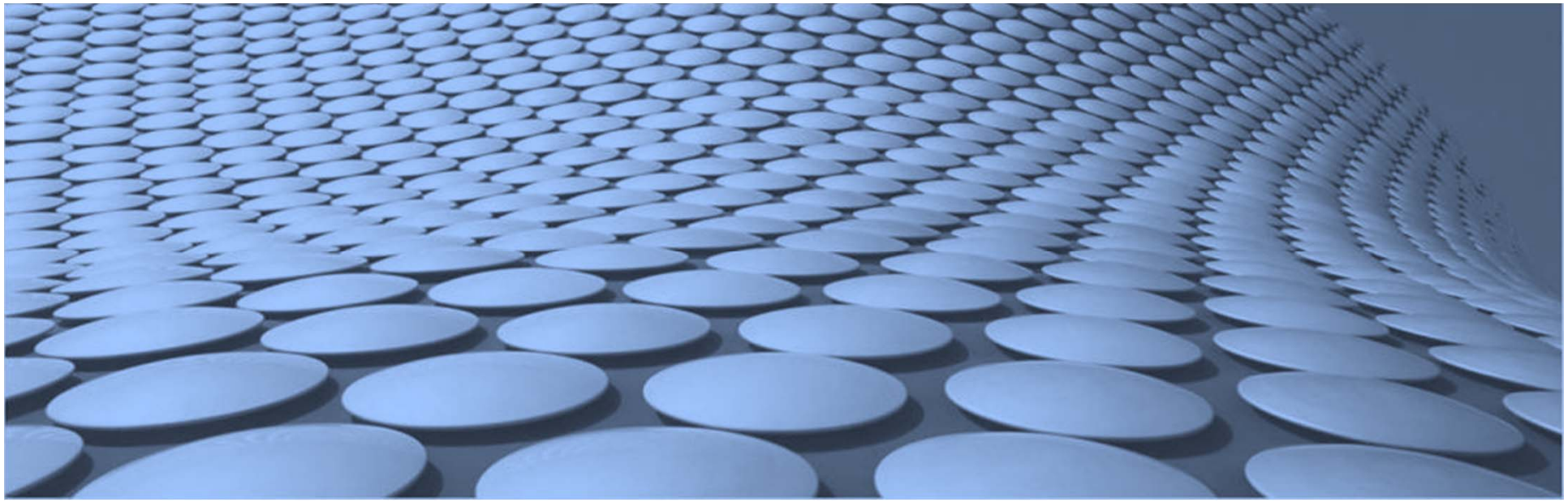

OSIsoft Strategic Alliances

Mark Peterson
OSIsoft
Feb 24th, 2012

Agenda

Microsoft

- The Microsoft & OSIsoft Alliance
- Microsoft Industry approach & Reference Architectures
- OSIsoft PI & Microsoft Technology Integration
  - Next Generation Business Intelligence
- Microsoft Technology Centers

Cisco

- The Cisco & OSIsoft Alliance
- Collaborative infrastructures
- Cisco UCS express & The PI System
- Cisco Live! 2012 – Online Demo

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Strategic Alliance Partners

OSIsoft	Microsoft	Cisco
Real-Time Data Infrastructure	Productivity tools & Technology Platform	Network Comms Video and Data Connectivity

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Microsoft & OSIsoft

- OSIsoft migrated the PI System to Windows NT in 1993
  - OSIsoft was #3 ISV to sign up for VBA in 1997
- OSIsoft has a strong Microsoft technology relationship & focus – OSIsoft is an early adopter of numerous Microsoft technologies
  - OSIsoft is a Globally managed Microsoft ISV Partner: One of few in the Manufacturing &Resources sector
- OSIsoft has a strong and dedicated Microsoft Alliance team with reciprocal resources from Microsoft

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Microsoft Industry approach and Solution Areas

- Banking
- Capital Markets
- Insurance

- Discrete Manufacturing
- Oil & Gas, Mining
- Power & Utilities
- Process Manufacturing
- Consumer Goods *

- Retail
- Hospitality

- Telecom
- Media & Cable

- Government
- Public Safety & National Security
- Health
- Education

Value now. Value over time.

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Microsoft EMEA M&R FY12 Field team

Philippe de Batz

Pip Fox

Pieter Zevenbergen

Luis Marques *

Albert Froemel *

Johan Gentzell

Alexey Kukanov

Mike Kosov

Egbert Schröer

Bruno Schmidt

Robert Nahm

Ingo Oppelt

Marc Vermeire *

Mustapha Ramadan

Gulf: UAE, Qatar, Oman, Kuwait, Bahrain

RUSSIA

SWEDEN

AUSTRIA

Portugal

NETHERLANDS

UNITED KINGDOM

FRANCE

GERMANY

BELGIUM

Karel Crombach

Andreas Berthold-Van der Molen

Francois Richard

WW M&R Industry Team

Microsoft Industry Reference Architectures

Power & Utilities

SERA
Smart Energy Reference Architecture

Oil & Gas

MURA
Microsoft Upstream Reference Architecture

Process Mfg.

ChemRA
Chemical Reference Architecture

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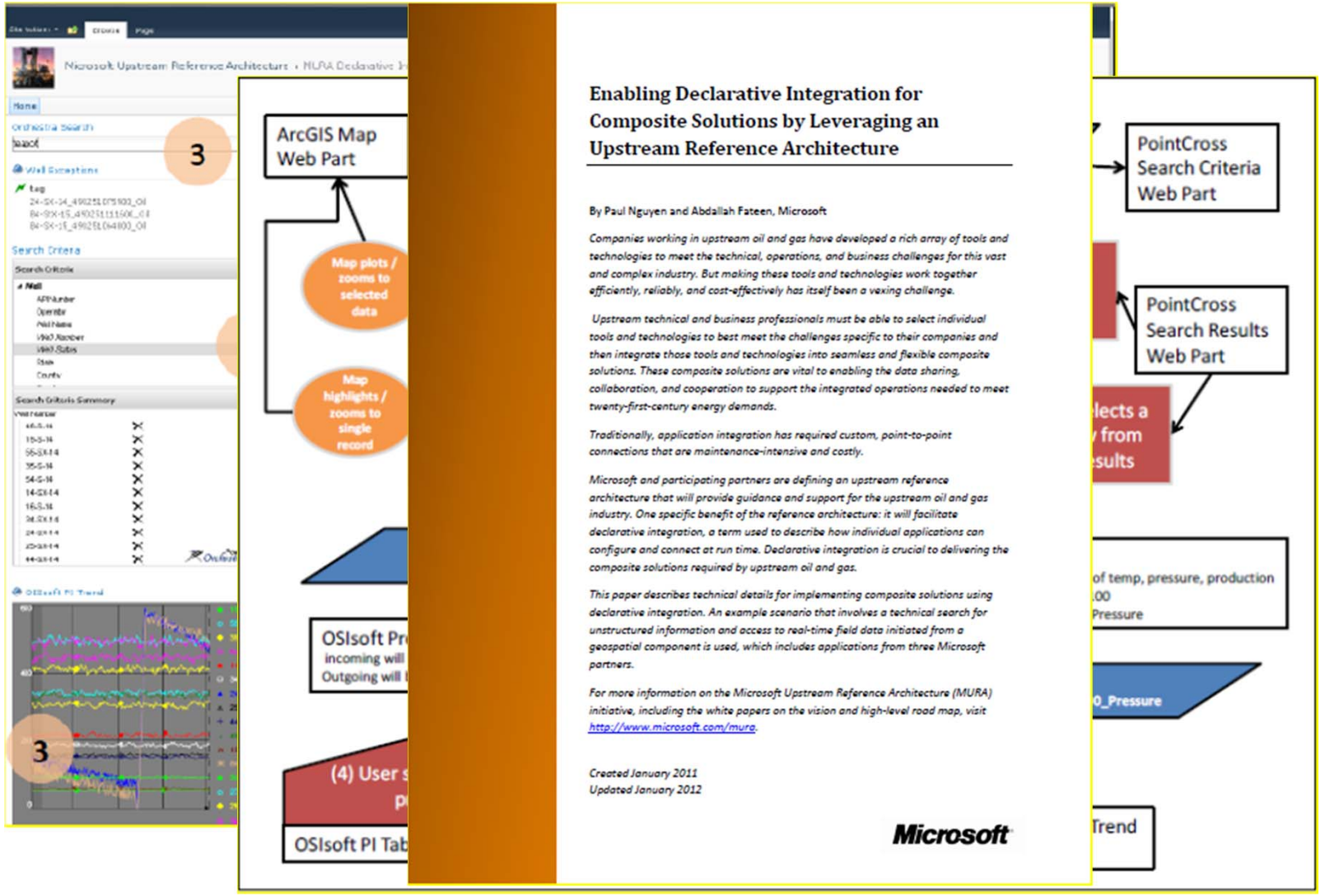
MURA - collaboration



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OSIsoft & Microsoft: Extending the value of Real-time data

Delivering continuing customer success with the PI System, the industry leading Real-time data infrastructure

The worldwide leader in software, services and solutions that help people and businesses realize their full potential.

