OsiSoft's Positioning of the PI System

Presented by **Jesús Hernández - Sales Manager Europe**

What is PI ?

REAL TIME INFRASTRUCTURE FOR THE ENTERPRISE

Infrastructure Definition

Physical and organizational structures needed for the operation of a society or enterprise

Or

Services and Facilities necessary for an economy to function

Information Infrastructure Software Definition

Information Infrastructure Software:

- Used to make sure that ***people and systems*** in your organization can connect – ***to efficiently execute business processes***, ***share information***, and ***manage* relations with *customers and suppliers***.
- Detects relationships between resources and helps ***coordinate activities across an entire enterprise***.
- Can also be configured to ***automatically alert users to relevant discoveries*** and best practices, based on their current activity and without requiring a user-initiated search.

Infrastructure is required to unlock the Power of Data..

Real-time Infrastructure Delivers Opportunities

Electrical Power

Communications

Transportation

- **Valuable** – delivers a recognized benefit
- **Reliable and Secure** – always available, safe and trusted
- **Accessible** – adaptable to innovation, easy to use
- **Contextual** - organized to be effective, efficient, and extendable
- **Sustainable** – must be able to last and adapt to change

Event of The Year 2012

The Journey Began!

What does it take?

- Stadia
- Venues

Infrastructure

- Housing
- Hotels
- Amenities

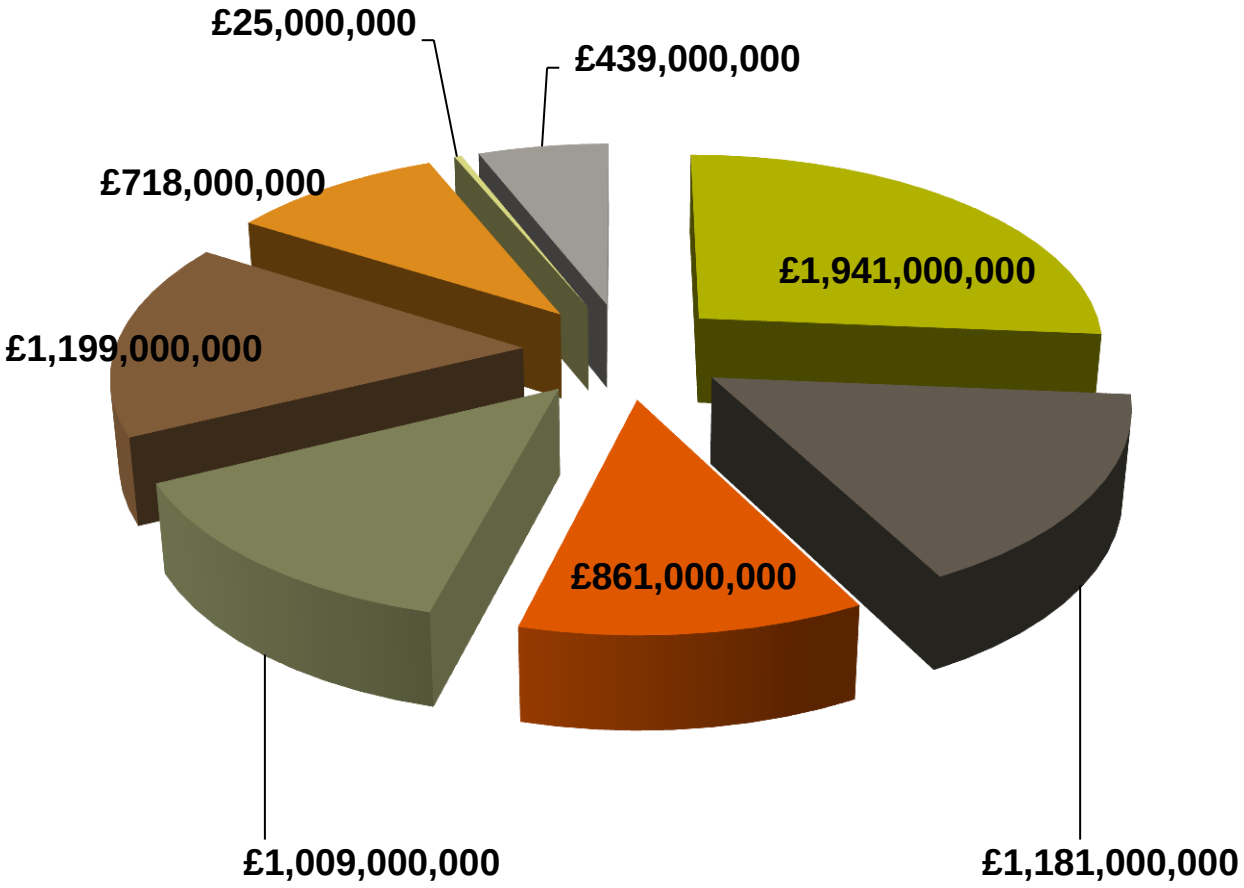
- Roads
- Airports
- Railways
- Underground

- Power
- Water

- Security
- Policing
- Healthcare

- Telco
- Internet
- Coms

So what is the cost?



