

Past, Present and Future Insights for a Journey to Operational Intelligence

Presented by Martin Otterson, OSIsoft









Martin Otterson

Journey to
Operational
Intelligence

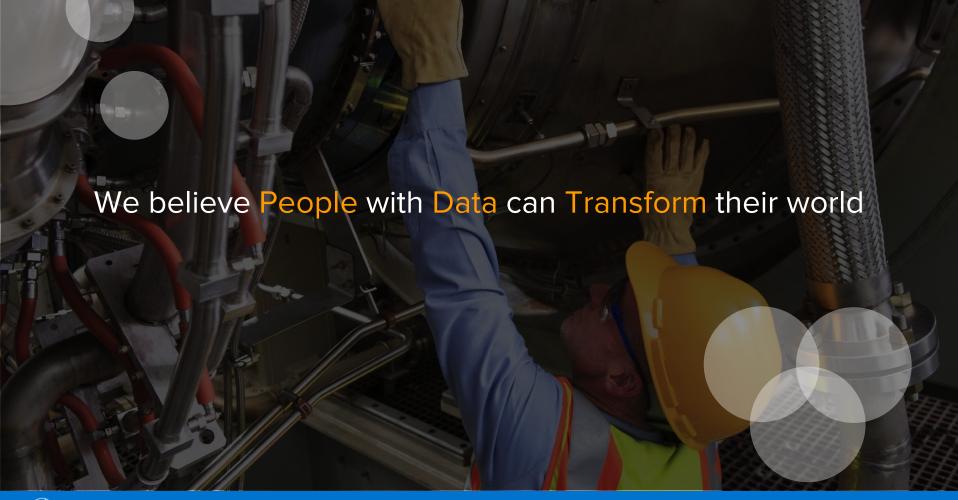
Joseph Sirosh

Connected Cow to Connected Datacenter, Advanced Analytics in the 21st Century Nils Herzberg

loT & Big Data for the Industrial Space Norton Green

OSIsoft's Journey to Operational Intelligence







Game Plan for Your Journey

- 5. Socializing the business case
 - Build internal awareness

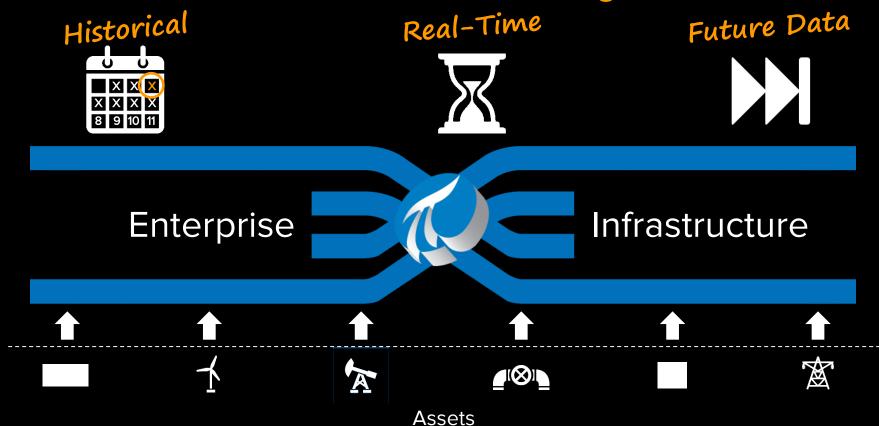
- 3. Imagine the possible
- What else could you do?

- 1. Aligning our vision
- Understanding your strategic focus
- How does OSIsoft align with your goals

6. Buy-in

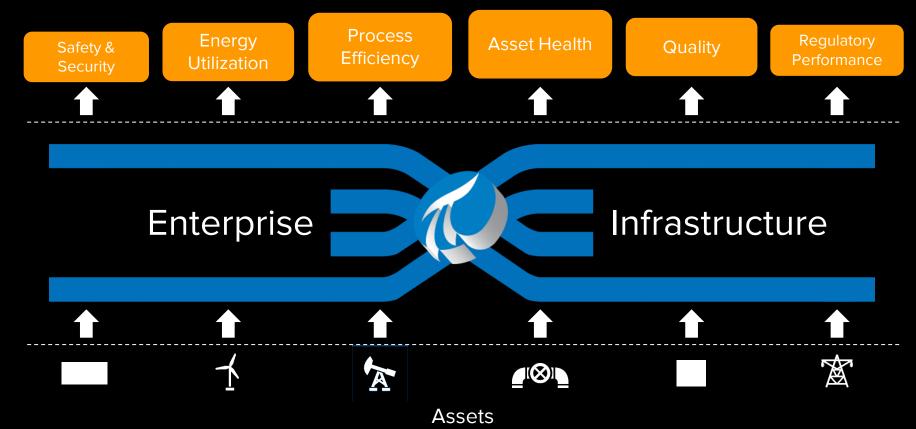
- Business impact workshop to assess areas of transformation
- 4. Mapping your organization
- Identify key stakeholders, what they value, and a plan for success
 - 2. Document your success
 - Showcase what you have been able to achieve with the PI System

Infrastructure For Transformative Insights





Insights For Enterprise Impacts





IK. Liburdi Automation Inc., Lo Lakura International Consulting. naview Power, Lonza Biolo Angeles Departme iter and Powe Renewable Power, Ireland, Mal ek Polymers, Mangan, Marath prporation, Maynilad Water Mead Johnson N Is. MeadWes Microsoft Corporation, Microsoft Vicrosoft Technology Center, ISO, Millennium Chemicals um Inorganic Cher a Cristal Globa Papers, MOL Group, MOL Group DL Group SCM, Momentive Sp. hemicals, Mondi Packagin Swiecie S.A., Mond Mondi Swiecie S.A., Mopani Copper Mines, NaturEner, NEMMCO, New Gold ewEnergy Associates, NiSource ansmission & Storage, No Itilities, Novartis, NP 3 Energy, NTPC, NTPC Ltd., NOIDA, Nynas Paper Co., Ltd., Omicron, Omicr ulting, Open University at Manc K, Optimate, OSIsoft, Or onsulting, Inc., OSyS ech Control and Engineering, Pacific Corp. P PDL Biopharma, PECO, PEME: X Exploración y Producción, Po finacion, Pepco Holdir Perceptual Edge, Pe Inc., PERTAMINA, Petrobras, Petroleos M Melaka, Pfizer Pharmaceuticals Termika, Phelps Dodge Miami II ft, PJM, Plantsoft, F Information Systems (olimeri Europa PowerFactor: Powerlink, PPM L Power Factors, LLC, Power Ge asentia, PREP/ Innovations, Inc., Prod ergy, Projec miccin-Solutions Company Limited, PT 'ublic Servir & Gas. Public \ due University, QNI Ptv L itum Energy. Software Limited, Rhodia, Rhod ida. Rhodi loche, RockTenn. inpetrol, Rompetrol Rafinare Amfert Negev L npower, SA Water & Green Tec Services, &) Municipal Utility Dis Diego Gas & Electric, Sandia I Laboratories, Sano.

