



The Value of an Enterprise Agreement

Presented by **Michael Jakob,**
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Why are we here?

- The EA Customer Experience
- Anglo Platinum – An EA Case Study
- Next Steps



The EA Customer Experience

OSISoft's (EA) Model

- License without Counting

- Remove incentives for inconsistency
- Upgrade Mission Critical Architecture
- Convert Non-Standard systems
- Long term pricing stability
- ONE PO for the life of the contract

Enterprise Model

- Existing systems brought current
- Coordinated:
 - Security
 - Problem response
 - Updates
- Rapid deployment
- Private Extranet access to OSIssoft resources

- License without Counting
- **OSIssoft rollout**

Enterprise Model

- Enterprise Update Infrastructure
- Coordinated with Microsoft Patches
- Strategy applied and managed
- Updates are verified or removed

- License without Counting
- OSIssoft rollout
- **OSIssoft updates**

Enterprise Model

- System health monitoring
- NOC Oversight
 - 6,000 Interfaces
 - 900 Servers
- License without Counting
- OSIssoft rollout
- OSIssoft updates
- **Managed Performance**

Enterprise Model

- Training credits
- Conference Admission
- vCampus Access

- License without Counting
- OSIssoft rollout
- OSIssoft updates
- Managed Performance
- **Training**

Enterprise Model

- Guidance for New Technology (CoE)
- EA Project Manager
- Value Realization Consulting

- License without Counting
- OSIsoft rollout
- OSIsoft updates
- Managed Performance
- Training and Collaboration
- **Customer value**



Anglo Platinum

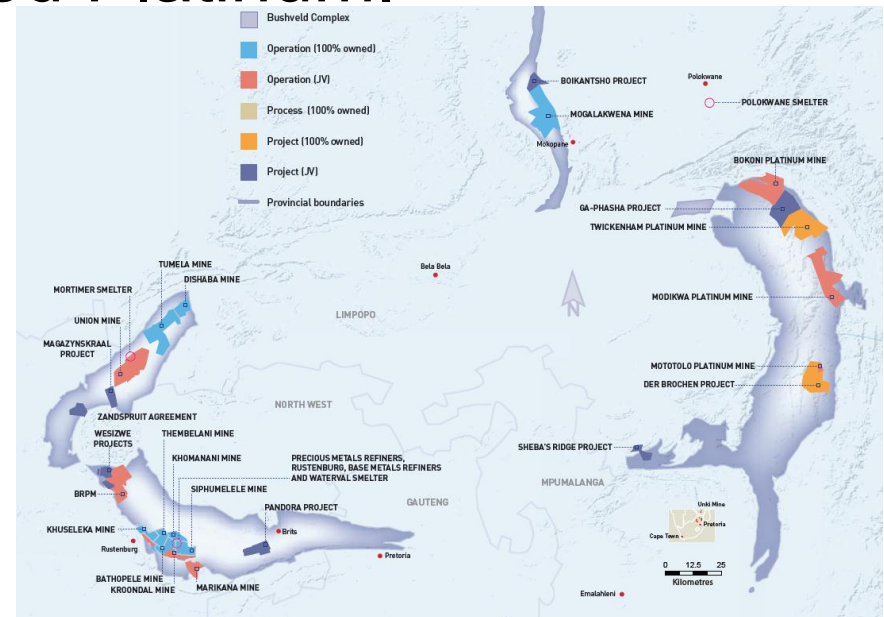
An EA Case Study

Anglo American Platinum

Anglo American Platinum is the world's premier PGM producer, supplying approximately 40% of the world's newly refined Platinum.

Process Division:

- 14 Concentrators
- 3 Smelters
- 1 Converter
- 2 Refineries
- 9 Geographic operational areas




Anglo Before view

- Individual Installs
- “PI 3” with PI ACE and PI MDB
- Limited PI AF Use
- Corporate PI System Pilot
- Different Initiatives - Unfocussed
-

Step 1 – Get PI Done Right! - 2010

- Designed Transition
 - Migrate/Upgrade Sites
 - Remote and Onsite Installs
 - Managed PI Install
 - Central Corporate PI System
 - Expanded Data Sources
- Early Adopter of PI Coresight

Roll Out - "Licensed Assets" 

