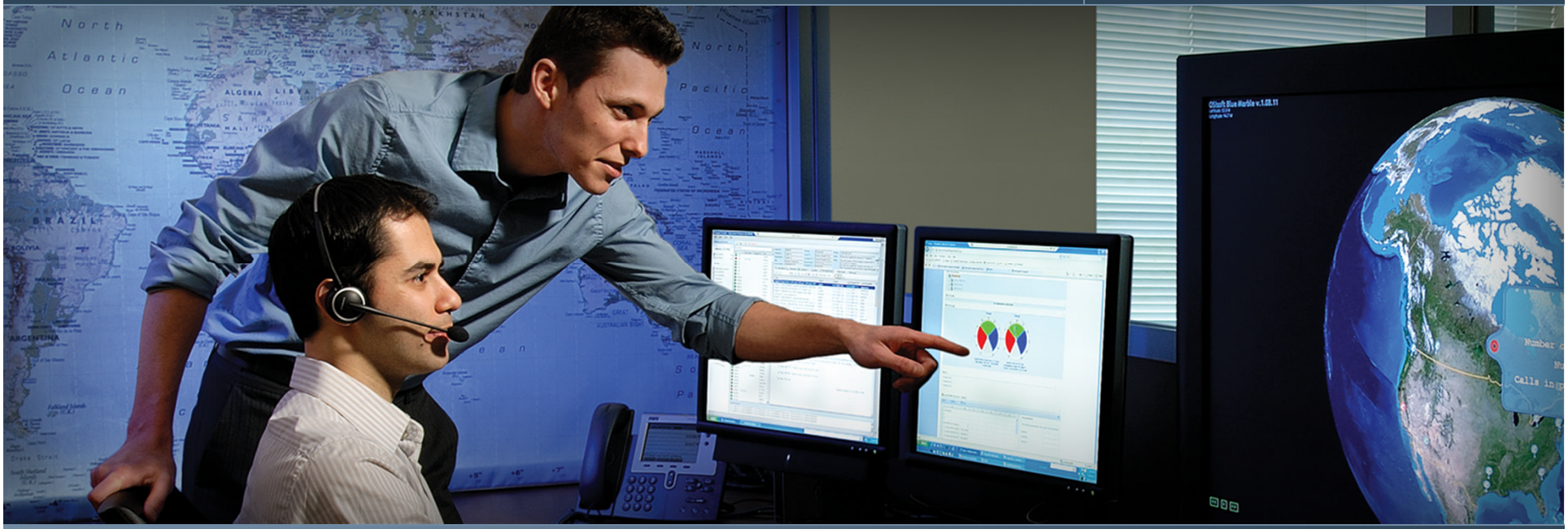

OSIsoft Overview
EMEA- Europe Middle East Africa
Martin Otterson- Managing Director &VP of Sales

Empowering Business in Real Time

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About OSIsoft

- 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

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OSIsoft – A Sustainable Business for 30 Years

- 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

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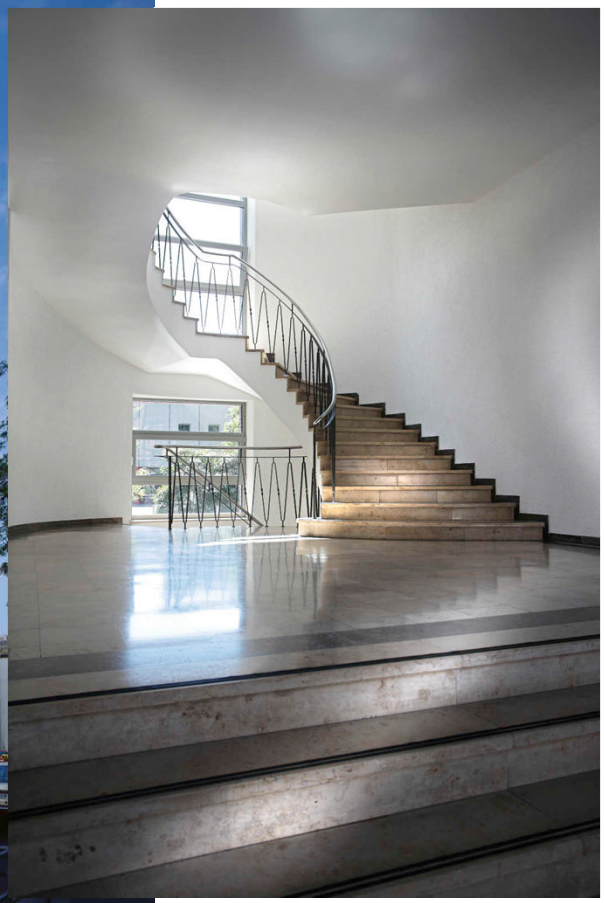
Hans and Sigi Meder…….

