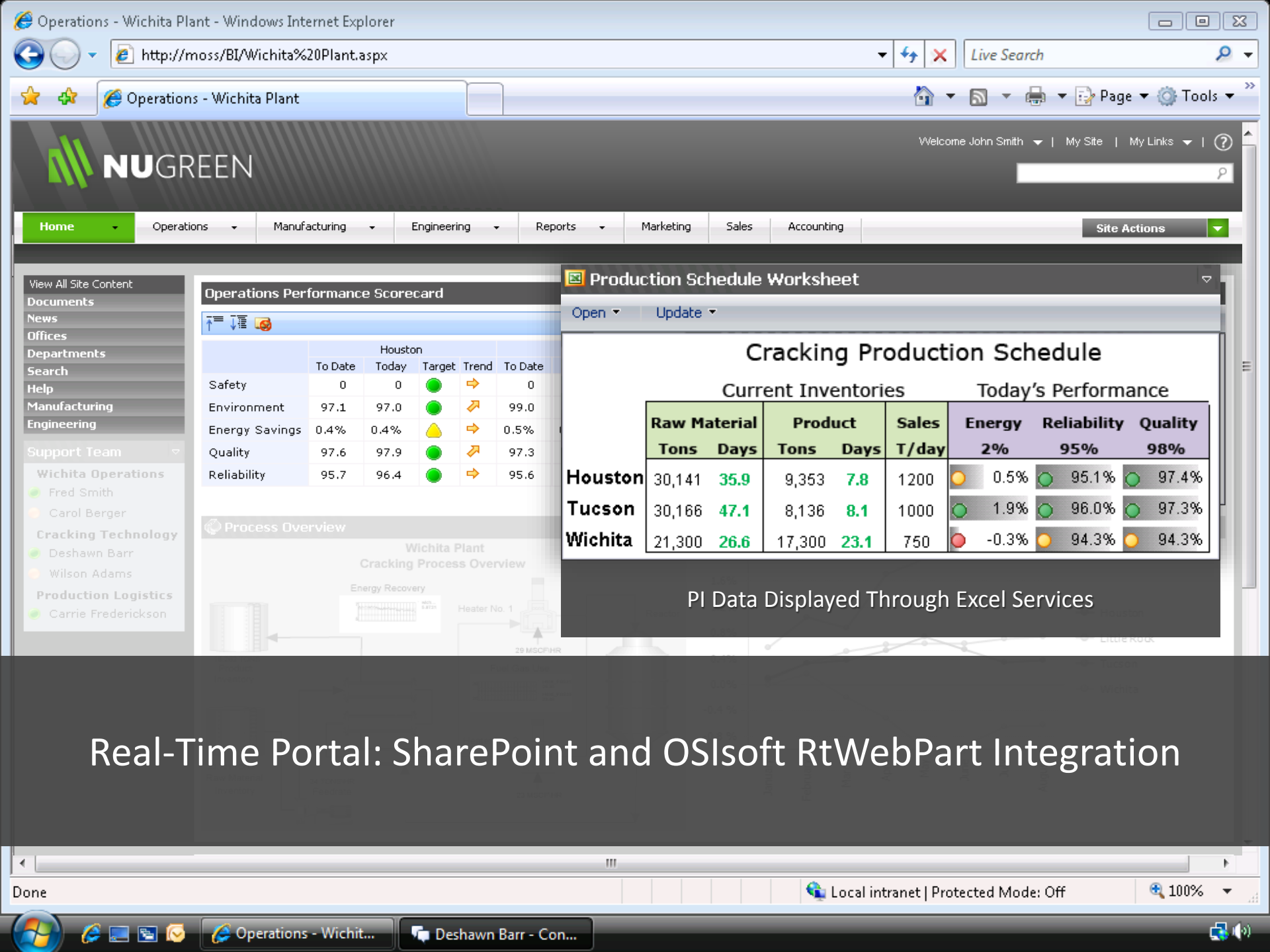
PI Data Integrated into Microsoft PerformancePoint Services

Cracking Production Schedule

Current Inventories					Today's Performance		
Raw Material	Product	Sales	Energy	Reliability	Quality		
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30,141	35.9	9,353	7.8	1200	0.5%	95.1%	97.4%
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21,300	26.6	17,300	23.1	750	-0.3%	94.3%	94.3%

Line chart showing savings by time for Houston and Little Rock.

Real-Time Portal: SharePoint and OSIsoft RtWebPart Integration



Welcome John Smith | My Site | My Links | ?

