Welcome
Oceania – Regional Seminar 2015

Presenter : Steve Hofman, Regional Manager - Oceania

Date: September 2015
Location: The Westin, Sydney

First a big thank you to:

You, our customers. We have 6 customer presentations

Our Partners: We have 5 Partner presentations
Corporate:
      Esri, SAP & Rockwell
Local:

      Optimate (Diamond Sponsor & Dinner presenter),
      Mipac & GTS (Gold Sponsors & Lunch Presenters)
      Dimension Software & Roteq (Brozen Sponsors)

The OSIsoft team (19) that are here today.
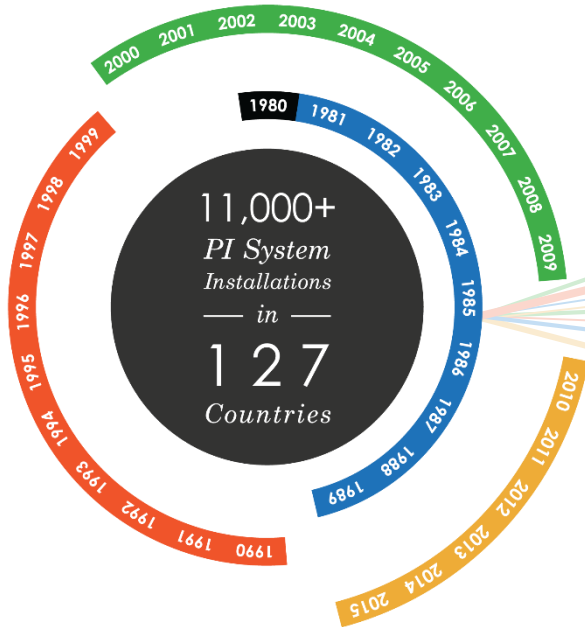   We have 4 OSIsoft Technical presentations and 2 Product Education streams (Friday)

And a special thank you to my account management team (6) that have worked so hard to get you all here today (over 100 attendees & 15 presentations)

OSIsoft believes **People** with **Data** can **Transform** their world

A Unique and Proven Vision

11,000+
*PI System
Installations*
— in —
1 2 7
Countries

For over 30 years OSIsoft has:

- Infrastructure for consolidation and centralization of sensor based data
- Open infrastructure to support best of breed ecosystems
- Scalability from small deployments to enterprise deployments
- Infrastructure for change
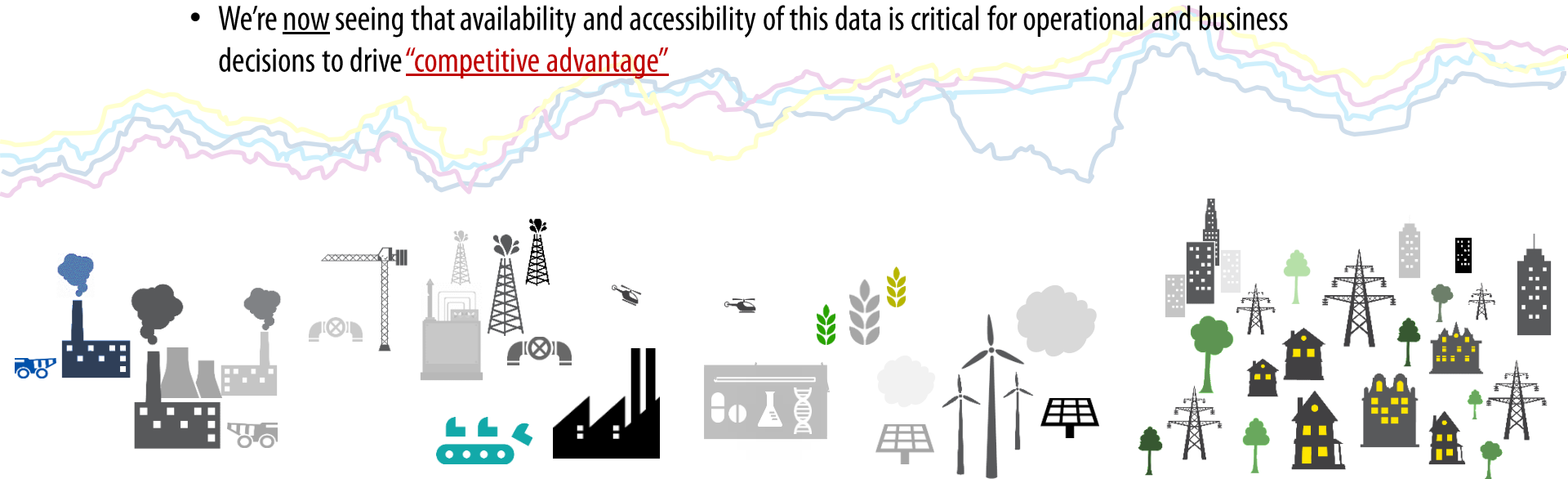- Infrastructure for empowering people