ed.

Sustainability- Altenstadt 1988-2010

hts Reserved.

Empowering our Customers in Frankfurt, Germany



Voltastrasse 31, 60486 Frankfurt am Main

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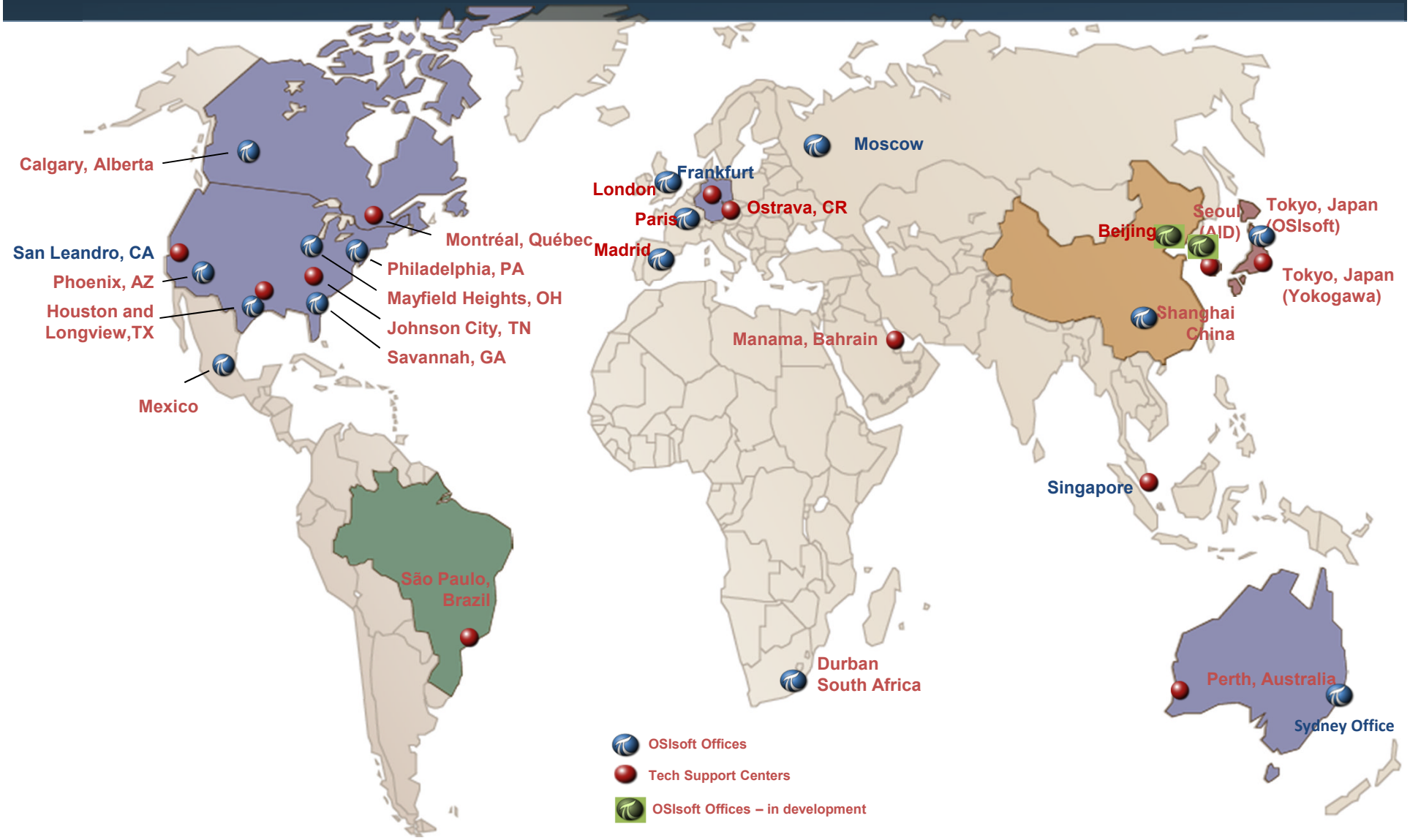
Where is OSIsoft in the world?



