"You can't control what you can't measure"

"Data without context is limited"

Transform Your World with Data

"Real-time data delivers proactive versus reactive management"

"Without data you're just another person with an opinion"

"There's no EBITDA without BI"

Presented by **Martin Jetté, Eng, Regional Manager – Canada**
mjette@osisoft.com

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We believe People with Data can Transform their world

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Agenda

1. **Vision:** Transforming Your World With Data
2. **How:** Transform **data** into **information** for real-time decision support
3. **How:** Transform **information** into **intelligence**

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S.A., Centrica, CEZ, CF Gillard & Associates, CFE, Chelan County PUD, Chemtech, Chevron, Chevron Global Power, Chevron International Exploration and Production Company, Cisco, Cisco Systems, CleanTECH S[illegible] Networks, Columbia Pipeline Group, Comision Federal de Electricidad, [illegible] Energy, Crock, CSE-EIS Pte Ltd, CSN - Companhia Siderurgica Nacional, Cybertecnica, Cybertecnica Instrumentacao e Tecnologia Ltda, Cytec Industries, Cytec Industries Inc., Danisco – Genencor, Data South, Data South Systems, Inc., Dead Sea Works Ltd., Dell, Det Norske Veritas (DNV), DEVEX, Diavik Diamond Mines Inc, Digital Bond, Diosynth, Discussion, District Cooling System and Power Plant Co., DLL Solutions, Inc., Doble Engineering, Doble Engineering Company, Dofasco, Dofasco Automation Technology, Dominion Power, Domtar Papers, Dongbu Steel Co., Ltd., Dow Corning Corporation, Dow Reichold Specialty Latex, Dr Reddy's Laboratories, DST Controls, DTE Energy, Duke Energy, Dynegy Northeast Generation, e.On, E.ON Climate & Renewables GmbH, E.ON UK, Eastman Chemical, Eastman Chemical Company, Eastman Kodak Company, Eastman Chemical Company, eBay, Inc., École de Technologie Supérieure, EDF, EDF EN Services, EDF Énergies Nouvelles, EDF Hydro, Edipower, Edison Mission Energy, EDP, EDP Produção, EduQuest, Electricity Supply Board and Process Informatics Ltd., Eli Lilly, Eli Lilly – France, EME, EMEAt, Emerson Process Control, Emerson Process Management, Enbridge Energy, Enbridge Pipeline, EnCana, EnCana Oil and Gas, ENEL Energy Europe, Energy Metrics, Engro Innovative Automation Limited, ENI, ENI E&P, Entergy, Enviro-Accès, EON Climate & Renewables GmbH, EPRI, EQUATE Petrochemical Company, Equinix, ERG, ERG Power & Gas, ERGmed, Ergon Refining, Inc., Esri, Essar Steel Algoma, Inc., Exelon, Exelon / Peco, Exelon Corp., Exelon Nuclear Corporation, ExxonMobil de Vbenezuela, F. 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S.[illegible]ional de[illegible]co, Ocea[illegible]old Limited, Oji Paper Co., Ltd., Omi[illegible] Or[illegible]g, O[illegible]niver[illegible]Ma[illegible]r U[illegible]mat[illegible]Soft[illegible]Cro[illegible]Utiliti[illegible]OSy[illegible]-Hi[illegible]ontrol[illegible]ngine[illegible]Corp, [illegible]c Ga[illegible]lectric[illegible]Co[illegible]Pa[illegible]Pro[illegible]Ltd, Pasar Corp, PDL Biopharma, PE[illegible]PE[illegible]n y Pa[illegible]ex Re[illegible]Ho[illegible]Inc[illegible]Edge, Pe[illegible]PERTA[illegible]s, F[illegible]os M[illegible]ronas G[illegible]ology, Pe[illegible]ronas Penapisan Melaka, Pfizer Pharmaceuti[illegible]GNiG Technika, Phelps Dodge Miami Inc, Pimsoft, PJM, Plantsoft, [illegible]Soft Information Systems GmbH, Polimeri Europa, PolyOne, Port T[illegible]end Paper Corporation, Portland General Electric (PGE), Portland Water District, Power Factors, LLC, Power [illegible]eration, PowerFactors, Powerlink, PPM Energy, Prasentia, PREPA[illegible]ocess Innovations, Inc., Progress Energy, Project Performance Corp[illegible]on, Prosoft Technology, PSE&G, PTT Exploration and Production PLC, PTT ICT Solutions Company Limited, PTT NGV, Public Service Electric & Gas, Public Utilities Commission of Ohio, Purdue University, QNI Pty Ltd, Quantum Energy, Rakura, RasGas, Red Eléctrica de España, Reliant Energy, Inc., Reliant Resources, Inc., Repsol YPF, Rex Software Limited, Rhodia, Rhodia Poliamida, Rhodia/Solvay, Roche, RockTenn, Rockwell Automation, Rompetrol, Rompetrol Rafinare, Rotem Amfert Negev Ltd, RRI Energy, RtTech, Russo & Assoc, Russo & Associates, Russo Consulting, RWE IT GmbH, RWE npower, SA Water & Green Technology Services, Sacramento Municipal Utility District (SMUD), San Diego Gas & Electric, Sandia National Laboratories, Sanofi Pasteur, SAP, Sapphire Energy, Sappi Fine Paper North America, SAS, SASOL Synfuels, Saudi Aramco, SCADAhacker, Schweitzer Engineering Labs, Seattle Mariners, SECCO, SEL, Sempra Generation, Sempra Utilities, Shang Du Power Plant, Shanghai SECCO Petrochemical Co., Ltd., Shell, Shell Canada, Shell Exploration, Shell Group, Sherwin Alumina, Siemens AG, Siemens Power IT Solutions, Simply Energy Management, SINOPEC ChangLing Refinery, SIS SA, SISCO, SK C&C, Skanska, Skanska and Board of Directors US Green Building Council, Skanska Buildings USA, Slovnaft, MOL Group, SMART Papers, Smart Signal Corporation, SmartSignal, SmartSignal Corporation, Smith & Nephew Advanced Wound Management, Smurfit-Stone, Software Consulting Group, Soluziona Spain, Soluziona/Union Fenosa, Solvay Chimica Italia, Southern California Edison, Southern California Gas, Southern Peru, Southwest Gas Corp, Sozvesdie, SP Newsprint, Space Time Insights, Specialty Apps, Specialty Minerals, Specialty Publications, Statoil ASA, Steyer-Taylor Center for Energy Policy and Finance, Stanford University, Stockill Energy Management Services, Stratus Technologies, Subnet Solutions, Sumitomo Chemical Co., Ltd., Sun Chemical Corporation, SunChemical, SunCoke Energy, SunPower, Suzano Papel e Celulose, Suzlon Energy, Suzlon Wind Energy Corporation, SVP Skanska and Chairman of USGBC, Systems Integration Specialists Company, Inc. 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1,560,000,000