Benefits:The legacy of the 2012 Games-

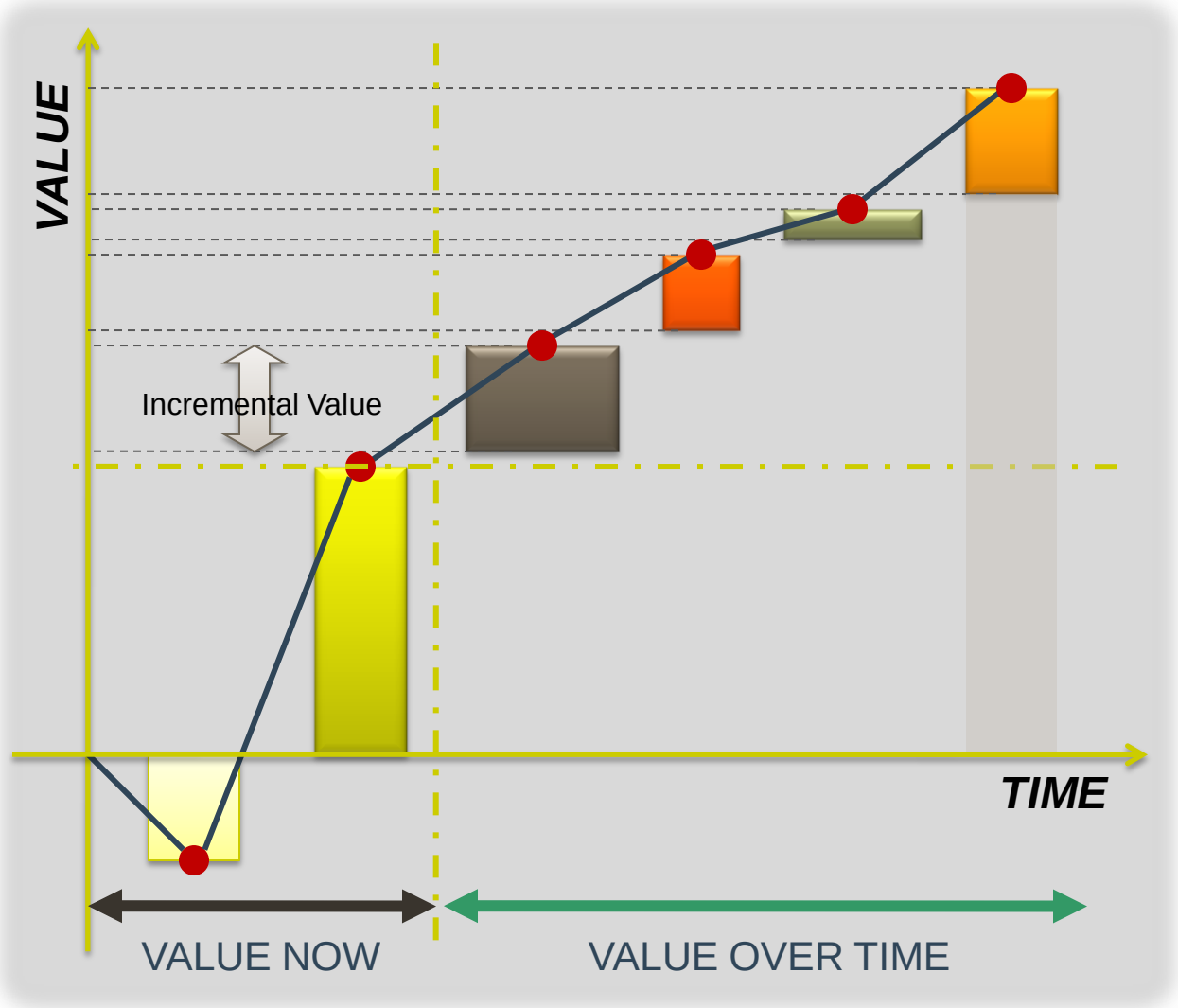
- Visa report predicts consumer spend at London 2012 - £5.1 billion boost to UK economy
  - £30.8bn has been added to the value of residential properties with proximity to Olympic sites
  - Every pound spent on development for the London 2012 Olympics is worth 75 pence in long term investment for east London.
  - new transport infrastructure
  - physical transformation of the Olympic Park
  - business support initiatives
  - jobs and skills training
  - cultural and creative programmes
  - sports programmes
  - housing
  - tourism

Value Now

Value Over Time

Long Term Value Creation Opportunity

Value Now, Value Overtime



Long Term Benefits

- *Housing*
- *Employment*
- *Business Investments.*
- *Transportation*

Olympics 2012- Immediate Gain

Infrastructure Investment

Topics of Discussion for Today

- *Real-time Decisions*
- *Real-time Information*
- *Real-time Communication*

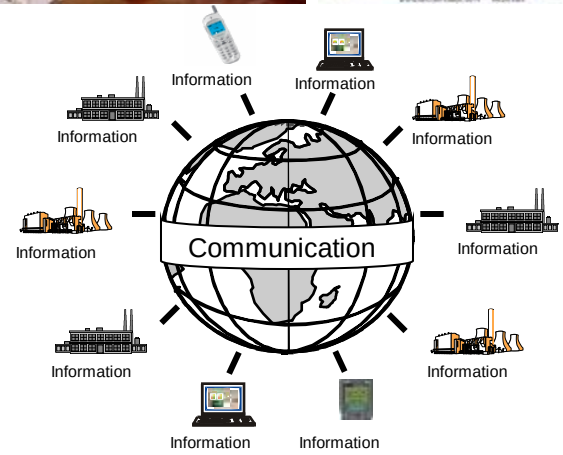
- *Adapt from Local to Global*
- *Adapt to Business – Organization – Process Changes*
- *Adapt to Technology Changes*

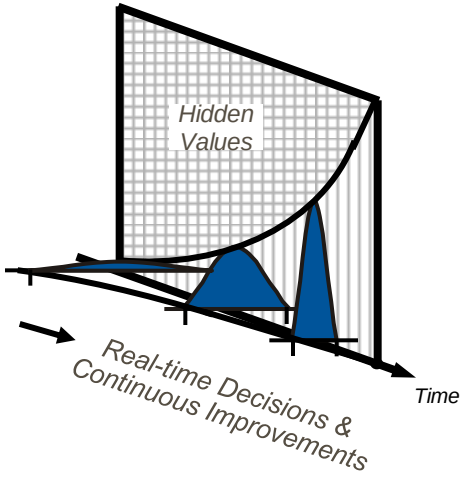
TIME

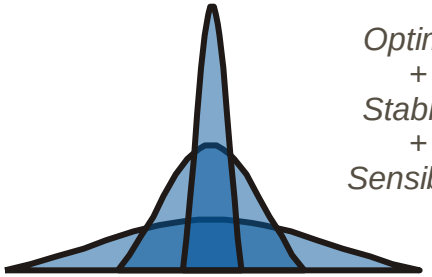
Large Potential of Savings

Money

People







Optimal
+
Stability
+
Sensibility

Raw Material

Energy

Investment

Product

Services

Business Environment

YOUR LOCATIONS

DIFFERENT PLANTS AROUND THE WORLD

YOUR PROCESS

DIFFERENT PROCESS UNITS
DIFFERENT AUTOMATION SYSTEMS
DIFFERENT APPLICATION ON DIFFERENT HARDWARE/SOFTWARE

CUSTOMERS

YOUR PROCESS TECHNOLOGIES

CONTINUOUS
BATCH
DISCRETE

FACTORY LOCATION
EQUIPMENT
AUTOMATION SYSTEM

LIFE TIME INVESTMENT
20 - 40 YEARS INVESTMENT
10 - 15 YEARS INVESTMENT

COMPANY'S CONTINUOUS CHALLENGE

EFFICIENCY *UP*

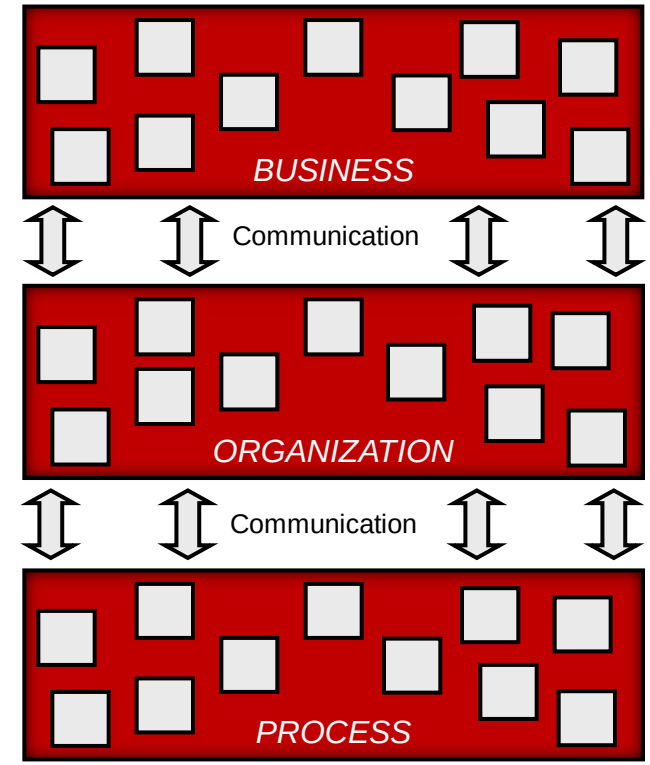
DOWN *COST*

Dilemma: Investment in too many Solutions / Islands – different Information – Visualization – Applications