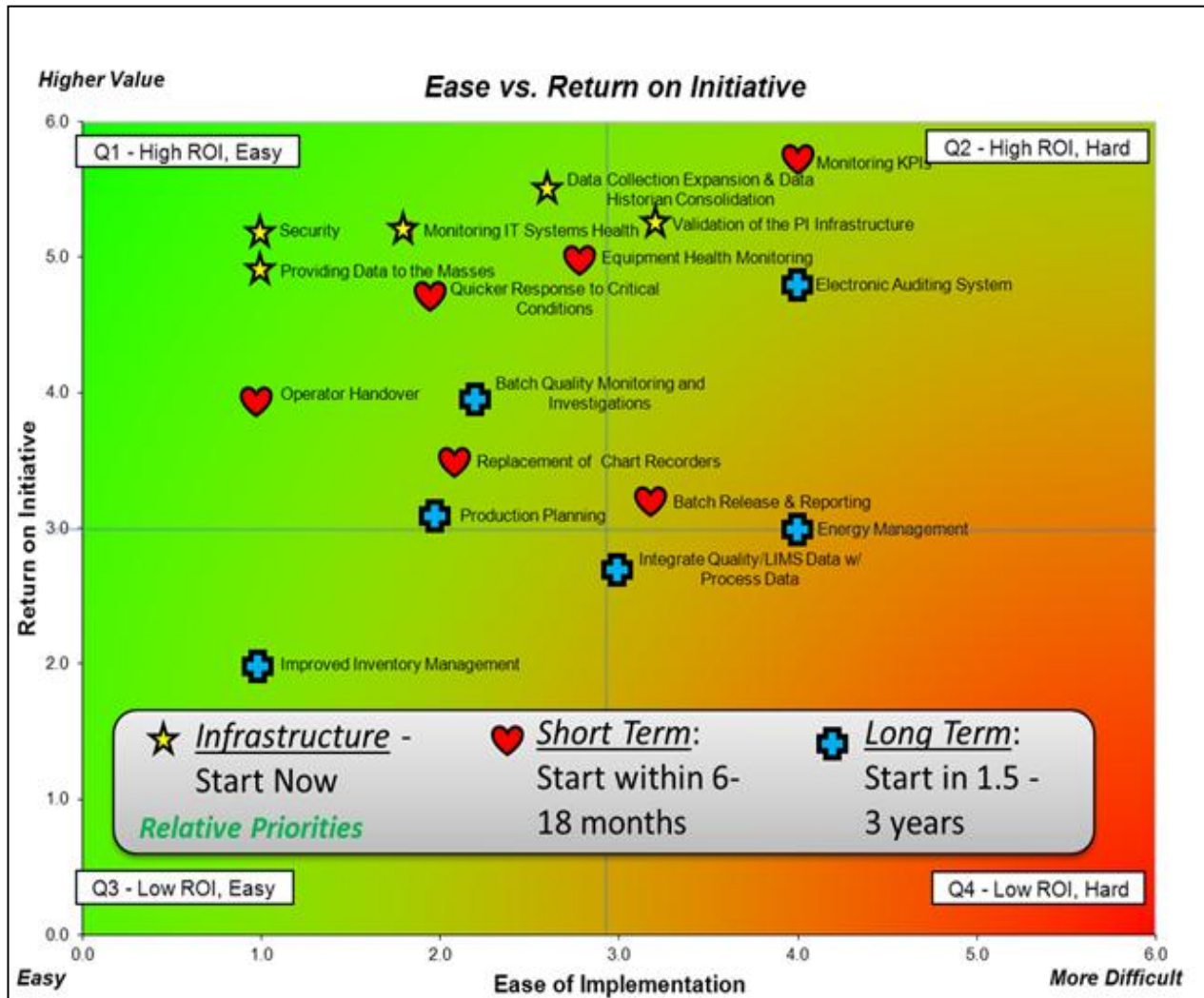
Site Name/Location	Site Survey Received	Site Survey Finalized	Installation Scheduled	Site Readiness Validation	Installation Completed
PMR Precious Metals Refinery	●	●	●	●	●
Waterval Smelter Complex	●	●	●	●	●
RPM Mogalakwena North Concentrator	●	●	●	●	●
Mortimer Smelter (Union Smelter)	●	●	●	●	●
RPM (R) Waterval UG2	●	●	●	●	●
OPM - Central role up "site"	●	●	●	●	●

1

Value now. Value over time.

