



OSIsoft.

PARTNER MEETING

2012

E M E A

The **Power** of **Data**



OSIsoft Partner Solution Showcase

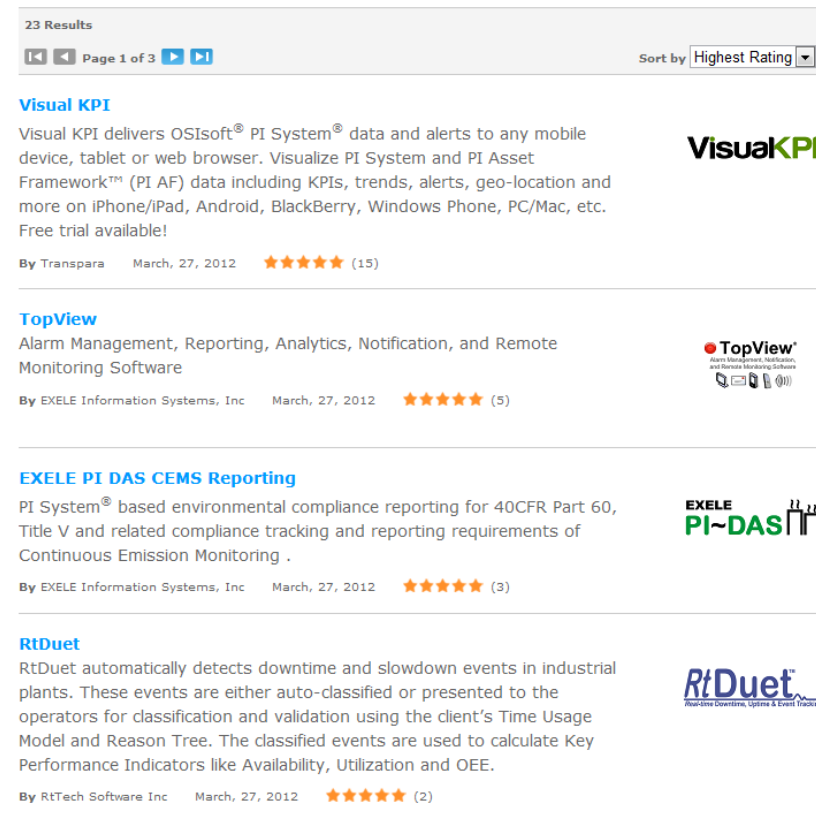
Presented by **Luca Spingardi, Partner Manager - EMEA**

OSIsoft Partner Solution Showcase defined

A website where you can find software solutions provided by trusted OSIsoft partners with specific industry and domain expertise.



pss@osisoft.com



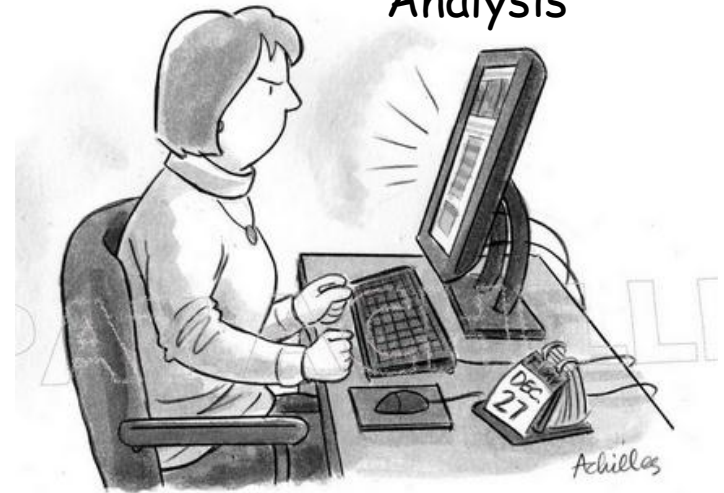
Use Case

- You are packing up to catch a flight




- Your manager calls:
 - New Management Initiative:
Multivariate Analysis
 - Meeting in 20 Minutes:
What can PI do for me?

Multivariate
Analysis



Let's explore PSS...

**partner
solution showcase**

Sign In | Register

HomeBrowse All SolutionsSolution DirectoryNews & AnnouncementsFAQ

Welcome to OSIsoft Partner Solution Showcase

where you can find software solutions provided by trusted OSIsoft partners with specific industry and domain expertise.

