OSIsoft.

# USERS CONFERENCE 2014

## The Power of Data

DECISION READY IN REAL-TIME


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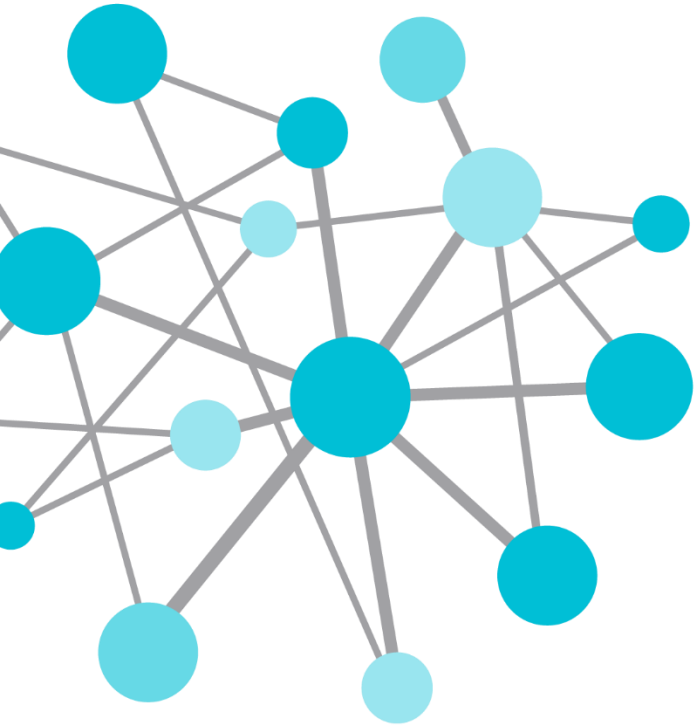

# The Power of a Connected Supply Chain

Presented by Laurent Garrigues
Brian McMorrow


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# Agenda

- Introduction
- Preview Program and Product Updates
- Demo, Roadmap & Go-to-Market
- New Connected Services Offering
- Q&A

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Osys

Part of the Rolls-Royce Group

# The Collaborative Supply Chain

"The industrial market is recognizing the benefits of advanced analytics to predict equipment failure or loss of performance. To get the best from this approach, operators and remote diagnostics providers need to collaborate to combine the strengths of both groups.

The Connected Supply Chain model from OSIsoft is a great approach to help make this happen."


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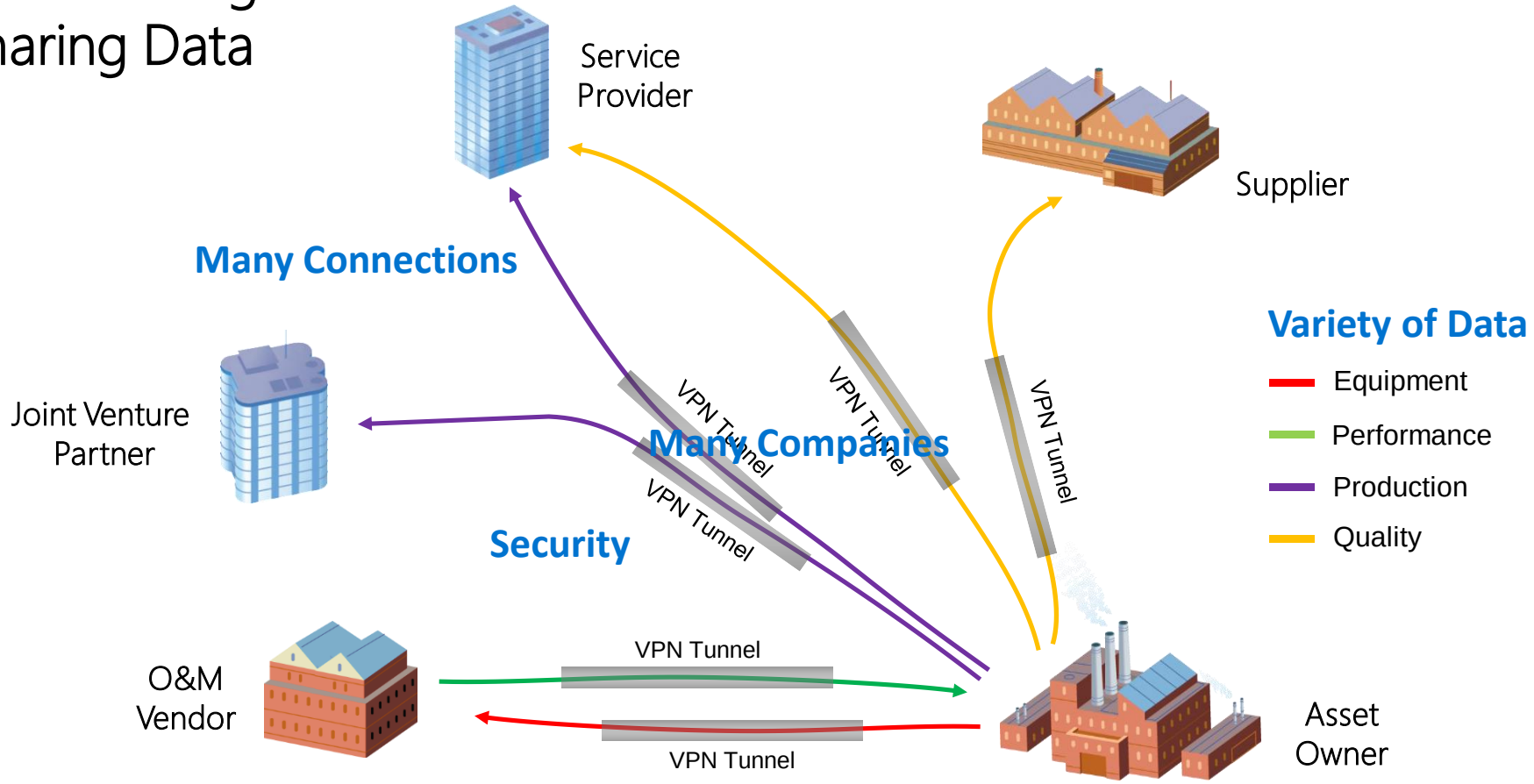
# The Challenges of Sharing Data