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Production Schedule Worksheet

Open | Update

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PI Data Displayed Through Excel Services

Real-Time Portal: SharePoint and OSIsoft RtWebPart Integration



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Operations Performance Scorecard

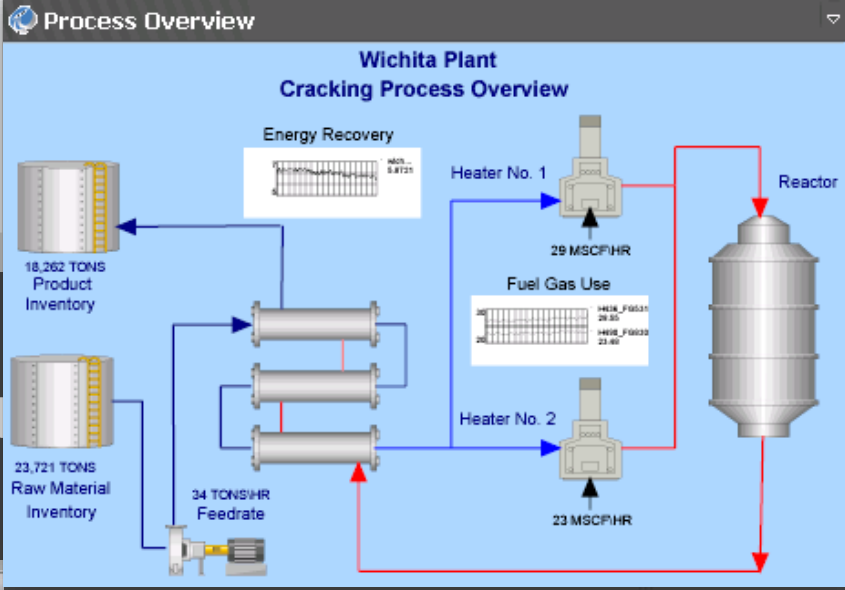
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Production Schedule Worksheet

Open Update

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Real-Time

soft RtWebPart Integration

PI Data visualized through OSIsoft RtWebParts



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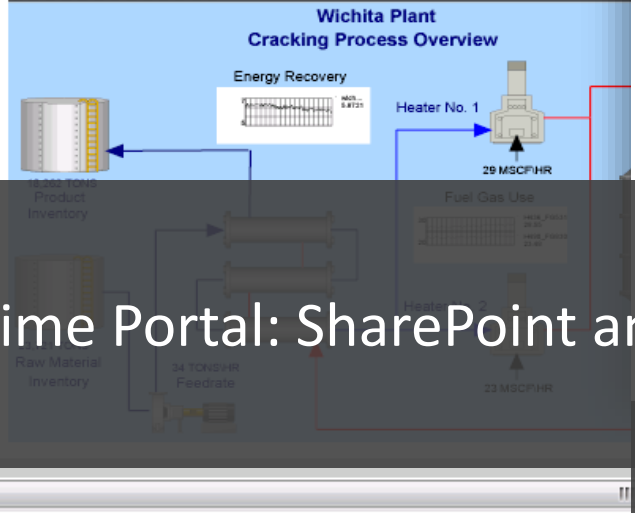
Production Schedule Worksheet