[Partner List](#) [Solution List](#)

[Browse All Solutions](#)

News & Announcements

Customers Accessing the OSIsoft Partner Solution Showcase after Announcement


Partner Solution Showcase to be Announced at OSIsoft Users Conference 2012


OSIsoft Announces Partner Manager - Canada


OSIsoft Invites Solution Submissions for the Partner Solution Showcase

[More](#)


Top Rated Partner Solutions


**Visual KPI**
Transpara
★★★★★ (15 Reviews)


**TopView**
EXELE Information Systems, Inc.
★★★★★ (5 Reviews)

**EXELE PI-DAS CEMS Reporting**
EXELE Information Systems, Inc.
★★★★★ (3 Reviews)

New Partner Showcase Solutions

**WAVE Enterprise**
Twisted Pair Solutions
04/16/2012

**rCAAM**
The RoviSys Company
04/14/2012

**SCAN**
Contac Ingenieros Ltda
04/14/2012

Latest Reviews

We needed to replac...
by Mark Evans
TopView
05/24/2012
★★★★★

We use Visual KPI f...
by Scott Hooper
Visual KPI
05/16/2012
★★★★★

We have been using ...
by Bkash Sharma
EXELE PI DAS CEMS Reporting
05/15/2012
★★★★★

Having the Excle sy...
by karen minnis
EXELE PI DAS CEMS Reporting
05/14/2012
★★★★★

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What can I learn from PSS?

Two solutions are available:

- Let's compare and find out



Overview

Description

PI System Utilization

Reviews

SIMCA-online: Monitoring Made Easy

There has always been one big problem with processes – you never know the product have the power to monitor the process in real time.

SIMCA-online makes this possible using multivariate techniques combined with conver interface. Finally, you have the ability to react to quality issues as they happen. SIMCA and reaction possible.

SIMCA-online is the on-line module for models built with the SIMCA off-line software : regular intervals via the PI System® SIMCA Interface.

Features & Benefits

- ◊ Soft Sensor model development is a component of SCAN
- ◊ SCAN includes online calculation of intelligent KPI 's, estimators, pattern models indexes and other parameters.
- ◊ Online calculation results are stored to PI System® tags so they are available for alarming, trending and reporting.
- ◊ SCAN off-line provides process understanding.
- ◊ SCAN on-line deploys that understanding to daily operations.



What can I learn from PSS?

SIMCA-OnLine
BY UMETRICS

- ☒ Utilized
- ☐ Planned for next version
- ☐ Not Utilized
- ☒ Does not apply

Utilization	Status	Comment
Data		
The PI System Archive is the primary time-series data source	<input checked="" type="radio"/>	Control system data is fed to SIMCA from the PI System. LIMS data is fed via the PI System or direct, customer choice. Spectra are fed directly to SIMCA.
The PI System Archive is the primary time-series data repository	<input checked="" type="radio"/>	SIMCA time-series results are written to the PI System per customer choice.
Solution uses PI Analytics Calculation Engines (ACE, Performance Equations)	<input checked="" type="checkbox"/>	
Solution auto-configures tags, digital states upon installation	<input checked="" type="checkbox"/>	
Solution auto-configures ACE, PEs, Totalizer upon installation	<input checked="" type="checkbox"/>	



Utilization	Status	Comment
Data		
The PI System Archive is the primary time-series data source	<input checked="" type="radio"/>	100%
The PI System Archive is the primary time-series data repository	<input checked="" type="radio"/>	100%
Solution uses PI Analytics Calculation Engines (ACE, Performance Equations)	<input checked="" type="radio"/>	The SCAN calculation executables use PI ACE for scheduling and calculations, and PI Performance Equations for totalizers and some other calculations.
Solution auto-configures tags, digital states upon installation	<input type="radio"/>	SCAN does not configure PI Tags.
Solution auto-configures ACE, PEs, Totalizer upon installation	<input checked="" type="radio"/>	SCAN auto-creates modules and auto-configures ACE calculations in Excel.

What can I learn from PSS?

SIMCA-OnLine
BY UMETRICS



- ☒ Utilized
- ☐ Planned for next version
- ☐ Not Utilized
- ☒ Does not apply

Visualization		
The Solution includes its own visualization	<input checked="" type="radio"/>	Primary
Uses PI Webparts	<input checked="" type="checkbox"/>	
Uses PI ProcessBook displays	<input checked="" type="radio"/>	PI client tools used for follow-up analysis.
Uses PI-DataLink reports	<input checked="" type="radio"/>	PI client tools used for follow-up analysis.
Uses ProcessBook add-ins via PI-SDK/VBA	<input checked="" type="checkbox"/>	
Uses Microsoft Excel add-ins via PI-SDK/VBA	<input checked="" type="checkbox"/>	

Visualization		
The Solution includes its own visualization	<input type="radio"/>	On occasion customer project requires specialized visualizations; these are done using the PI SDK.
Uses PI Webparts	<input type="radio"/>	
Uses PI ProcessBook displays	<input checked="" type="radio"/>	
Uses PI-DataLink reports	<input checked="" type="radio"/>	PI DataLink is the main UI to create the models in offline mode. In online mode, PI Datalink is used to create the modules and PI ACE calculations.
Uses ProcessBook add-ins via PI-SDK/VBA	<input checked="" type="radio"/>	OCX Grafic Solution software is used for special plots.
Uses Microsoft Excel add-ins via PI-SDK/VBA	<input checked="" type="radio"/>	OCX Grafic Solution software is used for special plots.