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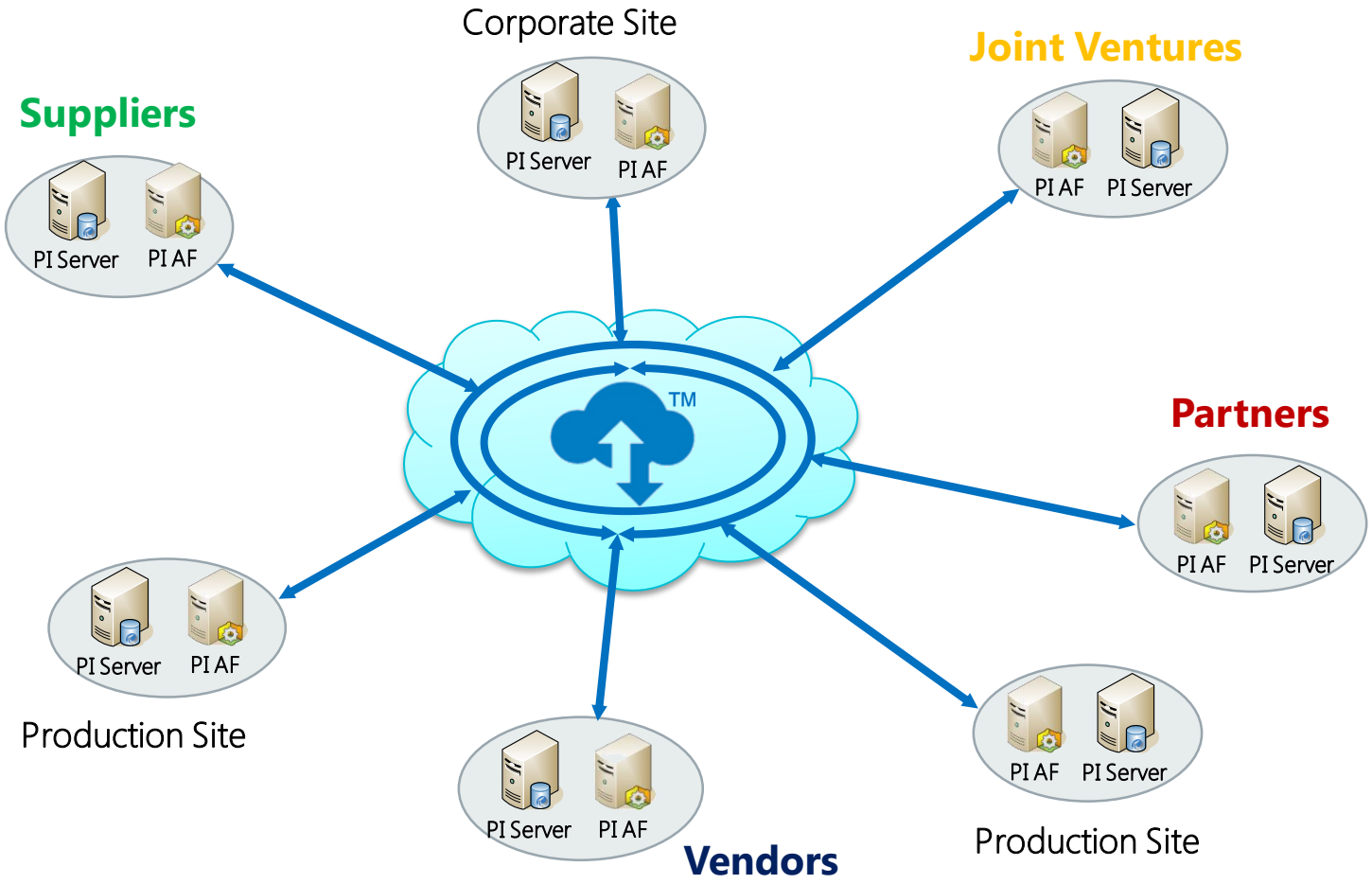



