

OSIsoft Overview

EMEA- Europe Middle East Africa

Jesus Hernández -Sales Manager Europe

- ❑ Established in 1980
- ❑ Founder - J. Patrick Kennedy
- ❑ Private
- ❑ Headquarters - San Leandro, CA
- ❑ 720 + employees
- ❑ 200 + employees in product development
- ❑ PI System Installed base
 - ❑ 14,000 + systems (excluding OEMs)
 - ❑ 110 + countries
- ❑ Footprint in:
 - ❑ 40% of Fortune 1 000 process & manufacturing companies
 - ❑ 65% of Global 500 process & manufacturing companies



- ❑ Core competencies
 - ❑ Strategic Focus
 - ❑ Customer Value
 - ❑ One product - The PI System
 - ❑ Expanding Infrastructure
 - ❑ Customer Support
 - ❑ Increased Local Presence.
 - ❑ Continuous Improvement
 - ❑ Agile Product Development
 - ❑ Standards Adoption (DEC/VMS/Unix -> Windows, 64bit)
- ❑ OSIsoft's energy and resource efficiency efforts
 - ❑ Significant move to remote installs—on site is rare today
 - ❑ Less shipment of products—downloads are preferred by many customers
 - ❑ Electronic books, CBT
- ❑ OSIsoft is an Enabler of Sustainability Initiatives





PI System

OSIsoft GmbH Campus





Voltastrasse 31, 60486 Frankfurt am Main

Where is OSIsoft in the world?



Core markets

Power & Utilities

40 %

Electricity, Water,
Fuels, Heating

Generation,
Transmission,
Distribution,
Consumption

Process Industries

50 %

Primary &
Secondary
processing of raw
materials

Extraction,
Conditioning,
Refining, Finishing

Developing markets

Discrete Manufacturing

5 % ↑

CPG
Automotive
Semi Conductors

RA Partnership
OSIsoft Sales

All Industries

5 % ↑

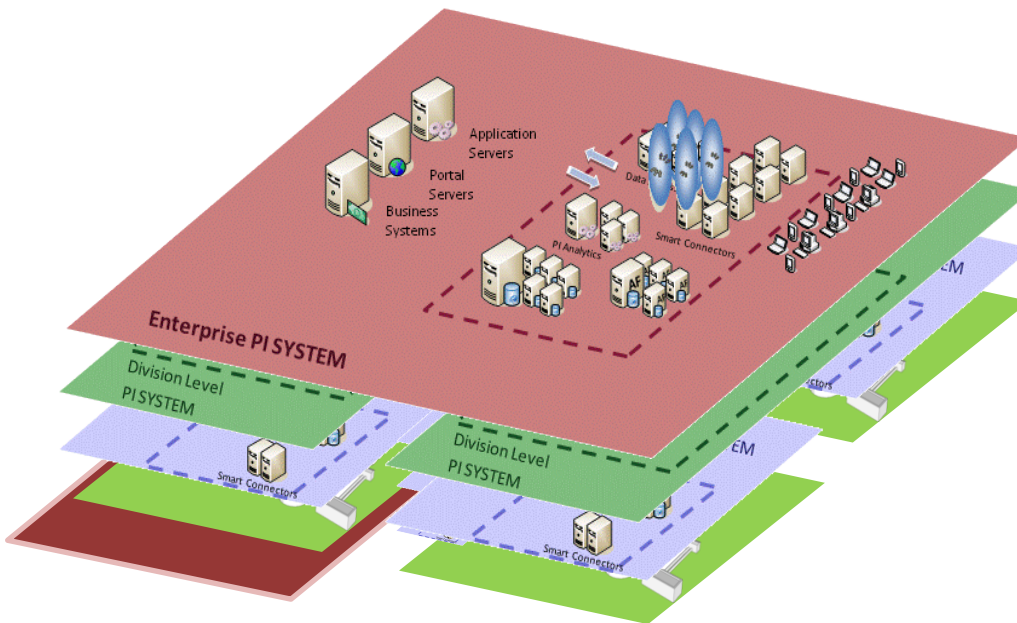
Financial, Software,
Retail, On line
businesses,
Telecom

