

OSIsoft Overview
EMEA- Europe Middle East Africa
Jesus Hernandez - Sales Manager

- ❑ 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

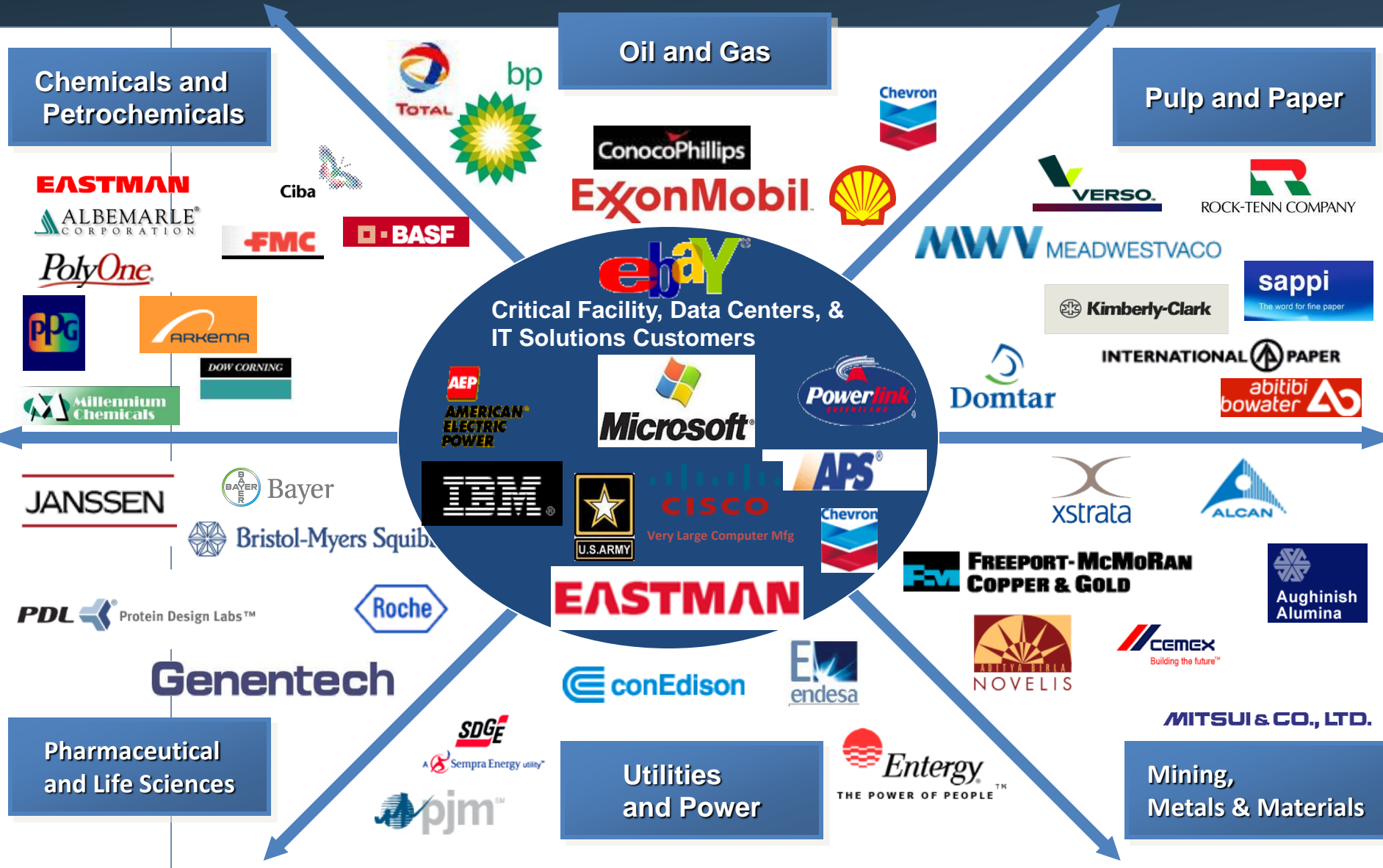
All Industries

5 % ↑

Financial, Software,
Retail, On line
businesses,
Telecom

Energy, Asset Mgt
Real-time
monitoring

Diverse Customer Base Across Industries