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Step 2 – Get More Value From PI!





PIAF Workshop

Motivation & Goals

Where is the ROI - Asset Framework & Event Frames

Key component to common industry objectives:

- Overall Equipment Effectiveness (OEE)
- Condition Based Maintenance (CBM)
- Downtime Management
- Asset Organization
- KPI Management

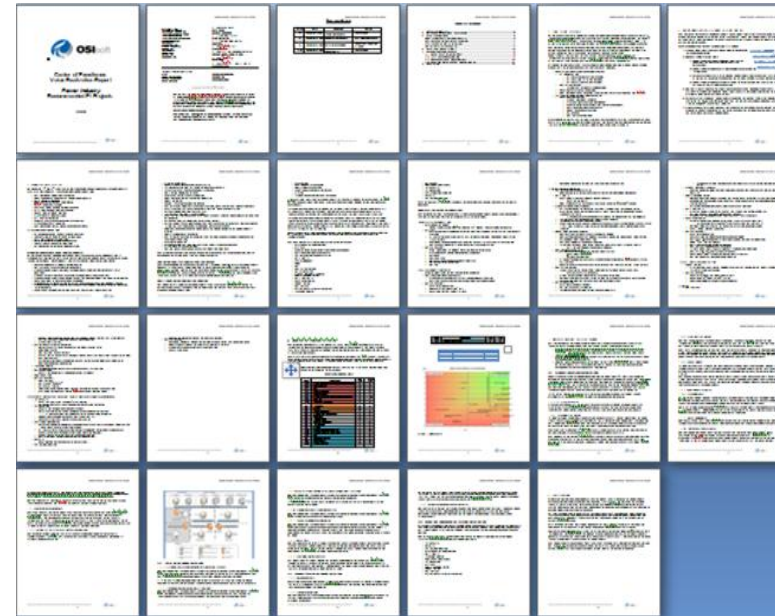


Workshop Scope



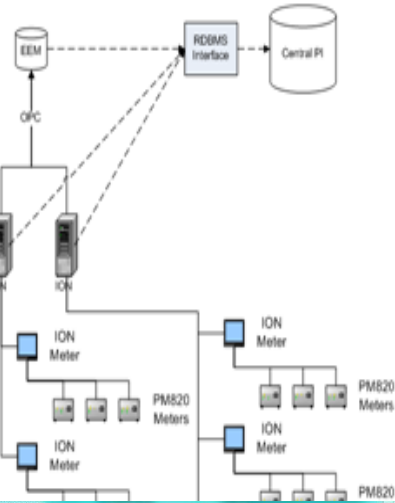
Next Steps? – Workshop Wrap Up

- Define Scope and Phases
- High Level Plan
 - Activities & Time Frames
 - Roles & Responsibilities
 - Success Criteria