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Company, Genentech, Inc.

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ABB, Abbott Laboratories, Abbott Laboratories, Abitibi Consolidated, Accenture, Acciona Energía, Accelerating Data Center Efficiency, Adani Ports & SEZ Limited, ADM Systems and Engineering, ADM Systems Engineering Ltd., Advanced Solutions, AEP, AB AES Tietê and Critical Software, Air Liquide, Akenerii Elektrik Üretim A.S., Aker Solutiojons, Akzo Nobel Base Chemicals B.V., Akzo Nobel Base Chemicals B.V., Alberto-Culver, Alcoa, Alcoa, Global Primary Metals, Alcoa Power Generating, Inc., Alcoa Power Generating, Inc., Alcoa, Inc., Generating, Inc., Aligned Energy, All, Allegheny Energy, Alliance Pipeline, Alliander, Alliander, Alliander, NV, Alliant Energy, Alveska Pipeline, Service Company, American Electric Power, American National Nationa Research, Inc, Anglo American, Anglo American Chile, Anglo American Platinum, Anglo Platinum, Anglo Platinum, Appleton, Appleton, Appleton Papers Inc., Applied Extrusion Technologies, APS, Argyle Diamonds, Arizona Public Service Company, Arkema, Inc. Arkema/Total, ATOFII Chemicals, Inc., AVESTOR, Bachmann, BASF, Bayer, Bayer Material Science, Berliner Wasserbetriebe Berlin, BHP Billiton, Biota Guard AS, Black & Veatch, Blaine, Blue Nickel Solutions, Boise, Inc., Bonneville Power Administration, BP, BP Products NA, Brasc Energy Marketing Inc., Bridgeline Holdings, Bristol-Myers Squibb, British Gas, Brock Solutions, CAISO, Calgon Carbon, California ISO, Calpine Corporation, Capula Ltd., Cargill, Inc., Carnegie Mellon University, Cascades, Caterpillar, Inc., Celanese, CEME CEMIG - GT, CENACE - CFE, CENACE Quito-Ecuador, S.A., Centrica, CEZ, CF Gillard & Associates, CFE, Chelan County PUD, Chemtech, Chevron, Chevron, Global Power, Chevron International Exploration and Production Company, Cisco, Cisco System CleanTECH San Diego, Clearwater Paper Corporation, CLP, CMPC, Cobre las Cruces, Codelco Chile, Codelco Chile - División Codelco Norte, Codelco Chile División El Teniente, Codelco Norte, Coherent Networks, Columbia Pipeline Group, Comision Federal Electricidad, Mexico, Conchango (UK) plc, Conectiv Energy, ConEd, ConocoPhillips, Constellation Energy, Consultant, CONTAC, Contact Ingenieros, Contact Energy, Coors, CORESO, Corning, Inc, CPS Energy, Crock, CSE-EIS Pte Ltd, CSN - Compani 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, Dia 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 St. 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 Chemi 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 Sup 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 Innovat

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Fulnix, ERG, FDC Barrard Care FDC and Factor Refining, Inc., Esri, Essar Steel Algoma, Inc., Exelon, Exelon / Per

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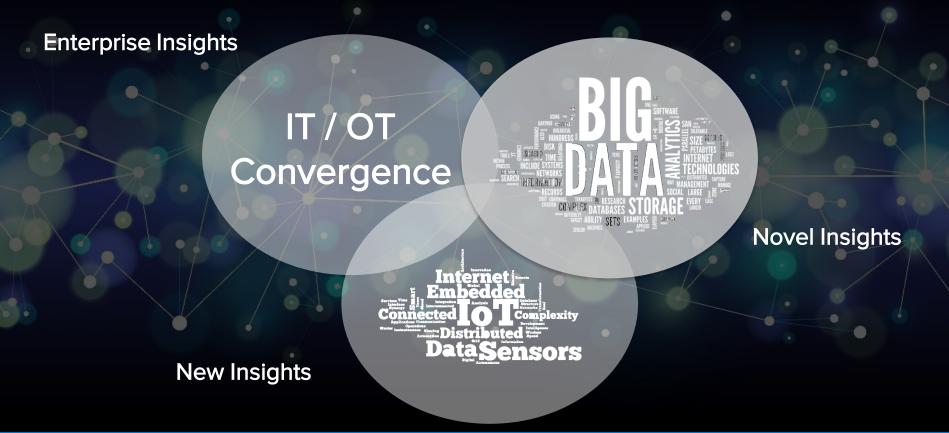
Mariners, SECCO, SEL, Sempra Generation, Sempra Utilities, Shang Du Power Plant, Shanghai SECCO Perogneralical Co., Ltd., Shell, Shell Canada, Shell Exploration, Shell Group, Sherwin Alumin

lanagement, 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, SMA al Corporation, Smith & Nephew Advanced Wound Management, Smurfit-Stone, Software Consulting Group, Soluziona Spain, Soluziona/Union Fenosa, Solvay Chimica Italia, Southern California Edis

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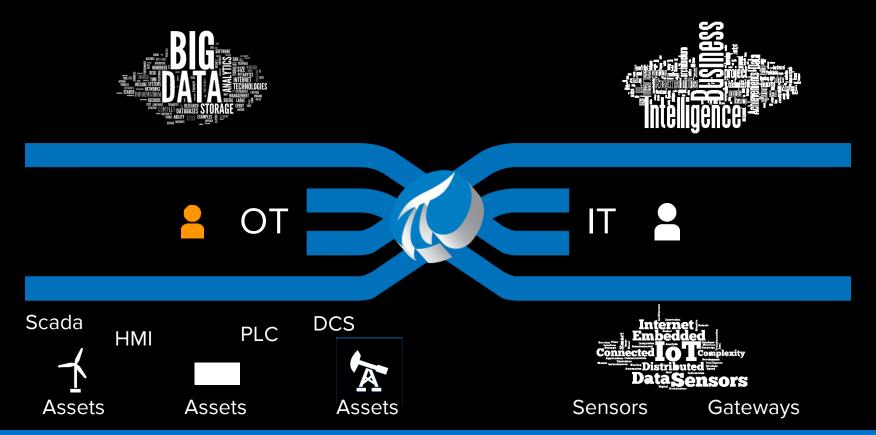
USERS CONFERENCE 2015