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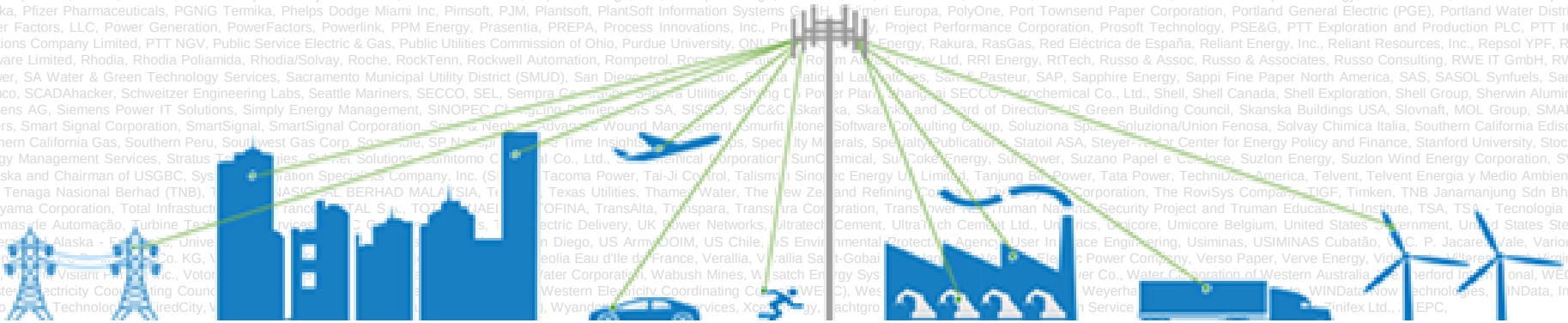
Over one thousand OSIsoft customers have spoken about transforming their world