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# Timeline

Data Exchange Prototype

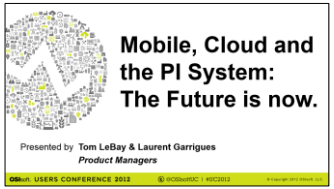
Information Exchange Alpha

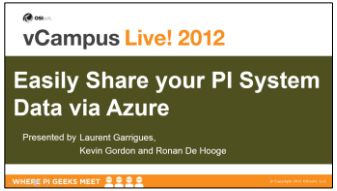
PI Cloud Connect Beta

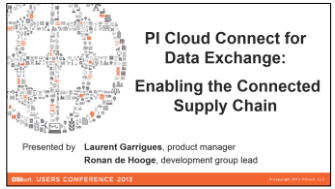
PI Cloud Connect CTP

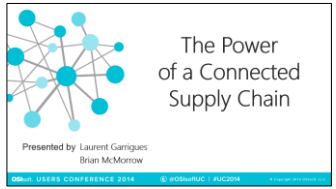
PI Cloud Services & PI Cloud Connect Launch

H1 2012 | H2 2012 | H1 2013 | H2 2013 | H1 2014





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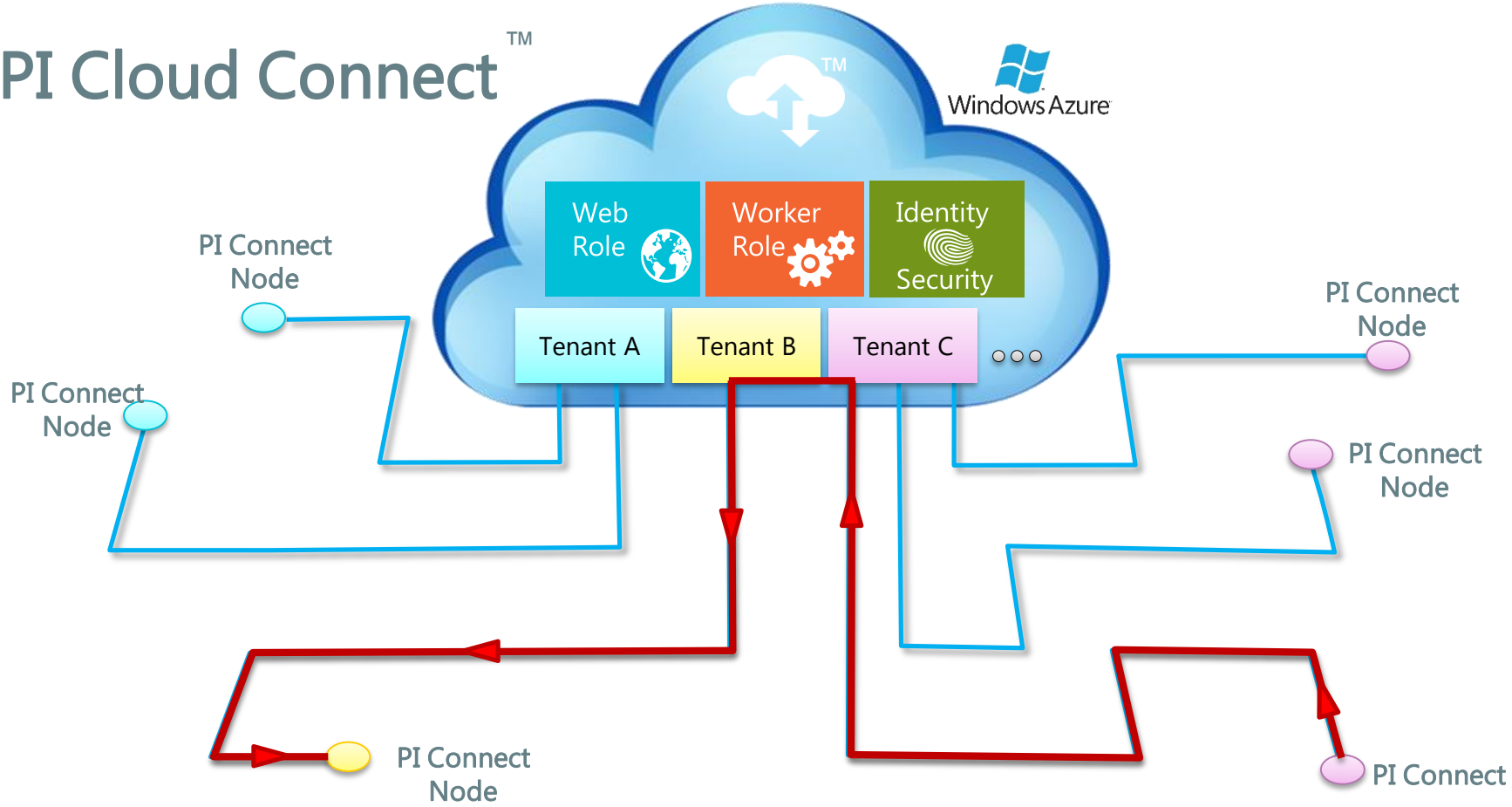
# PI Cloud Connect™