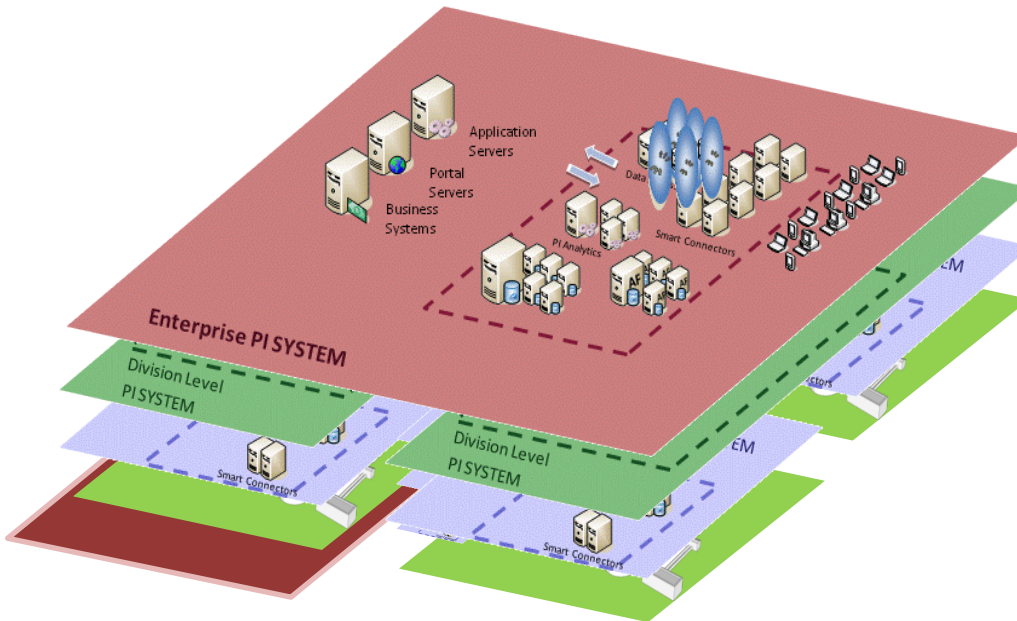


Our footprint in Central Eastern Europe

Accepted by Local & Global Players





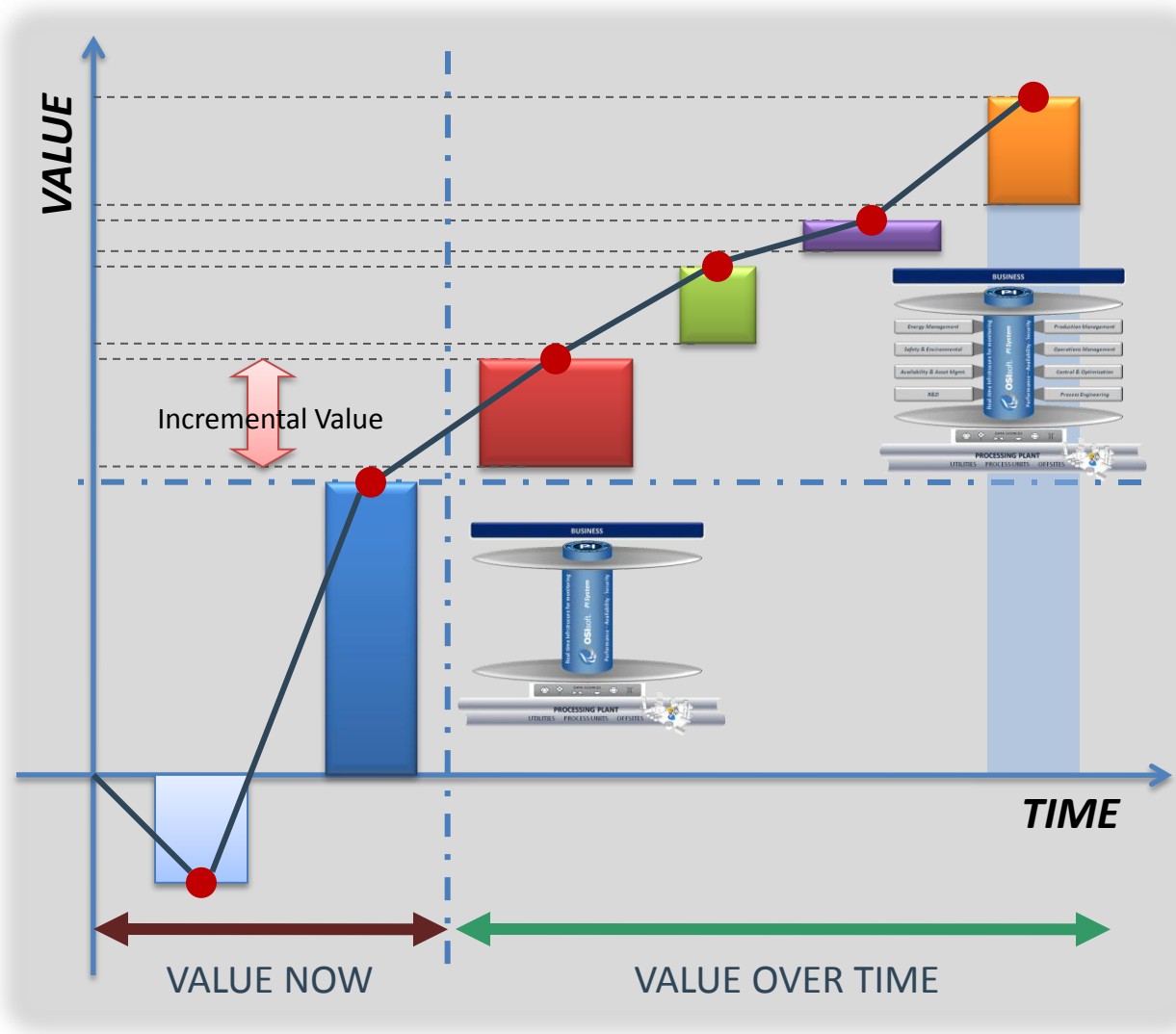


Real Time Infrastructure for the Enterprise!

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

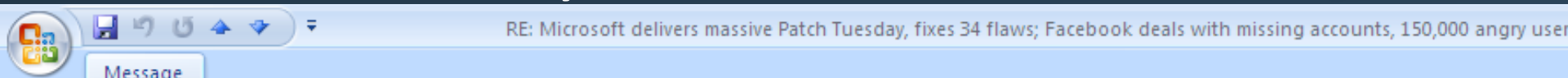


- Application Benefits
- ← Operations Management