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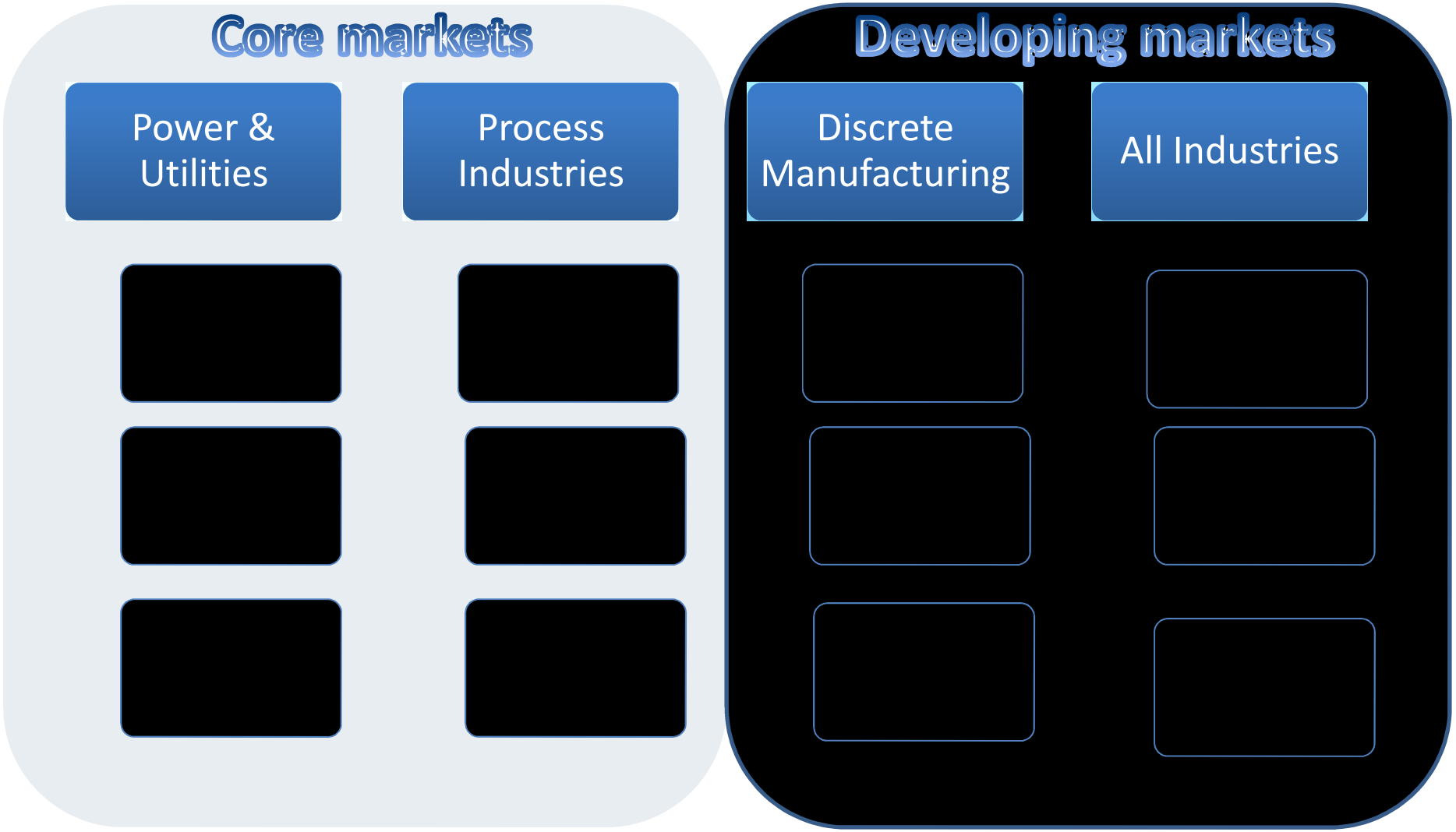
Sustainable Growth