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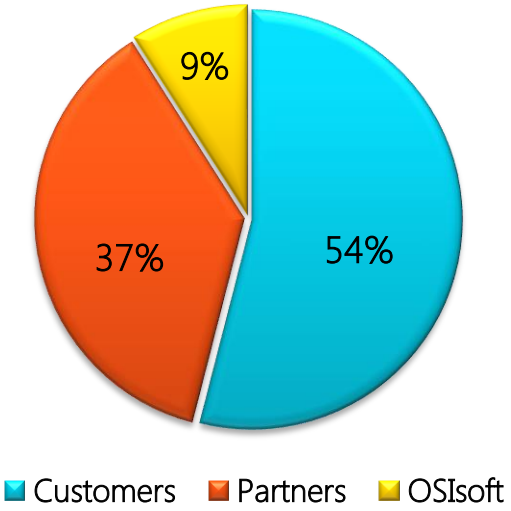
# PI Cloud Connect Preview Update

- Users stats
  - > 70 companies
  - > 150 users
  - > 60 PI Connect nodes




- Product statics
  - 5 new rollouts since the start of the Preview Program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# PI Cloud Connect Service Update

- PI Cloud Services Launchpad
  - Multi-services Portal
- Publish AF Elements Templates only
  - Support for AFtoAF scenarios
- History Recovery
  - Publish data prior to start time


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# DEMO


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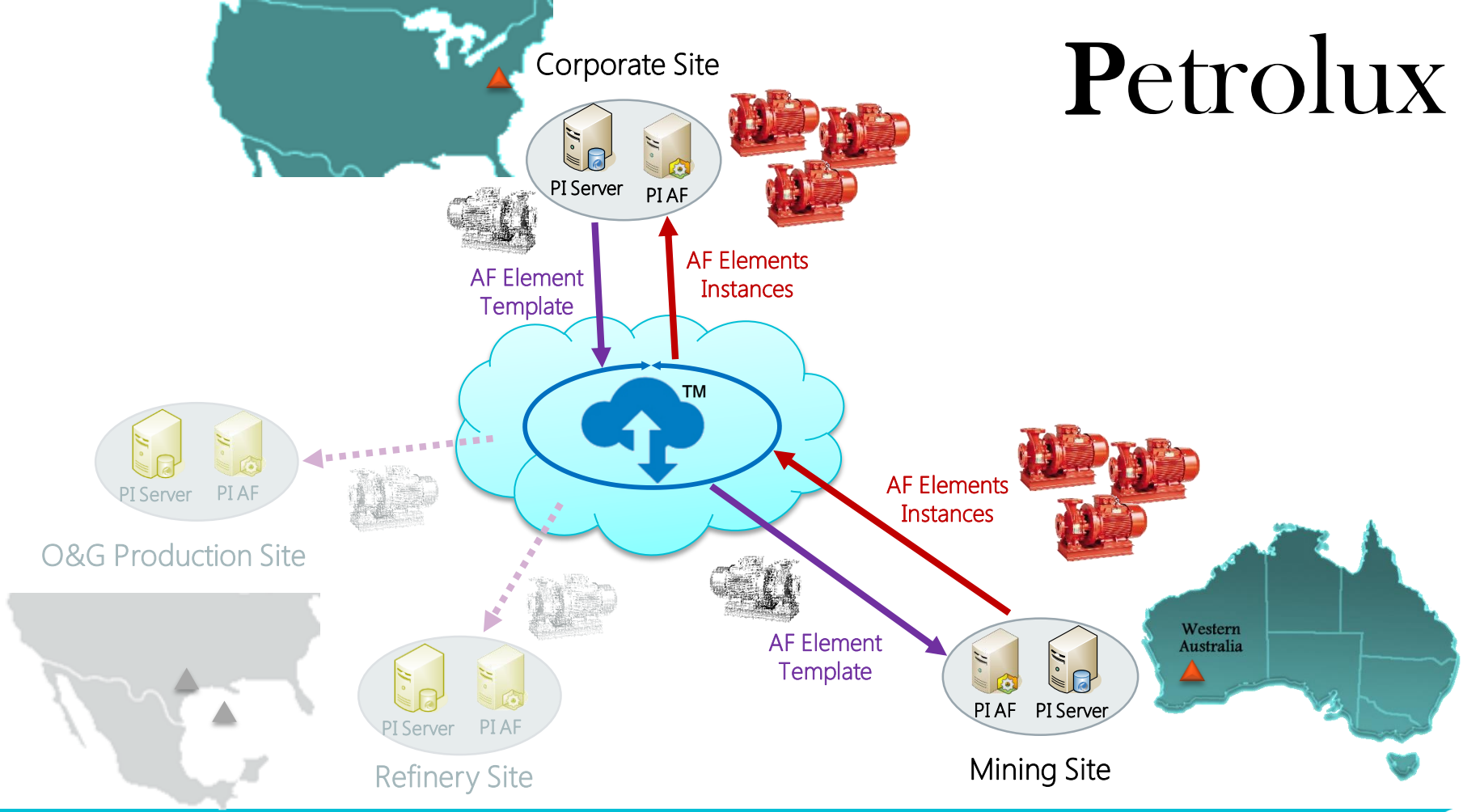
# Petrolux