The need for a Data Infrastructure

- Real-time Operations Data is being created everywhere

  - We're <u>still</u> seeing that devices and systems are creating islands of data
  - We're are <u>now</u> seeing the demand to connect data with <u>context</u>, to systems, to people, to actions
  - We're <u>now</u> seeing that availability and accessibility of this data is critical for operational and business decisions to drive <u>"competitive advantage"</u>
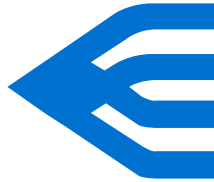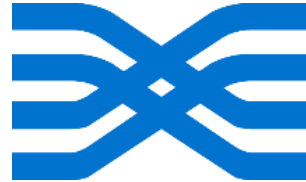
What is an Infrastructure?

in·fra·struc·ture [in-fruh-struhk-cher]

"It can be generally defined as the set of **interconnected structural** elements that provide **framework supporting** an entire structure of development[1]"
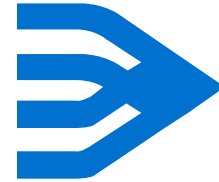
Traits of an Infrastructure

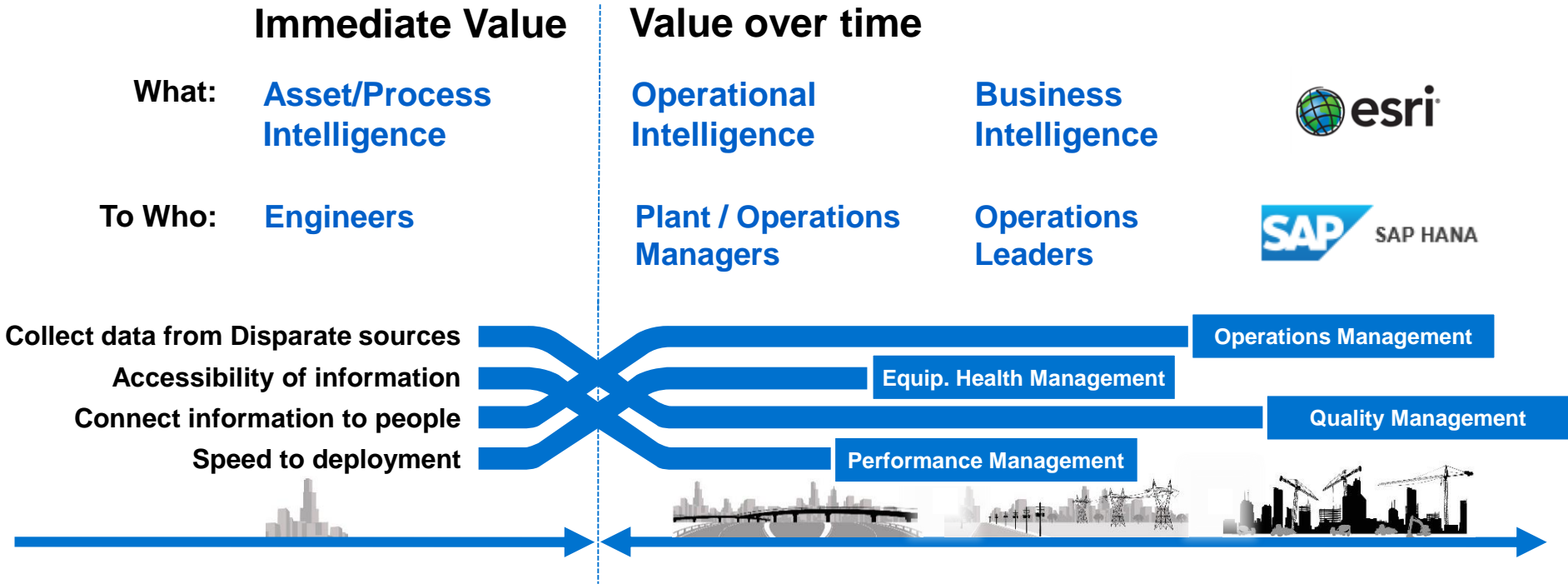Reliability
Security
Extensibility
Agility