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Diverse Customer Base Across Industries

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What is PI?

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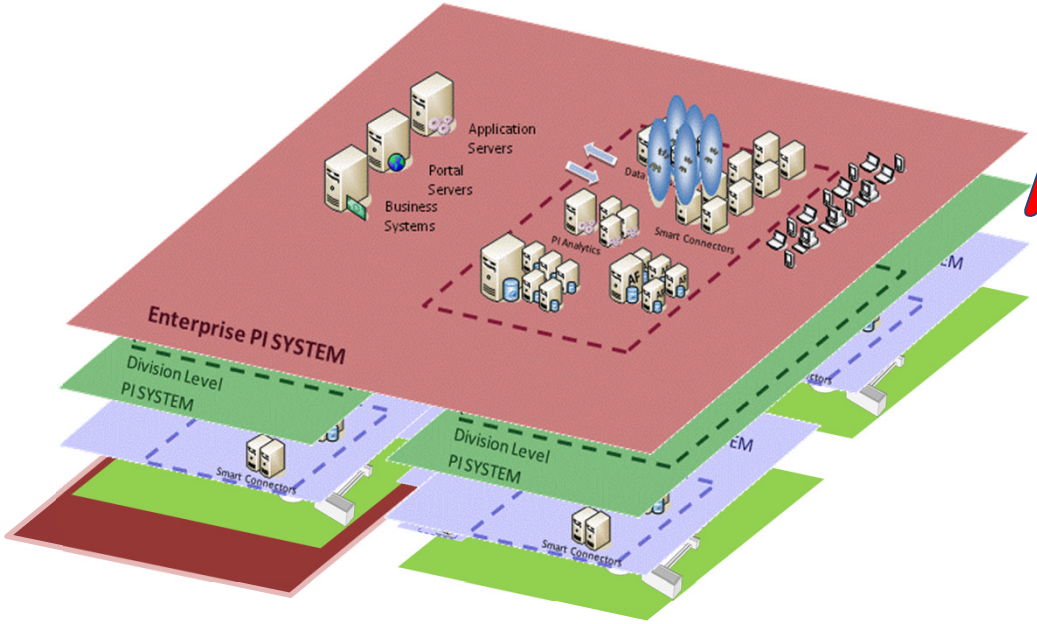
What is PI ?



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.

