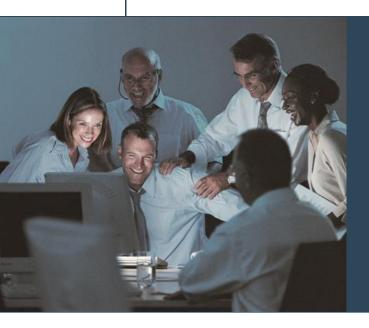


#### 2010 Regional Seminar Series Presents:

Using PI for Energy Monitoring and Facilities Management in World Class Data Centers



## Enrique Herrera

Industry Market Development Manager

Microsoft Corporation

January 21, 2010



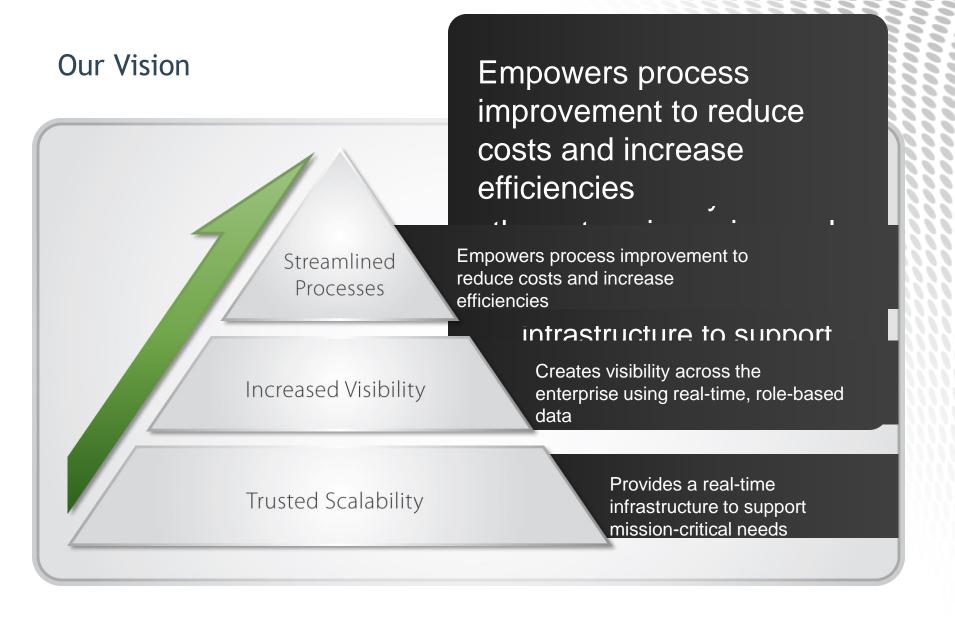
### What We Bring to the Table



Provides operational visibility through real time data and event infrastructure.

## **Microsoft®**

Connects you with information to make informed business decisions via familiar tools.









#### **Enterprise Technology Tools**

- Platform for Integration and Collaboration
  - Microsoft Office SharePoint 2007 & 2010
  - RtWeb Parts (PI Infrastructure)
- Business Intelligence
  - Microsoft SQL Reporting Services, PerformancePoint
  - DataLink for Excel Services
  - Power Pivot
- Real-Time Notifications
  - Microsoft Unified Communications
  - PI Notifications