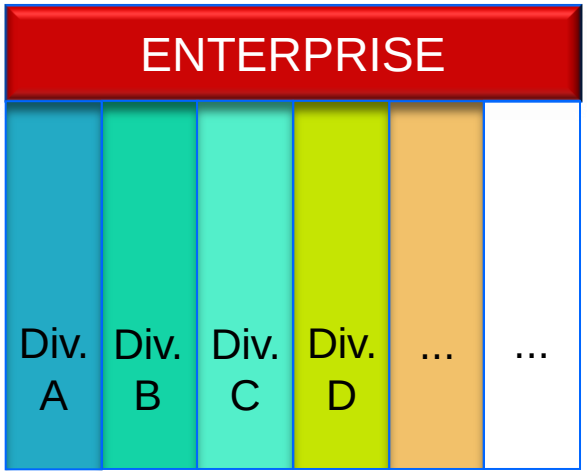
Visualization
Application
Information

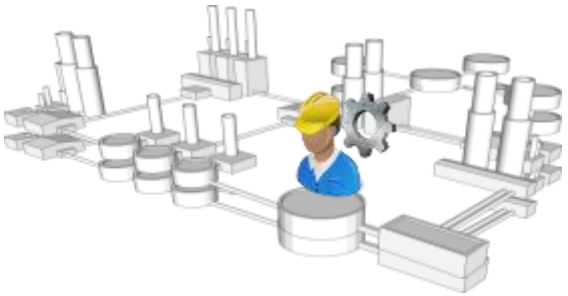
Visualization
Application
Information

Visualization
Application
Information

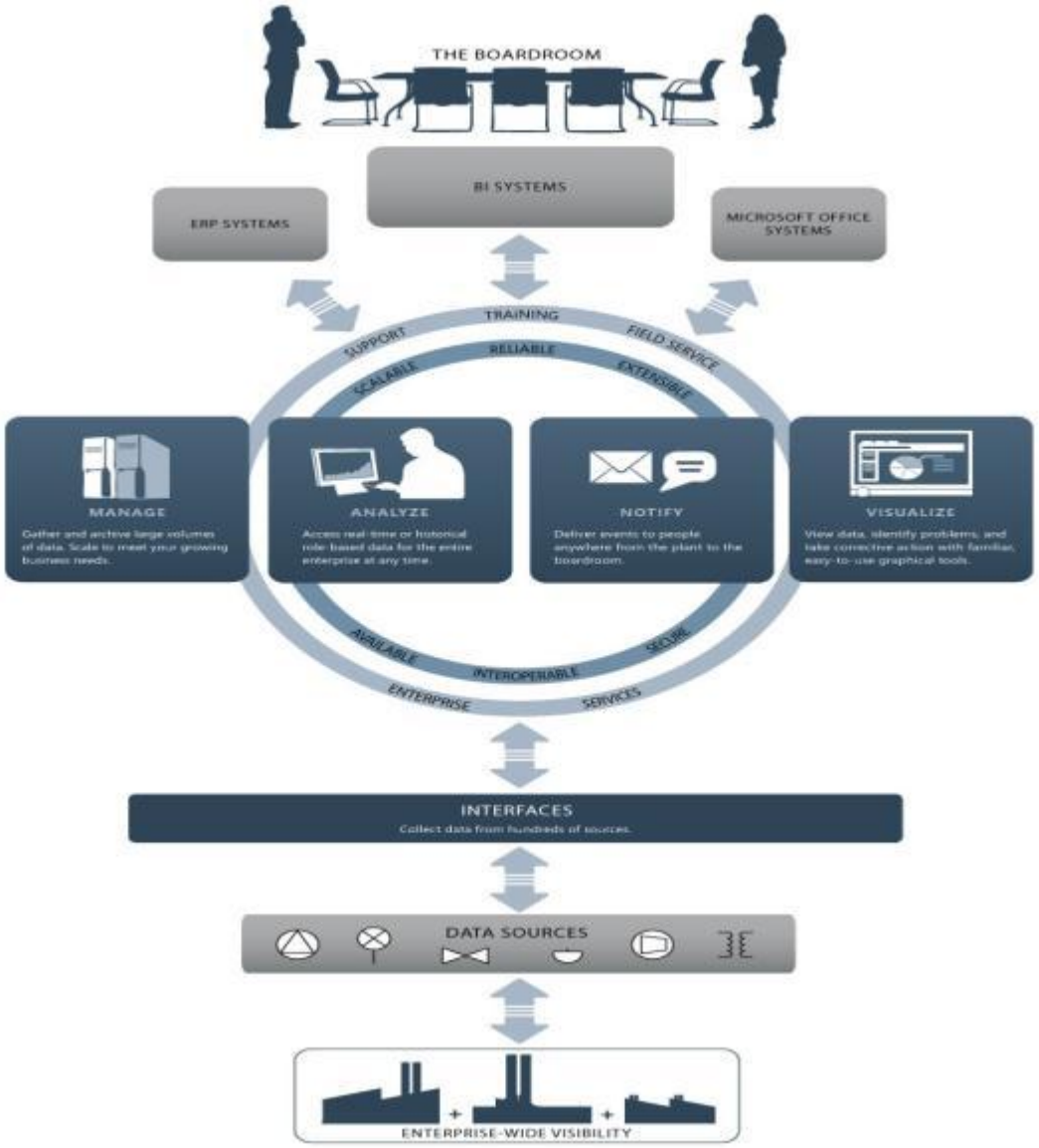


Foxboro Moore Valmet ABB GE
Fisher-Rosemount Bailey SIEMENS Aspen
Yokogawa Measurex Wonderware Toshiba
Hartmann & Braun Alcont Intellution Allan Bradley
Westinghouse Landis & Gyr Fischer-Porter Honeywell





Real-time Infrastructure for the Enterprise



Enterprise Real-time Infrastructure for managing data and events

Continuous Monitoring
Performance - Availability – Security

Real-time Decision Making
Valuable business decisions based on actionable, Real-time Information