What can I learn from PSS?



Overview Description PI System Utilization **Reviews** Partner Info

Average Overall Rating
★★★★★ (2 Reviews)

Reviews

Overall Rating	★★★★★	In my experience as Advance Control Development Engineer, SCAN is an excellent tool for modeling, filtering and presenting the data (KPI), is not just for analyze past results, is a complete set of tools that allow you in a very friendly environment, to discover relationships between several process variables, find statistical correlations and make highly reliable off-line and on-line (real time) models. The software is especially useful in complex processes, therefore I recommend this software for researchers, metallurgists and control engineers.
Ease of Use	★★★★★	
Ease of Implementation	★★★★☆	
Solution Support	★★★★★	

by Andrés Chacc, 05/01/2012

Overall Rating	★★★★★	As a specialist in the area of fault detection and failure prognosis of dynamic systems, I have often faced the need of analyzing complex data sets with highly correlated information and many process variables with the solely purpose of extracting useful knowledge that could be used as a fault feature. SCAN, not only has proven to be an extremely useful tool for data pre-processing and pattern discovery, but also outstanding software for system identification, multivariate system analysis, and fault diagnosis. SCAN allows you to interact with data in a friendly manner, helping to statistically characterize process operating points, discover the main variability sources of the system, and isolate variables that are associated to undesirable phenomena. The tools provided by SCAN allow to easily generating KPI for fault condition monitoring and also to learn from your process, even helping to design adequate control strategies. In summary, I wholeheartedly recommend this software for engineers and researchers
Ease of Use	★★★★★	
Ease of Implementation	★★★★★	
Solution Support	★★★★★	

by Marcos Orchard, 04/26/2012

Average Overall Rating

★★★★★ (2 Reviews)

Reviews

Overall Rating

★★★★★

Ease of Use

★★★★★

Ease of Implementation

★★★★☆

Solution Support

★★★★★

SIMCA-OnLine
BY UMETRICS

Overview Description PI System Utilization **Reviews** Partner Info

No Reviews

But I still have questions...

- Is custom visualization needed for SCAN?
 - Thus weeks of implementation time?
- If using SIMCA-online, need to buy SIMCA-Offline as well?
- ...

The screenshot shows the SIMCA-Online website. At the top is a blue navigation bar with links: Home, Browse All Solutions, Solution Directory, News & Announcements, and FAQ. Below the navigation bar, on the left, is the heading "SIMCA-online" followed by a paragraph: "With SIMCA-online , you have the power to monitor manufacturing evolution in real time providing quality information before the product is finished. SIMCA-online makes this possible using multivariate techniques combined with conventional SPC (Statistical Process Control), underpinned by a seamless graphical interface. Finally, you have the ability to react to quality issues as they happen." In the center is the "SIMCA-OnLine BY UMETRICS" logo. Below the logo is the text "Average Overall Rating" followed by five empty star icons and the text "(Be First to Write Review)" and a link "Write a Review". On the right side, there is a green button labeled "Contact Partner" which is circled in red. Below this button are four social media sharing options: "Share on Twitter", "Share on Facebook", "Share on LinkedIn", and "Send as Email", each with its respective icon.

Why Would You Care?

- Information is there. For OSIsoft Sales force, for Customers
- Information is quick
- Information is brief
- Information is owned by Partner & therefore valid
- In addition, Customers can rate and add reviews about the solutions they have used
- Exposure: What Partner uses of the PI System functionalities
- Validation that PI is Infrastructure
- Validation that there a wealth of added value on top of PI

Who Cares?

Customers

- Easy access to Solution data
- Implied OSIsoft approval
- Peer reviews & ratings
- Contact Partner button
- OSIsoft Review of PI Utilization

Partners

- Easy exposure to Customers
- Implied OSIsoft approval
- Satisfied customer rev. & rating
- Leads from Contact Partner
- Boast about level of PI Utilization

The Showcase was by far the most important thing that OSIsoft could do for partners.

per 2011 Partner Survey.

OSIsoft Marketing support to your Solution

- Marketing activities: Solution Webinar to the PI System community
 - Advertising: monthly newsletter external for Customers
 - Announcement posting on the OSIsoft website
 - Link to share with others interested
 - Webinar moderated by the Partner Manager with Partner and Customer testimonials speaking.
 - 45 / 60 minutes space
- Expose Solutions to OSIsoft team!

<http://partners.osisoft.com/solutions>

Questions are important to us!





THANK YOU

Brought to you by  **OSIsoft.**