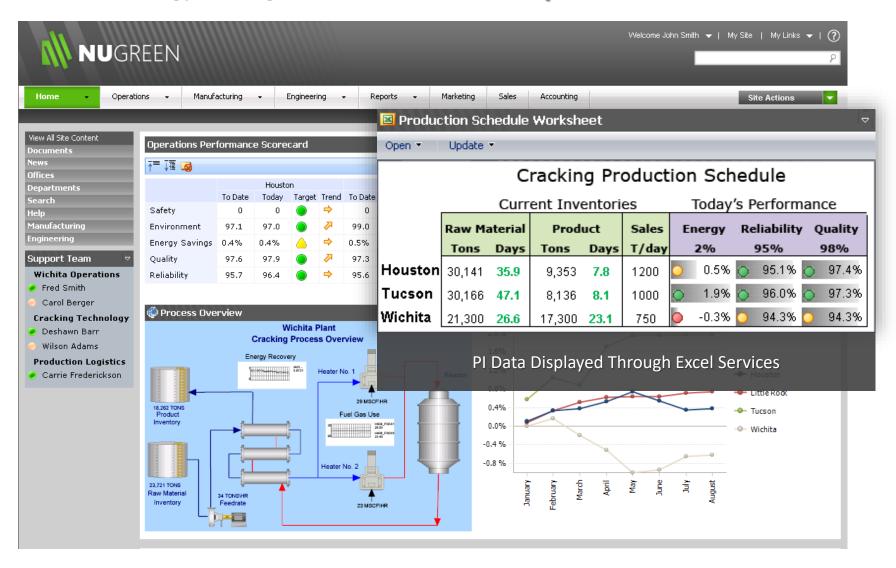
#### ProcessBook Graphics

#### => Real-time SharePoint Web Parts



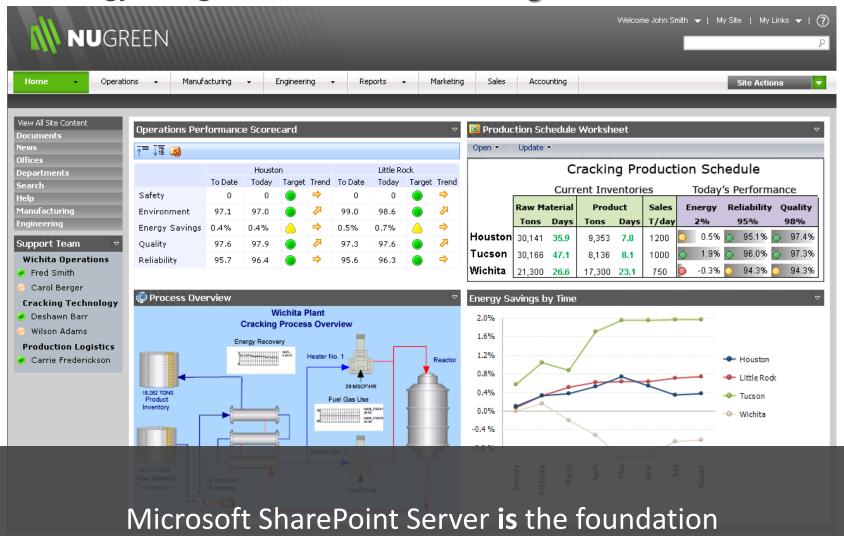


#### Technology Integration - MOSS Enterprise



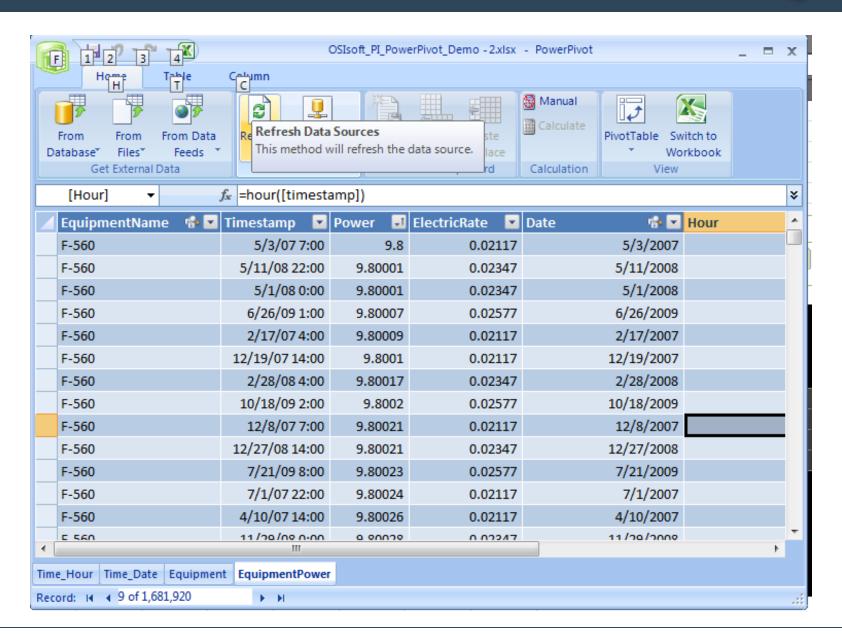


#### Technology Integration - Business Intelligence



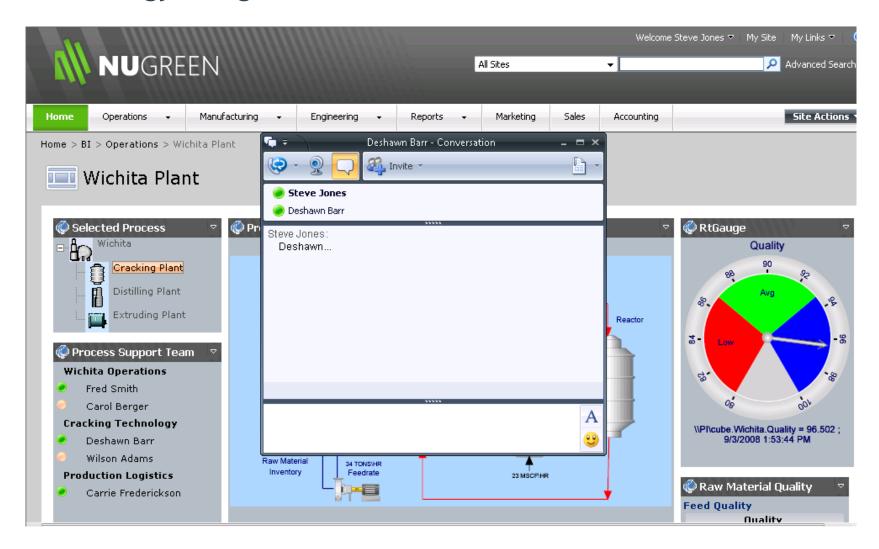
#### Excel 2010 - PowerPivot and PI







#### **Technology Integration - Communications Server**





#### Value Now Scenario: Condition Based Maintenance



"Instead of operating in a 'run to failure' mode, we've succeeded in capturing system knowledge in intelligent systems that allow us to identify problematic equipment before a failure."