The key to realizing the opportunities for customer value is combining the power of the OSIsoft PI System Real-time data infrastructure with the reach of Microsoft's flexible, extensible enterprise technology.

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Key Initiatives extending the value of Real-time data

Through the partnership and integrated solutions, OSIsoft and Microsoft support key initiatives that drive the use of Real-time data across organisations and create additional value from people, information and technology.

Value now. Value over time.

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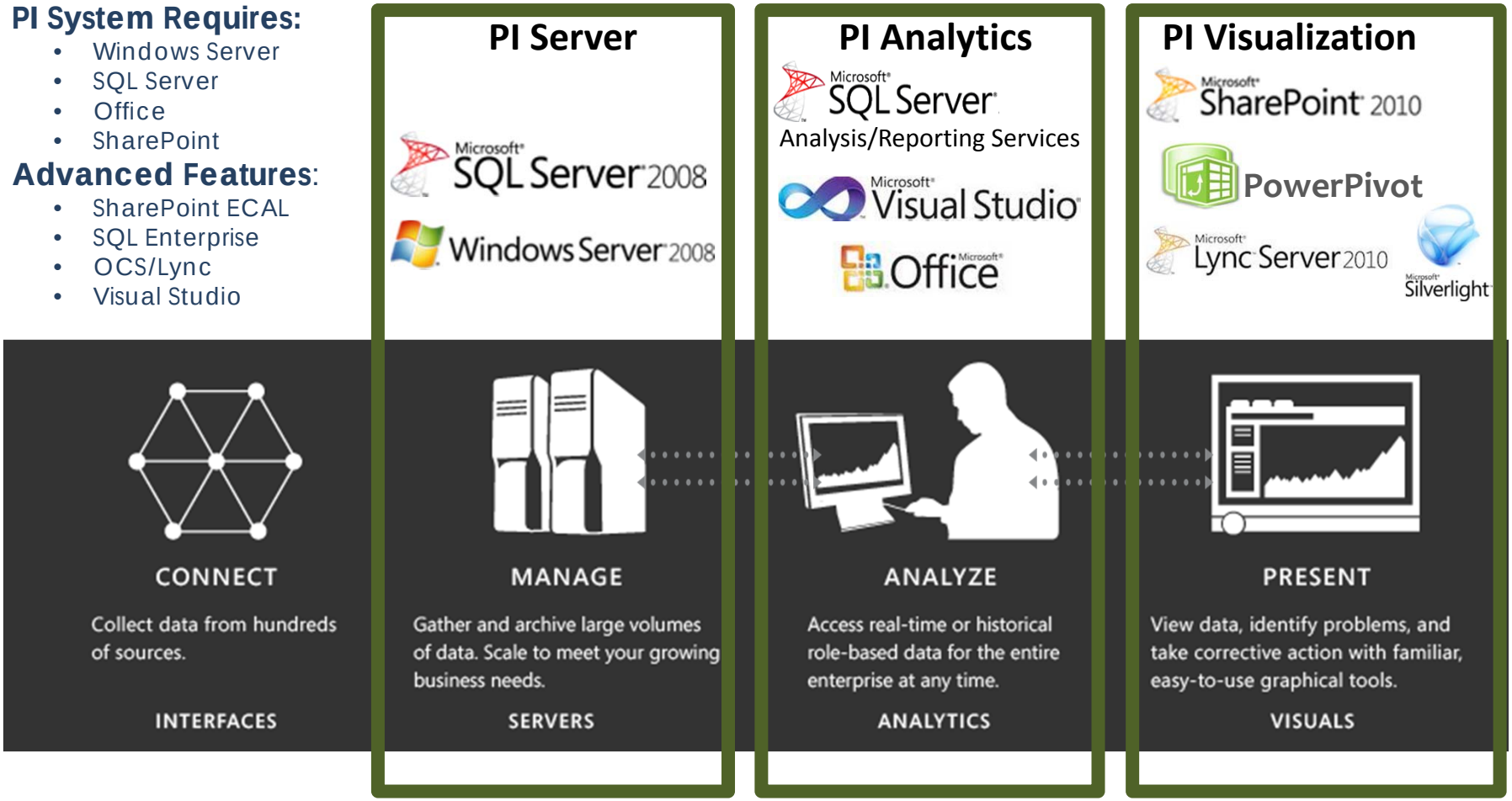
Microsoft Technologies: Integration

PI System Requires:

- Windows Server
- SQL Server
- Office
- SharePoint

Advanced Features:

- SharePoint ECAL
- SQL Enterprise
- OCS/Lync
- Visual Studio



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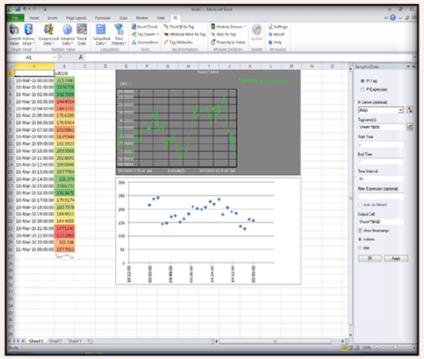
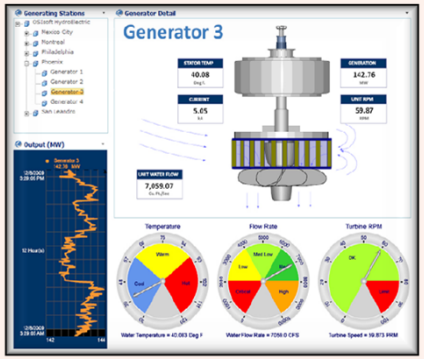
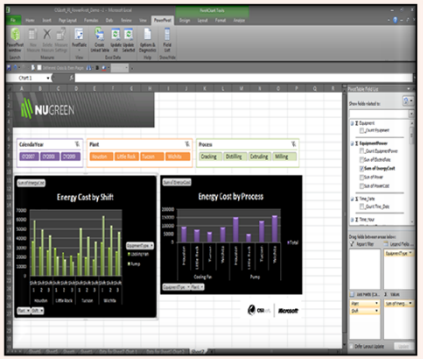
Microsoft Integration: PI for Office 2010



PI DataLink for Excel 2010

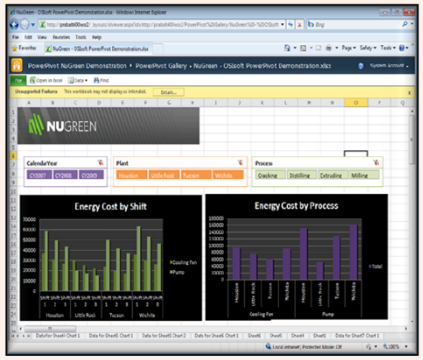


PI WebParts for SharePoint 2010



PI and PowerPivot for Excel 2010

Microsoft SharePoint 2010

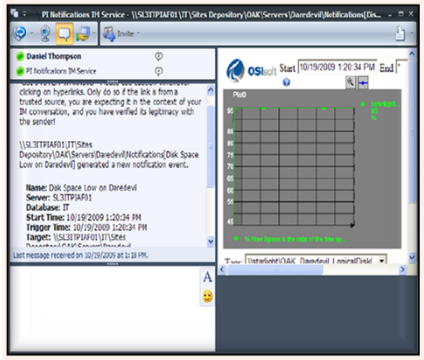


PI and PowerPivot for SharePoint 2010

PI OLEDB Enterprise 2010

PI Web Services 2010

PI Data Access Technologies



PI Notifications Lync Delivery Channel

Microsoft Office 2010

Empowering Business in Real Time.