Real-time Communication
Between ISLANDs of data and information

Collaboration
Everybody works with the same Information – Rules – Tools

Agility
Adapt To Changes in
- Business / Organization / Process
- Technology

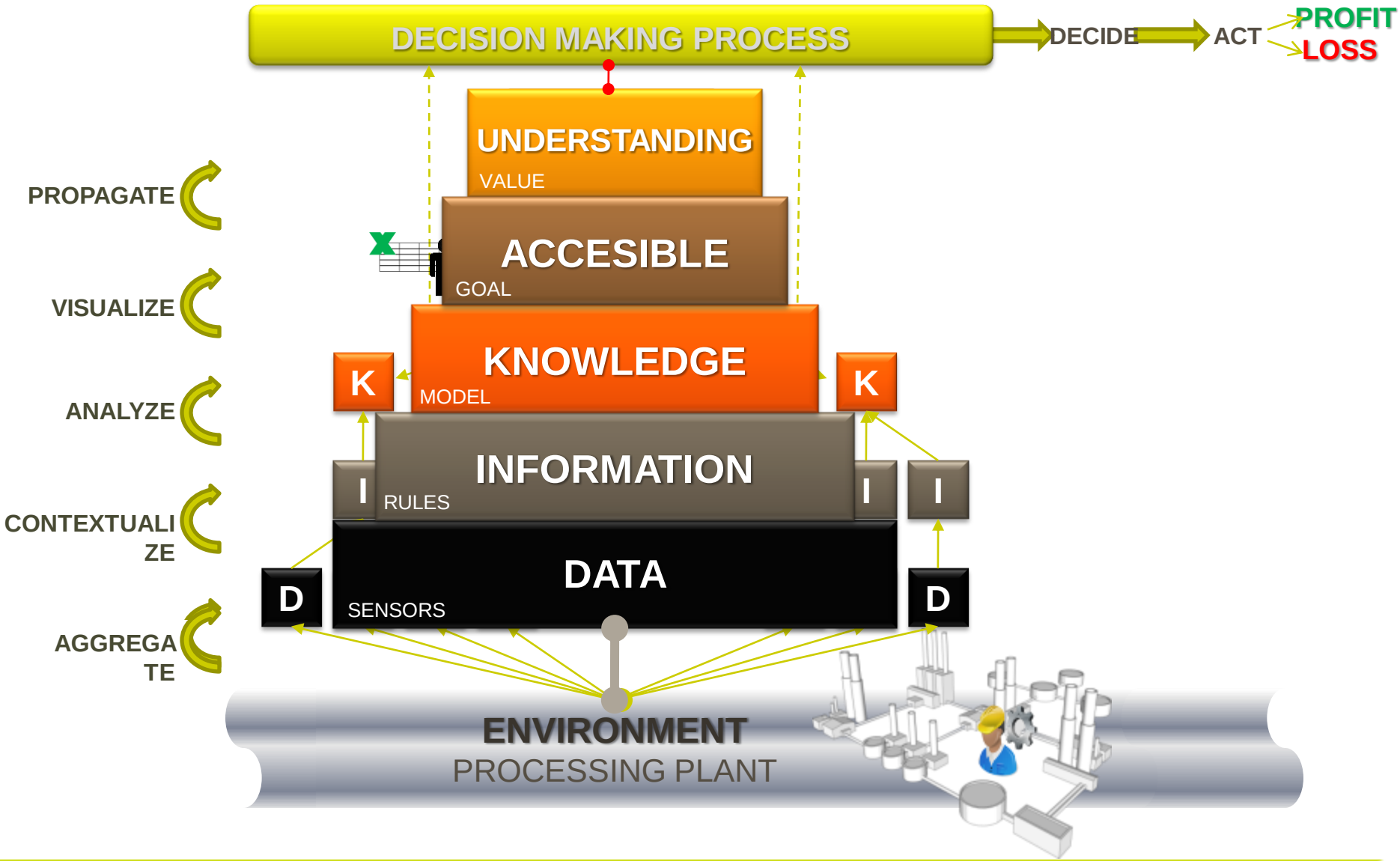
From Local to Global

Backbone for Integration
Plant to Business (P2B) Integration

Continuous Improvement
Across the whole Enterprise

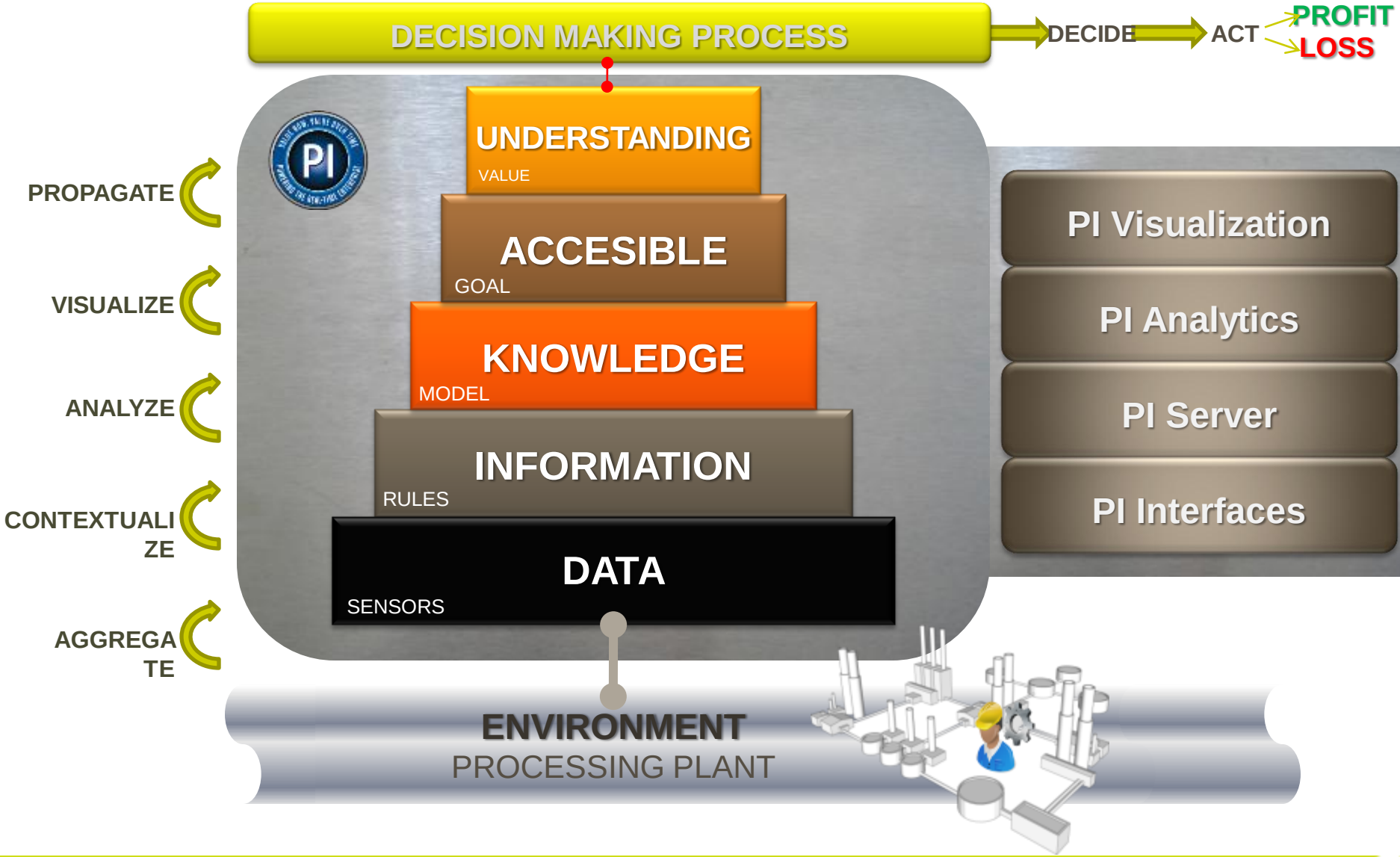
Moving from Islands to Real-time Infrastructure