Sensor Data Trends and New Insight Opportunities





Infrastructure For Today and Tomorrow's Transformations





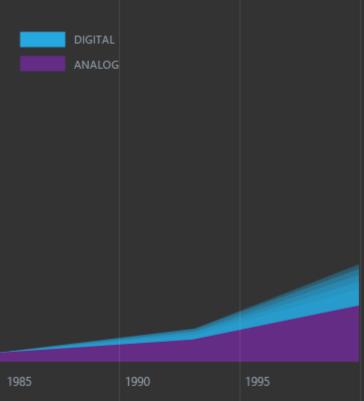


Connected Cow to Connected Datacenter - Advanced Analytics for the 21st Century

Joseph Sirosh
Corporate Vice President



The world's data



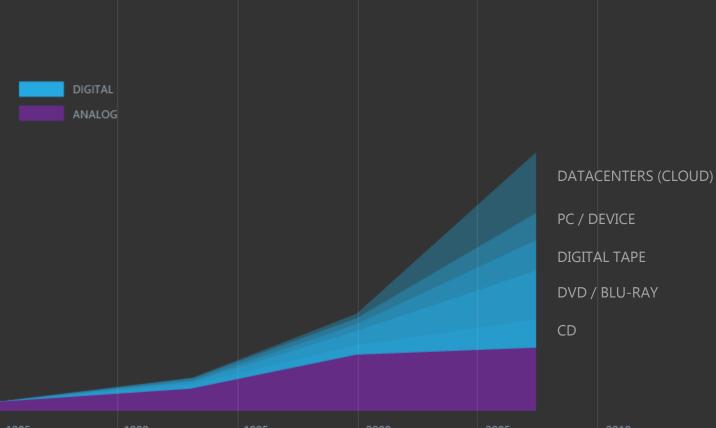
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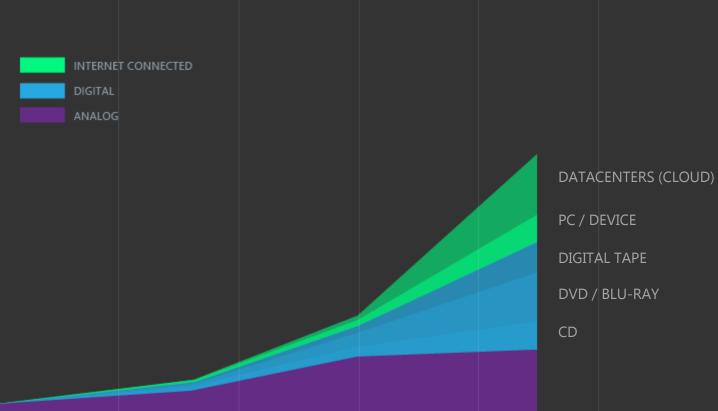
2020

The world's data

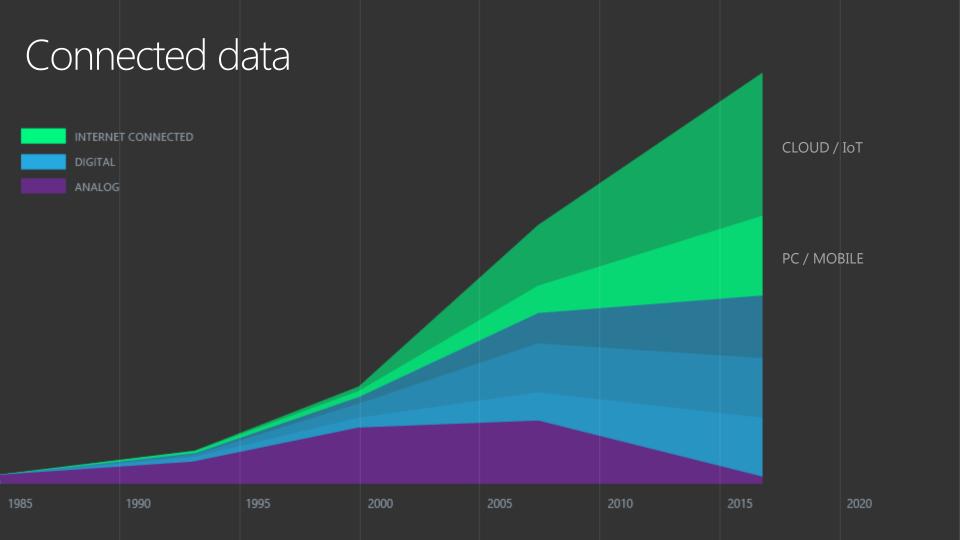


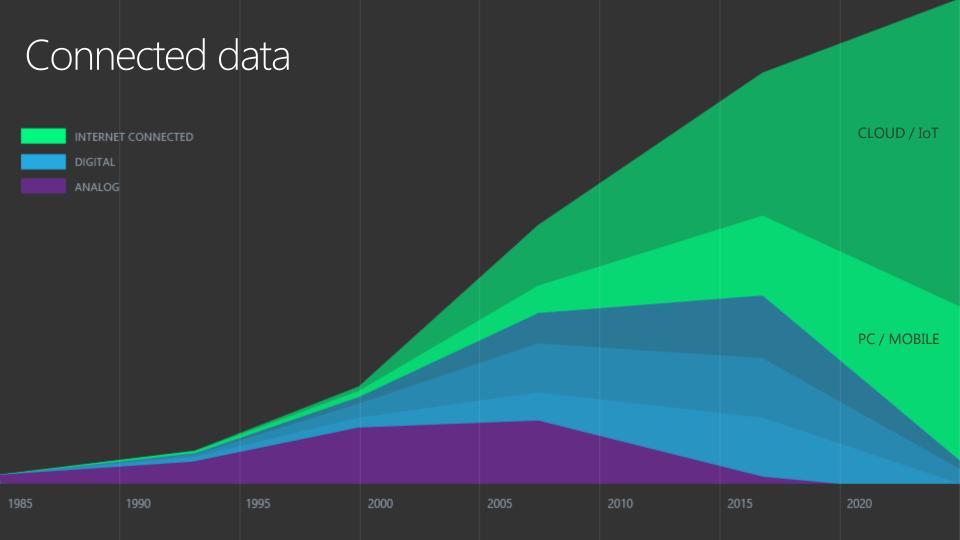
1985 1990 1995 2000 2005 2010 2015 2020

Connected data



1985 1990 1995 2000 2005 2010 2015









Do cows need to take 10,000 steps a day?



