Unlocking the Value From Data

Presented by

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Agenda

- Technology and Trends

- OSIsoft Microsoft Alliance

- Real World Examples

Technologies and Trends

Ubiquitous Sensors and Media
Explosive Data Growth

System on a Chip Designs
Powerful Devices

Computer Consumerization
Many Devices World

The Internet of Things
Computers Everywhere

Client + Cloud
New software models

Natural User Interfaces
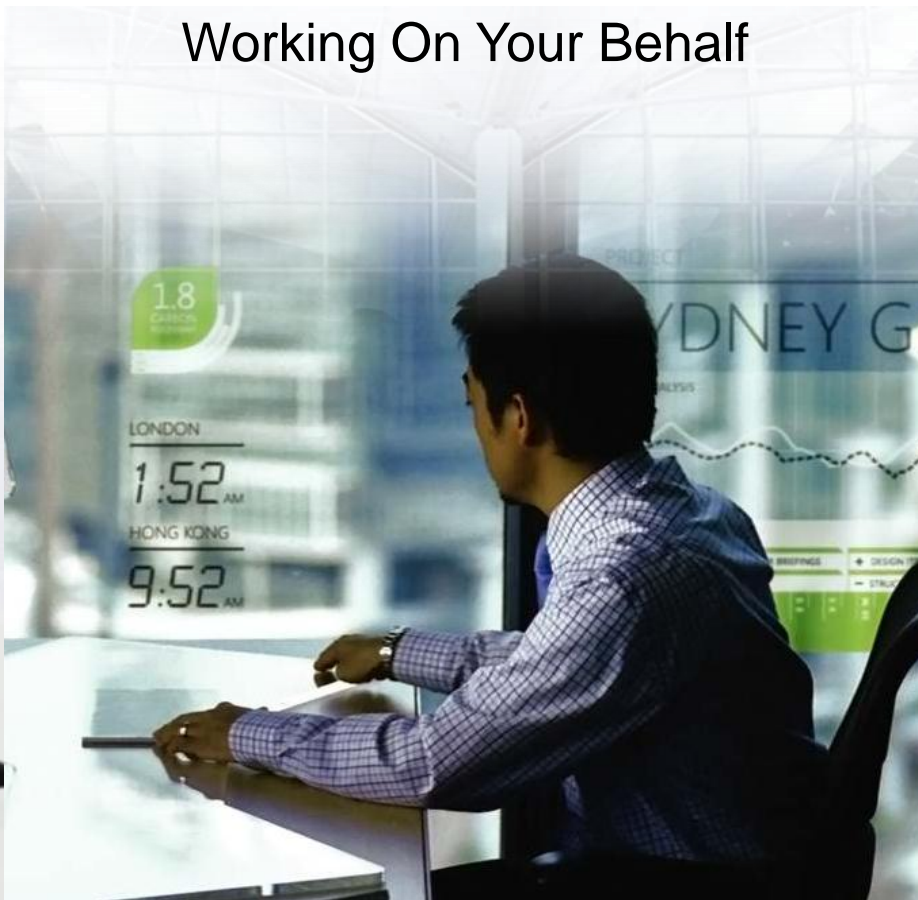**Moving beyond GUIs**

Analyze Closer to the Source AND In the Cloud

Get Value from "Big Data"

Working At Your Command

Working On Your Behalf

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The Future of Contextually Sensitive Experiences