Scalability
Availability
Connectivity
Simplicity

Enabling the convergence of Operational data across the Enterprise

Infrastructure: Enables Value Over Time

Immediate Value	Value over time		
What: Asset/Process Intelligence	Operational Intelligence	Business Intelligence	
To Who: Engineers	Plant / Operations Managers	Operations Leaders	SAP SAP HANA

Collect data from Disparate sources

Accessibility of information

Connect information to people

Speed to deployment

Operations Management

Equip. Health Management

Quality Management

Performance Management

Infrastructure: Creates Operational Intelligence for the Business

Safety & Security	Energy Utilization	Process Efficiency	Asset Health	Quality	Regulatory Performance

Operators
Craftsmen
Supervisors

- ✓ Achieve daily targets
- ✓ Resolve immediate issues
- ✓ Maintain schedule/plan
- ✓ Safe operations

Process Engineers
Production Superintendents
CoE experts

- ✓ Detect excursions
- ✓ Maintain process stability
- ✓ Improve productivity
- ✓ Improve quality

Location Managers
Regional/Global Ops
Business leadership

- ✓ Understand/grade perf.
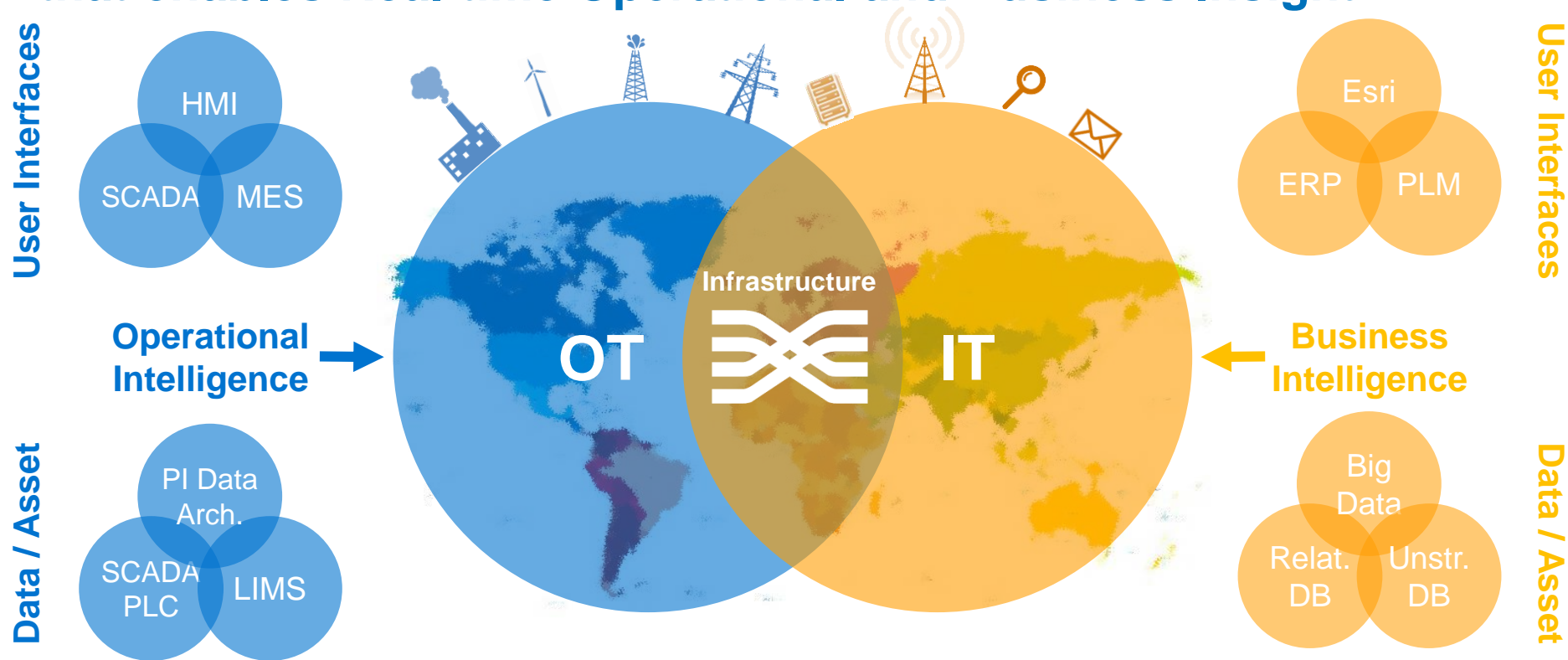- ✓ Adjust expectations
- ✓ Establish plans
- ✓ Calculate forecasts

PI Infrastructure: Is the convergence layer between OT & IT that enables Real-time Operational and Business Insight

User Interfaces

HMI

SCADA MES