What a dairy farmer can do..

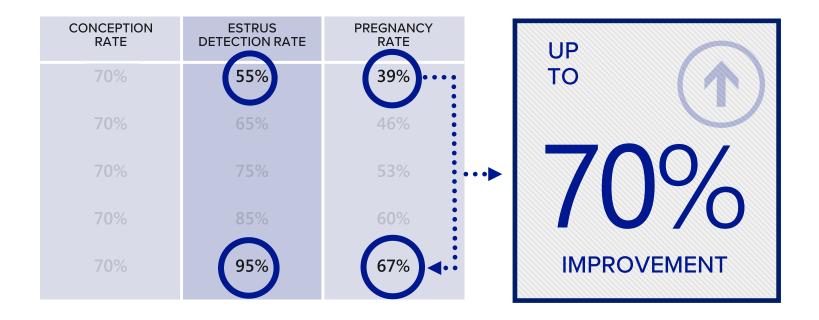


Detect health issues early and prevent loss



Improve cattle production by accurate detection of estrus

Effect of estrus detection rate on increasing pregnancy rate



Source: "Detection of Standing Estrus in Cattle"
FS921B – George Perry, Beef Reproduction and Management Specialist Animal and Range Sciences Department

But this is hard...



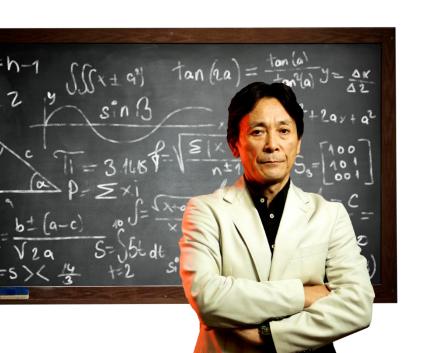
Estrus lasts only for 12-18 hours every 21 days



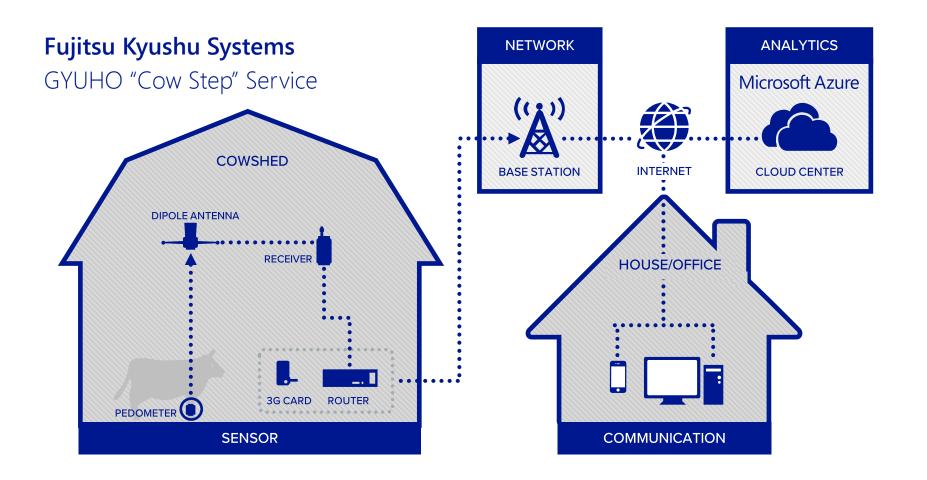
Occurs mostly between 10pm and 8am

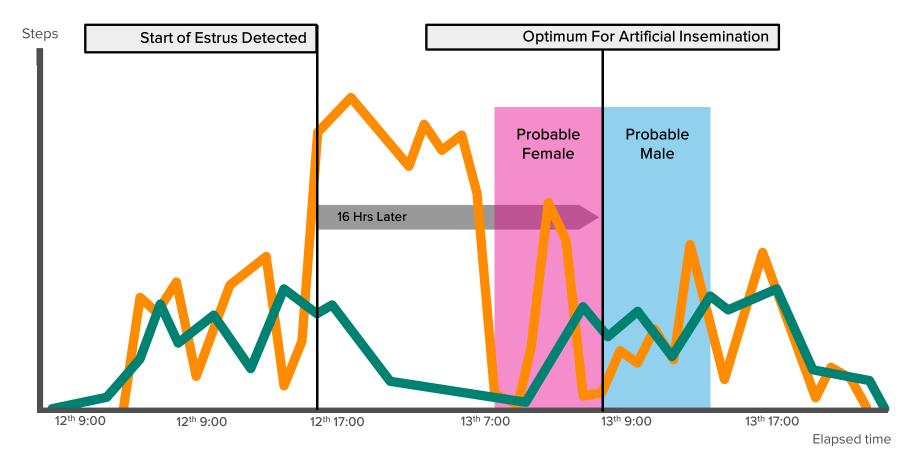


How can farmers tell when the time is right for hundreds of cows?