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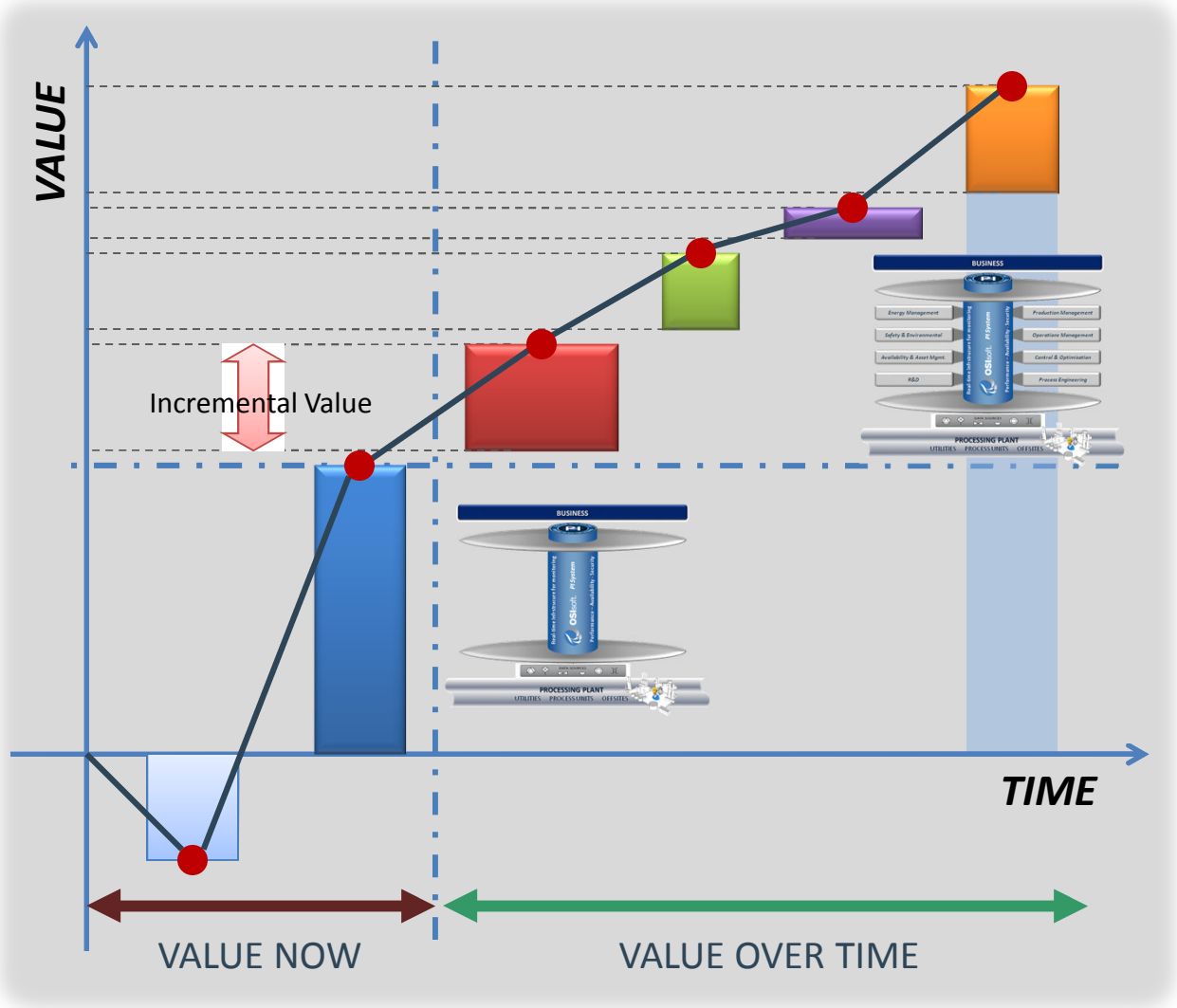
Infrastructure for Continuous Improvement
Value Now, Value Overtime



Application Benefits

Operations Management

Environmental Reporting

Equipment Health Mgmt.