Energy, Asset Mgt
Real-time
monitoring

Diverse Customer Base Across Industries





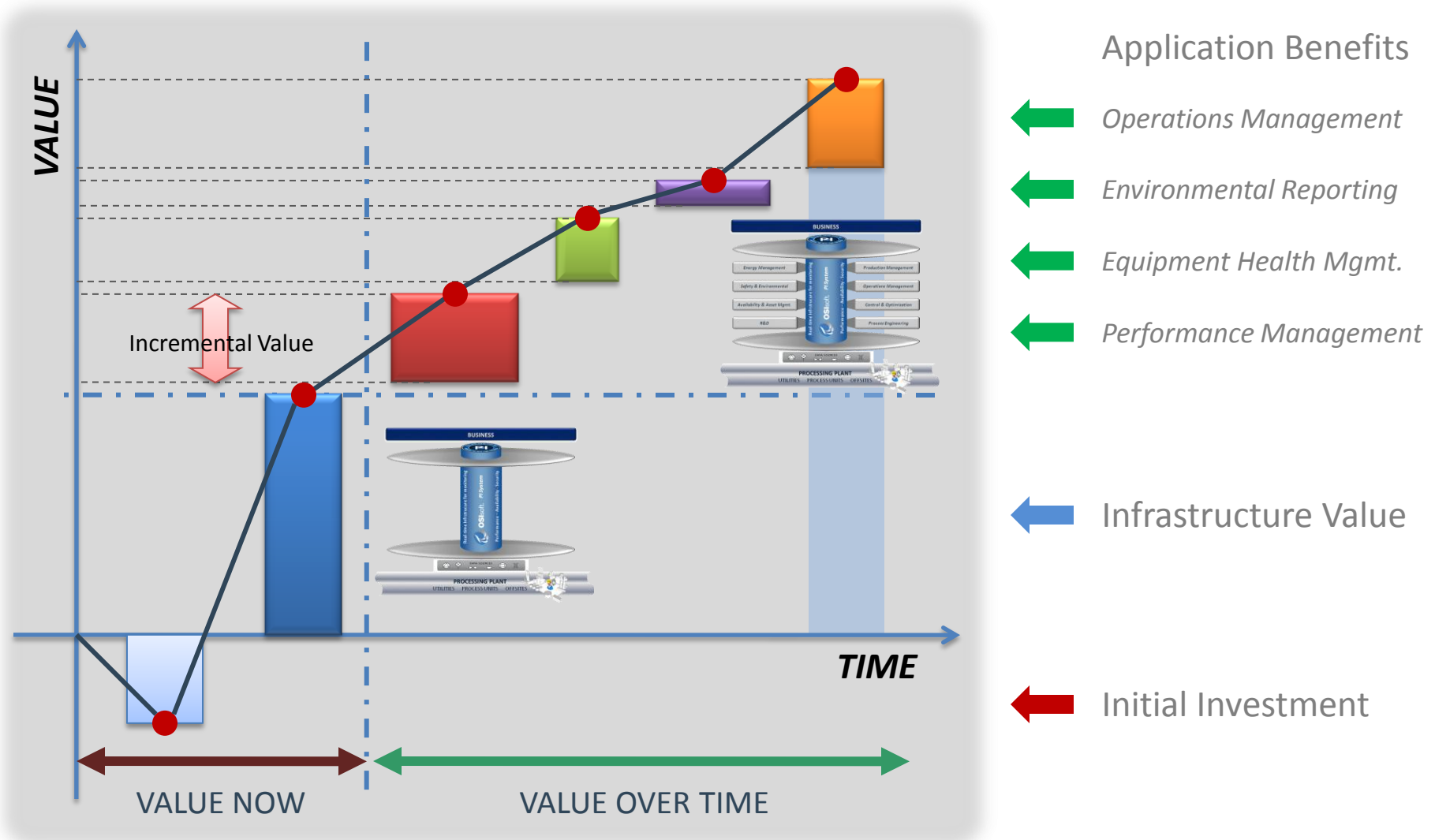


Real Time Infrastructure for the Enterprise!

The OSIsoft PI System is the highly scalable and secure real-time and event infrastructure that connects people with the right operational and manufacturing information at the right time to analyze, collaborate, and act.

Infrastructure for Continuous Improvement

Value Now, Value Overtime





Thank you

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Industry Roles in Sustainability



POWER & UTILITIES

Utilities supply the electrical energy and water infrastructure society cannot function without



OIL & GAS

Oil and Gas supply the energy source for many uses
Very important in transportation



CHEMICALS & PETROCHEMICALS

Strong light-weight polymers and fibers required for efficient transportation, renewable generation and many other structures



PHARMACEUTICALS, FOOD & LIFE SCIENCES

Extremely important for quality of life
Natural resources saved through disease prevention and cure



MATERIALS, MINES, METALS & METALLURGY

Fundamental to the modern infrastructure. Mechanical structures, electrical conductors, catalysts.



PULP & PAPER

True renewable resource. Very important to packaging and communication.



DATACENTERS, IT & TELECOM

Data and transactions for the information driven economy