#### With Democratization of Data People Get the Right Information

**Process Engineer** 

**Plant Manager** 

**Information Worker** 

**Vice President** 

Partner















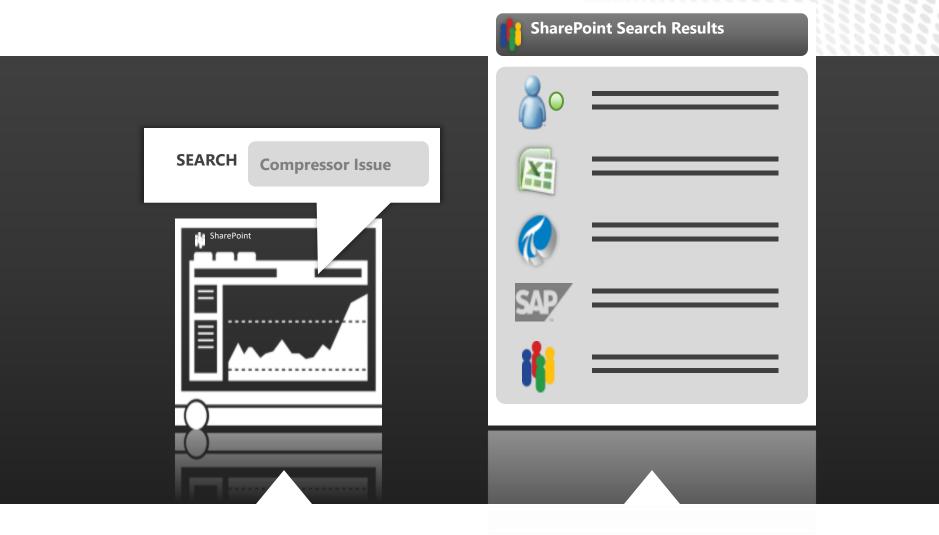






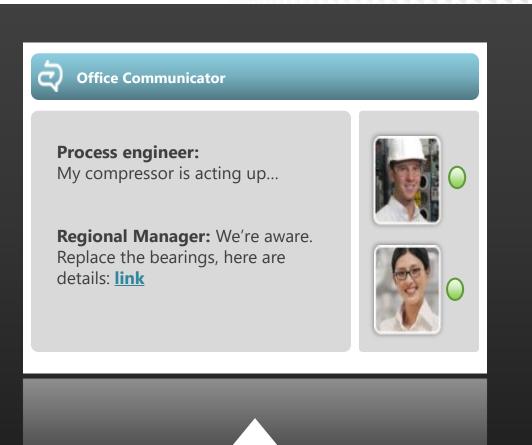


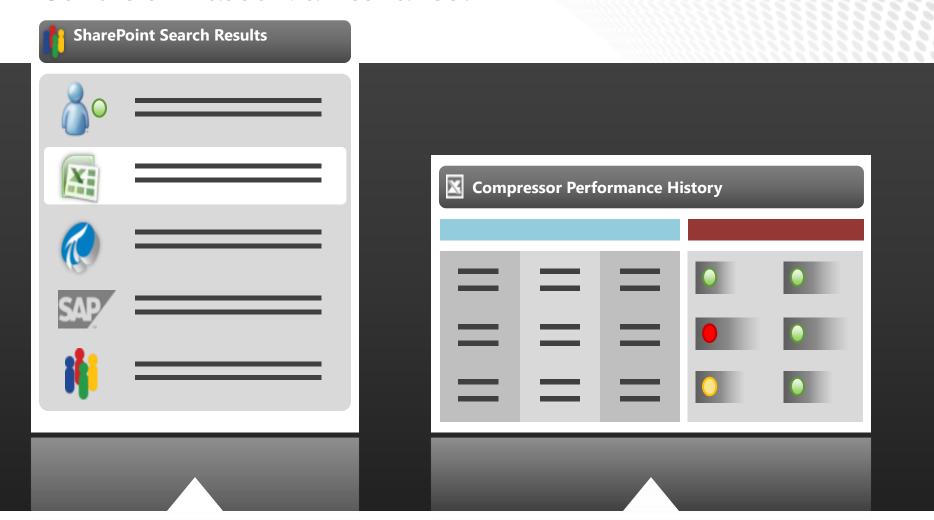




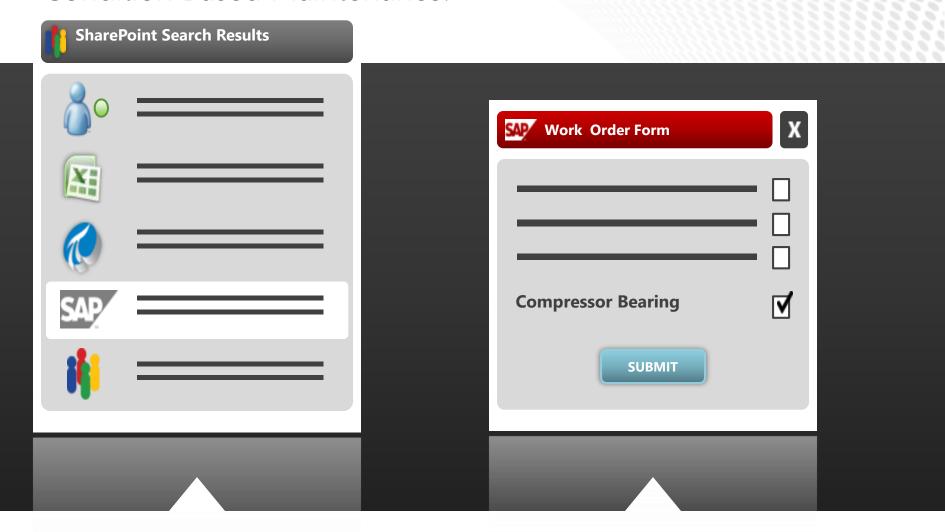






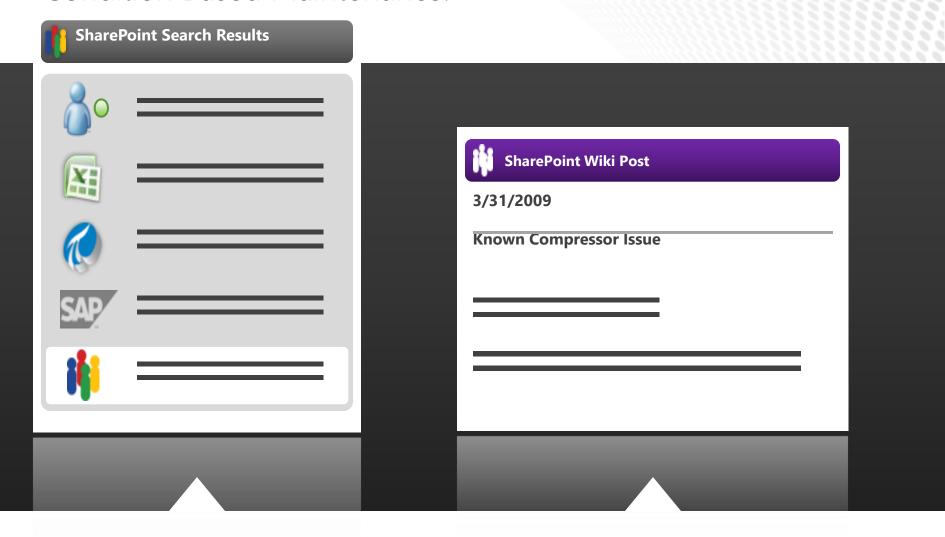






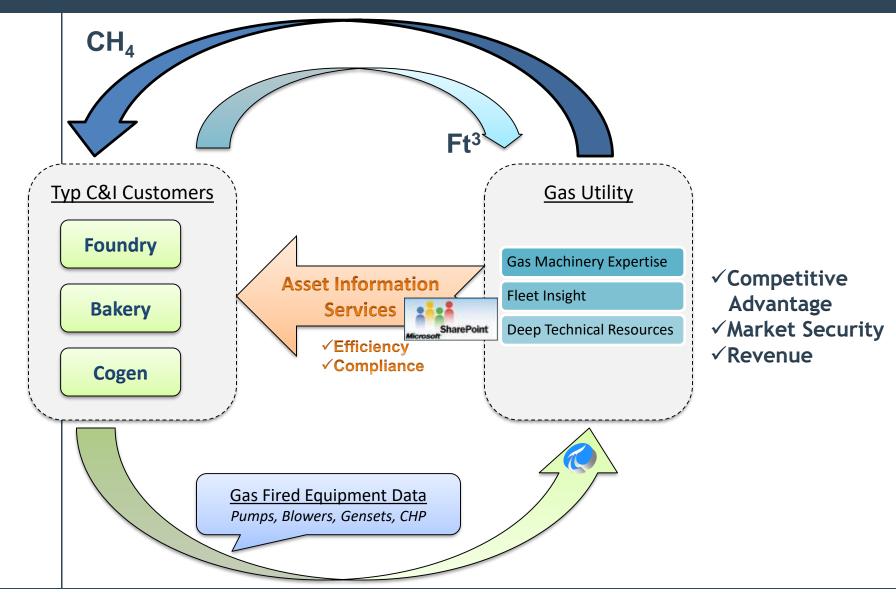






## Asset Information Services – Gas Utility







"We expect to see the solution support a 5 percent increase in our revenues. Given the more than billion-dollar size of our market, that could be a substantial revenue increase."





Terry Burleson, Vice President, Downstream Energy Services, Nalco

# Process services firm aims to significantly boost profits for its customers

## Customer Business Challenge

- Nalco used a manual and time-consuming data collection process at customer sites
- It wanted a real-time, automated solution
- Its goal: better customer support, satisfaction, and loyalty

# Solution

- To integrate the OSIsoft PI enterprise infrastructure with the Microsoft® application platform and its own systems
- Solution can securely upload customer data over the Internet for detailed analysis and reporting.

