

Your Portal to Performance

An Introduction to the RtPM Platform

Michael Saucier - OS/soft

Cliff Reeves - Microsoft



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D I S C O V E R Y O U R P O R T A L T O P E R F O R M A N C E

Shifting Climates



Business Climate

- Economic recovery underway, but spending still scrutinized
 - Pace of change accelerating
 - Global competitiveness increasing
 - Further specialization for profits
- 



Technology Climate

- Security and Privacy
 - New era of integration
 - Proliferation of smart devices
 - Managing complexity
- 

The Customer Challenge

- Millions of events every minute worldwide
- Complex, interdependent businesses
- Uncertain economy
- Asset vulnerability to terrorism
- Government regulations
 - SarbOx 21cfr11 cGMP
 - Title V 1910.119 ISO9001
- Shareholder Scrutiny, all levels
- Employees more aware of rights
- Downward price pressure
- Material & labor costs rising
- New limitations on liquidity and raising capital
- Lawyers running amok

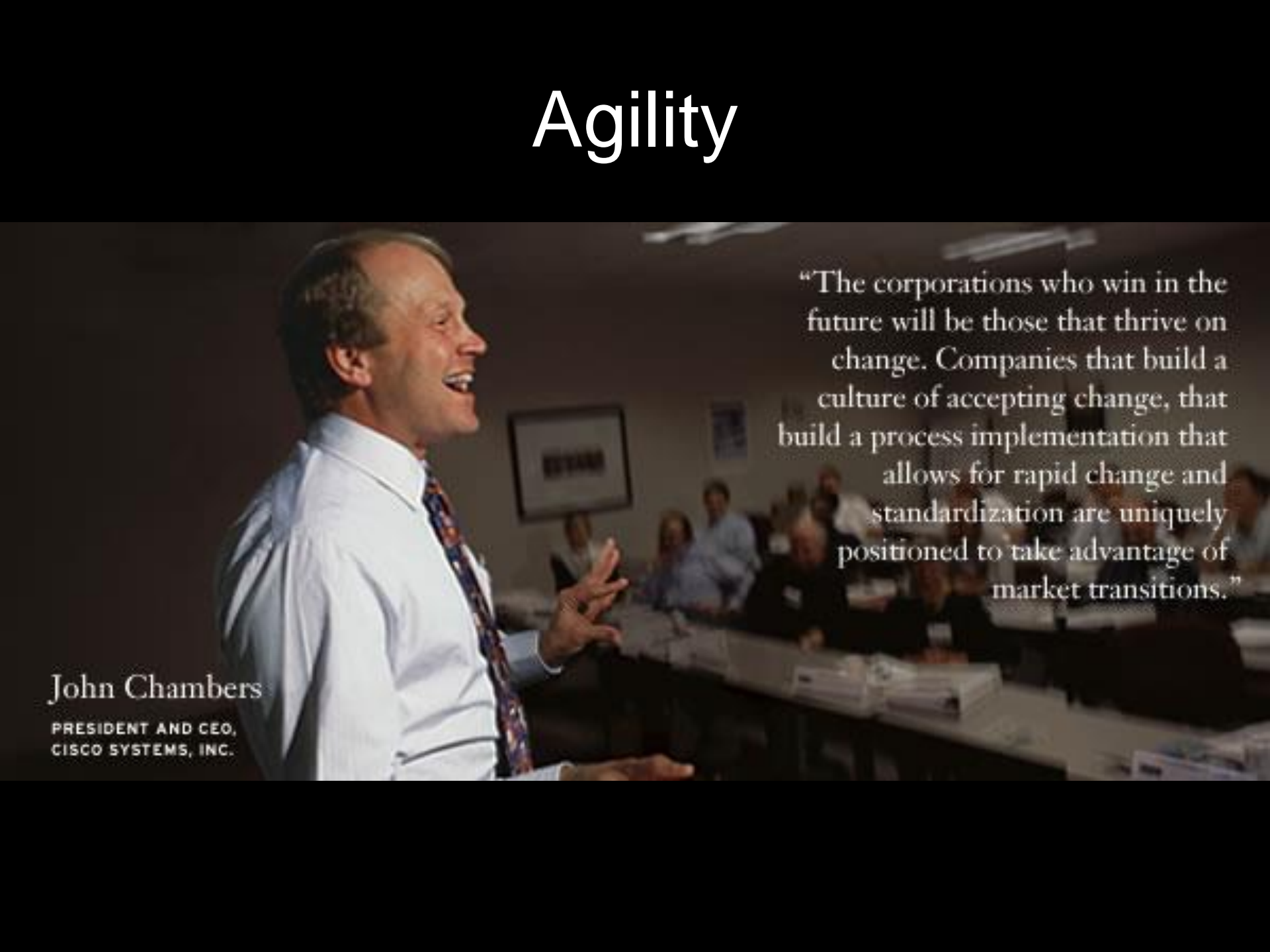
Do more ... with less

How are companies responding?

- Demanding more results from existing assets
 - *Agility*
- Increased pressure on existing staff
 - *Innovation*
- Looking for sustainable differentiation
 - *Customer Focus*



Agility

A photograph of John Chambers, President and CEO of Cisco Systems, Inc., speaking at a conference. He is wearing a white shirt and a patterned tie, and is gesturing with his hands while speaking. In the background, an audience is seated at long tables, listening to his presentation.