for Profitable Decision Making



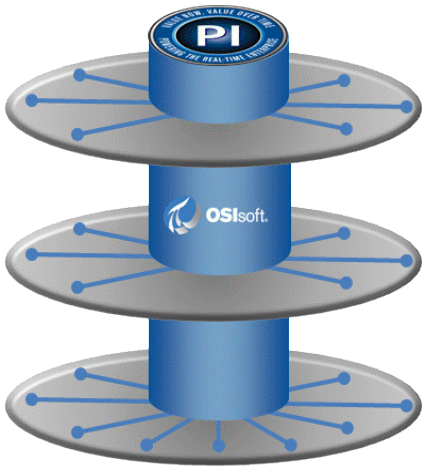
Moving from Islands to Real-time Infrastructure

for Profitable Decision Making



Breaking Down the Boundaries

SUPPLY CHAIN INFORMATION FLOW



BUSINESS
Money Flow

ORGANIZATION
Information Flow

PROCESS
Material Flow

ENTERPRISE INFORMATION FLOW

- ENTERPRISE
- COMPANY
- SITE
- PLANT
- UNIT
- EQUIPMENT

ENVIRONMENT
PROCESSING PLANT

How does it fit into your existing Infrastructure?

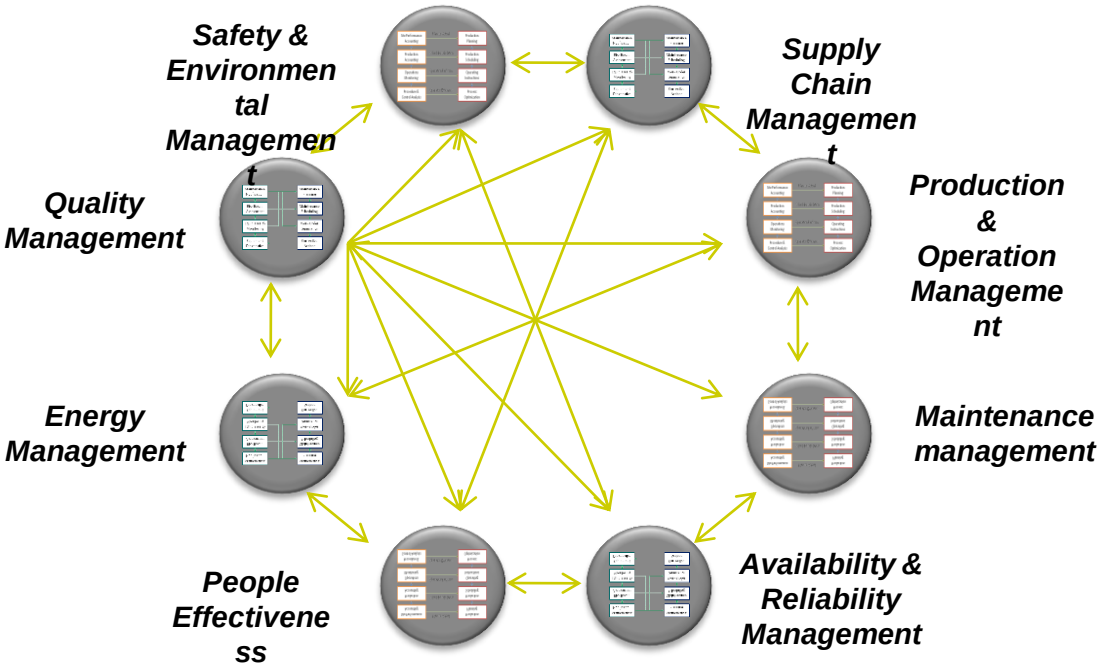
Typical Situation – Hundreds of Islands

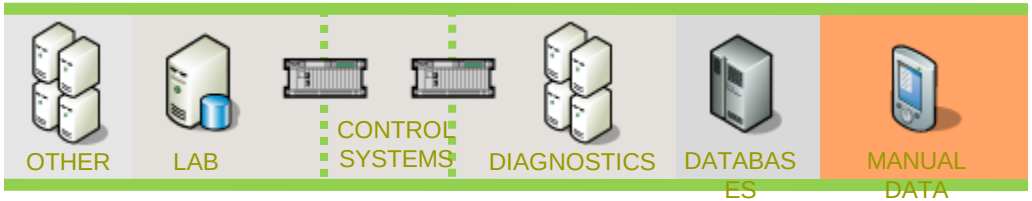
MONEY FLOW

INFORMATION FLOW

MATERIAL FLOW

BUSINESS SYSTEM





Level 4

Business Planning & Logistics

Level 3

Manufacturing Operations Management

Level 2

Supervisory Control

Level 1

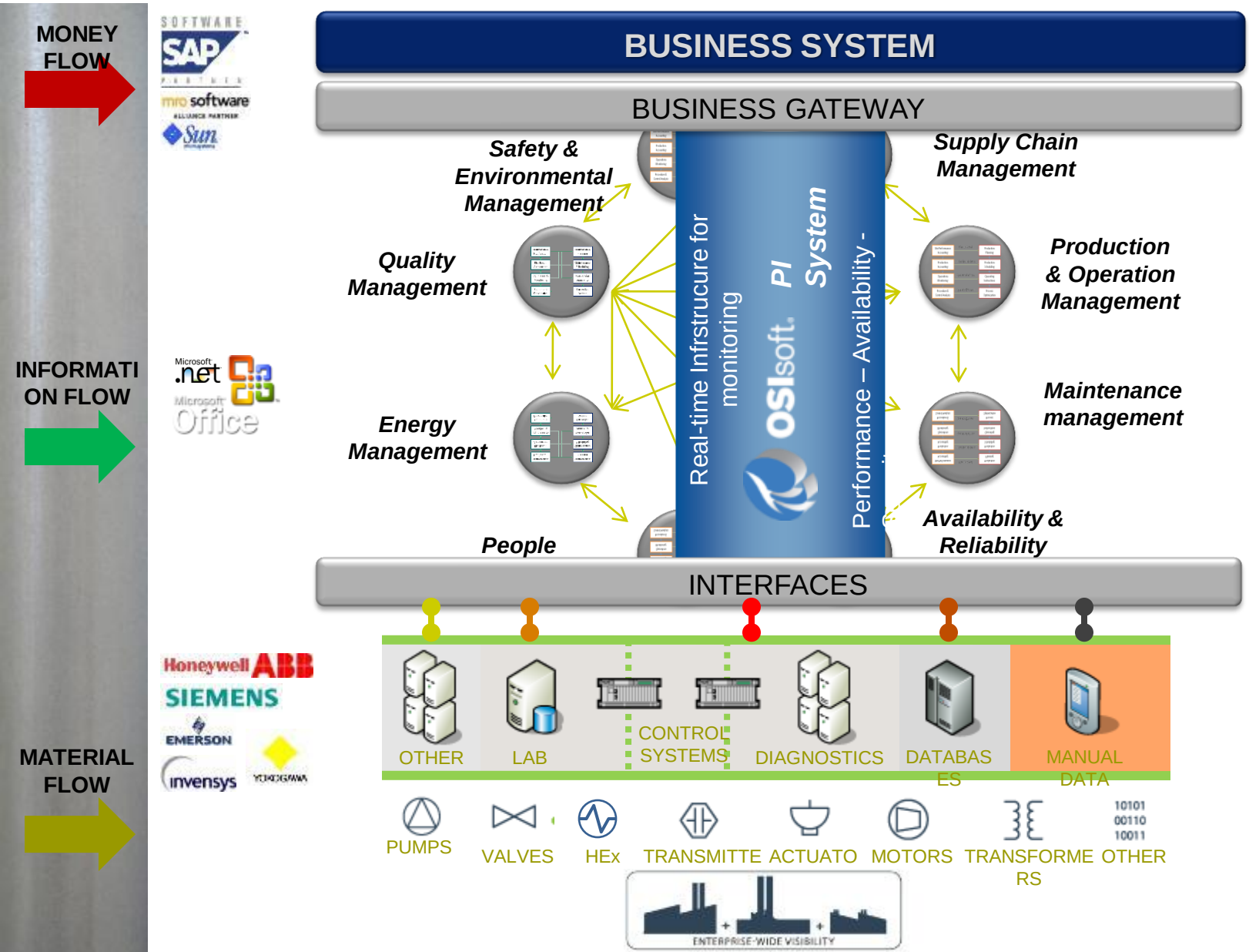
Sensing & Control

Level 0

Process

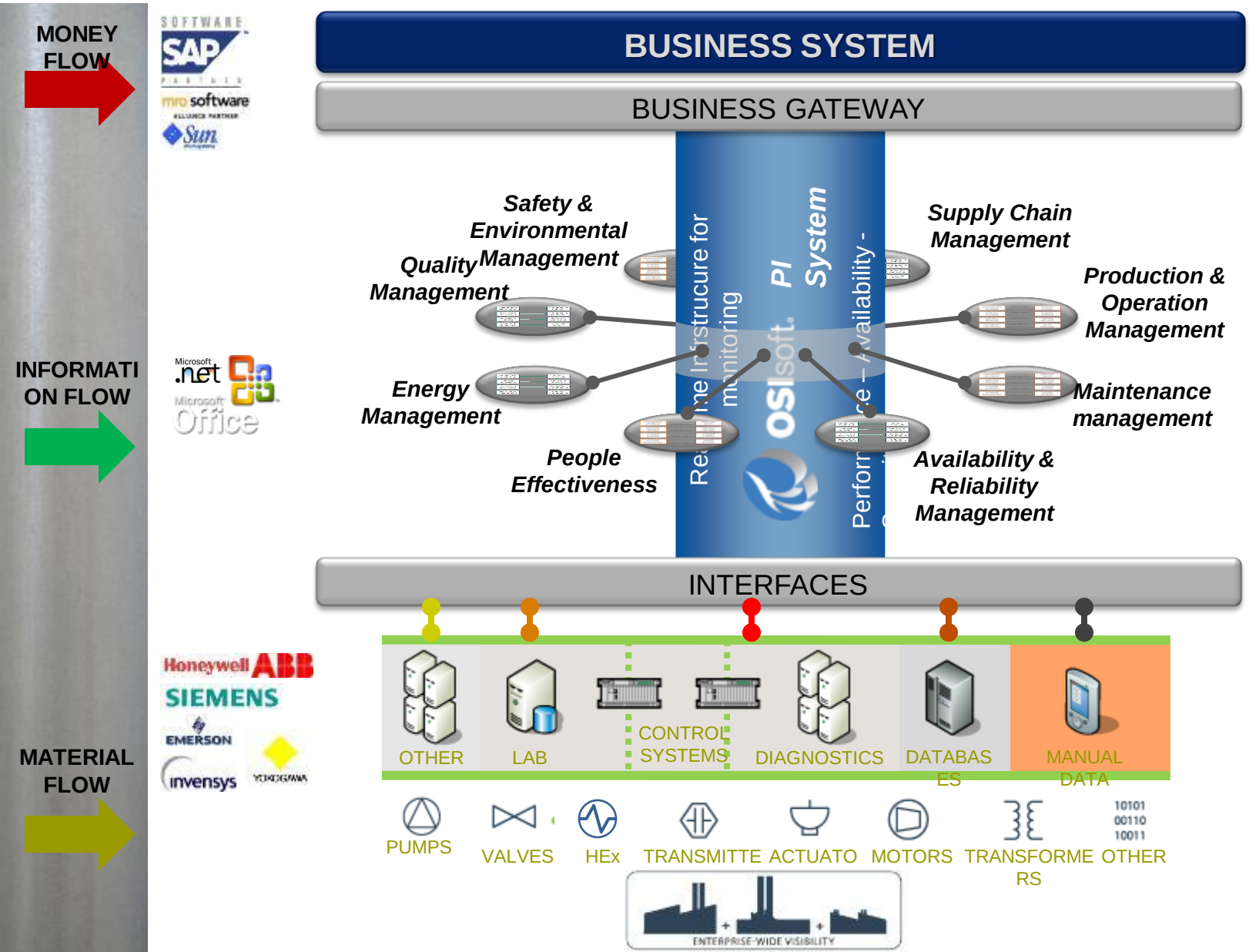
How does it fit into your existing Infrastructure?