HYBRID

CLOUD

Adaptive Behavior

Trust & Security Services

Context Awareness

Public Data Services

Environment Awareness

EXPERIENCES

Private Data Services

Anticipatory Processing

Augmented Interaction

Sensory Inputs

CLIENTS
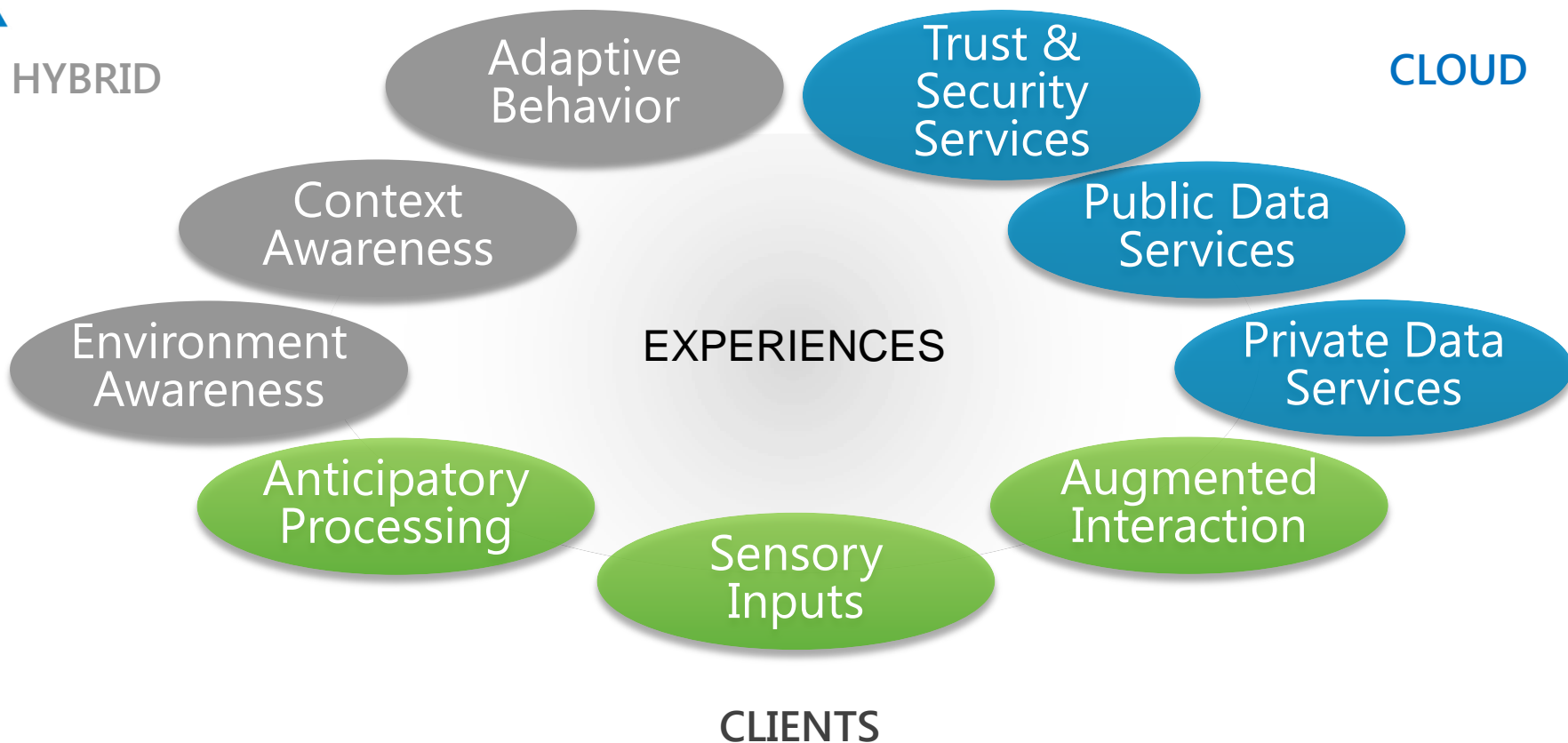