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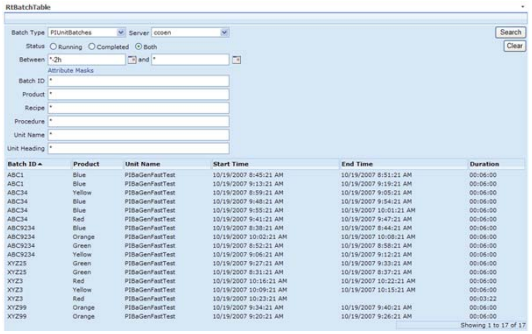
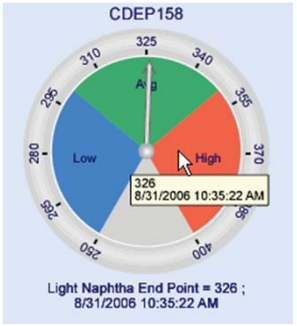
Microsoft Integration:PI WebParts

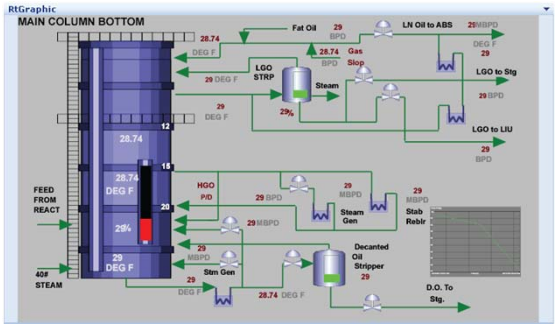
PI BatchTable



PI Gauge



PI Graphic



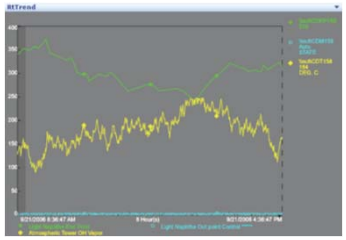
PI TimeRange

PI Table

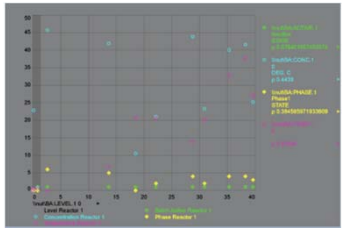
RtTable [1]

ProductID	ProductName	SupplierID	CategoryID	QuantityPerUnit
1	Chai	1	1	12 oz pkgs
2	Chang	1	1	24 - 12 oz bottles
3	Aniseed Syrup	1	2	12 - 550 ml bottles
4	Chef Antons Cajun Seasoning	2	2	48 - 6 oz jars
5	Chef Antons Gumbo Mix	2	2	36 boxes

PI Trend

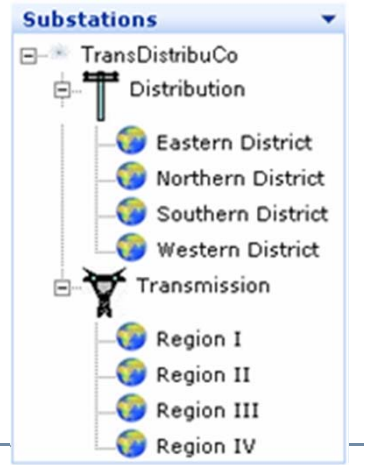


PI XYPlot



PI TimeSeries

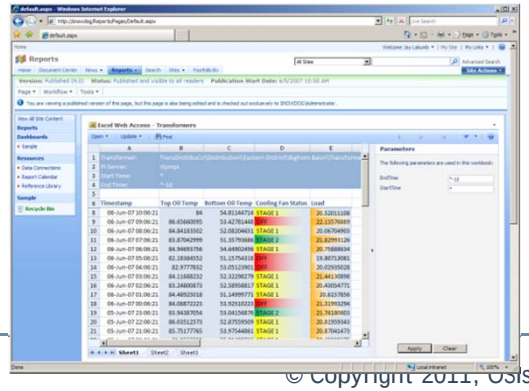
PI TreeView



PI Values

PI Messenger

PI Datalink for Excel Services



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PI Coresight

Intuitive user interface

Fast display creation

Easily share displays

Easy to deploy

Lightweight Client

browser with Microsoft Silverlight

Empowering Business in Real Time.

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PI System 2010 and Microsoft Integration

usiness User Experience

Microsoft® Office 2010

nunication and BI Platforms

Microsoft® Lync

Microsoft® SQL Server®

PI Data Access

- PI OLEDB Enterprise 2010
- PI Web Services 2010
- PI JDBC 2010

Business Collaboration Platform

Microsoft® SharePoint® 2010 Enterprise

PI Server

- PI Historian
- Asset Framework

Data Infrastructure

Microsoft® SQL Server® 2008 R2 Enterprise

OSIsoft | Microsoft Roadmap Alignment

PI System 2010

PI Clients
- PI WebParts 2010
- PI DataLink 2010
- PI for Office 2010

Business User Experience: Microsoft® Office 2010

PI Analytics
- PI Notifications
- PI for StreamInsight
- PI Advanced Calculation Engine

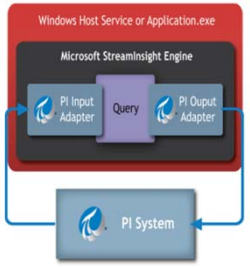
Communication and BI Platforms: Microsoft® Lync, Microsoft® SQL Server®