1,100



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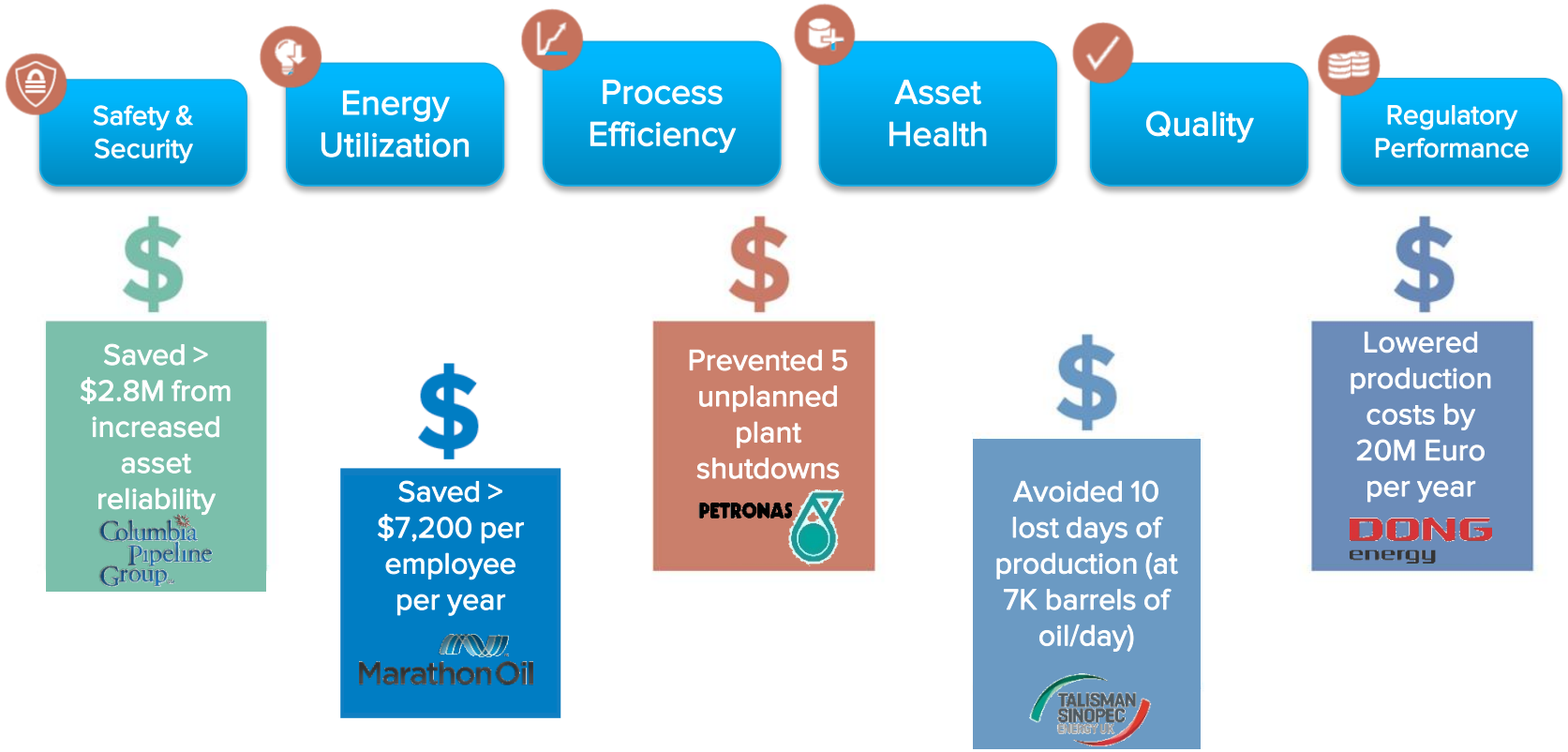
OSIsoft Customer Transformations