"In God I trust, but all others bring data"

W. Edwards Deming

Economic effects before and after utilizing Fujitsu GYUHO system on 11 dairy farms

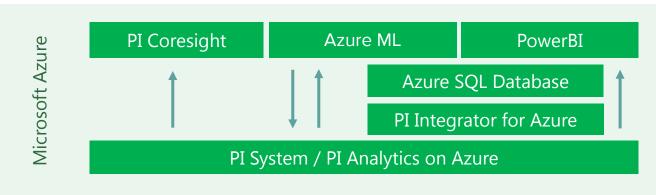
STOCK FARMER NAME	BREEDING NUMBERS	BEFORE GYUHO INTRODUCTION 8 MONTHS		AFTER GYUHO INTRODUCTION 8 MONTHS		SHORTENED DAYS	ANNUAL PRODUCTION INCREASED HEADS	ANNUAL INCREASE IN %	INCOME INCREASE BY PRODUCTION INCREASE JPY350,000/ CATTLE (♂・♀AVERAGE)
		DAYS-OPEN	INTRAPARTUM INTERVAL	DAYS-OPEN	INTRAPARTUM INTERVAL				
1 A STOCK FARMER	180	78	363	63	348	15	8	4%	2,800,000
2 B STOCK FARMER	262	74	359	59	344	15	12	5%	4,200,000
3 C STOCK FARMER	110	96	377	66	351	26	8	7%	2,800,000
4 D STOCK FARMER	202	54	339	40	330	9	6	3%	2,100,000
5 E STOCK FARMER	498	78	363	51	336	27	40	8%	14,000,000
6 F STOCK FARMER	201	154	439	74	359	80	37	18%	12,950,000
7 G STOCK FARMER	537	115	400	62	347	53	75	14%	26,250,000
8 H STOCK FARMER	273	217	502	66	351	151	85	31%	29,750,000
9 I STOCK FARMER	173	137	422	67	352	70	29	17%	10,150,000
10 J STOCK FARMER	248	83	368	50	335	33	24	10%	8,400,000
11 K STOCK FARMER	151	102	387	69	354	33	13	9%	4,550,000
AVERAGE	258	108	393	61	346	47	31	12%	10,722,727



Microsoft Critical Infrastructure Operations (MCIO)

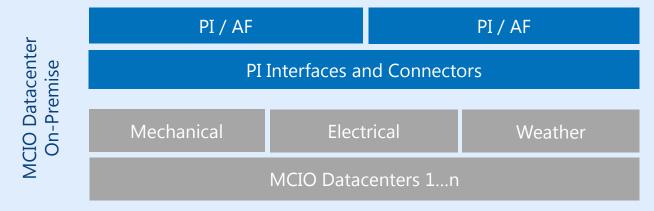


OSIsoft PI and MCIO Datacenters



Operationalize Azure ML forecasting and predictive analytics for xUE (PUE, CUE, WUE) calculations with data from PI System

Create Event Frames, asset-based analytics and cloud-based Power BI Dashboard for performance analysis from aggregated PI System on Azure IaaS.



Collect real-time and historical data from Datacenter Mechanical, Electrical Systems and weather feeds within on premise PI Systems. Microsoft Datacenters are OSIsoft EA customers from 2007 Search for entities by name, algorithms or tags

Discover. Learn. Share.



Oil Price Forecasting with STL+ETS model

This experiment is a demonstration on how user apply STL decomposition and ETS model on time series data in AzureMI.

Forecasting ETS STL

Yijing Chen



Trending experiments

A EXPERIMENT Sample 1: Download dataset from UCI: Adul



This sample demonstrates how to download a dataset from a http location, add column names to th...

reader http reader input

A EXPERIMENT

Tutorial: Building a classification model in



This experiment serves as a tutorial on building a classification model using Azure ML. We will be using...

Two-Class Decision Forest tutorial classification

A EXPERIMENT

Telco Customer Churn



Customer churn can take different forms, such as switching to a competitor's service, reducing th...

Two-Class Decision Forest

Customer Churn Decision Tree

A EXPERIMENT

Predict Wine Quality -Classification



Prediction of wine quality using Multiclass Classification analysis

Multiclass Decision Forest, Multiclass Decision Jungle, Multiclass Neural ...

Multiclass Classification

A EXPERIMENT

Predictive Maintenance Model



This is a predictive maintenance model that predicts yield failure in a semiconductor manufacturing ...

Two-Class Boosted Decision Tree, Two-Class Logistic Regression, Two... Predictive maintenance model

A EXPERIMENT Recommender: Restaurant ratings

VIEW ALL

Q

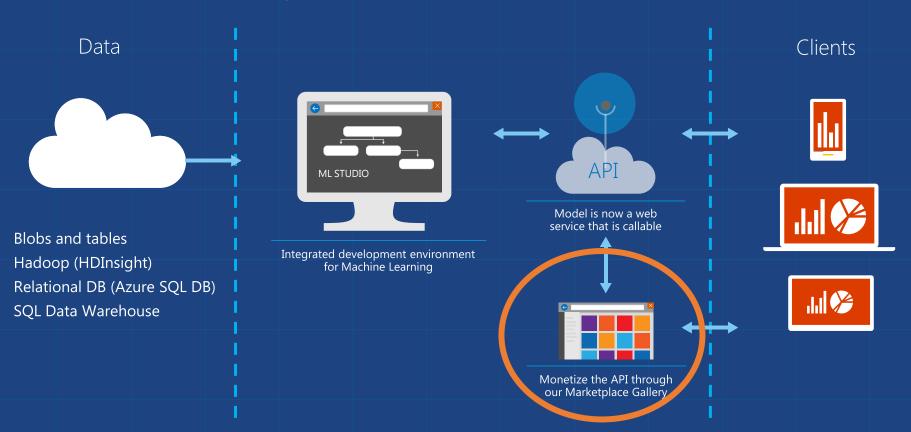


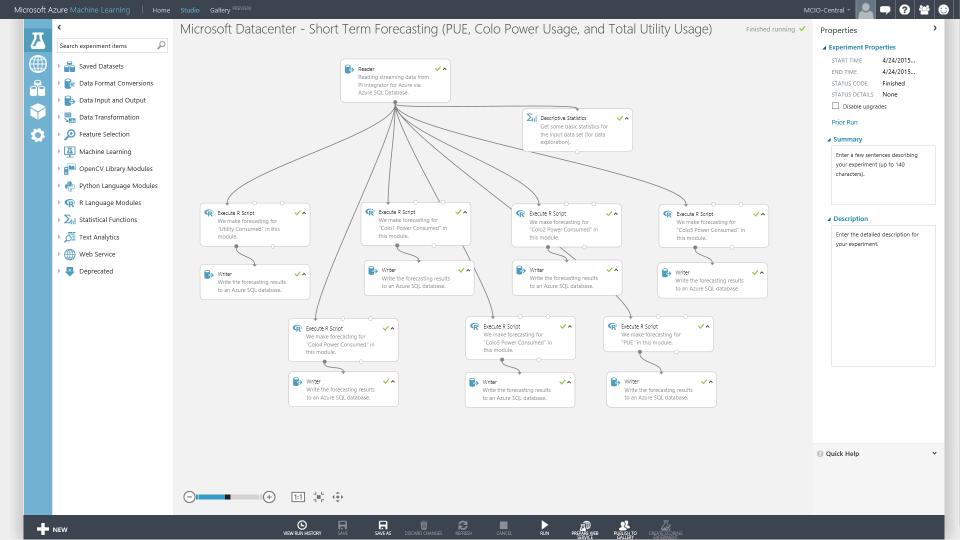
This experiment demonstrates the use of the Matchbox recommender modules to train a restaurant rec...