PI Data Access
- PI OLEDB Enterprise 2010
- PI Web Services 2010
- PI JDBC 2010

Business Collaboration Platform: Microsoft® SharePoint® 2010

PI Server
- PI Historian
- Asset Framework

Data Infrastructure: Microsoft® SQL Server® 2008 R2



Windows Azure

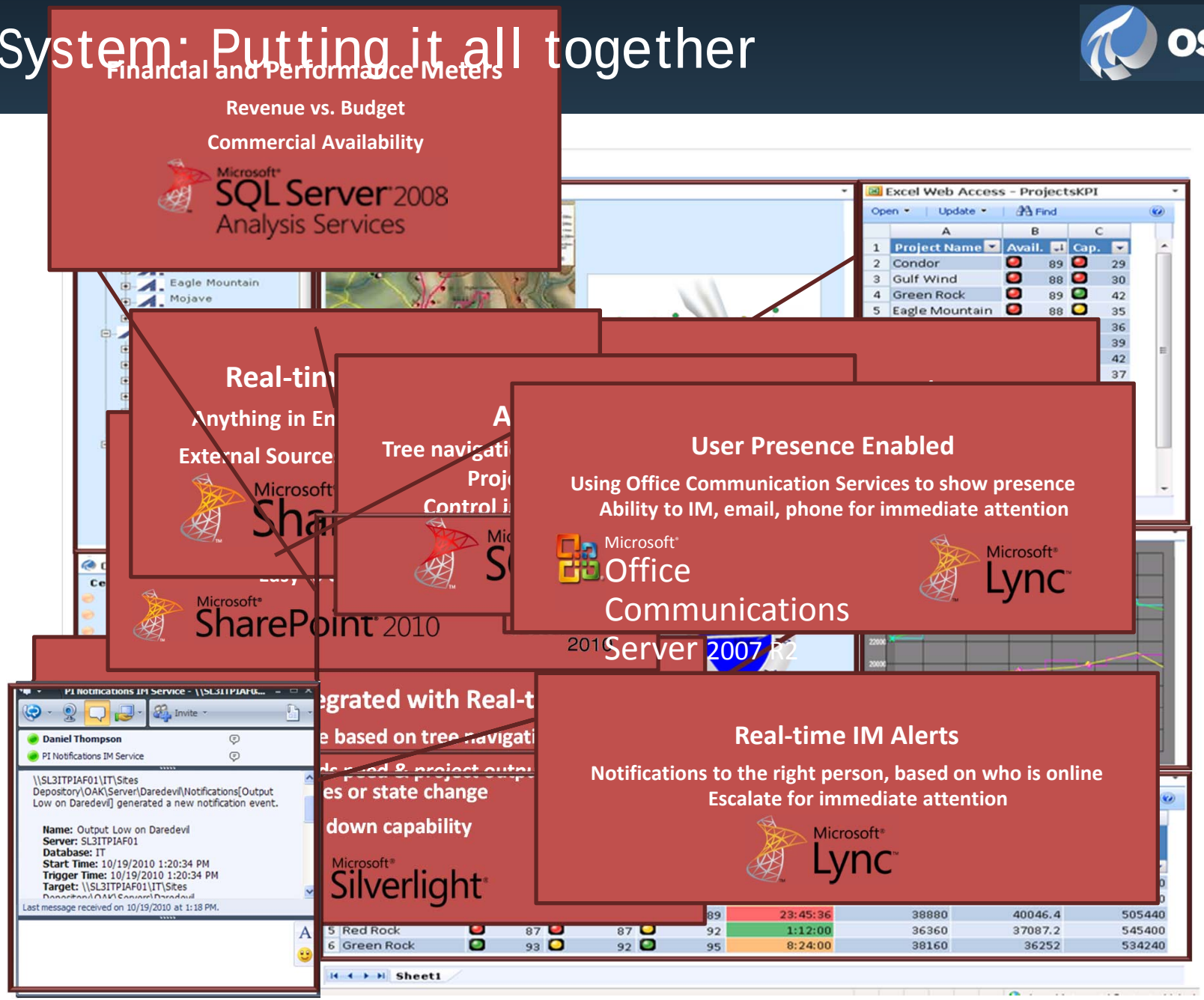
Microsoft® SQL Azure™

Windows Phone 7

OSIsoft PI Coresight on video

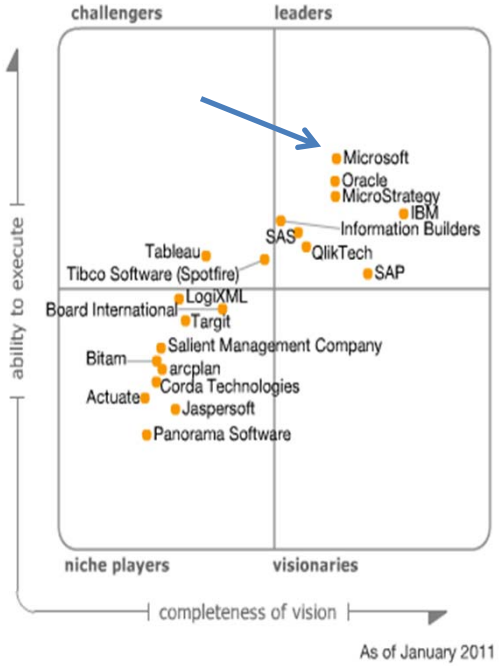
Windows Phone

PI System: Putting it all together



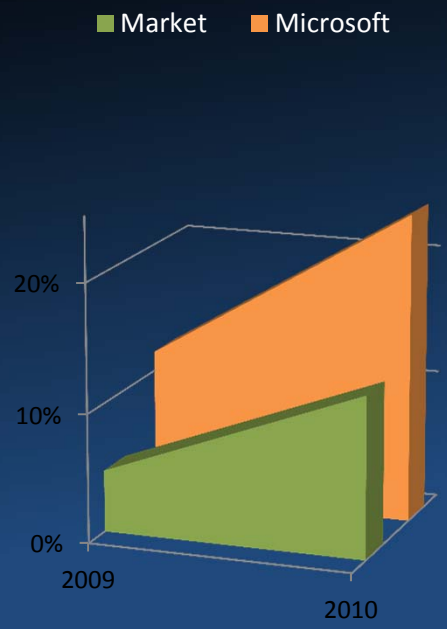
Microsoft - The #1 BI Vendor

Most Recognized



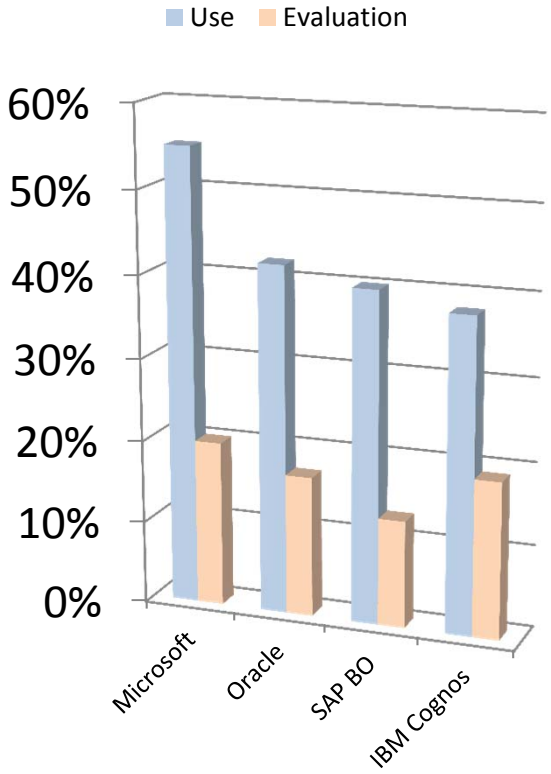
Source: Gartner, Inc., Magic Quadrant for Business Intelligence Platforms, Rita L. Sallam et al, January 27, 2011

Strongest Growth



Source: Gartner Business Intelligence market revenue growth rates

Most Deployed



Q: Are You Using, Planning, to Use or Evaluating BI Products from the Following Vendors?

Source: InformationWeek Analytics 2010 BI and Information Management Survey

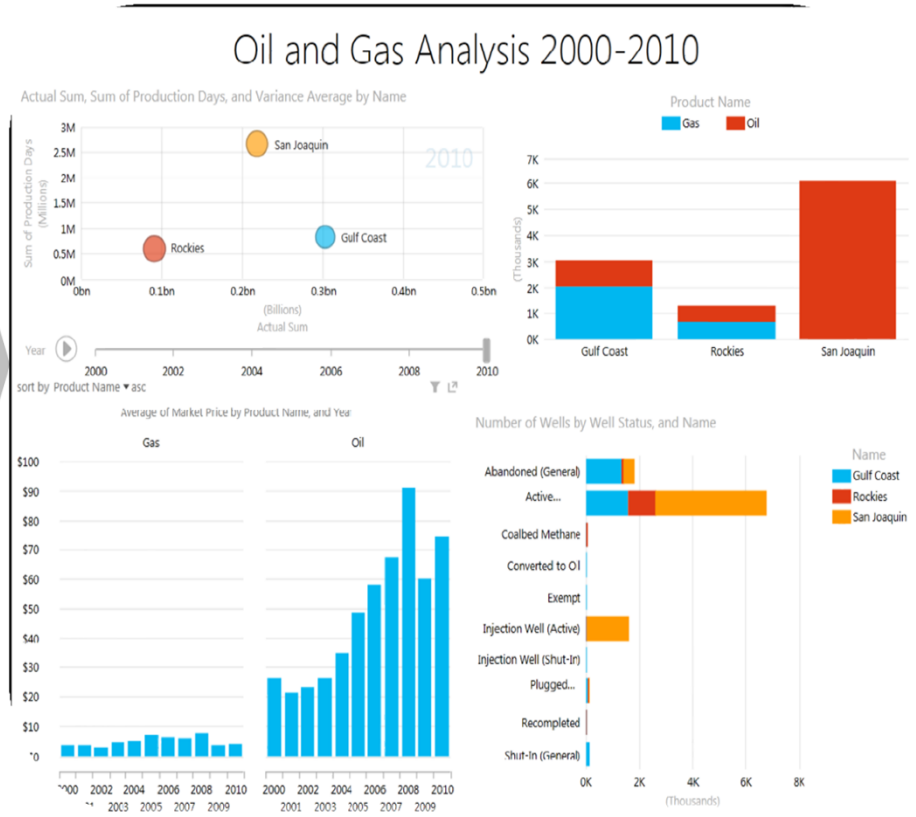
The next wave: SQL Server 2012

MISSION CRITICAL CONFIDENCE	BREAKTHROUGH INSIGHT	CLOUD ON YOUR TERMS
Enable **mission critical** performance and availability at **low TCO**	Unlock **new insights** with pervasive data discovery **across the organization**	Create **business solutions fast**, on your terms across server and private or public cloud

all in.

Rapid Data Exploration

*"Only **28%** of potential users are using the standard BI platform of choice in organizations[1]"*



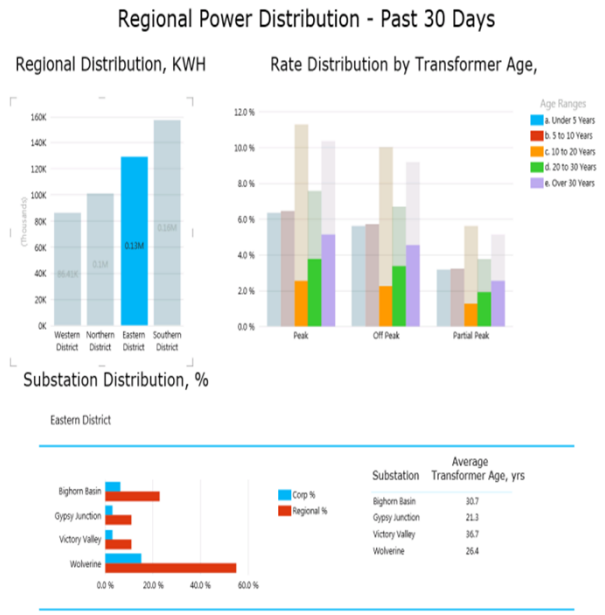
Mashup

Stunning, interactive

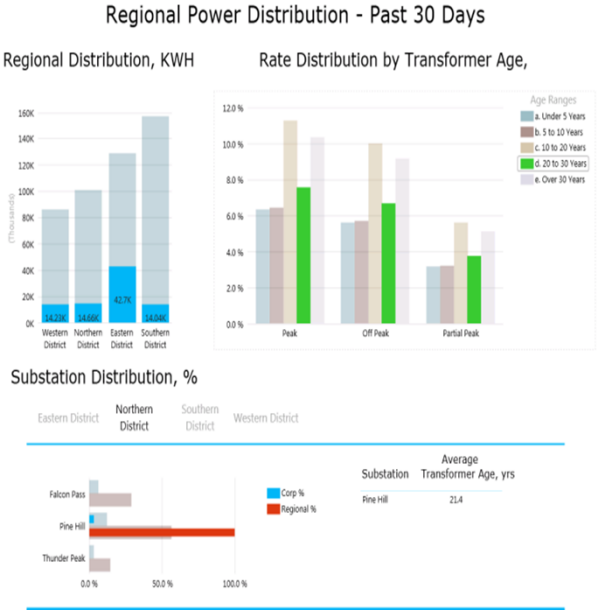
SharePoint all in.