A more natural user interface…
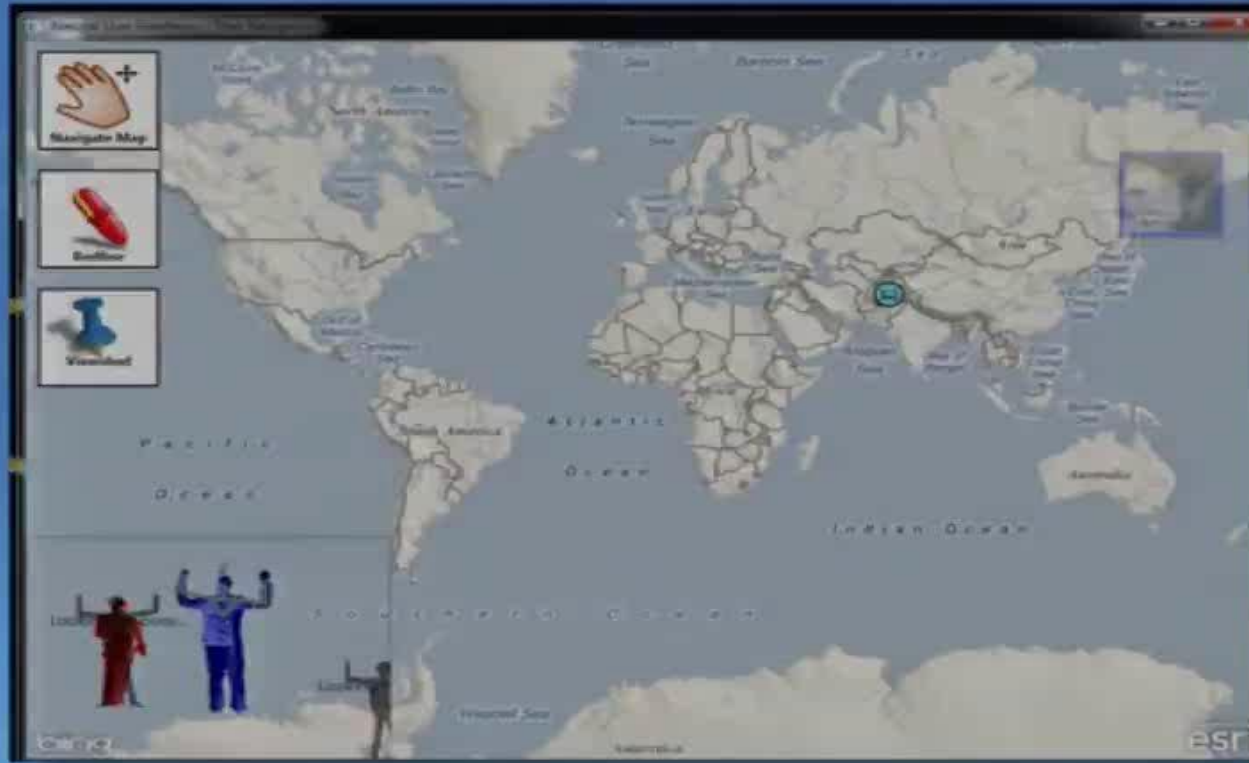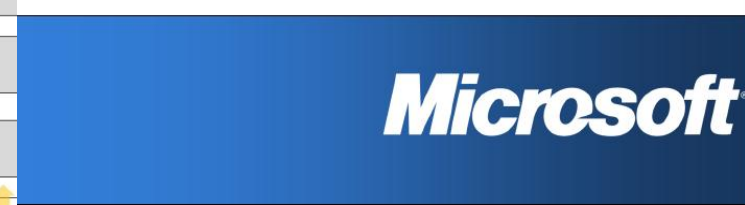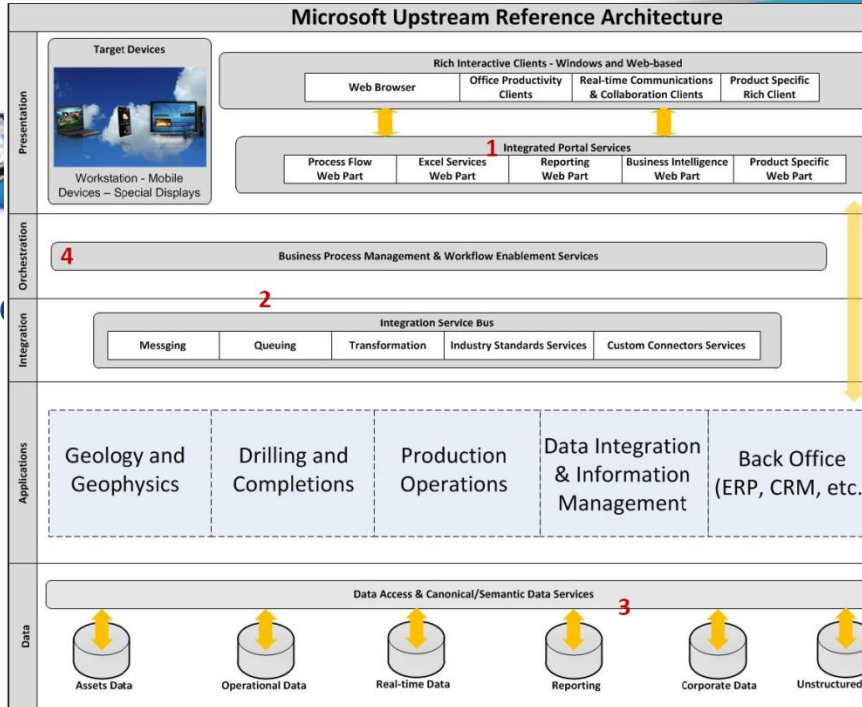
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Investments in Manufacturing and Resources