Open Update

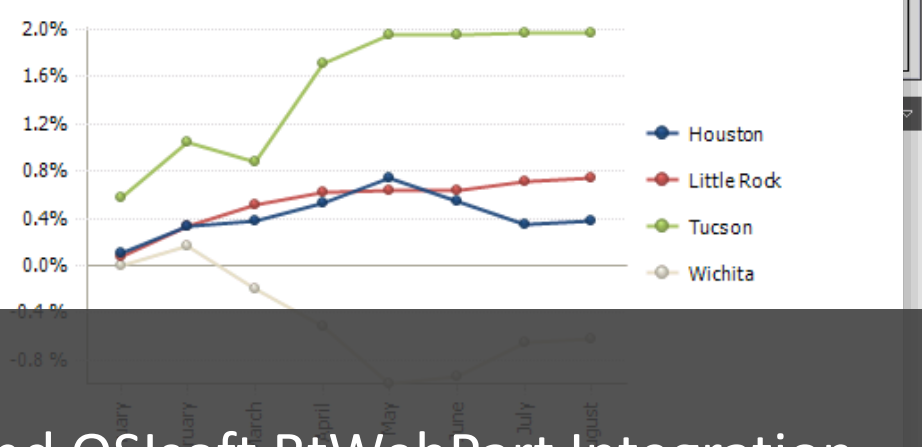
Cracking Production Schedule

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Process Overview

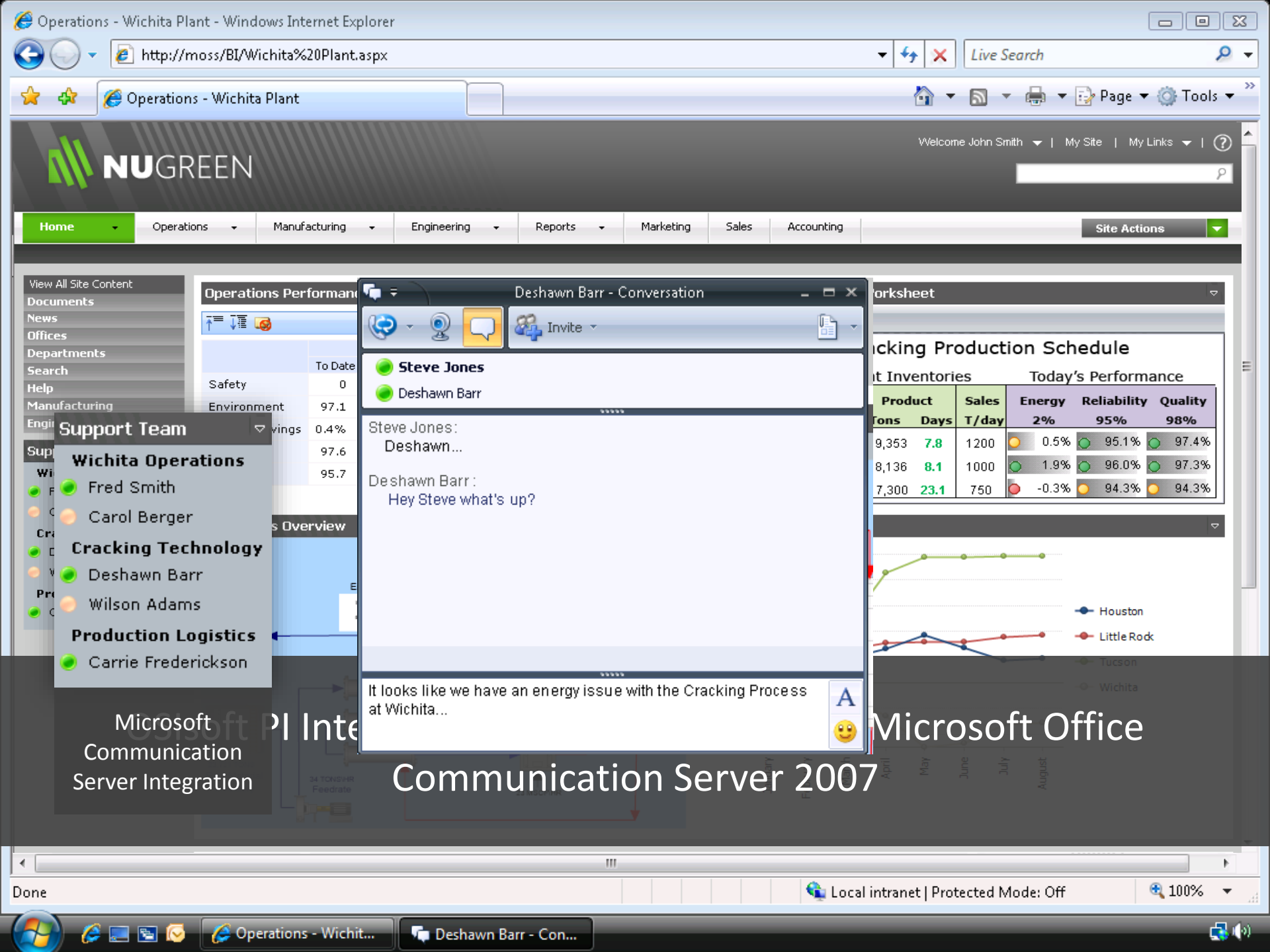


Energy Savings by Time



Real-Time Portal: SharePoint and OSIsoft RtWebPart Integration

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Deshawn Barr - Conversation

Steve Jones
Deshawn Barr

Steve Jones:
Deshawn...

Deshawn Barr:
Hey Steve what's up?

It looks like we have an energy issue with the Cracking Process at Wichita...