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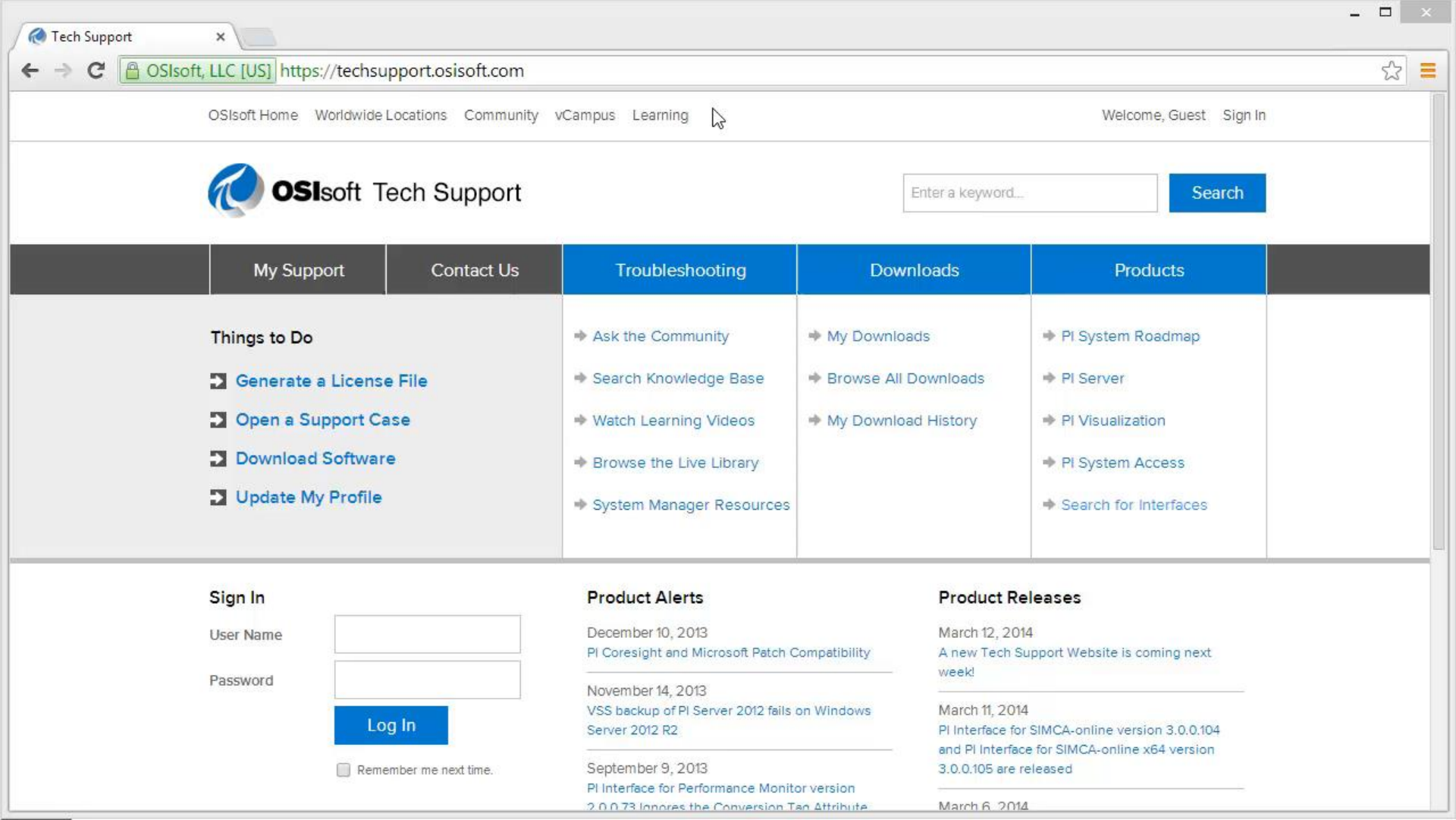
Tech Support
OSIsoft, LLC [US] https://techsupport.osisoft.com
OSIsoft Home
Worldwide Locations
Community
vCampus
Learning
Welcome, Guest
Sign In
OSIsoft Tech Support
Enter a keyword...
Search
My Support
Contact Us
Troubleshooting
Downloads
Products
Things to Do
Generate a License File
Open a Support Case
Download Software
Update My Profile
Ask the Community
Search Knowledge Base
Watch Learning Videos
Browse the Live Library
System Manager Resources
My Downloads
Browse All Downloads
My Download History
PI System Roadmap
PI Server
PI Visualization
PI System Access
Search for Interfaces
Sign In
User Name
Password
Log In
Remember me next time.
Product Alerts
December 10, 2013
PI Coresight and Microsoft Patch Compatibility
November 14, 2013
VSS backup of PI Server 2012 fails on Windows Server 2012 R2
September 9, 2013
PI Interface for Performance Monitor version
Product Releases
March 12, 2014
A new Tech Support Website is coming next week!
March 11, 2014
PI Interface for SIMCA-online version 3.0.0.104 and PI Interface for SIMCA-online x64 version 3.0.0.105 are released