"The corporations who win in the future will be those that thrive on change. Companies that build a culture of accepting change, that build a process implementation that allows for rapid change and standardization are uniquely positioned to take advantage of market transitions."

John Chambers

PRESIDENT AND CEO,
CISCO SYSTEMS, INC.

Innovation

“If you can’t differentiate yourself in this world, you get commoditized instantaneously. So we are constantly driving for more innovation, more differentiation and more technology. When I rally people inside GE, I say, ‘Growth is out there to be had, but it’s going to be uneven. Unless you are willing to make investments in the future, to take steps and stands, this is not a tide that’s going to raise every boat. There are going to be clear winners and losers.’”

Jeffrey R. Immelt

CHAIRMAN AND CEO, GE

Customer Focus

“The best and most sustainable innovation occurs where creativity and customer needs intersect. Good ideas don’t just leap out of laboratories—they are called out by the clear voice of the customer and need to be reinforced with the right resources.”

W. James McNerney, Jr.

CHAIRMAN AND CEO, 3M COMPANY



Information



“How you gather, manage,
and use information
will determine
whether you win or lose.”

Bill Gates
Chairman, Microsoft

What is RtPM?

RtPM is a software platform that provides secure, role-based, real-time access to relevant and integrated operational and corporate information.

Why is RtPM important?

The RtPM Platform unlocks the power of valuable data stored across the enterprise.

Access to this data fuels the business decision cycle to drive collaboration and intelligent actions at all levels of the organization