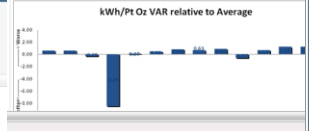
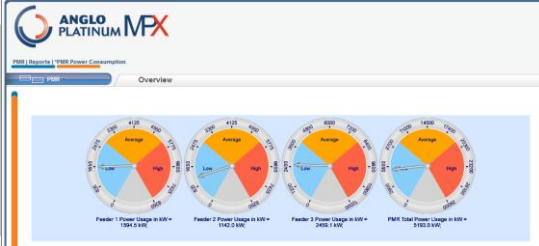
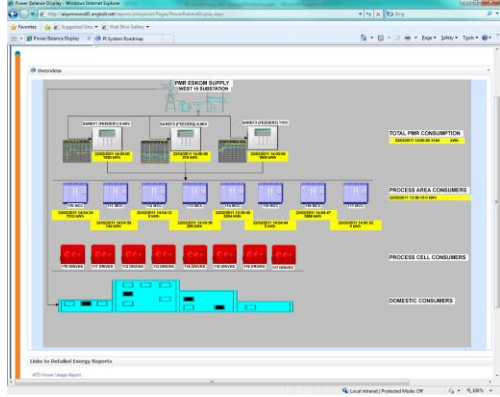
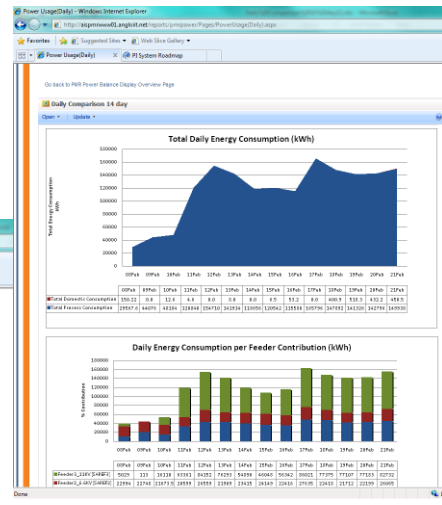
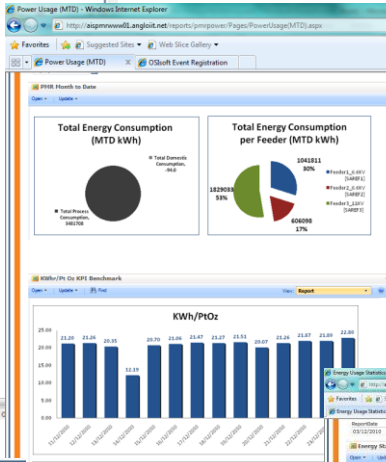
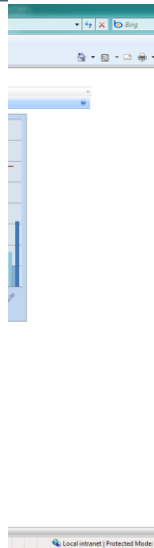


Anglo PI AF Workshop Results

Solution / Data integration



- Integrate the ION data into the site's system
- Large quantity of data (2000+ Tags)
- Integration of a WAN
- Integration had to be fault tolerant
- Standard interfaces were preferable
 - Better technical support
 - NOC Monitoring



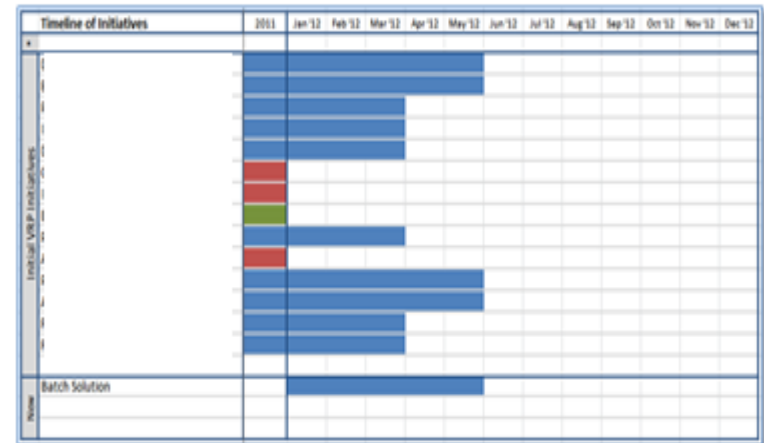
Energy Usage Summary

Unit	Min	Max	Stdev	Peak Demand	Current Day	Current Week	Month To Date	Year 2010	Day 2010
Total PM820 Input	1401	18031	8713.3	13447.5	13447.5	86239	27620	No Data	No Data
Total ION Input	1401	4402	1188.5	4402	4402	8000	29274	61717	61717
Total Process Area Consumption (MTC)	1401	61717	10342	53576	53576	10342	10342	10342	10342

VRP Refresh – Jan 2012

- New Business Goals
- Re-prioritize Initiatives
- Advances in
 - Learning
 - Team
 - Technology