# PI Cloud Connect Roadmap

- Self-serve ordering Customer Portal
- Health monitoring and alarming
- PI Interfaces as data sources
  - Publish from interfaces
- Event Frames (EF) data transfer
- On-Prem version


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# PI Cloud Connect Go-To-Market

- Pay as you Go (monthly fee)
- Based on the number of subscriptions/tenant
  - 1-10 tier 1
  - 11-20 tier 2
  - > 20 Explore Connected Services Agreement (CSA)
- Publishing data is free
- Six (6) months free trial for tiers 1 and 2


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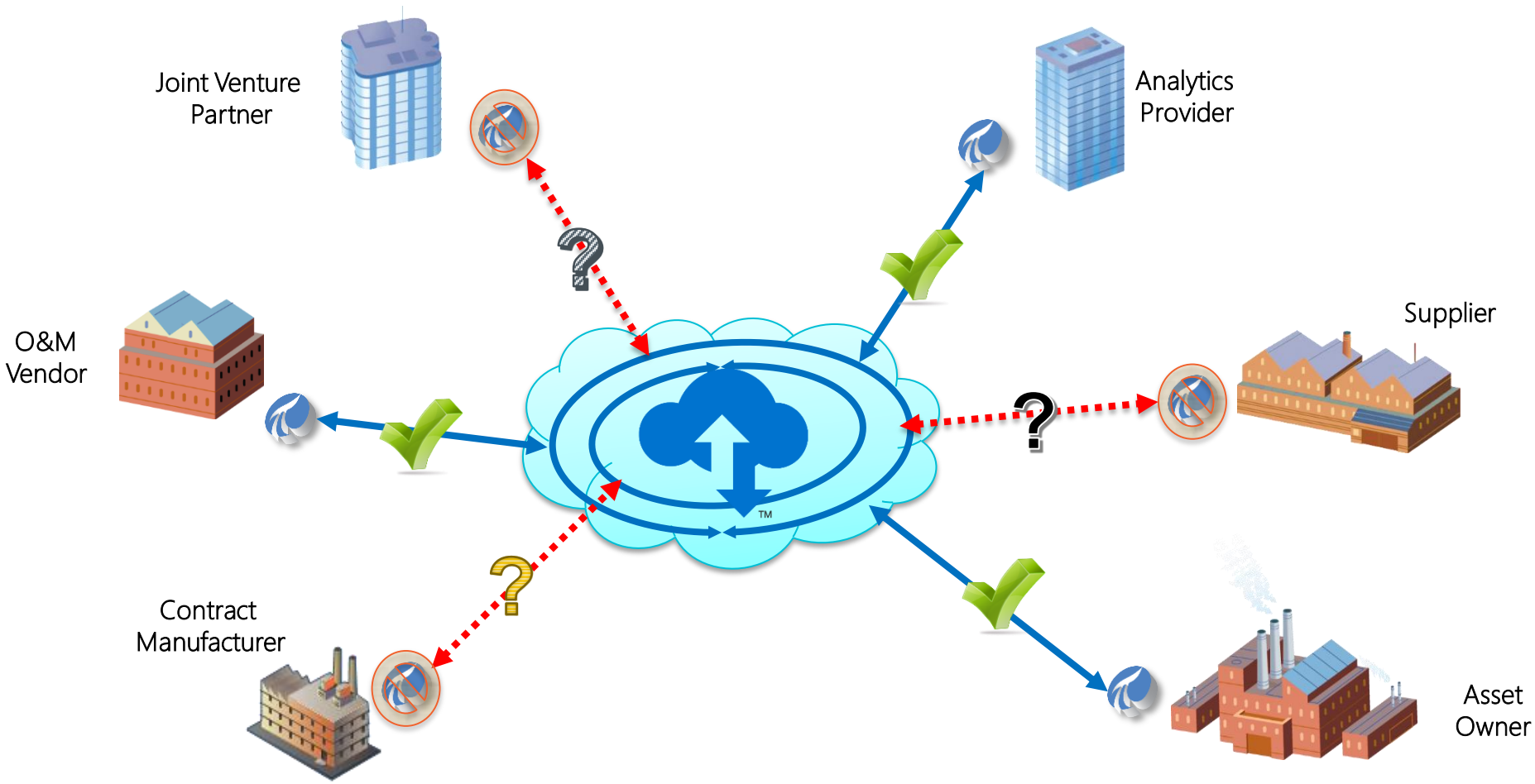