The RtPM Platform

RtPortal

Without Action, there is no Benefit

People Need Pictures, Graphs, Trends specific to their Role

Get the Information to people who need it

RtAnalytics

Aggregation, Analysis, Reconciliation, Calculation, Cases

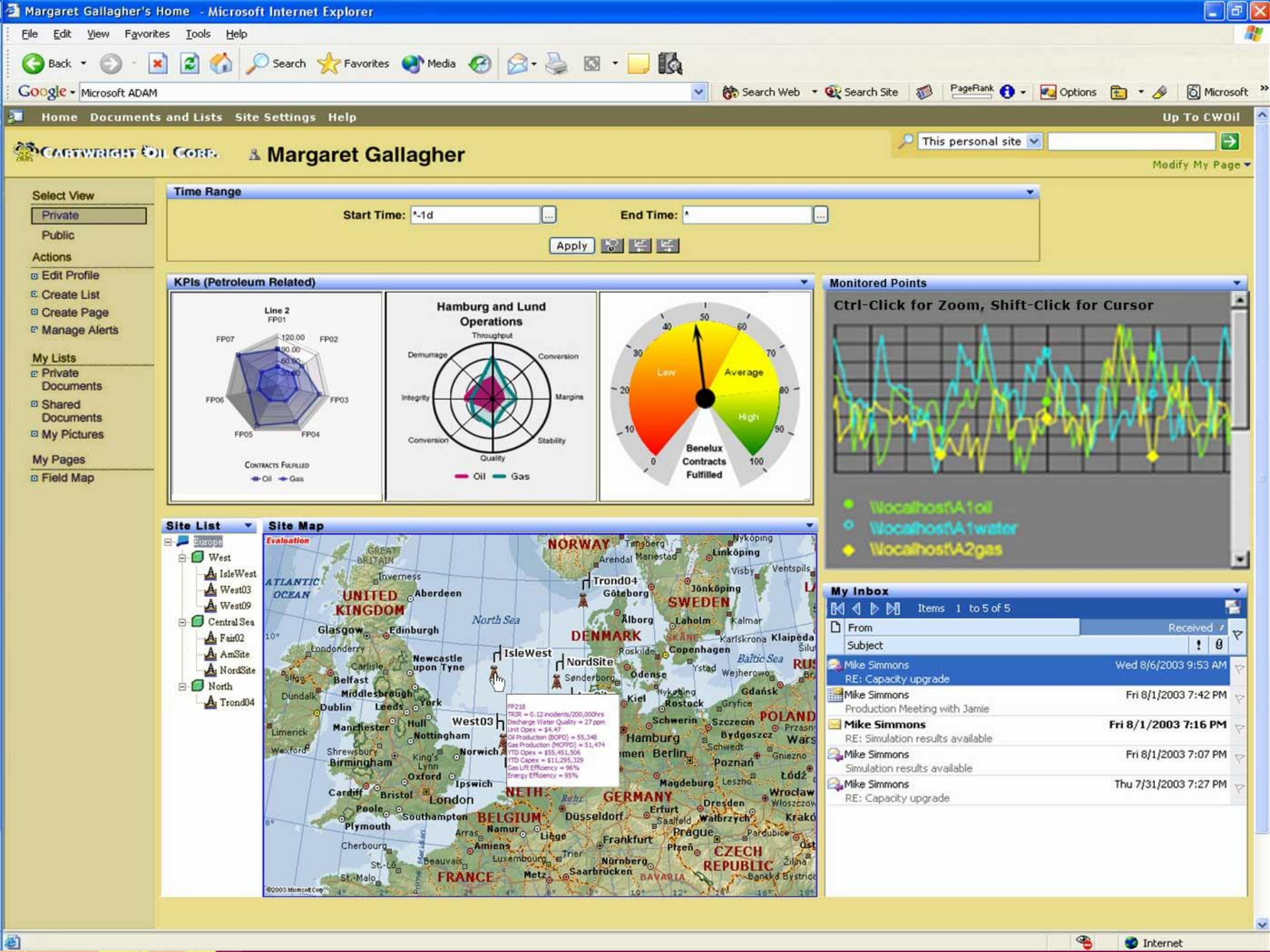
RtBaseline

Make the data relevant to users

Data Collection from Inside and Outside
the Corporation

the Corporation
Data Collection from inside and Outside

DISCOVER YOUR PORTAL TO PERFORMANCE



OSIsoft's Vision

Improving organizations by providing operational insights to all employees leading to better, faster, more relevant decisions

- Integrated platform and applications
- Secure and personalized, collaborative
- Cost effective and comprehensive

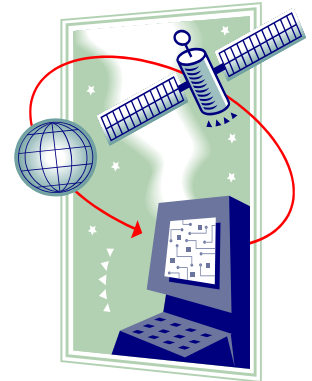
Today its about connections ...