Working with our product teams to meet industry needs

Click to download

OSIsoft PI System and Microsoft

PI System 2010
Microsoft SQL Server 2008
Microsoft Windows Server 2008

PI Analytics
Microsoft Visual Studio
Microsoft SQL Server 2008 Analysis Services

PI for Office 2010
Microsoft Office 2010
Microsoft SharePoint 2010
Microsoft Lync Server 2010

CONNECT
Collect data from hundreds of sources.

INTERFACES

MANAGE
Gather and archive large volumes of data. Scale to meet your growing business needs.

SERVERS

ANALYZE
Access real-time or historical role-based data for the entire enterprise at any time.

ANALYTICS

PRESENT
View data, identify problems, and take corrective action with familiar, easy-to-use graphical tools.

VISUALS

Managed PI   ENTERPRISE AGREEMENTS   **Software + Services**
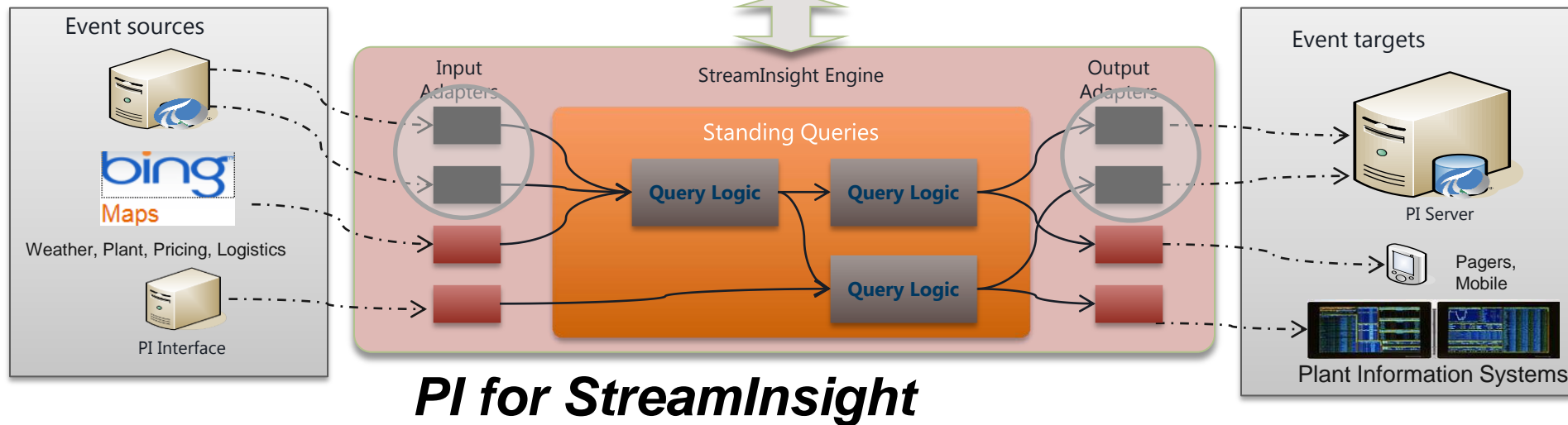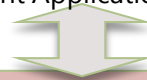
SERVICES

PI System and Microsoft StreamInsight

Microsoft® **SQL Server**® StreamInsight

StreamInsight Application Development

Microsoft® **Visual Studio** 2008
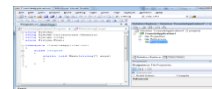
.NET
C#
LINQ