Performance Management

Infrastructure Value

Initial Investment

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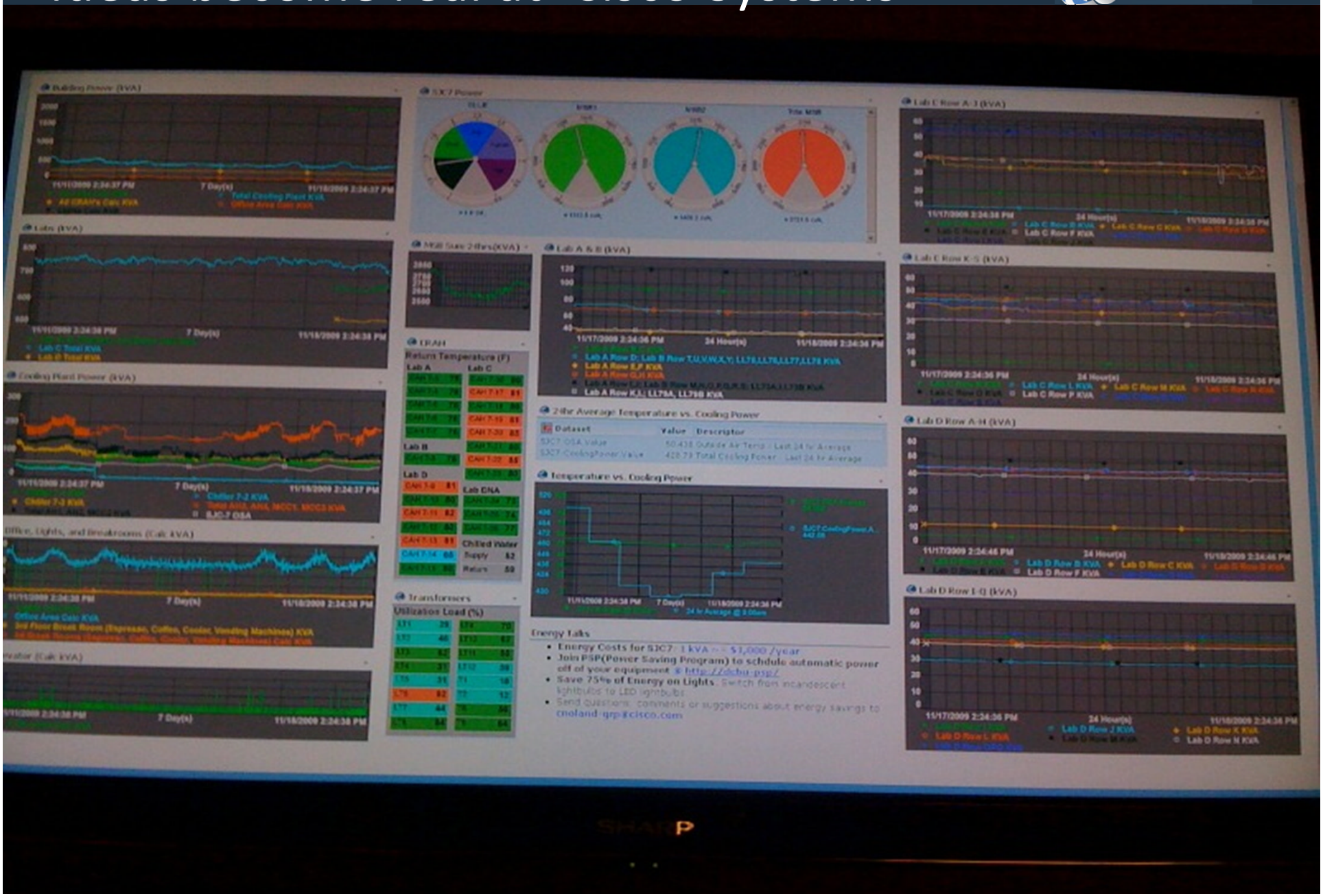
Ideas become real at Cisco Systems



Ideas are reality at Microsoft

RE: Microsoft delivers massive Patch Tuesday, fixes 34 flaws; Facebook deals with missing accounts, 150,000 angry user