People, Processes, Information, Connectivity

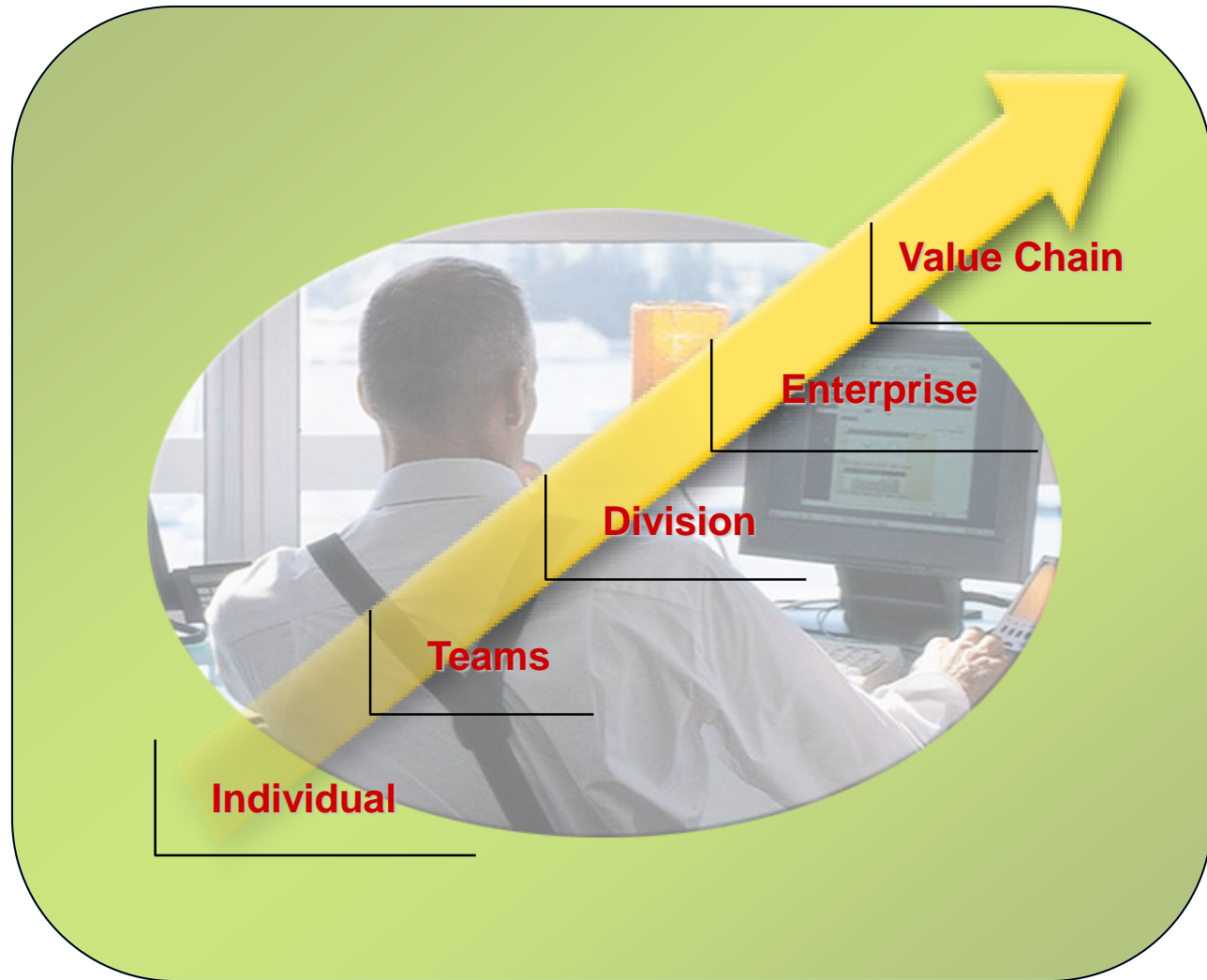
Today

- 10 times more connected people
- 100 times more network speed
- 1,000 times more connected devices
- 1,000,000 times more data

The OSIsoft RtPM Platform
delivers better access to data and
new methods of interacting with
mission critical information



People need access at ALL levels



DISCOVER YOUR PORTAL TO PERFORMANCE

The Process Challenge

- Decisions are made at every level of the organization
- Local decisions are immediate, relevant, and have direct impact
- Rapid analysis instead of fixed reports

Goal:

Apply the best intelligence of the organization at the point where the decision makes a difference



The Information Challenge



Employees get 50%-75% of their relevant information directly from other people.