StreamInsight Application at Runtime

Event sources

Weather, Plant, Pricing, Logistics

PI Interface

Input Adapters

StreamInsight Engine

Standing Queries

Query Logic → **Query Logic**

Query Logic

Output Adapters

Event targets

PI Server

Pagers, Mobile

Plant Information Systems

PI for StreamInsight

PI Notifications and OCS R2 (Lync) Real-time Trends
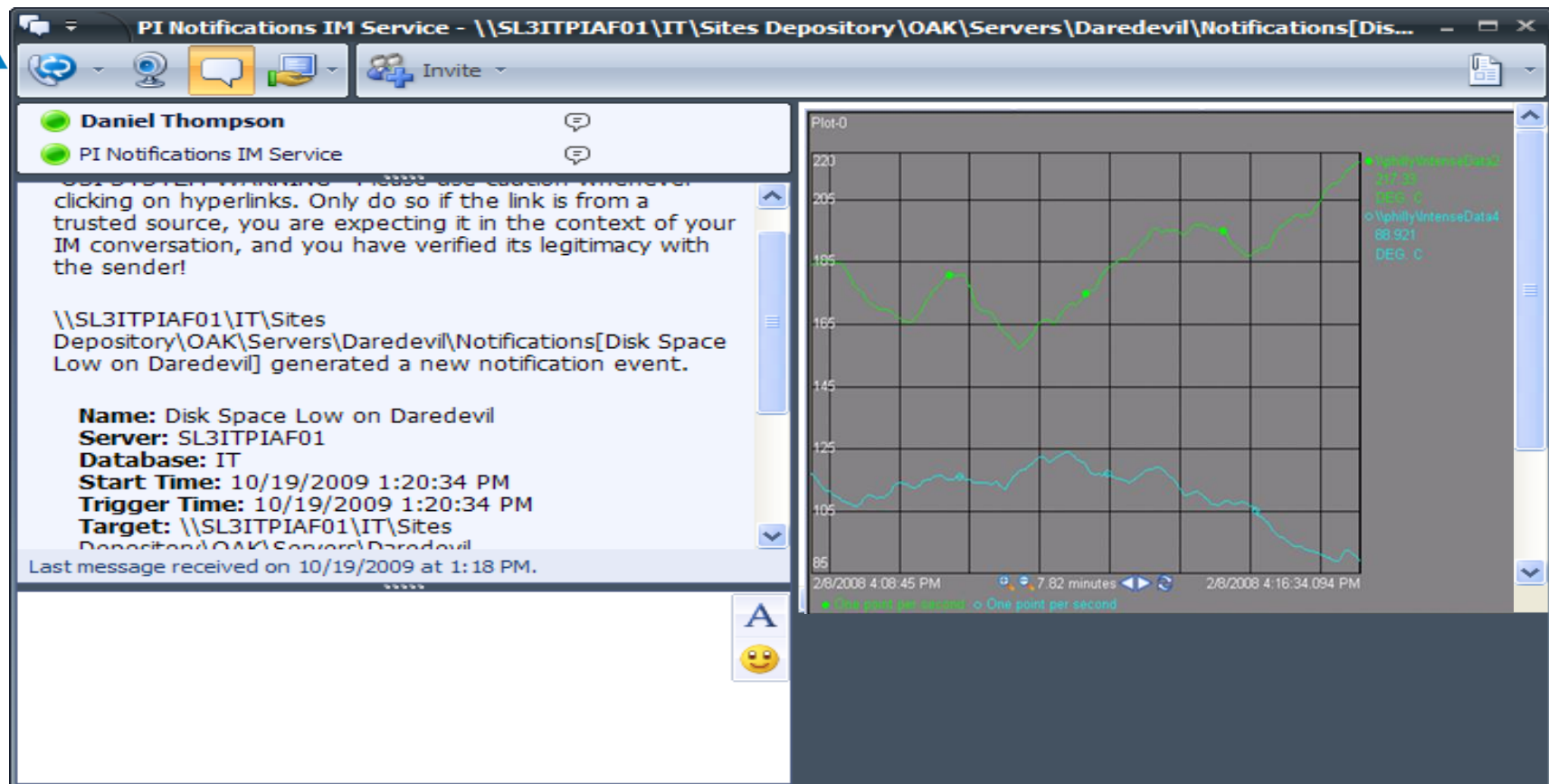
PI Coresight

- Web based user interface to analyze PI System data
- Mobile support (Silverlight)
- Intuitive UI

SQL Server codename "Denali"

Delivering business agility and innovation to gain strategic value out of your information