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# Solution: Connected Services Agreement

## Software

- Custom PI System software bundle needed to successfully deliver value services
  - PI Interface(s)
  - PI Server(s)
  - PI Visualization tools

## Cloud Services

- PI Cloud Connect

## Support Services

- SRP
- StartUP Services Package
- OSIsoft NOC Monitoring

- Pay-as-you-Grow Subscription Terms / Non-Perpetual
- Pricing Metrics Based on Assets Monitored
- Offered to Suppliers who do not Own the Equipment


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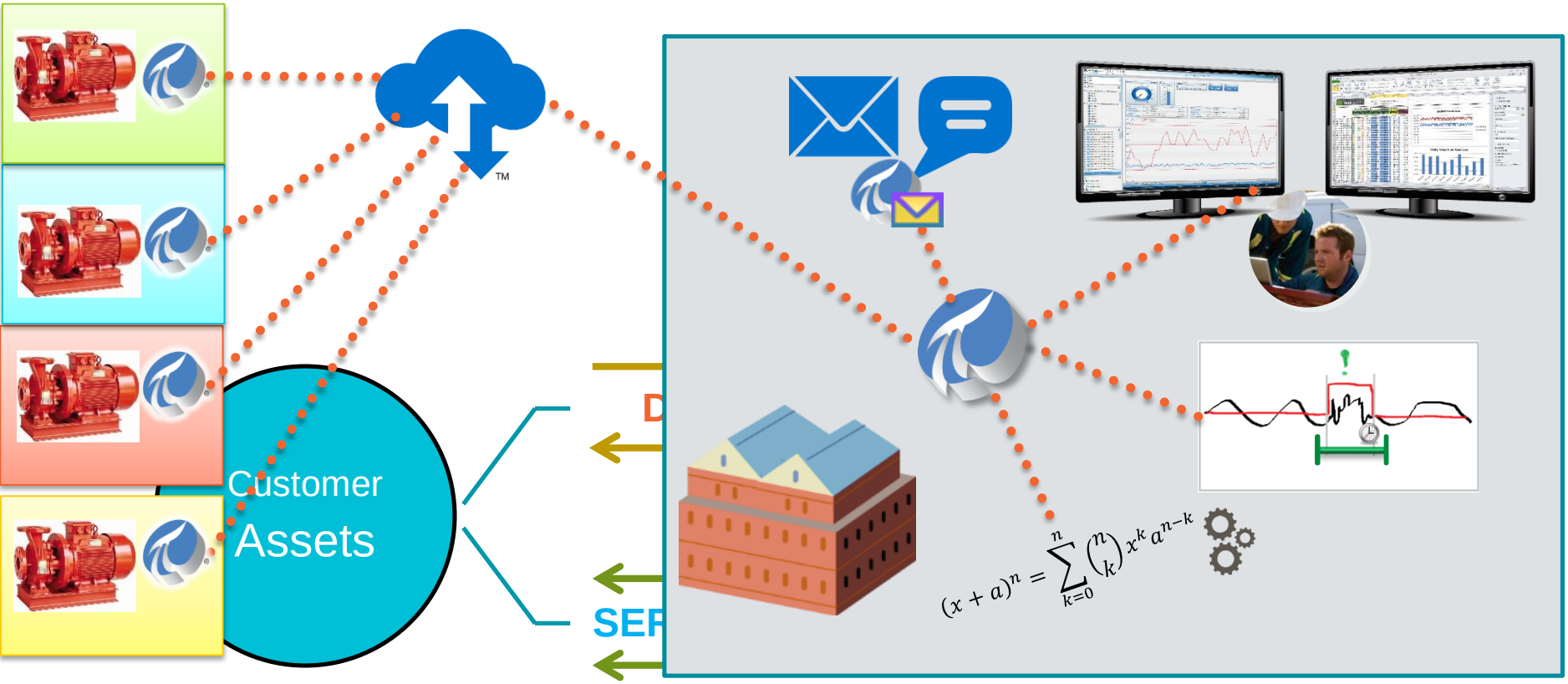
# What This Looks Like





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# Goal

"Allow customers to furnish data from a system they own so they can be better served by their vendors"

– Dr. J.P. Kennedy

- Deliver more value to asset owners
- Provide a simple, secure framework for key suppliers to obtain the machinery and system data they need to drive aftermarket service excellence.