Microsoft SQL 2012 - BI: *Power View*

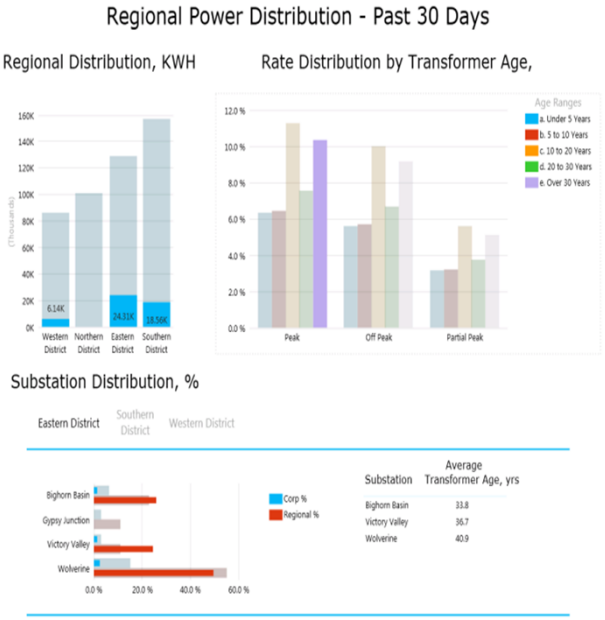
Interactive Analysis



Distribution by District



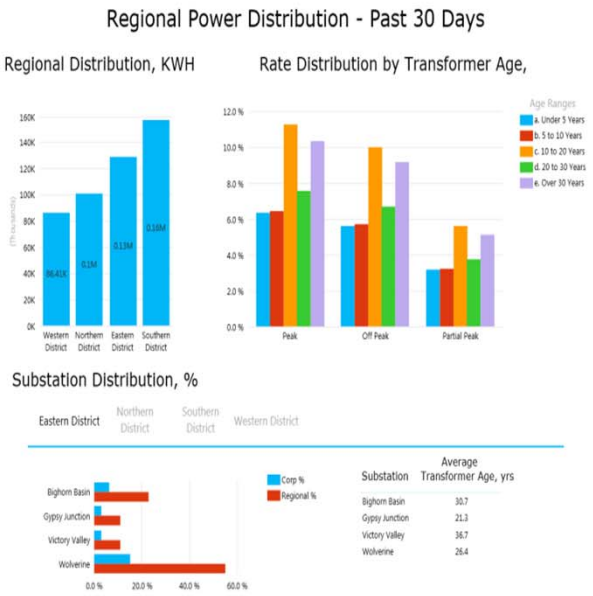
Distribution by Transformer Age



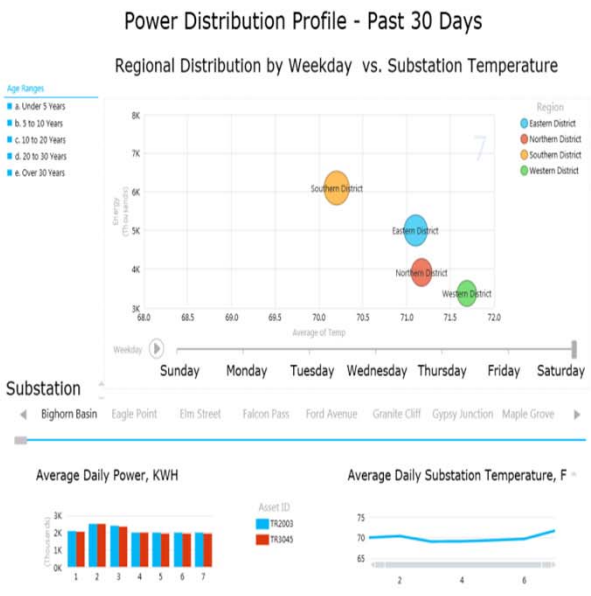
Distribution by Age and Rate

Microsoft SQL 2012 - BI: *Power View*

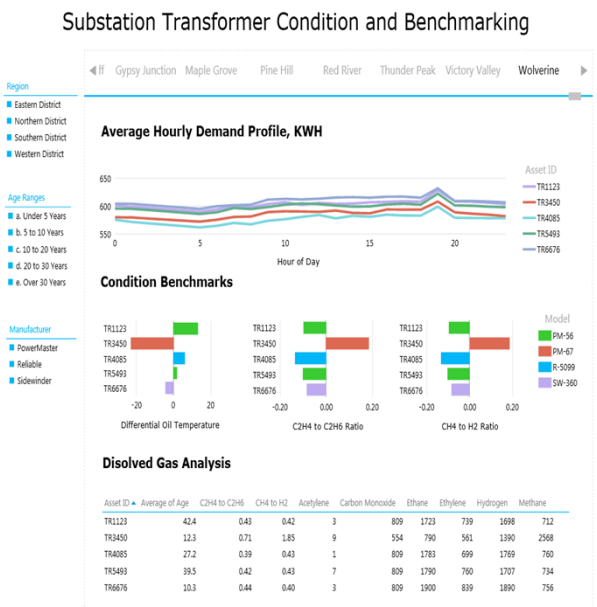
Multiple Views \ Pages



Aging Asset Risk Assessment



Weekday Distribution Profile



Equipment Condition Benchmarking

Next Generation Business Analytics

Microsoft® Excel 2010

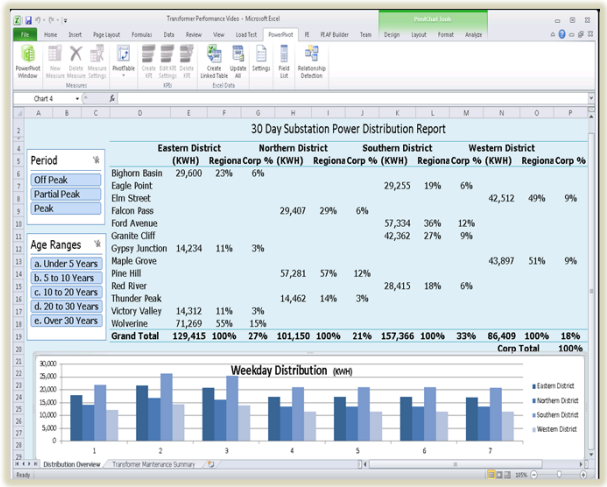
Microsoft® SQL Server® 2012 Business Intelligence

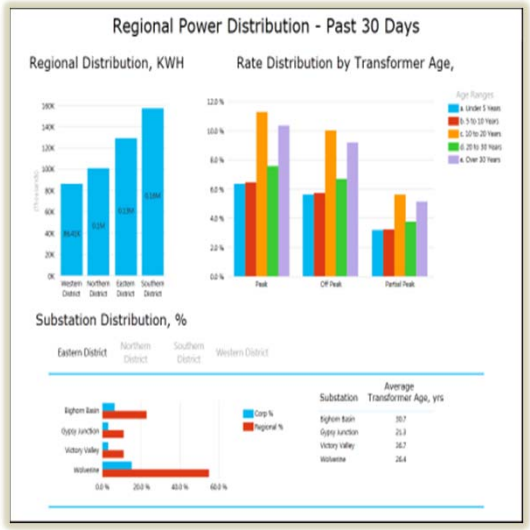
Microsoft® SharePoint® 2010 Enterprise

OSIsoft.