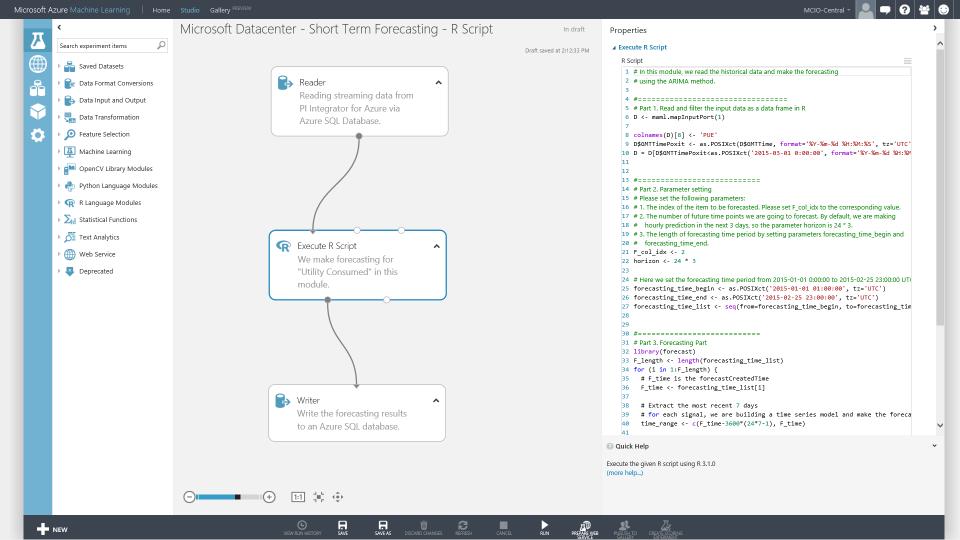
Recommender Restaurants

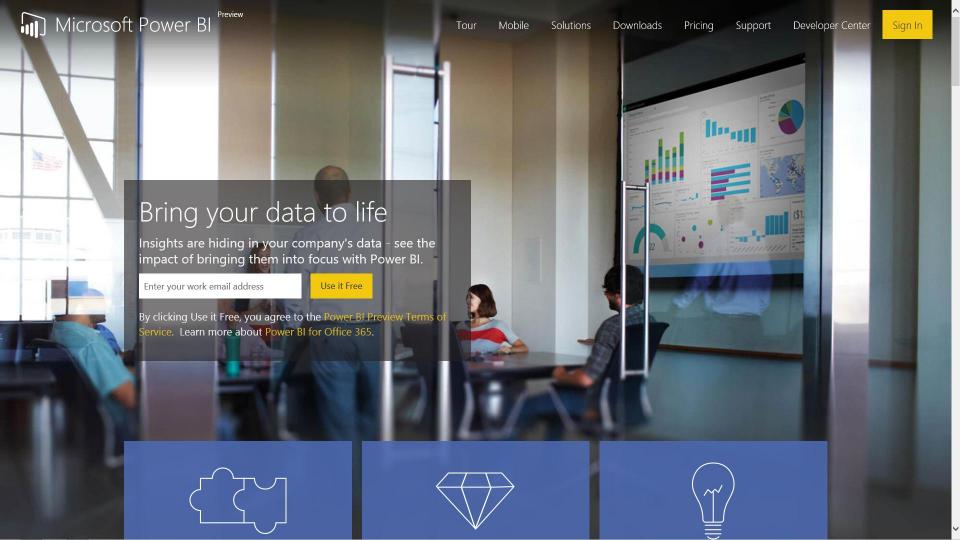
Azure Machine Learning

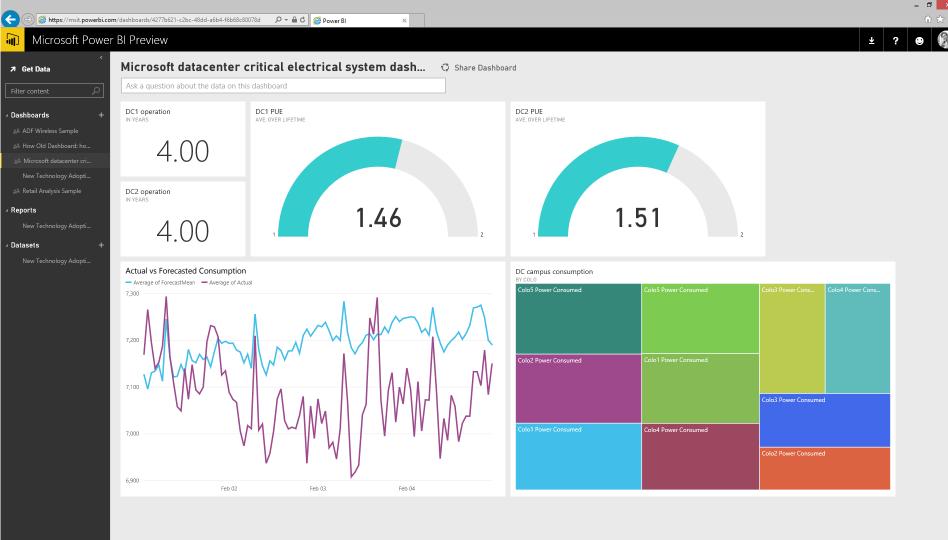
Data -> Predictive model -> Operational web API in minutes