#### Customer Results/Benefits

- Cuts time-to-market in half, provides new capabilities
- Contributes to doubledigit revenue growth
- Meets customer needs better, faster

# Cloud Computing: A History

- The Internet
- On premise hardware and software no longer needed
- On demand, subscription based

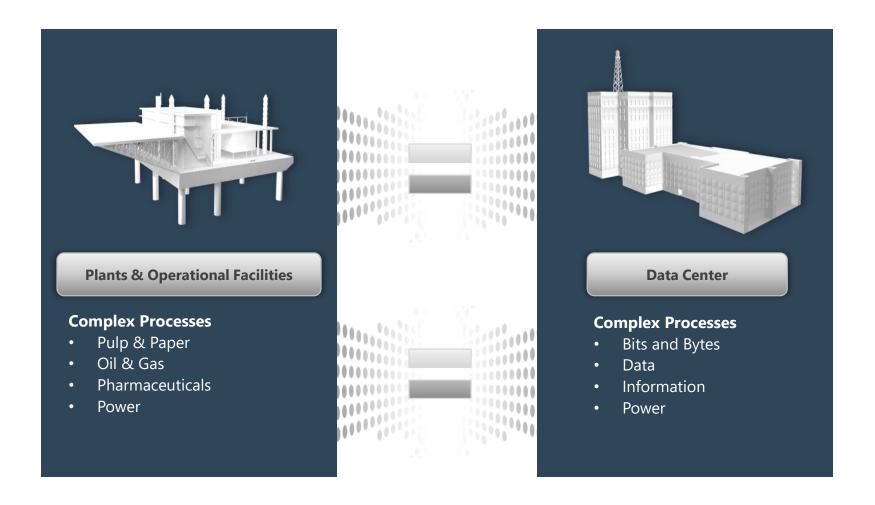


"The future is about having a platform in the cloud and delivering applications across PCs, phones, TVs, and other devices at work and in the home."

Microsoft CEO Steve Ballmer



## The Data Center is a 21st Century Plant

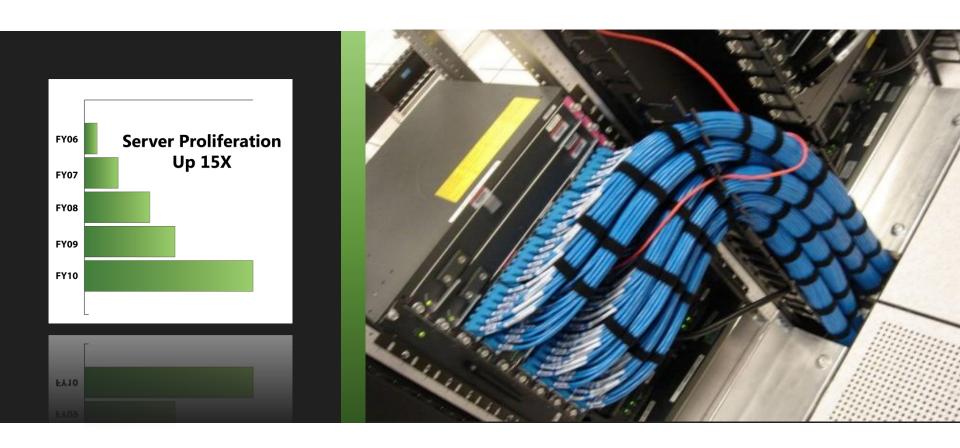


# Keeping up with Demand



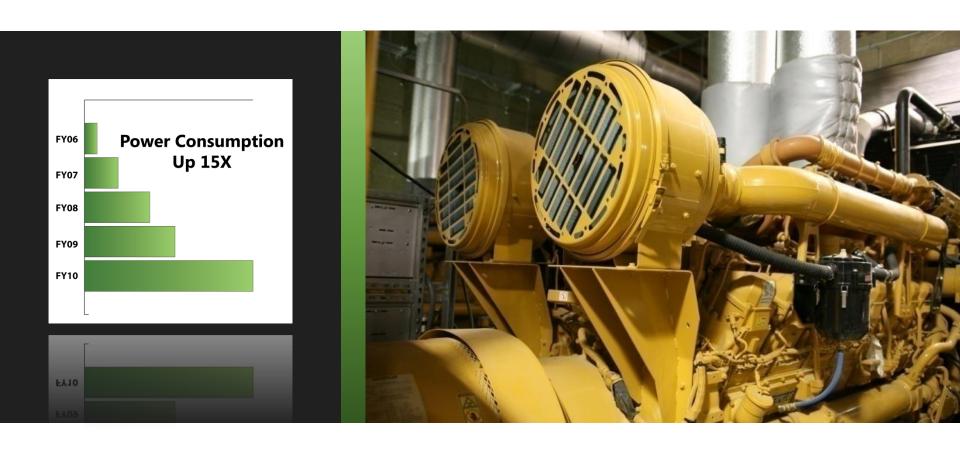
New Microsoft Data Centers will consume 50% less energy for the same level of output as ones built just 3 years ago.