Operational Intelligence →

Data / Asset

PI Data Arch.

SCADA PLC LIMS

Infrastructure

OT IT

User Interfaces

Esri

ERP PLM

← Business Intelligence

Data / Asset

Big Data

Relat. DB Unstr. DB

Driving "Competitive Advantage" for our Customers

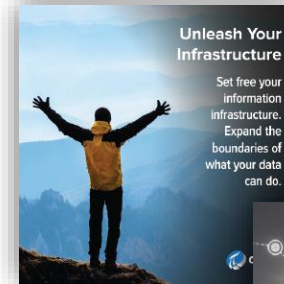| Safety & Security	Energy Utilization	Process Efficiency	Asset Health	Quality	Regulatory Performance
PETRONAS	Microsoft	Columbia Pipeline Group	Power Stream	Maynilad	Wheelabrator Technologies Inc. A Waste Management Company
Reduced **5 unplanned** shutdowns in 2013	Reduced facilities energy costs by over **$2M**	Over **$2.8M** in savings from event prevention	Avoided up to **$2M** savings if unit failed	Recovered **640M** liters of treated water	**$300k** in savings Water temperature permit compliance

A PI Infrastructure:

- Is an enabler for Operational Intelligence

- Delivers Operational and Business outcomes easily, efficiently and effectively

- Drives "Competitive Advantage" for you and your business

"Intelligence without data is the slowest path to success.

Data without intelligence is the noise before failure"

What are some of the key take aways from this event?

I see at least two things:

> How can <u>we</u> help you do things better tomorrow, than what you did today.

> What can <u>we</u> do with your PI System to drive "Competitive Advantage".