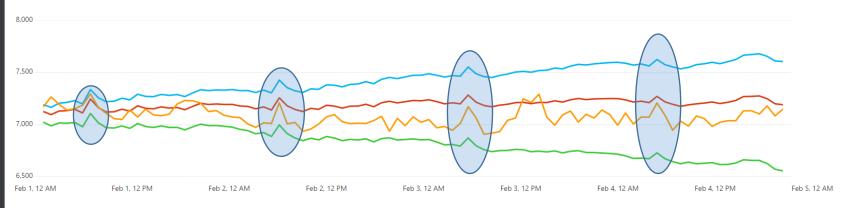


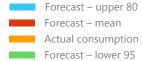


















Allows to store and analyze past / present / future/predicted data



Allows to operationalize R code as a web-service





Predicts possible spikes (highs and lows) for xUE (PUE, CUE, WUE) metrics Makes just-in-time changes to the operation Reduces Energy Usage, and improves xUE





IHANK Y()





IoT & Big Data for the Industrial Space

Presented by Nils Herzberg, SAP

Thing to Action – OSIsoft & SAP Partnership for Customer Value

Nils Herzberg – Co-Lead for IoT Go to Market April 2015

Public



There is no BI without PI

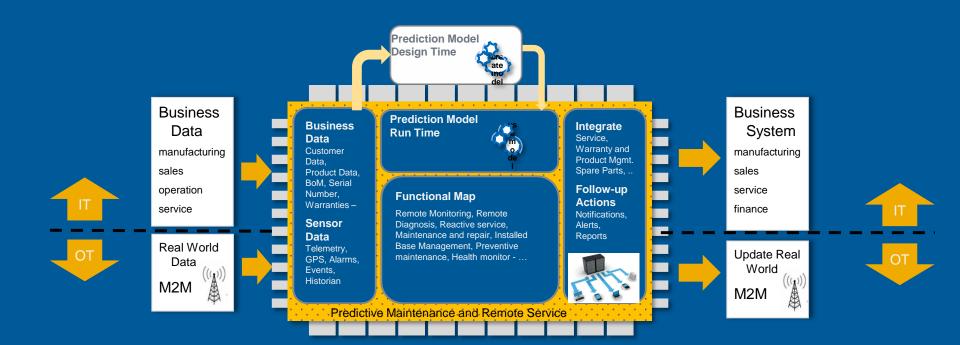
Josh Greenbaum 2006



There is no convergence of OT and IT without OSIsoft and SAP

Martin Otterson & Nils Herzberg
April 28th 2015



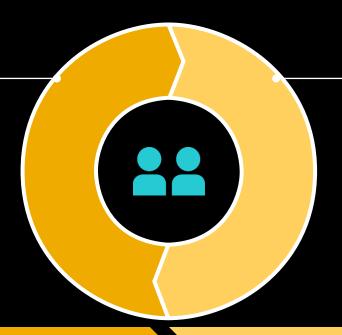




PI System

Processing & analyzing of data in the same time period and rate...

as the dynamic fluctuations in data and events actually occur.





SAP HANA & S4HANA

Analyzing and processing of already stored data...

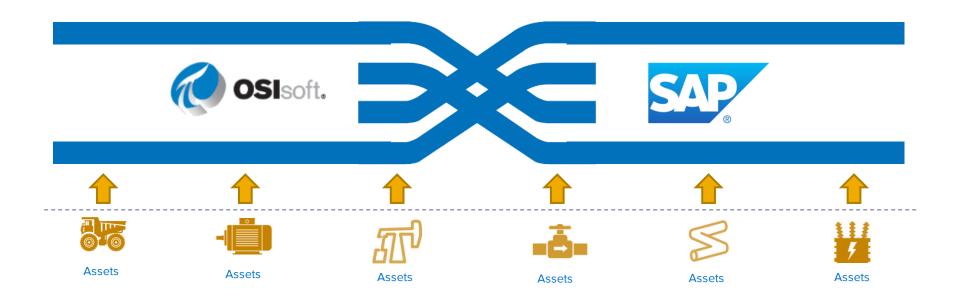
within **seconds to minutes** of processing time

Thing to Insight

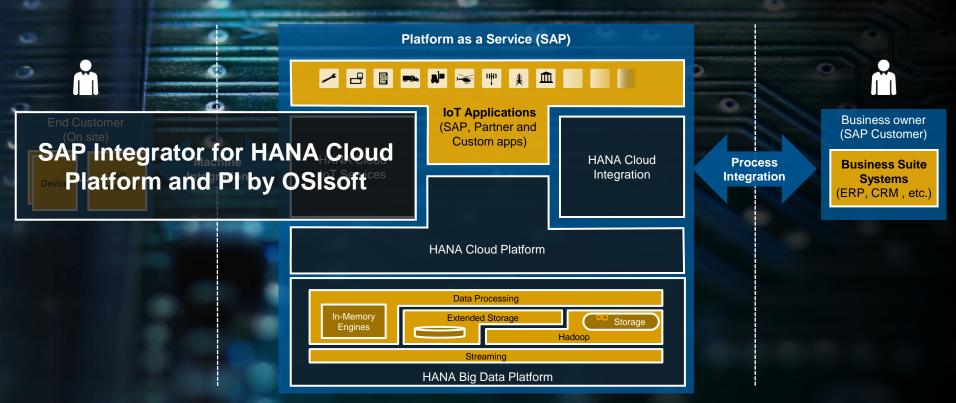
Insight to Action

SAP Integrator for HANA and the PI System by OSIsoft

SAP Integrator for HANA Cloud Platform and the PI System by OSIsoft



SAP HANA Cloud Platform – a central element as your In-Memory 'Platform as a Service'



Making your life simpler in UTILITIES

Real-time grid analytics

Outage prevention and management

Asset health management and predictive maintenance

Leakage and fraud management

Consumption and load analytics

Demand response management

Commercial load planning and virtual power plants

Management of wind farms

Making your life simpler in OIL & GAS

Drilling Optimization

Geospatial Integration Asset health management and predictive maintenance

Leakage Detection

Fuel Management Feedstock supply optimization

Transmission Line-Pack Management

Regulatory Compliance

Get onto the inside track on IT/OT convergence

- Talk to OSIsoft during this UC
- Talk to SAP during this UC
- Register for the upcoming Webinar Series
- Be a beta-customer!







RUN SIMPLE

Thank you!