## Server Proliferation



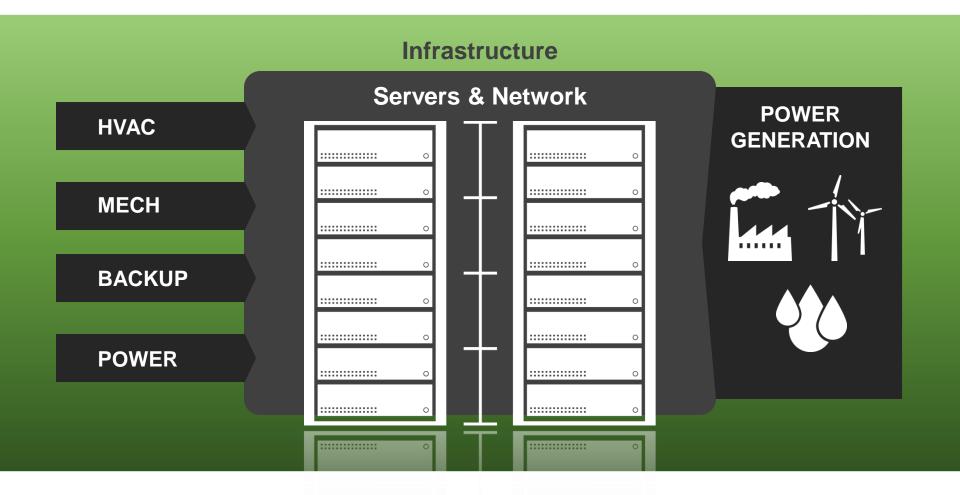
Microsoft has over 150,000 servers running in our Data Centers.

# Power Consumption

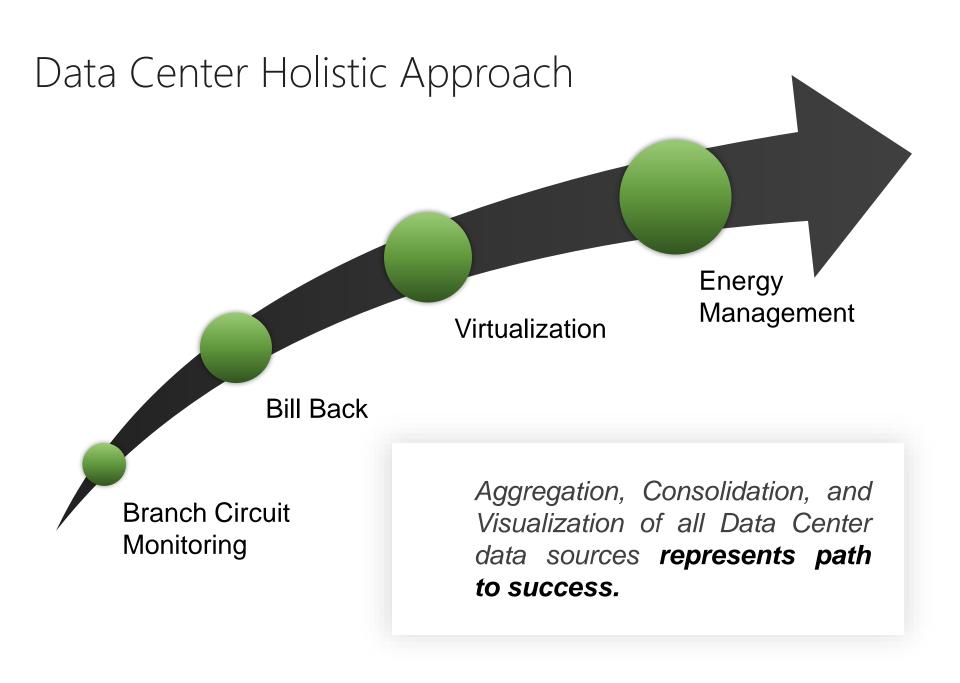


If the status quo continues, by 2011, data centers will consume **100 billion kWh** of energy, at a total annual cost of **\$7.4 billion**.