More than 80% of enterprise's digitized information reside in individual hard drives and in personal files.

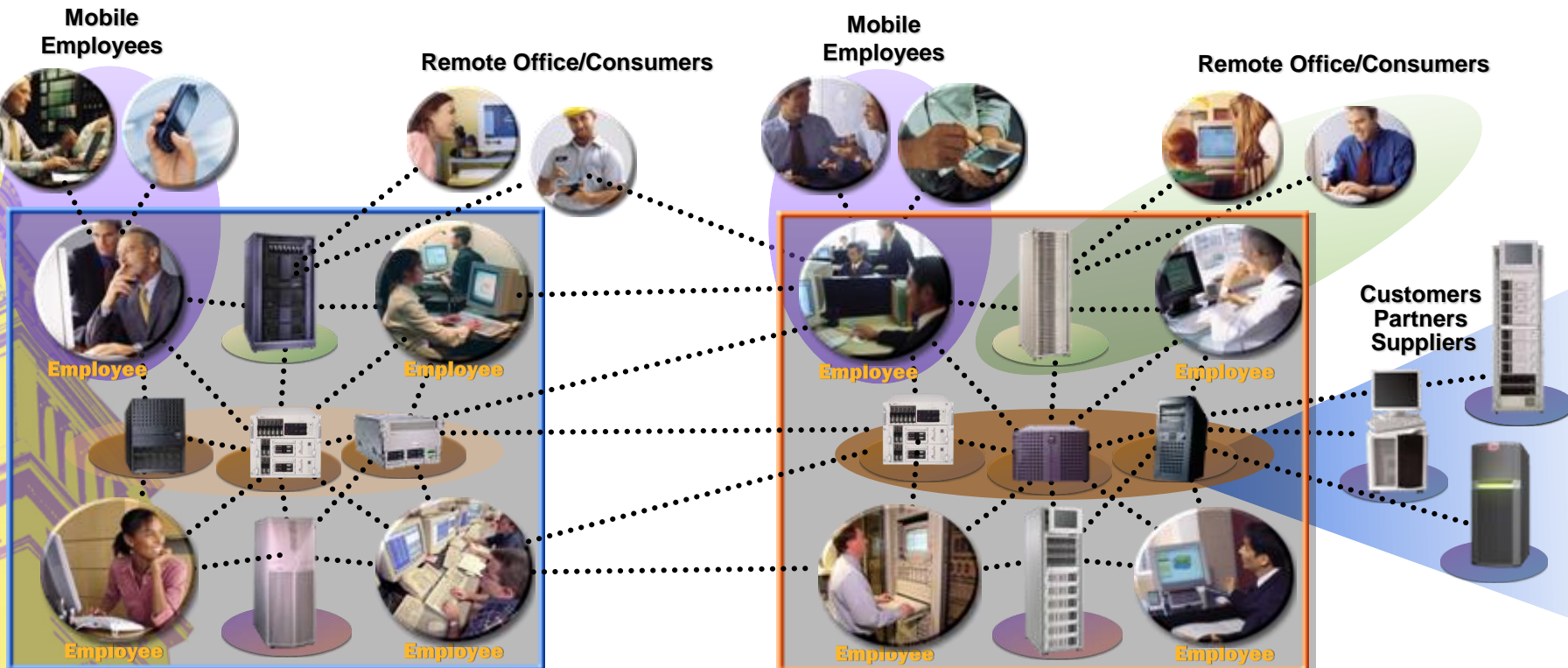


Individuals hold the key to the knowledge economy and most of it is lost when they leave the enterprise.