PI Server 2010

PI OLEDB Enterprise

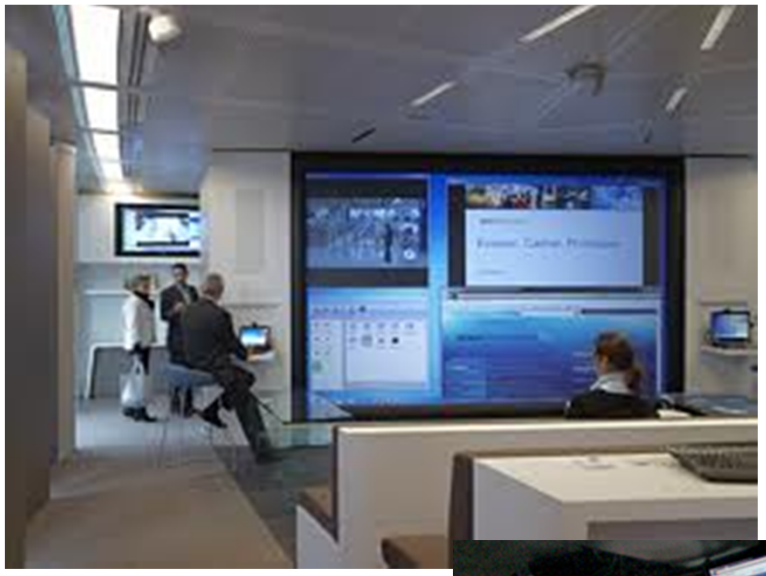


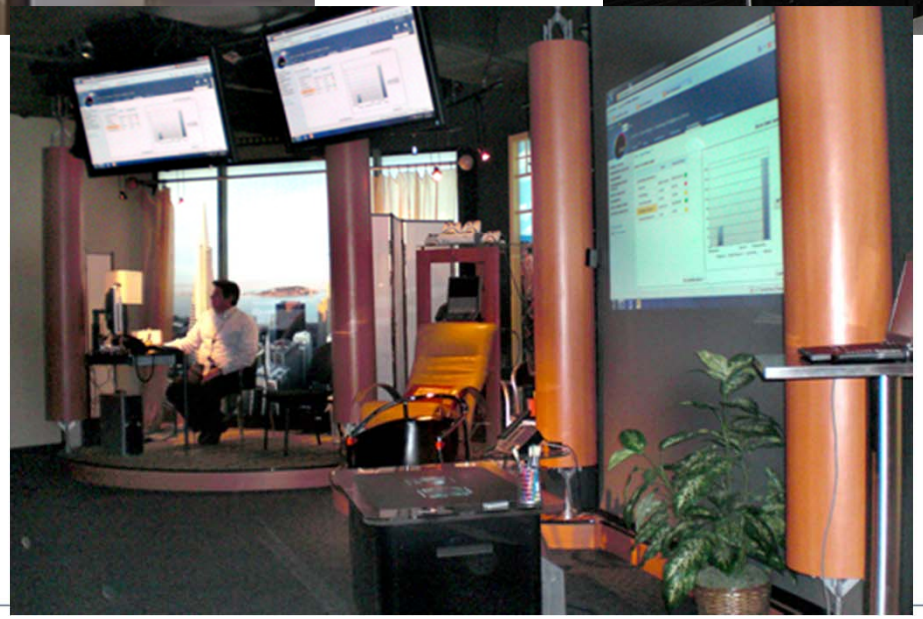


PowerPivot

Power View

Microsoft Technology Centers (MTC's)





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Microsoft Technology Centers (MTC's)

- MTC's are "free" Microsoft resources Customers can use
- Well resourced environments for customer meetings, briefings, architectural workshops, demonstrations

EMEA plan for MTC's in 2012:

- Implement "production" PI systems in selected MTC's
  - Initially 3 locations, London, Paris & Munich
    - (Russia Q1 2012, Dubai Q1 2012)
  - Not a virtual demo – Real-time monitoring & reporting of MTC data center environment (servers, cooling, temperature, sensors etc)
  - Showcase and hands-on environment for customers
    - Latest PI2010 & Microsoft technology integration
    - Small scale Datacenter/Facility type environment

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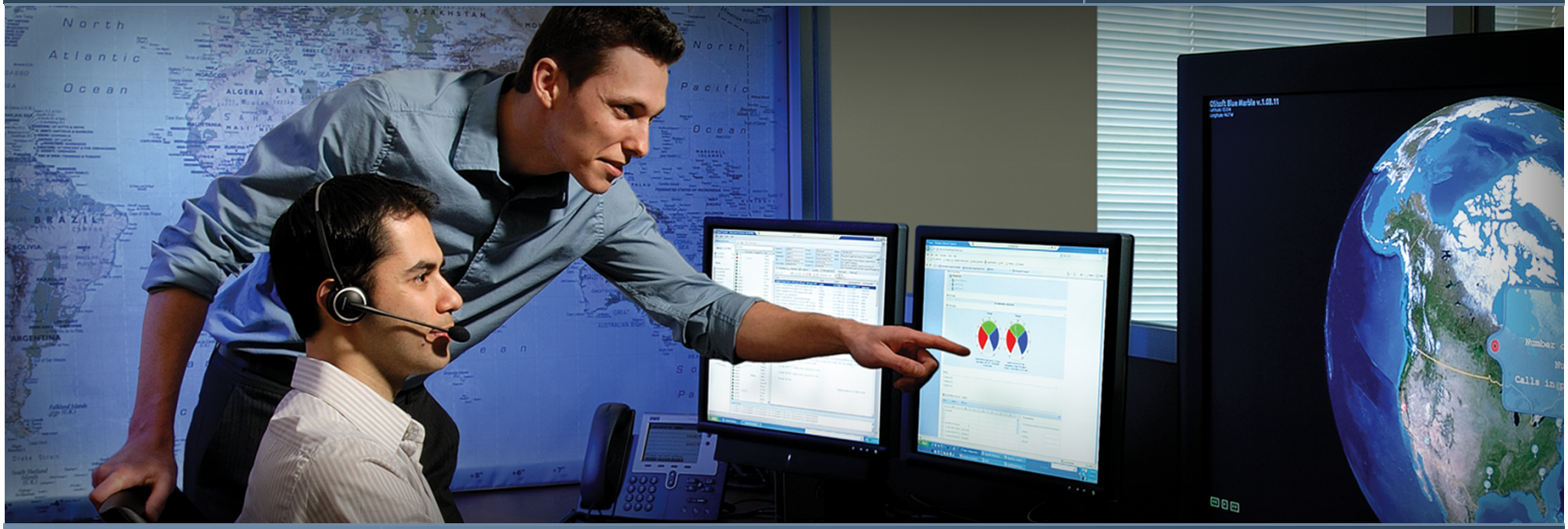

The Cisco & OSIsoft Alliance

Empowering Business in Real Time.

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Strategic Alliances: Cisco

OSIsoft and Cisco have been Partners since 2004:

Partnership Value

The combination of the OSIsoft PI System & Cisco's Converged Communications infrastructure provides best-in-class, real-time data collection, analysis, and visualization that leverages Cisco's voice, video & audio capabilities to address an ever increasing set of real-world challenges.

Trend

Cisco is continuing to drive more value into their network devices – including the capability to now run traditional IT services and applications in Network Devices such as routers and switches.