# Complexities in our Data Centers

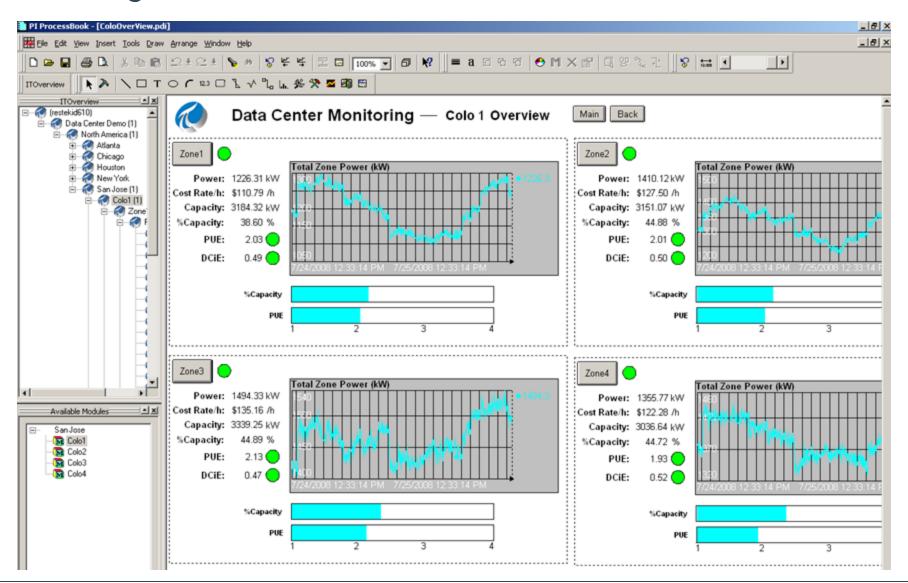


- Quincy– 100% renewable hydropower from Columbia River Basin
- San Antonio city's recycled water program, wind power as primary source
- Dublin leverages outside air as primary cooling



