



2002
OSISOFT USERS CONFERENCE



**EXPANDING
THE POWER OF PI**

MONTEREY CALIFORNIA



OSIsoft™

Executive Q&A

Hosted by Ron Kolz

Answers by Roy Lyford-Pike & Randy Hempel & Sam Parino

Technology hype

Q; How does an executive sort through all these new things?

Service Level Agreements

Q; how do you see the performance, availability and security of the infrastructure itself related to SLA?

Migration user input

Q; What kind of user input you had for migrating histories, graphics, calculations, etc. to PI technology?

Q; What areas were included in the \$300+ million realized benefits?

Network monitoring tools

Have you looked at the tools that OS/soft has for monitoring your networks and servers to ensure they are functioning properly?

The 'Payoff' slide

**Q; How did you come up with the figures for
'operator capability, technology implementation,
integration, planning and control' in one your slides?**

The Payoff: Achieving Operational Excellence

\$313MM

Operator Capability

Procedures

Paper Electronic

Operator Assist

Full Auto

Training

Level 2

Level 3

Level 4

Technology Implementation

Automation

MVC

RTO

Refinery Optimization

Integration of Planning and Control

Planning

Separate

Integrated S & C

Integrated P&S&C

Common Model

Information

None

App Integration

Process Integration

Management

The revenue model

Q; Do you consider profit sharing as an optional revenue model?