Mission Critical Platform

Developer & IT Productivity
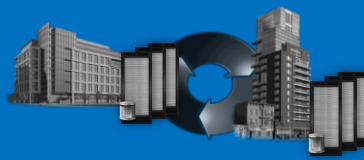
Pervasive Insight

"Denali" Reporting and Alerting
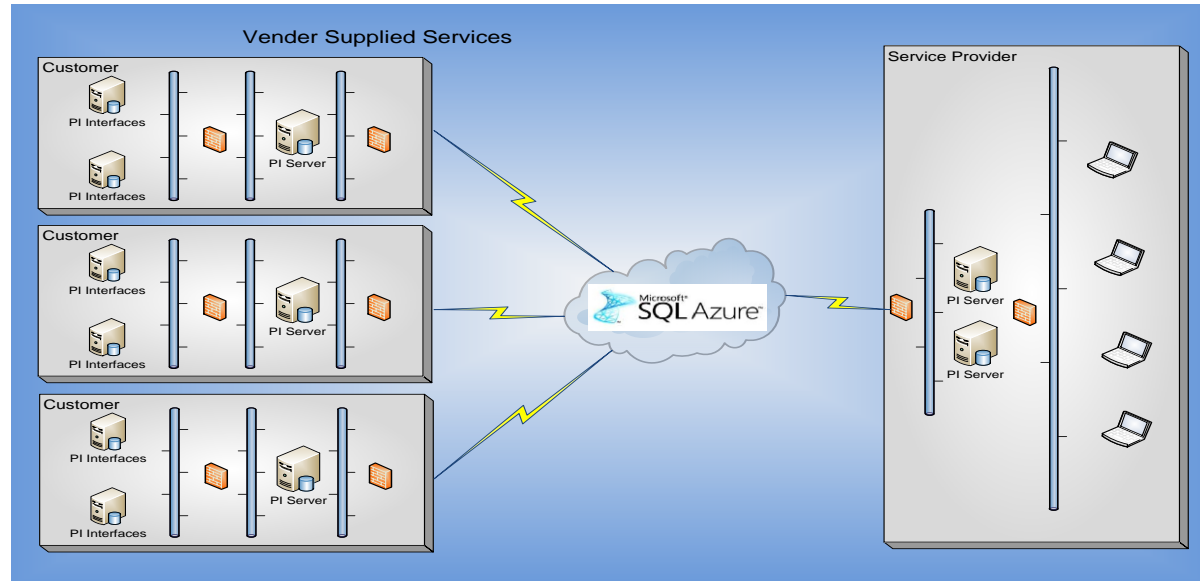## Project Crescent

Empower users

Proactive Intelligence

Increase efficiency

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Scenario: Vendor Services

- Data Driven Services

- Secure data transfer
  - Privacy

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OSIsoft & Microsoft Customers

CFE Comisión Federal de Electricidad

Mexico's Electrical Utility Sees Saving Millions of Dollars through Collaborative BI

Overview
Country or Region: Mexico
Industry: Government, Utilities

Customer Profile
Comisión Federal de Electricidad (CFE) is Mexico's national electrical power utility, serving nearly 28 million customers throughout the country. It is based in Mexico City and has 85,000 employees.

Business Situation
To maintain its success despite increasingly challenging business conditions, CFE had to find a better, faster, more collaborative way to glean business intelligence from its under-tapped information sources.

"BI is no longer an individual ac[tivity]
to work together in more power[...]
OSIsoft and Microsoft are maki[ng...]

Fernando Barradas, Director of Information Applica[tions...]

Mexico's electrical utility—Comisión F[ederal de Electricidad]
(CFE)—faced higher costs, a difficult e[...]
increasingly complex mix of sources f[...]
power. To factor these and other vari[...]
wanted a business intelligence (BI) so[...]
generation infrastructure unit, CENA[...]
Control de Energía). That solution ne[...]