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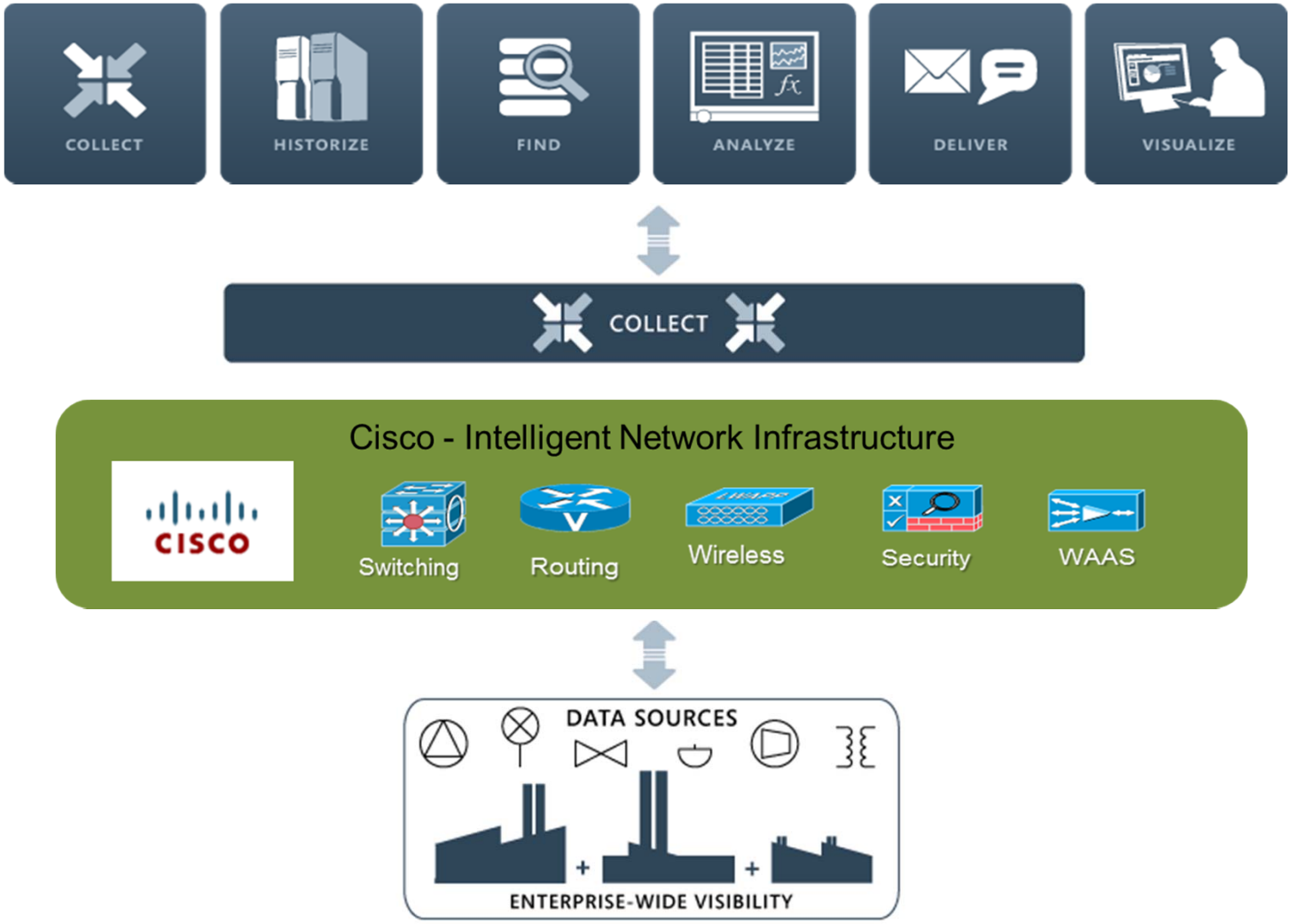
PI System & Cisco: Collaborative Infrastructures



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Cisco UCS-Express & UCS with OSIsoft PI System

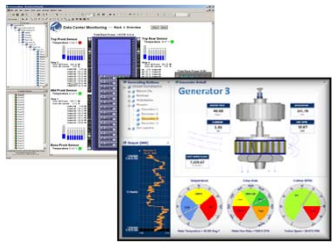
UCS Server Platform

Integrated Service Router G2

&

Services Ready Engine

+



OSIsoft PI System.
The Industry leading Real-Time Data Infrastructure platform

=

"Best of Breed" solutions that bring new value to customers

Cisco provide Small footprint, high performance Network integrated server platforms for application deployment

Low power server infrastructure that reduces energy consumption and Simplifies management and deployment

Great solution to support a Real time data infrastructure provided by PI – especially in distributed / Branch/Site environments

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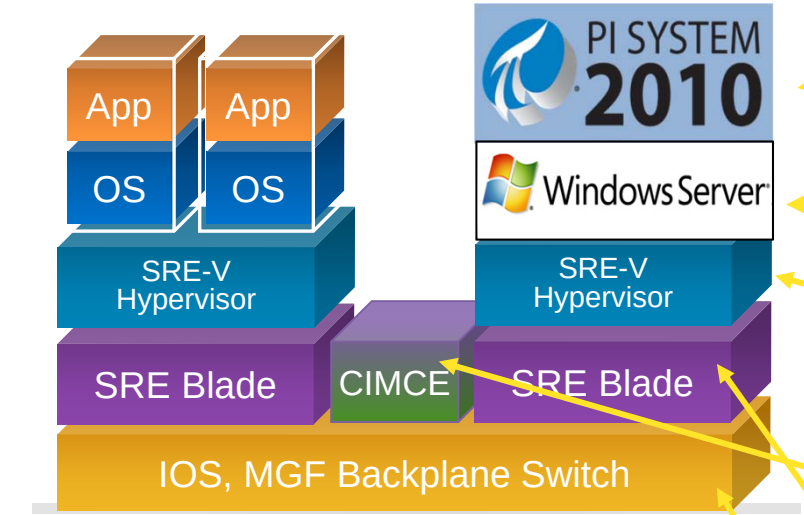
PI On the Cisco ISR G2 – Layered View

UCS Express - Simplifying Remote Plant/Site Deployments



PI System 2010 for Data Collection, Management, Analysis and Visualization

Platform for Edge Applications
- Microsoft Windows Server certified

Server Virtualization
- Cisco SRE Virtualization powered by VMware vSphere Hypervisor™ (ESXi)

Dedicated Blade Management
- Cisco Integrated Management Controller
- Consistent management for UCS family

Multipurpose x86 Blades
- Cisco Service Ready Engine modules
- House up to 4 server blades in ISR G2

Single-device Network Integration
- House all devices in ISR G2 chassis
- Multi-Gigabit Fabric backplane switch

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PI System on the Cisco UCS - Express

For organizations looking at ways to deploy their PI System Interfaces to smaller, more remote PI Servers, they have a **new option, the Cisco UCS – Express**.

The Cisco UCS-E is part of the Cisco Integrated Service Router (ISR G2) networking device family that delivers value in terms of cost savings from features and performance to deployment and ongoing maintenance.

This can reduce the cost time required to managing the physical infrastructure for PI Systems while providing added security & performance benefits.

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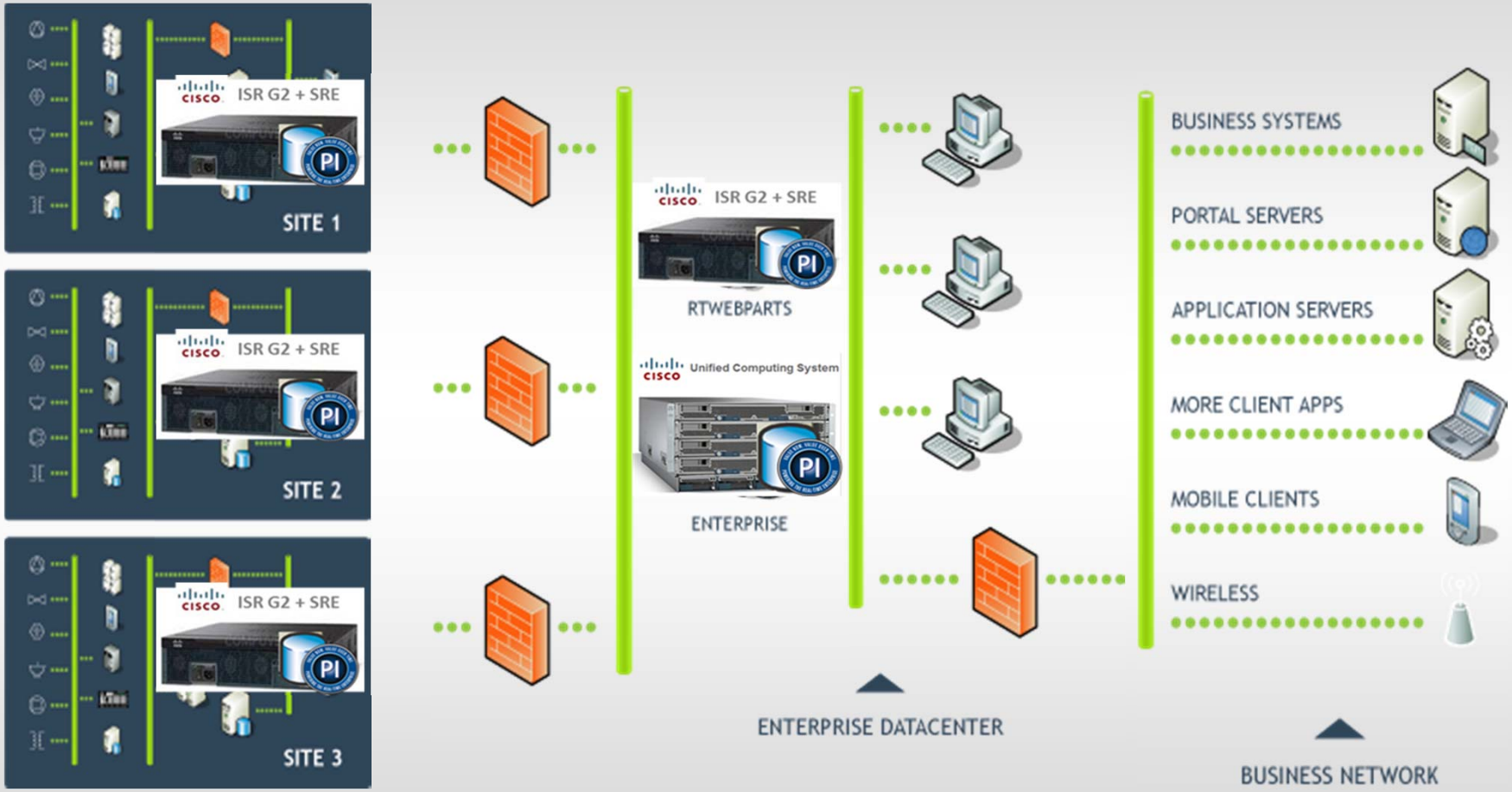
Example PI Enterprise Architecture with underlying Cisco Network and Compute Infrastructure