- ← Environmental Reporting
- ← Equipment Health Mgmt.
- ← Performance Management
- ← Infrastructure Value
- ← Initial Investment

Ideas become real at Cisco Systems



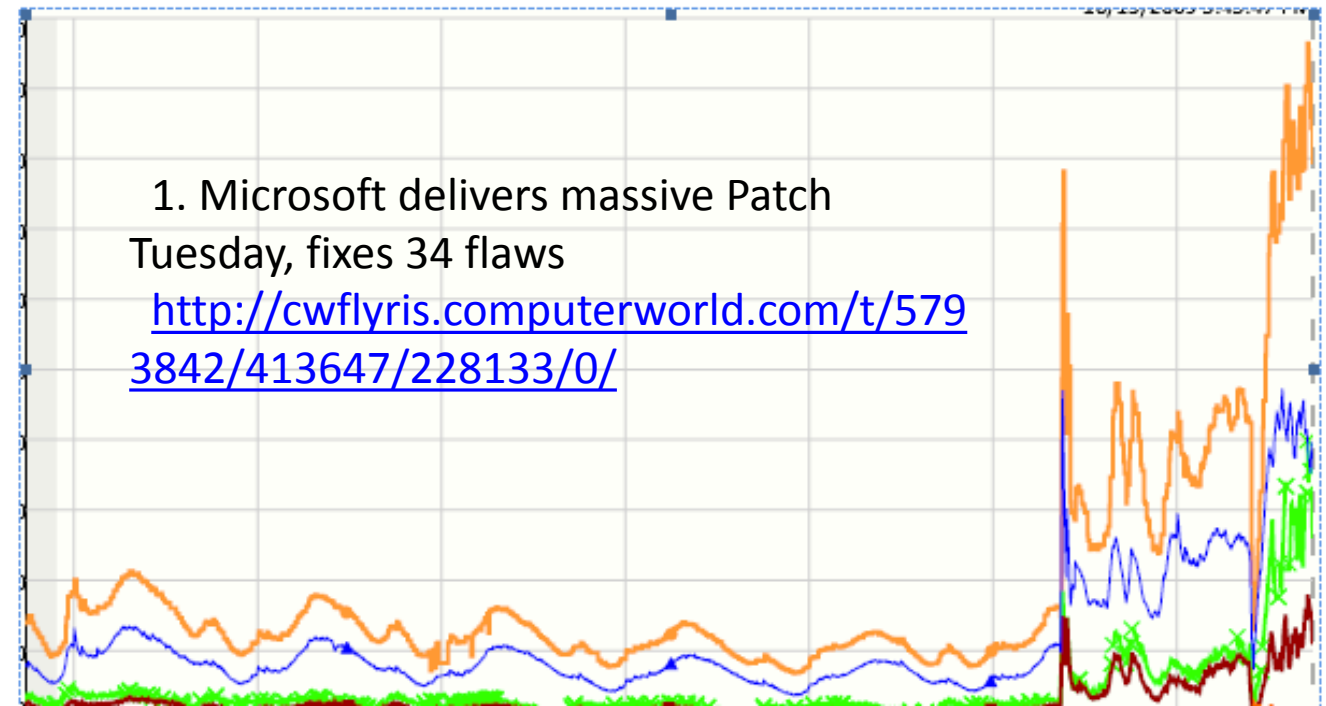
Ideas are reality at Microsoft



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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