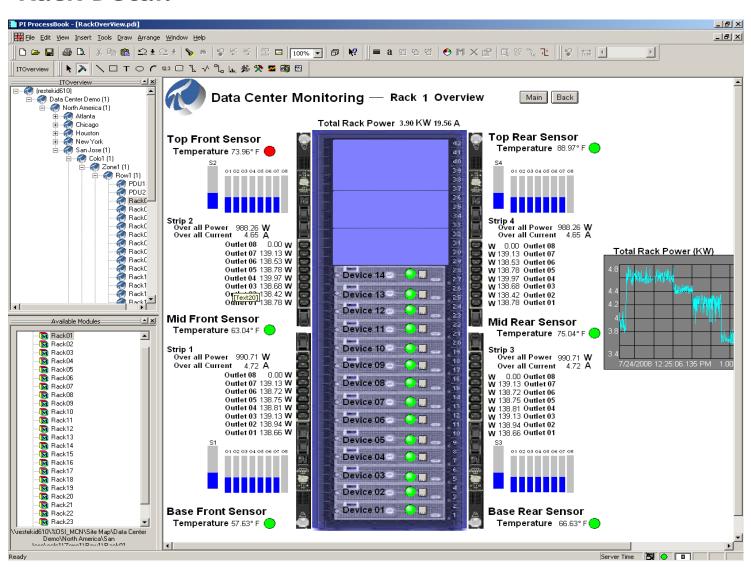


#### Power Usage

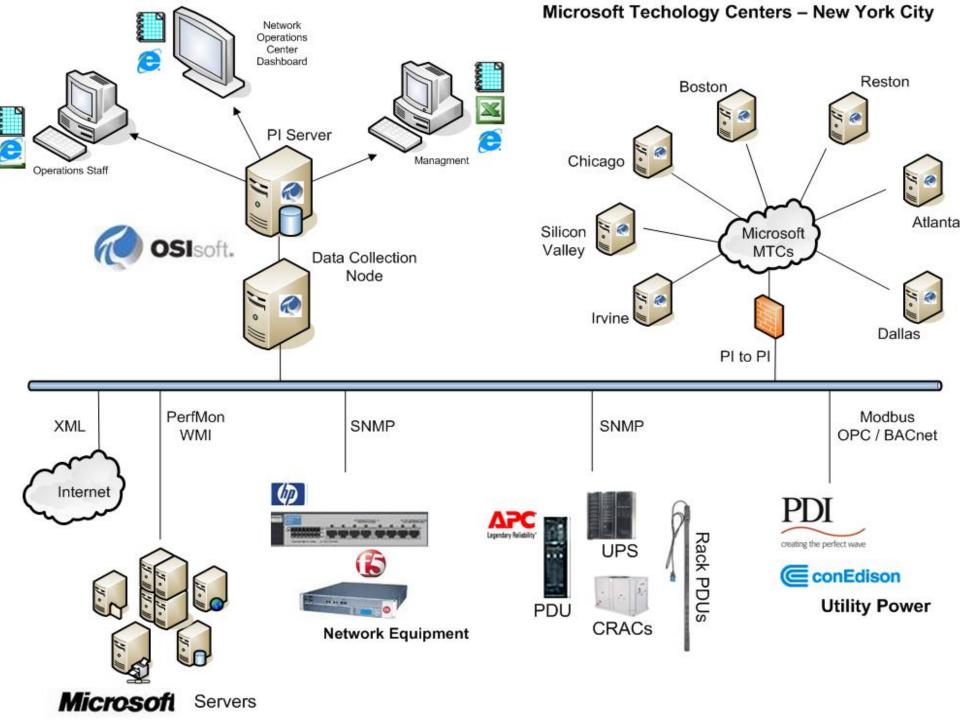


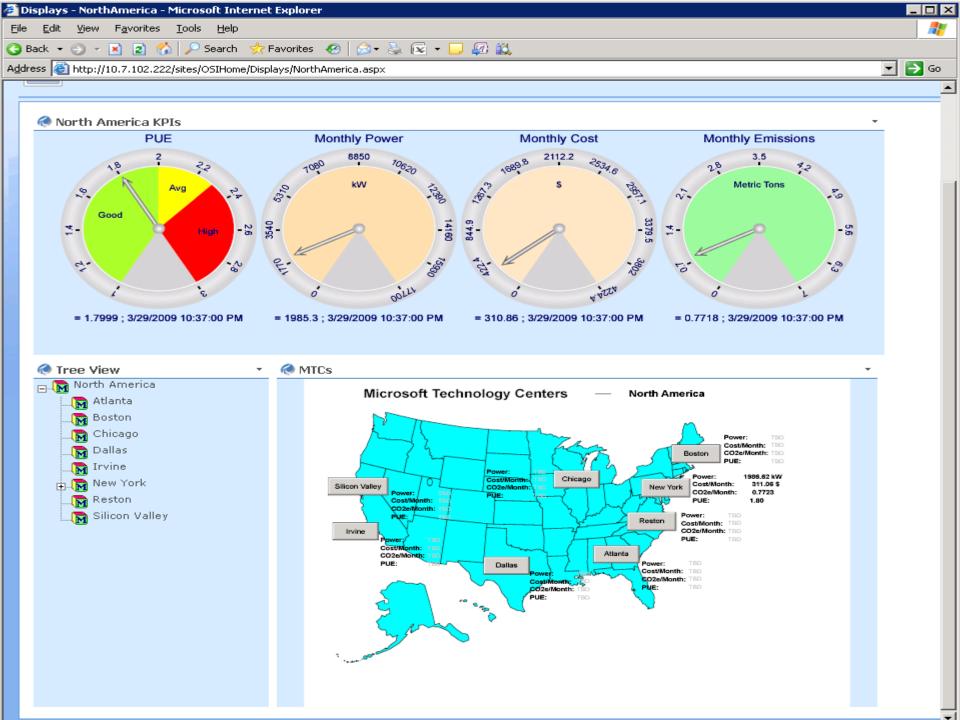


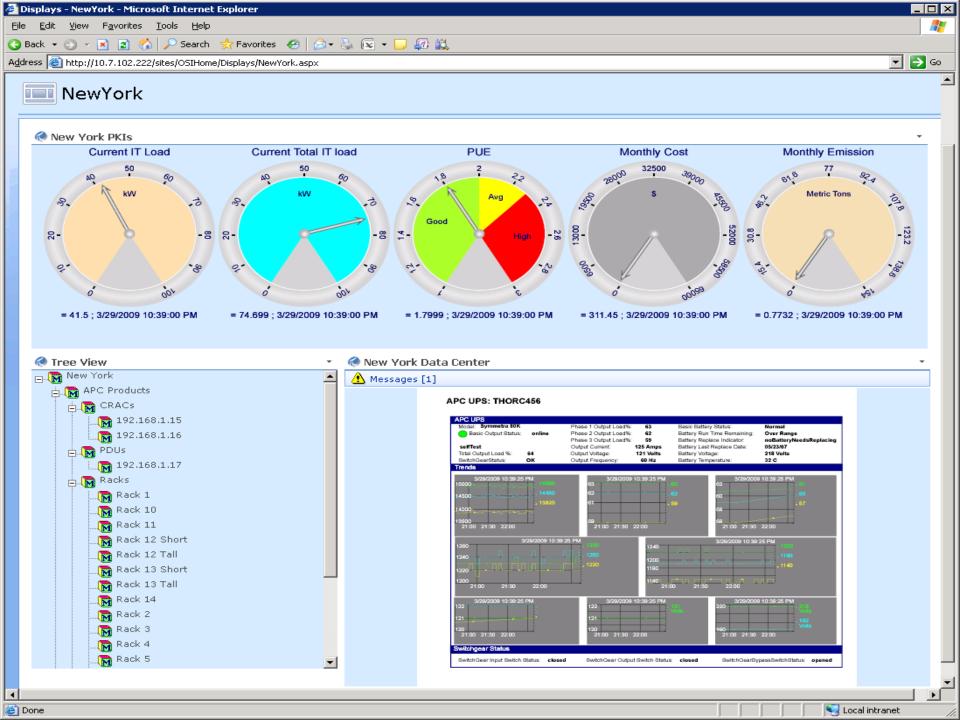
#### Rack Detail



- Power
- Temperature
- Humidity
- Capacity









#### Microsoft on PI in the Data Center

"We are using the OSIsoft PI System to monitor all the critical points within our data centers, and in turn are laying the foundation for a high-availability, global Live infrastructure,"

"The return on investment is tremendous. We are enabling innovation through increased collaboration, social networking and commerce—leading to breakthroughs in software plus services. We are setting industry standards with increased utilization of facility resources, real time business continuity, and green computing technologies. As we continue to expand our Live services, the combination of OSIsoft and Microsoft technologies are bringing new levels of performance and reliability to our world-class data centers."





# Thank You!

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