Thing to Action – OSIsoft & SAP Partnership for Customer Value

Nils Herzberg – Co-Lead for IoT Go to Market

April 2015







OSIsoft's Journey to Operational Intelligence

Presented by Norton Green, OSIsoft

Our Story



TREMENDOUS GROWTH



Our Story

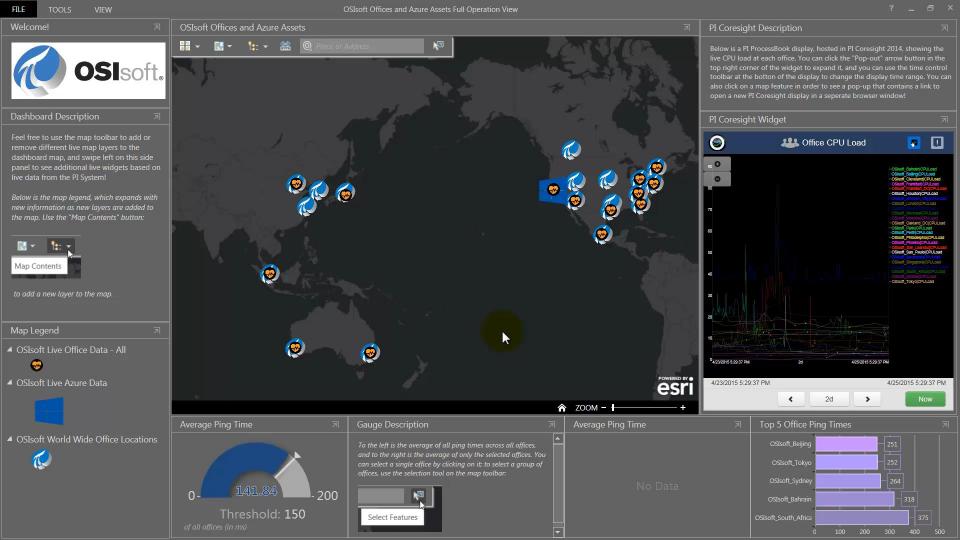


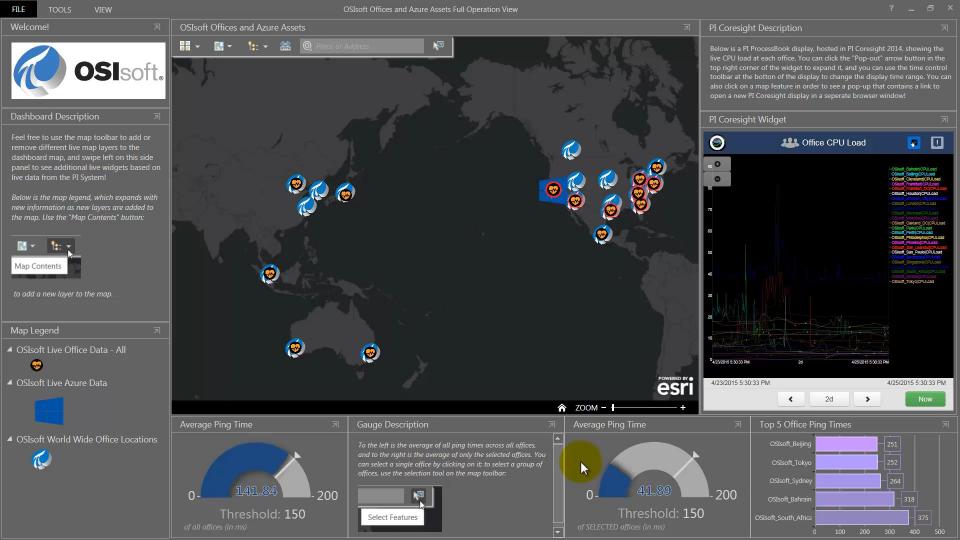


Our Story Calgary, Alberta **NO VISIBILITY** Moscow, Russia Montreal, Quebec London, UK Frankfurt, Germany Mayfield Heights, OH Paris, France Philadelphia, PA Seoul, South Korea (AID) Beijing, China San Leandro, CA Johnson City, TN Tokyo, Japan Madrid, Spain Savannah, GA Phoenix, AZ Shanghai, China Houston & Longview, TX Manama, Bahrain COMPLEX Mexico 9 Лехісо 🧲 IT ARCHITECTURE Singapore Sao Paolo, Brazil Perth, Australia Durban, South Africa Sydney, Australia **TREMENDOUS OSIsoft Headquarters GROWTH OSIsoft Offices** OSIsoft Offices - in development





















40.30% Percent of Underutilized Machines

31.61% Percent of Budget Utilization

Sales

Percent of Underutilized Machines

Percent of Budget Utilization

53.15%

13.37%

IT

Percent of Underutilized Machines

28.24% Percent of Budget Utilization

Multi-State Legend

Below 30%

Black

Between 30% and 50%

Blue Red

Above 50%

San Leandro (HQ)

Azure Monitoring by Department

CSS

45.57% Percent of Underutilized Machines

24.47% Percent of Budget Utilization

Learning

Percent of Underutilized Machines

Percent of Budget Utilization

42.01% 14.40%

Percent of Underutilized Machines

Managed Azure

Percent of Budget Utilization

4.68%

36.62%

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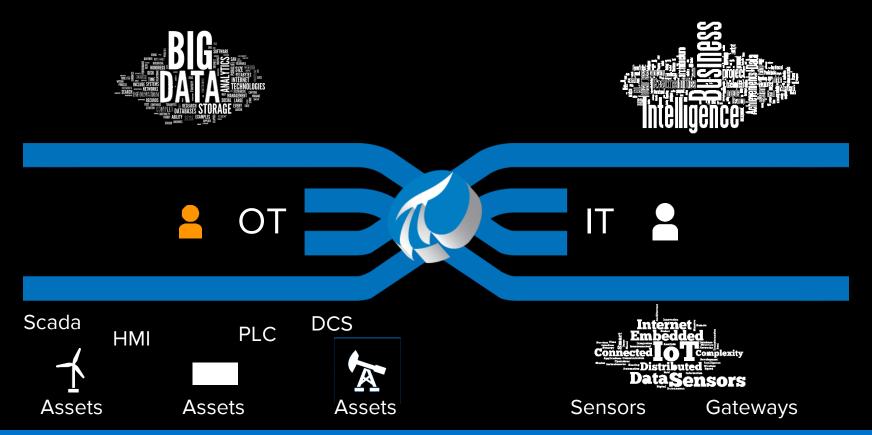
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Infrastructure For Today and Tomorrow's Transformations









THANK Y()[]