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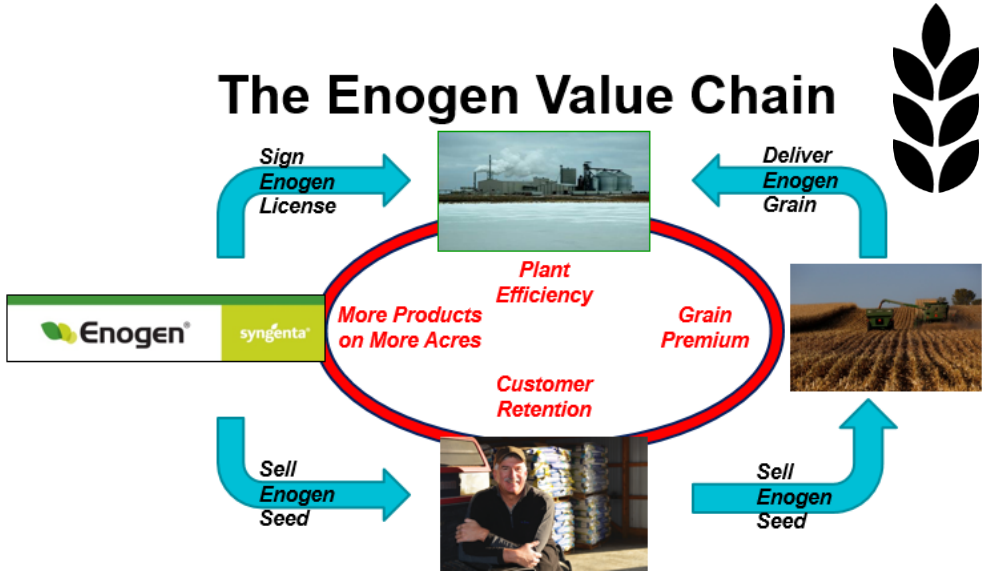
# Examples of Connected Service Agreements




Seed Tracking for Ethanol Production

Electrical Vehicles

Building Energy Consumption

Commercial Vehicles

Ethanol Plant

Home Energy Management Systems

Grid Storage

$$\sum_{k=0}^{n} \binom{n}{k} x^k a^{n-k}$$

Data Analytics

Wind

Solar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Start the conversation with your Account Manager **TODAY** to see how OSIsoft can support your unique business scenario


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# Call to actions

**PI Cloud Services Pod**
Partners & Product Expo

Tuesday
12:30-6:00pm

Wednesday
7:30-2:30pm

[Experience with PI Cloud Connect For JV Data Sharing]
Hess Corp & Industrial Evolution

Wednesday
9:00-9:30
*Imperial*

[Syngenta Enogen® Business Case Study: Our Evolution to Connected Services]
Syngenta Enogen

Wednesday
2:30-3:00pm
*Keynote*

**Sign Up today** at https://www.picloudservices.com !


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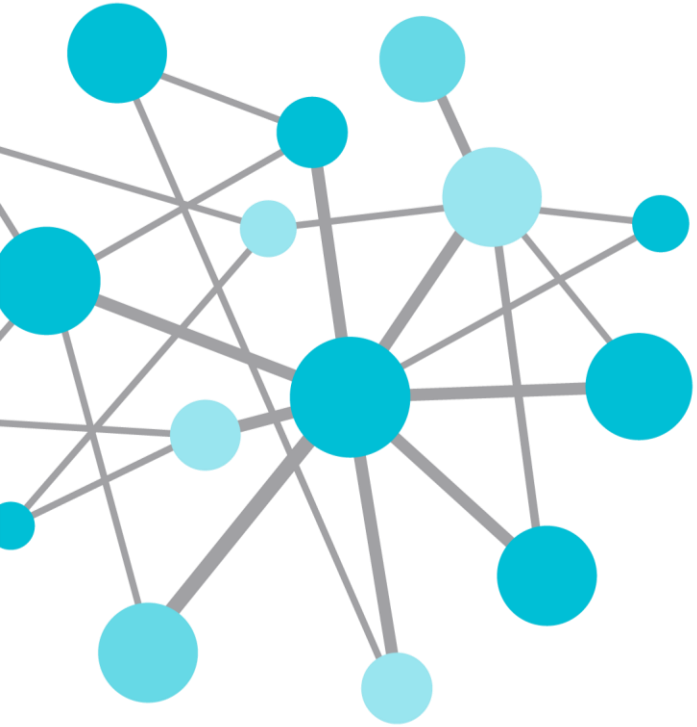

# THANK YOU

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