Worksheet

Cracking Production Schedule

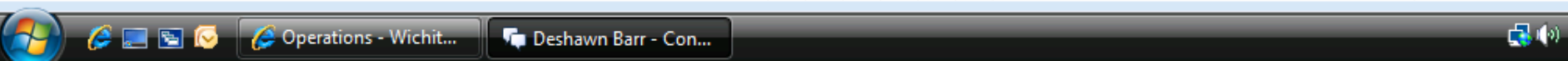
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Houston
Little Rock
Tucson
Wichita

Microsoft Office
Communication
Server Integration

Microsoft Office
Communication Server 2007

Microsoft Office



Operations - Wind Power Portfolio Overview - Windows Internet Explorer

20Overview.aspx

Live Search

Welcome Danie

All Sites

reports Marketing Sales Accounting

PINotifications Alert - Alert: OCS Notifications Demo

Daniel Thompson
 Tom Daniels
 PINotifications Alert

PINotifications Alert 12:35 PM

Attention: Failure of Primary Turbine

Ad-hoc Trend: http://moss/RtWebPartResources/adhochtrendurl.aspx?StartTime=-1h&EndTime=*%26Data=%5C%5CPI%5CNotificationsDemo

Wind Power: <http://moss/BI/Scenarios%20MockUp/Wind%20Power%20Portfolio%20Overview.aspx>

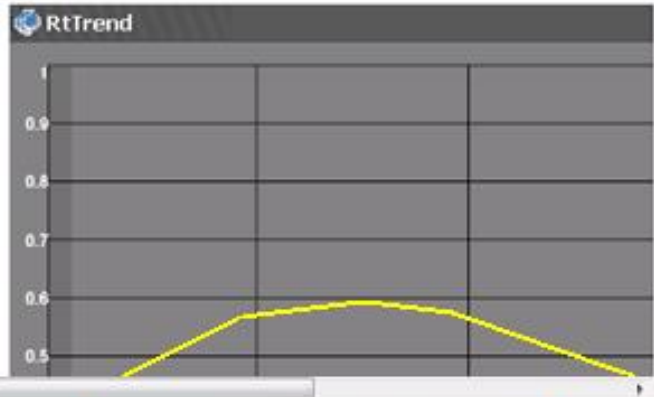
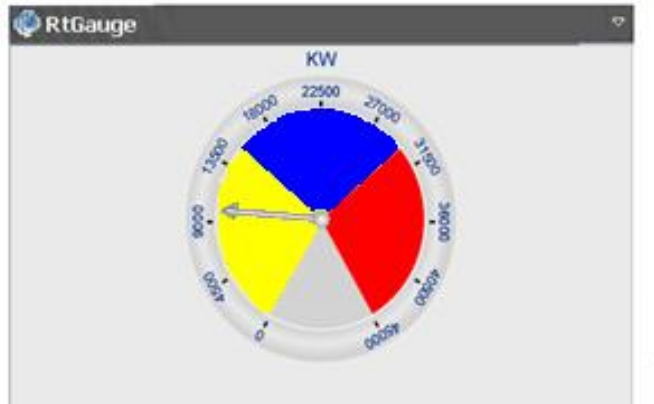
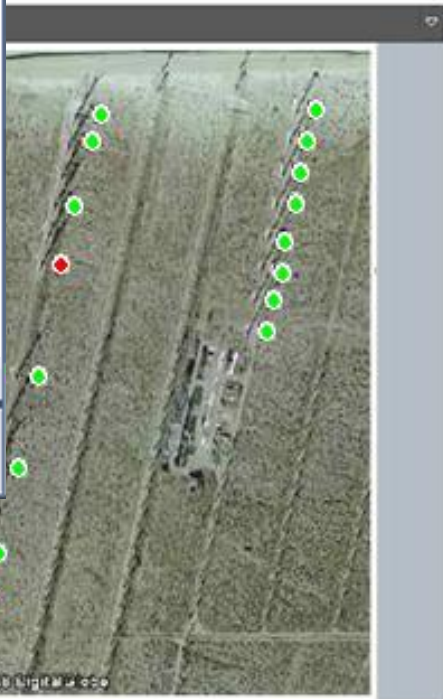
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Whistling Pines
 Western Region
 Coral Wind
 Fire Mesa
 Greedo Hill
 Mountain View
 Snow Valley
 Stallion Creek