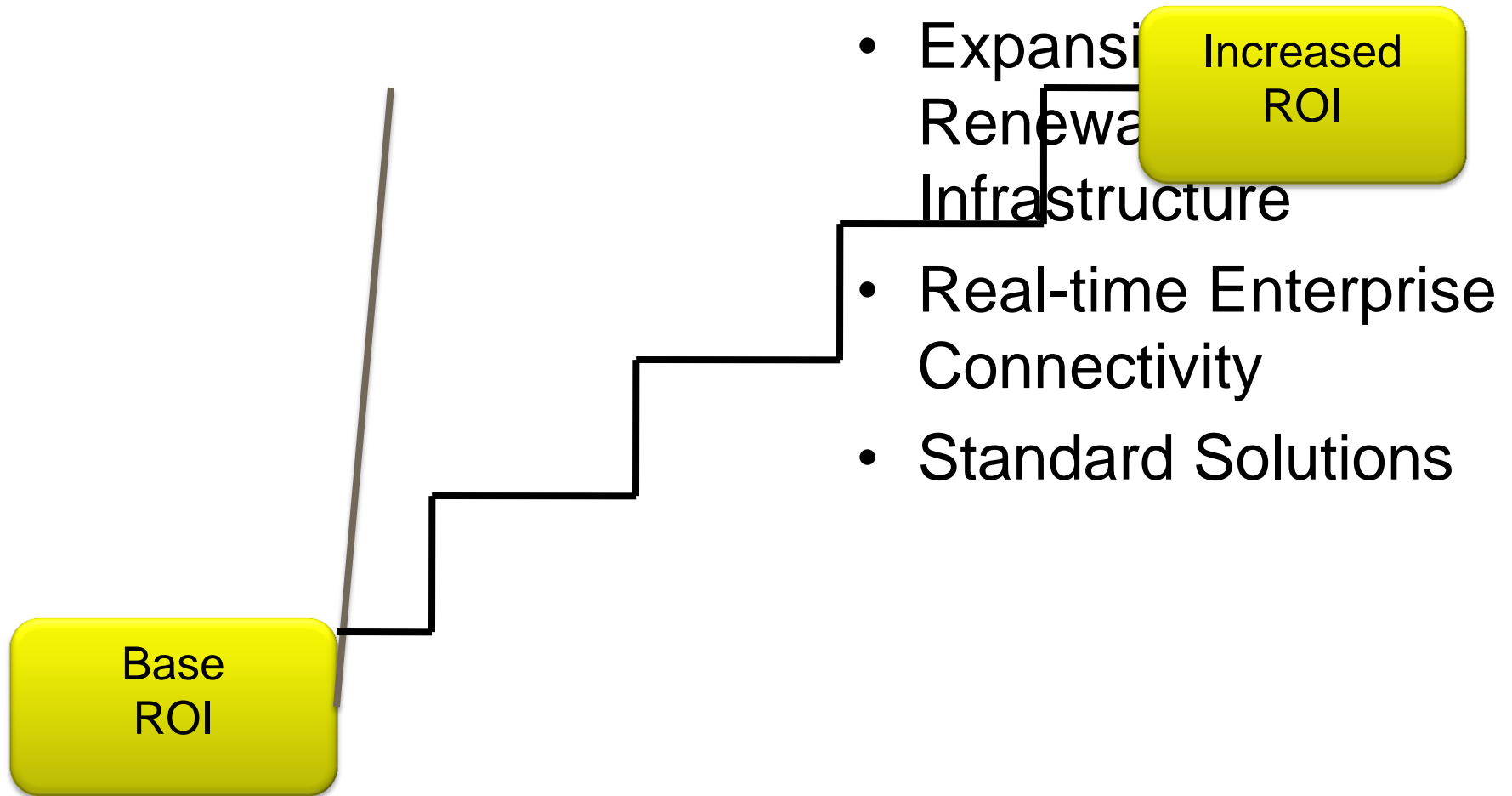
Section	Initiative	Ease	Returns on Initiative	Relative Priority	Magnitude (months)
4.1		1	5		
4.2		3	4		
4.3		4	3		
4.4		3	4		
4.5		3	4		
4.6		✓	✓		
4.7		✓	✓		
4.8		2	3		
4.9		3	4		
4.10		✓	✓		
4.11		2	3		
4.12		2	4		
4.13		4	4		
4.14		2	3		
4.15					





Next Steps

Step Change in Value



What now?

- Not quite so sure of your **Step Change**
 - Call your Account Executive
 - They can help marshal OSIsoft resources to help.
- You have a **Step Change**.... and need to hatch it...
 - Call your Account Executive
 - Envision Success and Adoption Path
- If you are an EA already....
 - Call your EPM – **Call Early, Call Often**
 - Set up a Value Realization Planning Workshop
 - Sign Up for an PI AF Workshop

Thank You – Any Questions?

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THANK YOU

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