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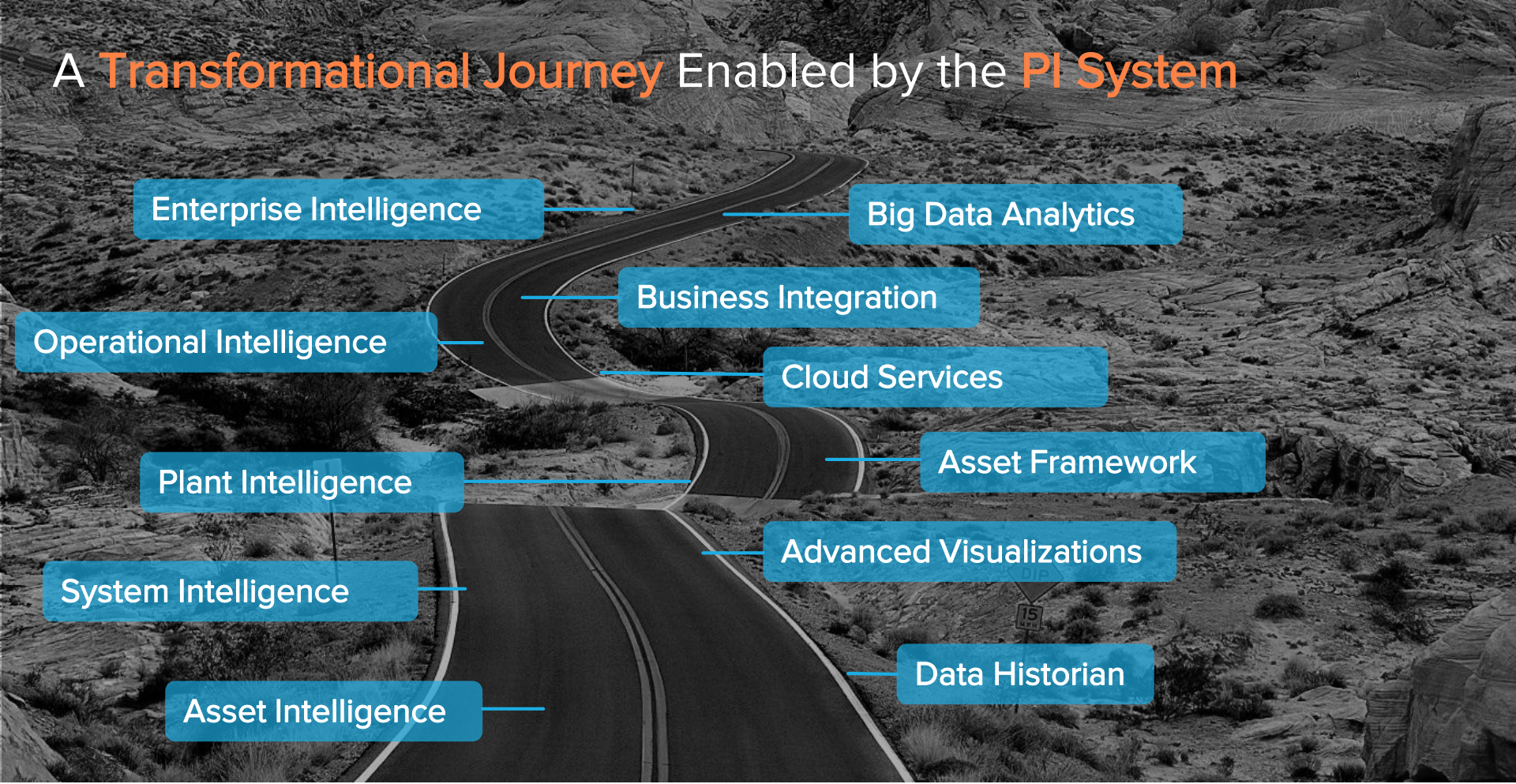
A Transformational Journey Enabled by the PI System



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The Modern PI System: Something for Everyone

Operators

- ✓ Ease of use
- ✓ Mobile access

Executives

- ✓ A data-driven enterprise
- ✓ Standardization

GIS

- ✓ Real-time data
- ✓ Space and time queries

Managers

- ✓ Cross-operational insights
- ✓ Improved partner services

IT

- ✓ Security
- ✓ Big Data
- ✓ Business Intelligence (BI)

OT

- ✓ Faster deployments
- ✓ Improved governance

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Opportunity: Extend **beyond** raw data for your **transformation**

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How: Transform the value of your data

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Transforming the Value of Data

Transform

Data

Information

Real-time Decision Support

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Transforming the Value of Data

Data

Transform

Information

Transform

Intelligence

Real-time Decision Support

Business/Operational Intelligence

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Transforming the Value of Data

Data

Transform

Information

Transform

Intelligence

Presentation: Transform **data** into **information** for real-time decision support

Presentation: Transform **information** into **intelligence**

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Hershey Company – AIM project
Accessible Information for Manufacturing

- North America's largest chocolate producer
- Deployed a strategy to manage real time data that helped transform their operations :
  - Improve OEE by 5%
  - Drive down maintenance expenses
  - Eliminate paper-based tracking processes
  - Accelerate and improve manufacturing management decisions

Russell Gregg, **The Hershey Company**
Sr. Project Manager, Manufacturing Information Systems Group

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« In 2015, We are now a Knowledge company rather than a chocolate company »

- COO

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감사합니다

谢谢

Danke

Gracias

Merci

Thank You

ありがとう

Спасибо

Obrigado

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