Infrastructure to all Islands

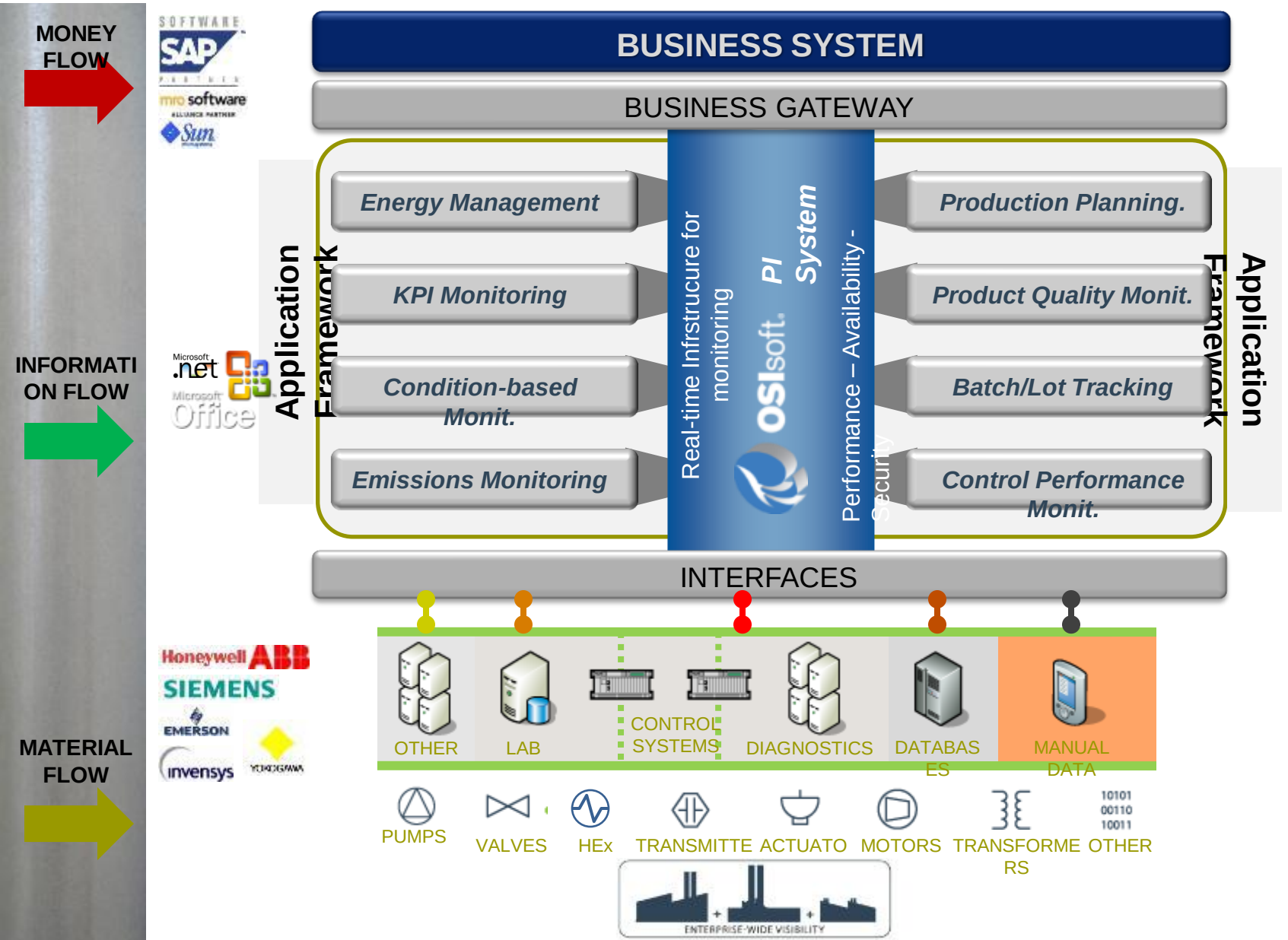


How does it fit into your existing Infrastructure?