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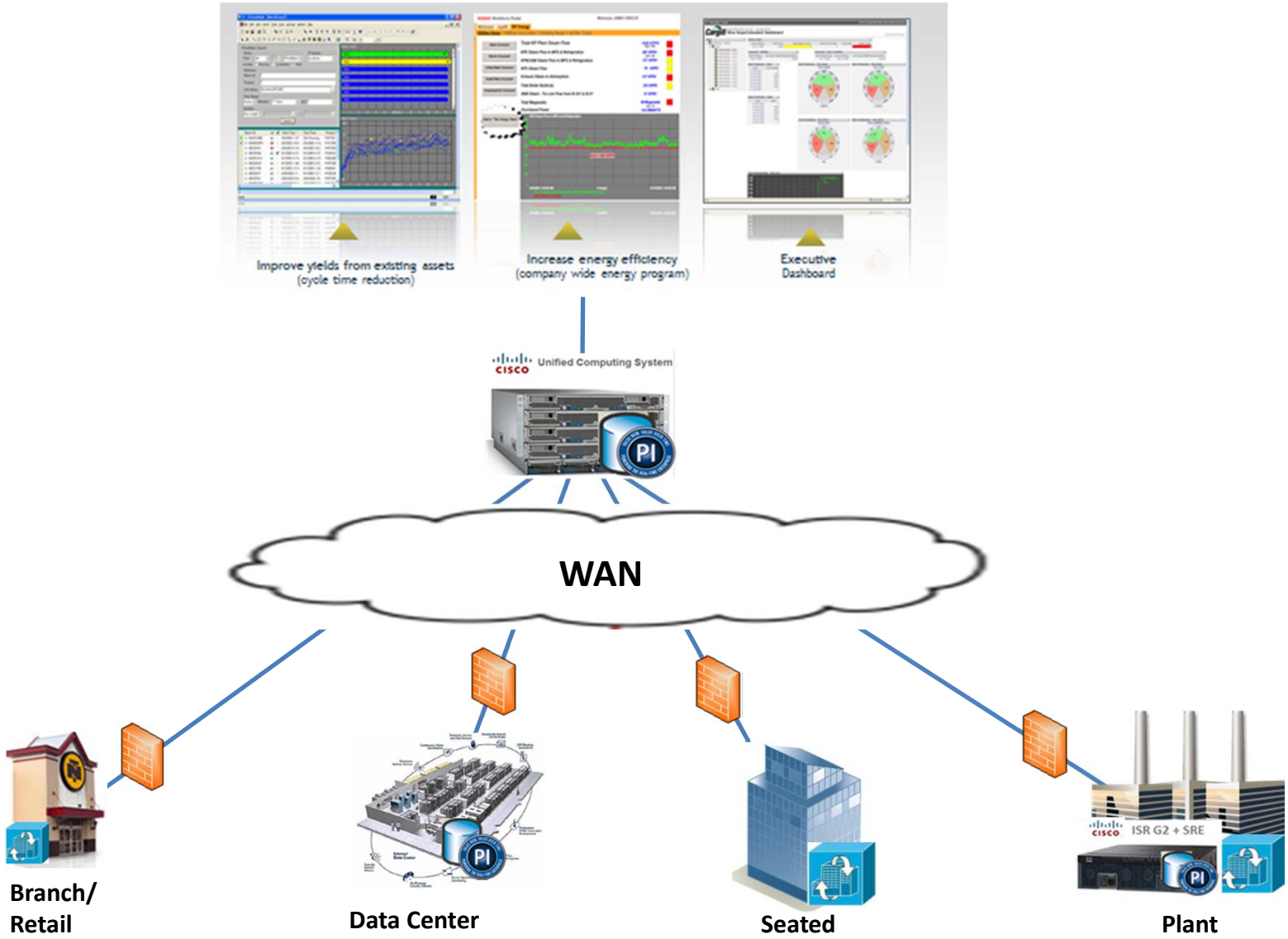
Smart Connected Enterprise



Empowering Business in Real Time.

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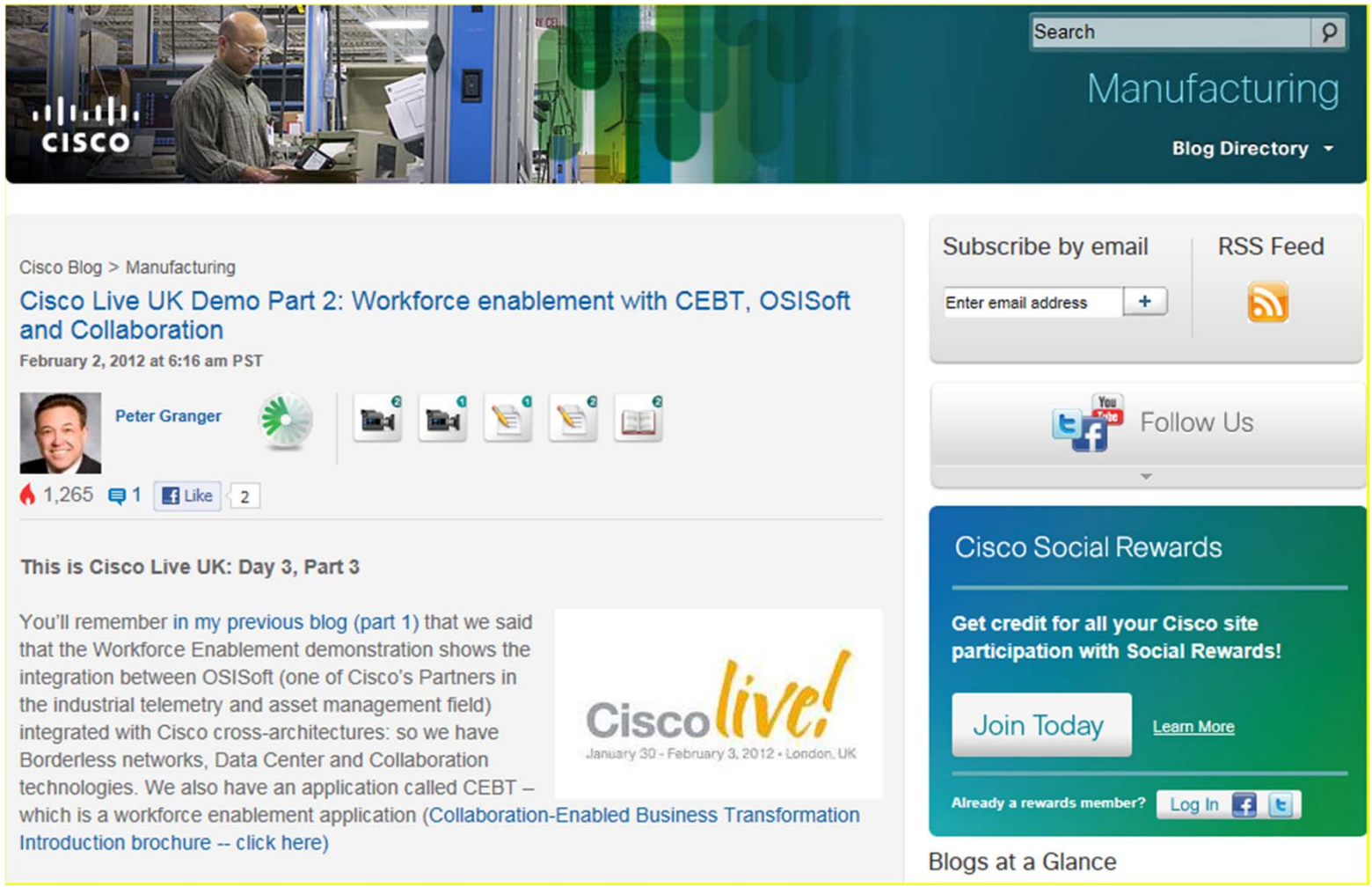
Cisco Live! 2012: Online Demo



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