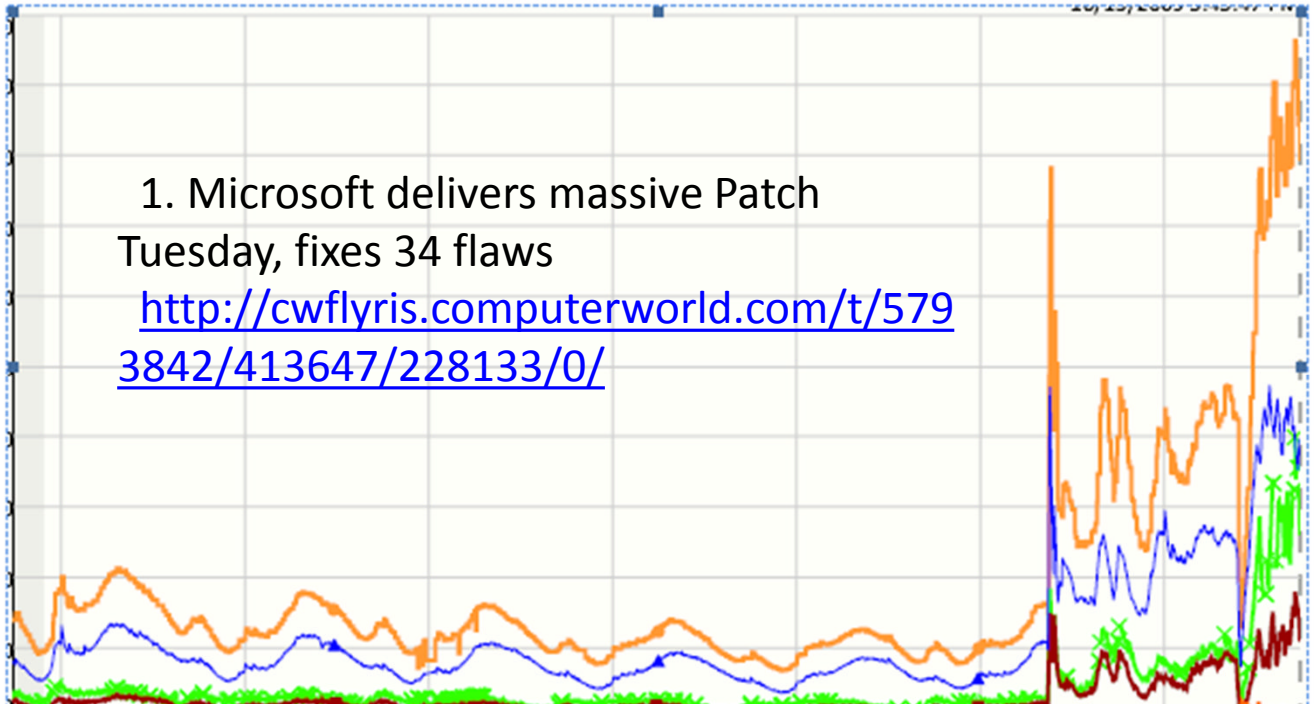
Message

Reply | Reply to All | Forward | IM | Call — Respond
Delete | Move to Folder | Create Rule | Other Actions — Actions
Block Sender | Safe Lists | Not Junk — Junk E-mail
Categorize | Follow Up | Mark as Unread — Options
Find | Related | Select — Find
Send to OneNote — OneNote

You replied on 10/14/2009 5:26 AM.

From: Quang Sun [quangsun@microsoft.com]
To: Martin Otterson
Cc: Glenn Moffett
Subject: RE: Microsoft delivers massive Patch Tuesday, fixes 34 flaws; Facebook deals with missing accounts, 150,000 angry users

Biggest ever, as in history of Windows Update.



1. Microsoft delivers massive Patch Tuesday, fixes 34 flaws
http://cwflyris.computerworld.com/t/5793842/413647/228133/0/

Thank you

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777 Davis St., Suite 250 San Leandro, CA 94577

Industry Roles in Sustainability

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

Oil and Gas supply the energy source for many uses

Very important in transportation

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

Extremely important for quality of life

Natural resources saved through disease prevention and cure

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

True renewable resource. Very important to packaging and communication.

Data and transactions for the information driven economy

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