Data foundation for all Business Processes

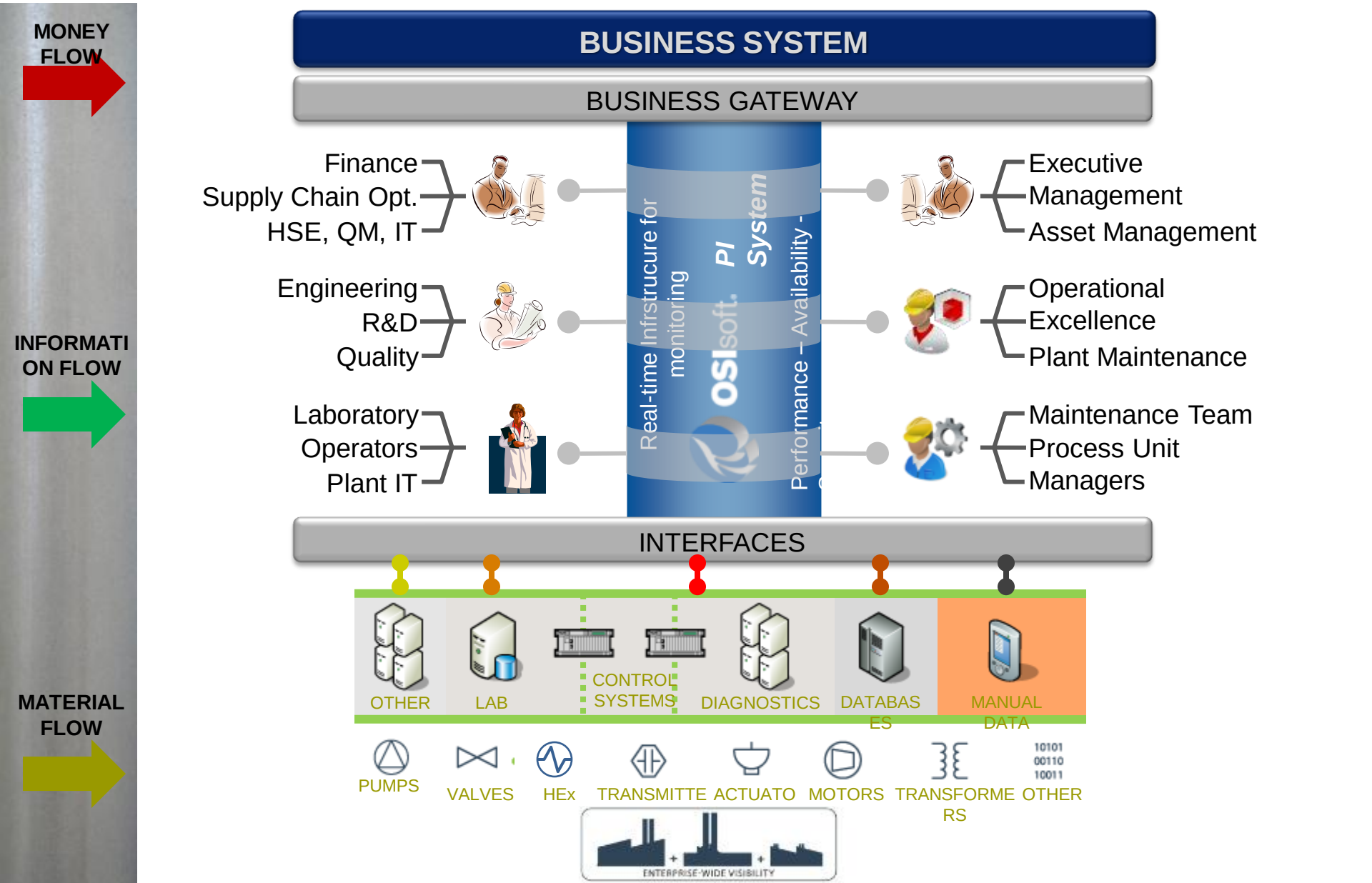


Incremantal Value by Adding Applications



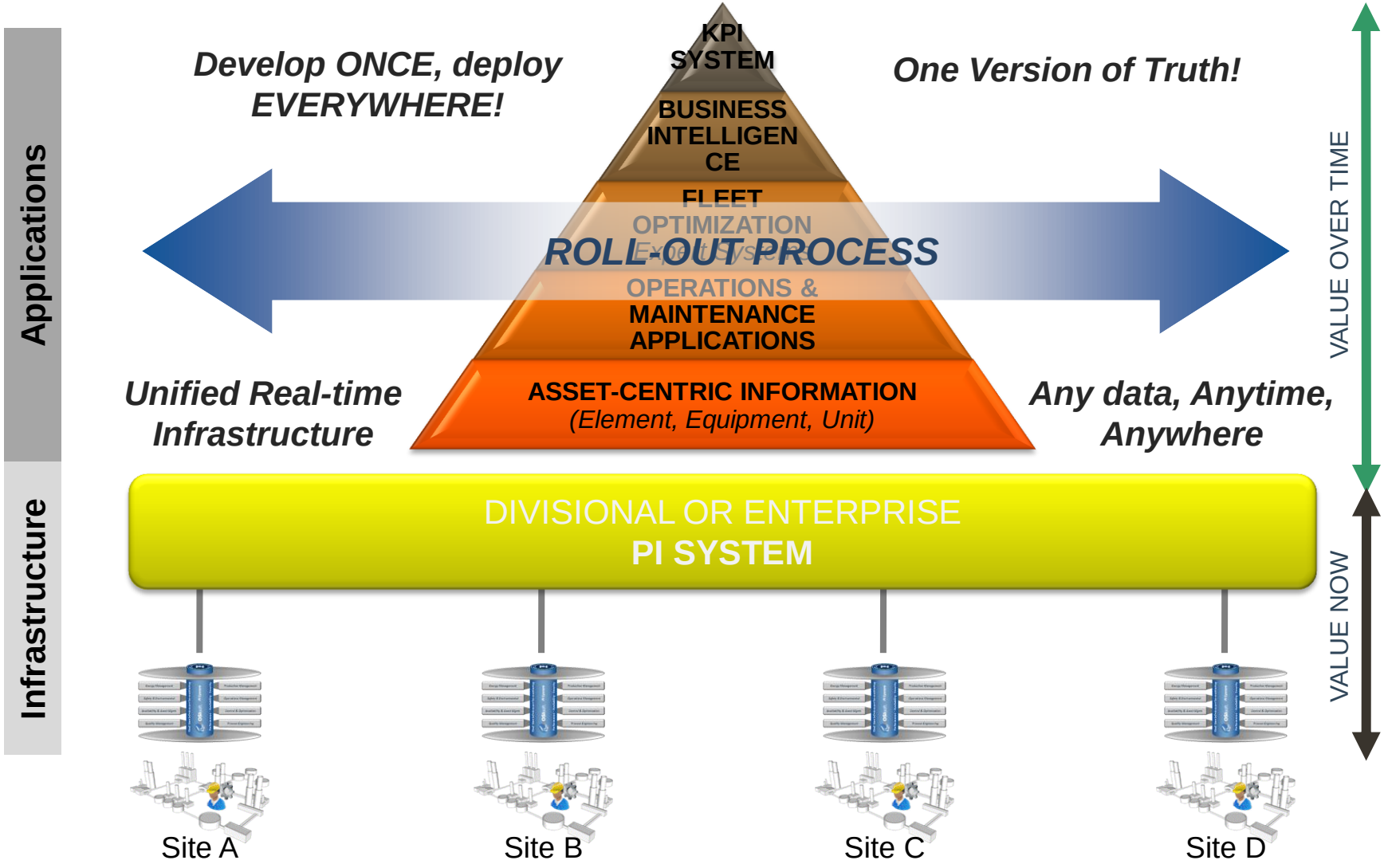
Collaboration

Everyone works with the same Information – Rules - Tools



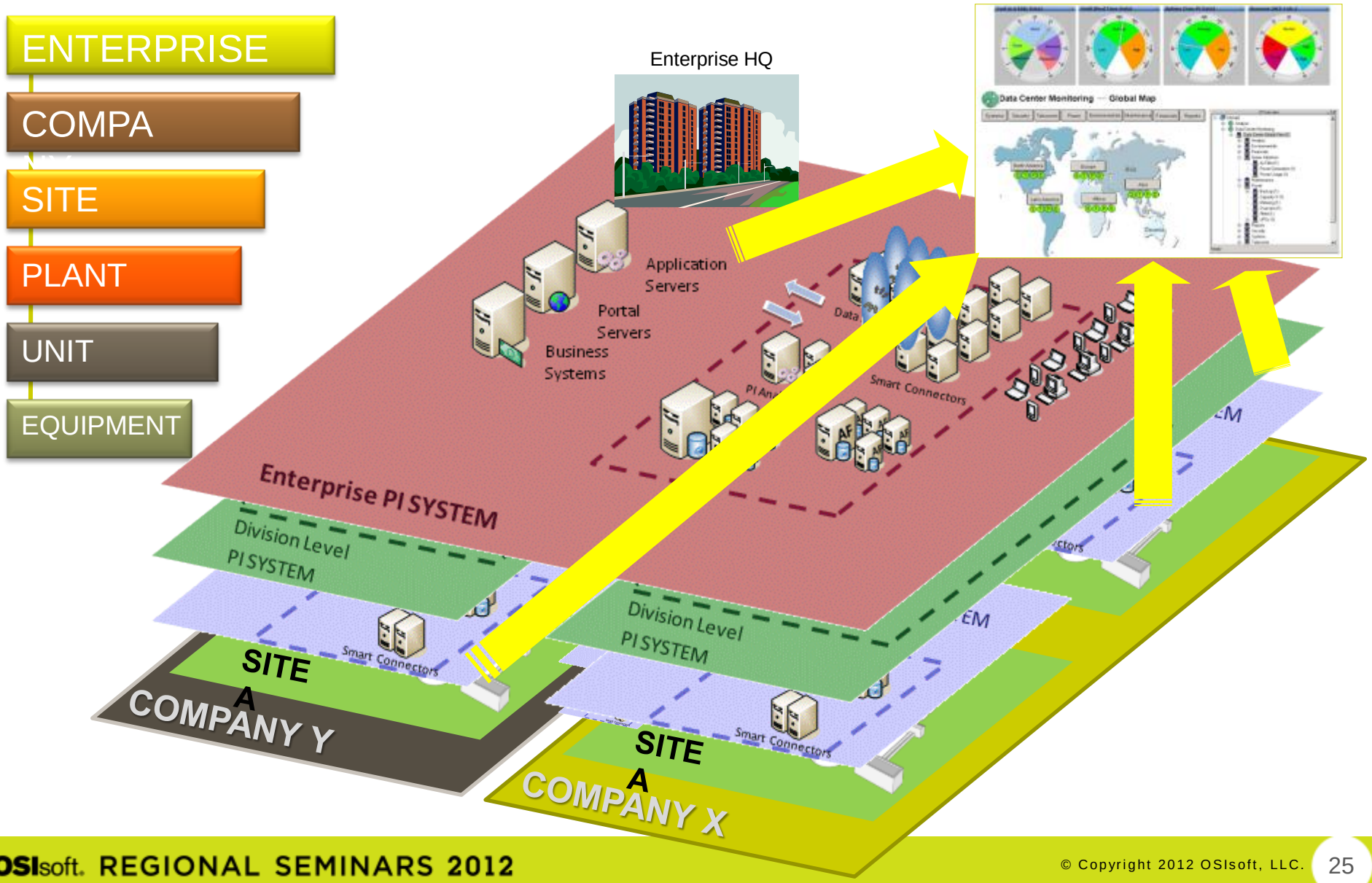
Infrastructure for the Enterprise

Implementing Strategic Initiatives on Enterprise Scale



Value Creation on Enterprise Scale

Any Data – Any Place – Any Time



THANK YOU

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