FLOWSERVE

Manufacturer Collaborates with Customers on Real-Time Equipment Monitoring Solution

Customer: Flowserve
Web Site: www.flowserve.com
Customer Size: 15,000 employees
Country or Region: United States
Industry: Manufacturing—Process—Oil and gas, utilities, chemicals
Partner: OSIsoft
Partner Web Site: www.osisoft.com
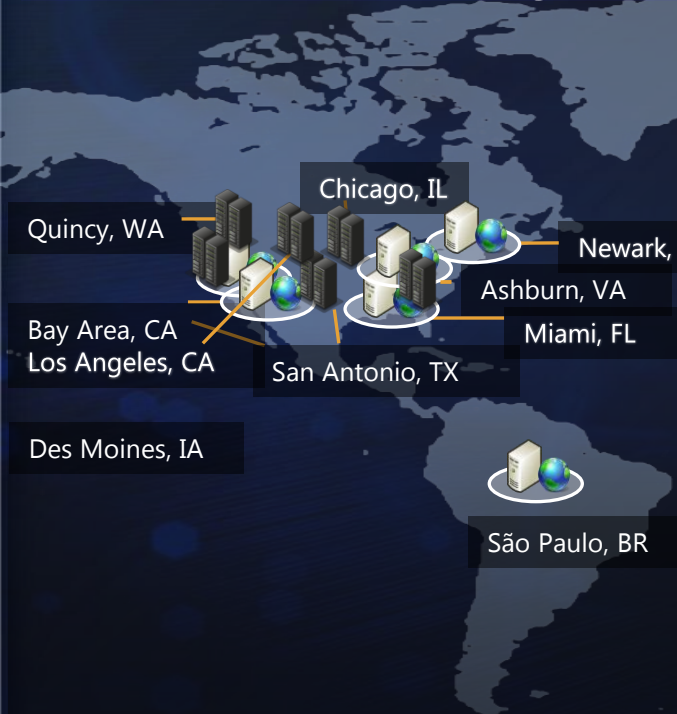
Customer Profile
Flowserve is global provider of pumps, valves, seals, automation, and services to the power, oil, gas, chemical, and other industries. It operates in more than 55 countries.

Software and Services
- Microsoft Office
  - Microsoft Office SharePoint Server 2007

"We tested some solutions and, in the end, chose two companies that are renowned in their industries. That was important to assure customers that they were getting the best technology solution possible."

Tim Hostman, Vice President of IT Innovations, Flowserve

Flowserve, a leading provider of flow control products and services for the global infrastructure market, wanted to help customers improve facility performance and reduce maintenance requirements. The company now is doing that with its real-time monitoring solution tied to a highly visual Web portal. The solution has the potential to save customers money by reducing downtime while helping Flowserve evolve from an original equipment manufacturer to a complete solution provider.

Microsoft's MTC Data Center Investments

North America Region

Quincy, WA
Chicago, IL
Newark, N
Ashburn, VA
Bay Area, CA
Los Angeles, CA
Miami, FL
San Antonio, TX
Des Moines, IA
São Paulo, BR

OSIsoft at Microsoft Technology Centers
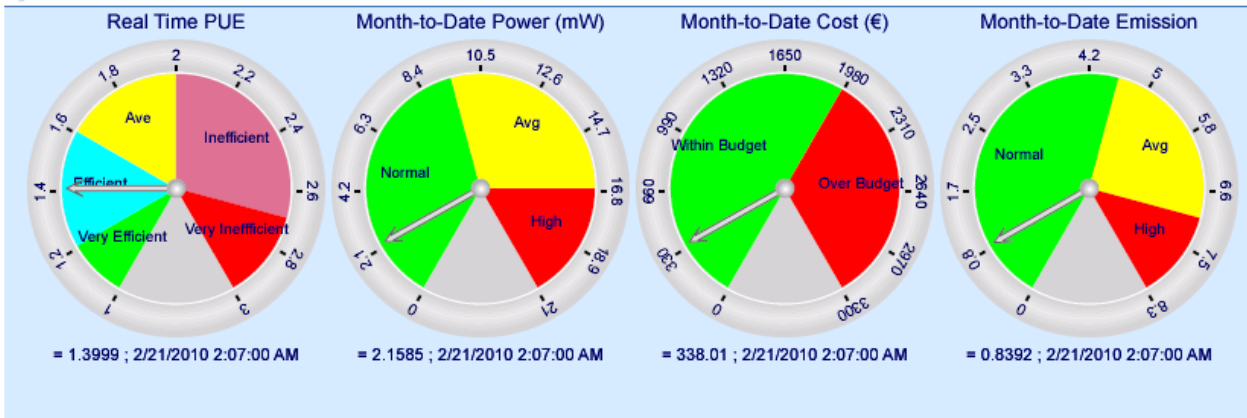
Thank you

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