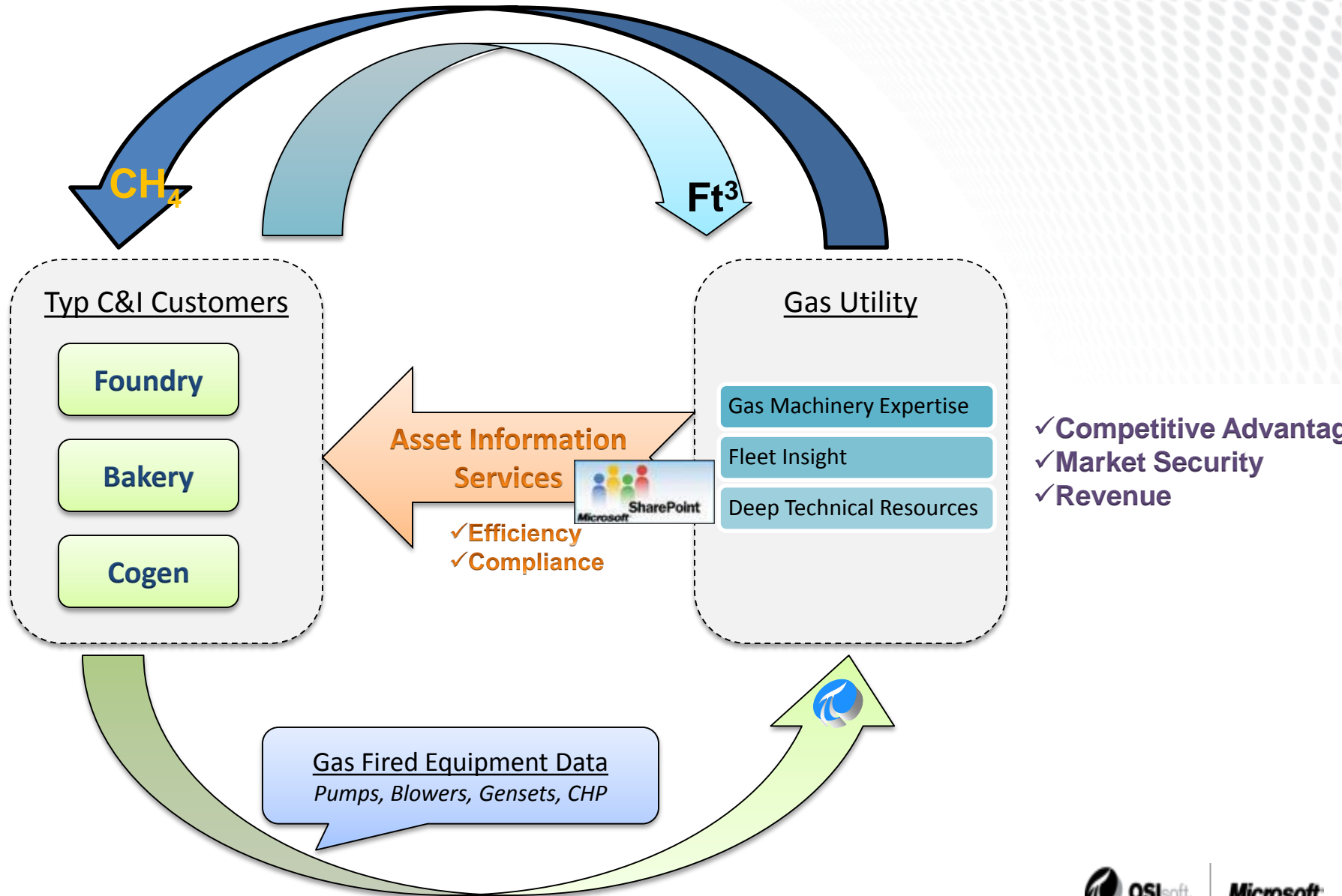
RtGauge

RtTrend

Local intranet | Protected Mode: Off 100%



Asset Information Services – Gas Utility





“We expect to see the solution support a 5 percent increase in our revenues. Given the more than billion-dollar size of our market, that could be a substantial revenue increase.”

Terry Burlison, Vice President,
Downstream Energy Services, Nalco



Process services firm aims to significantly boost profits for its customers

Customer Business Challenge

- Nalco used a manual and time-consuming data collection process at customer sites
- It wanted a real-time, automated solution
- Its goal: better customer support, satisfaction, and loyalty

Solution

- To integrate the OSIsoft PI enterprise infrastructure with the Microsoft® application platform and its own systems
- Solution can securely upload customer data over the Internet for detailed analysis and reporting.

Customer Results/Benefits

- Cuts time-to-market in half, provides new capabilities
- Contributes to double-digit revenue growth
- Meets customer needs better, faster



Thank You!

Brian Willson | briwill@microsoft.com



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Microsoft®