The Connectivity Challenge

Site A

Site B



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RtPM: One Version of the Truth



DISCOVER YOUR PORTAL TO PERFORMANCE

Taking RtPM Everywhere

“Scales Away”
spans organizations
& geographies

“Scales Out”
by adding
machines



“Scales Up”
on large
systems



“Scales In”
on a machine



“Scales Down”
to devices



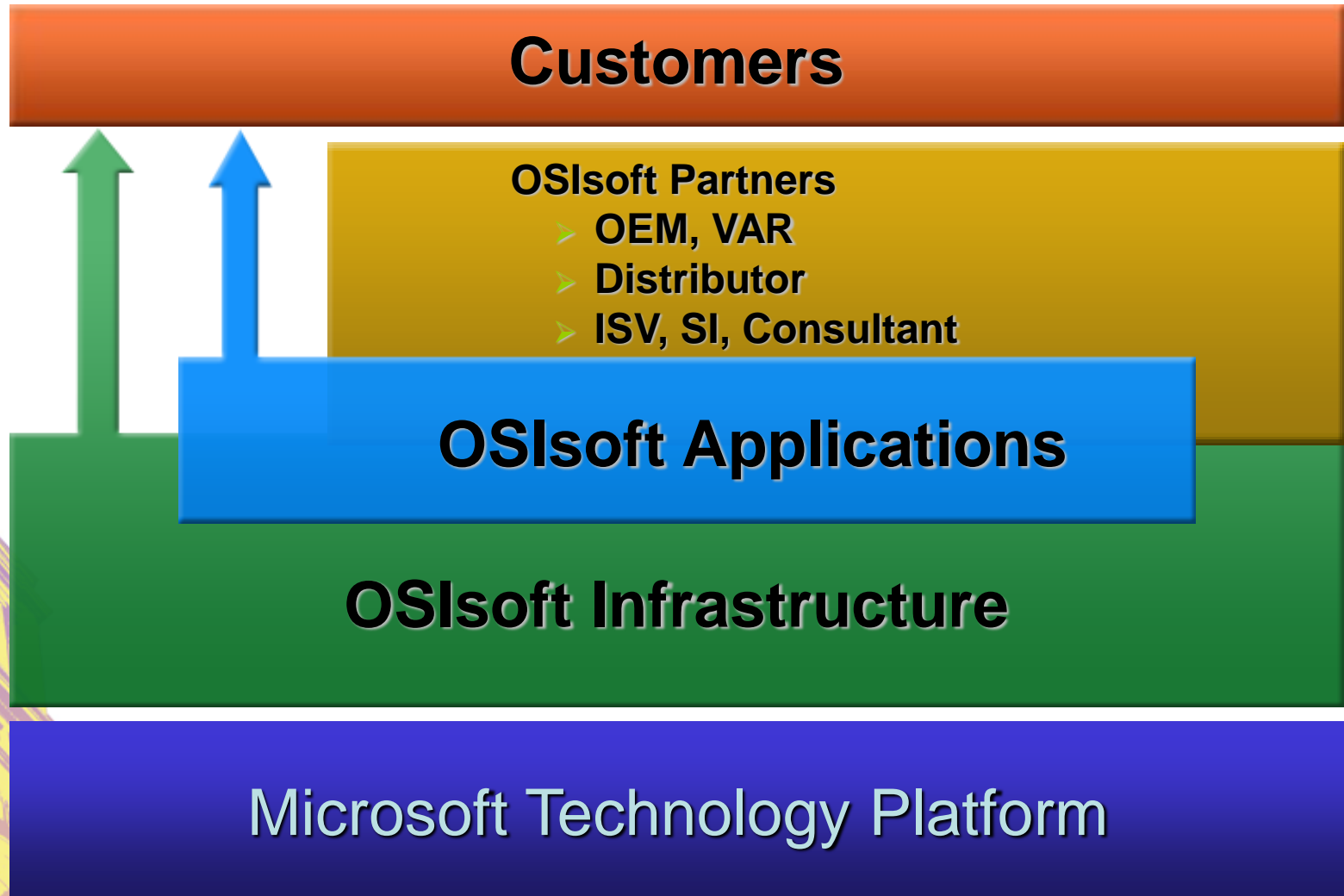
DISCOVER YOUR PORTAL TO PERFORMANCE

OSIsoft will help you leverage RtPM

- Our focus on delivering a platform means more value for our customers
 - Complete spectrum = device agnostic
 - More std features = less custom code
 - Worldwide support = lower risk
 - Roadmap = Future Proof
 - What roles do our Partners play?



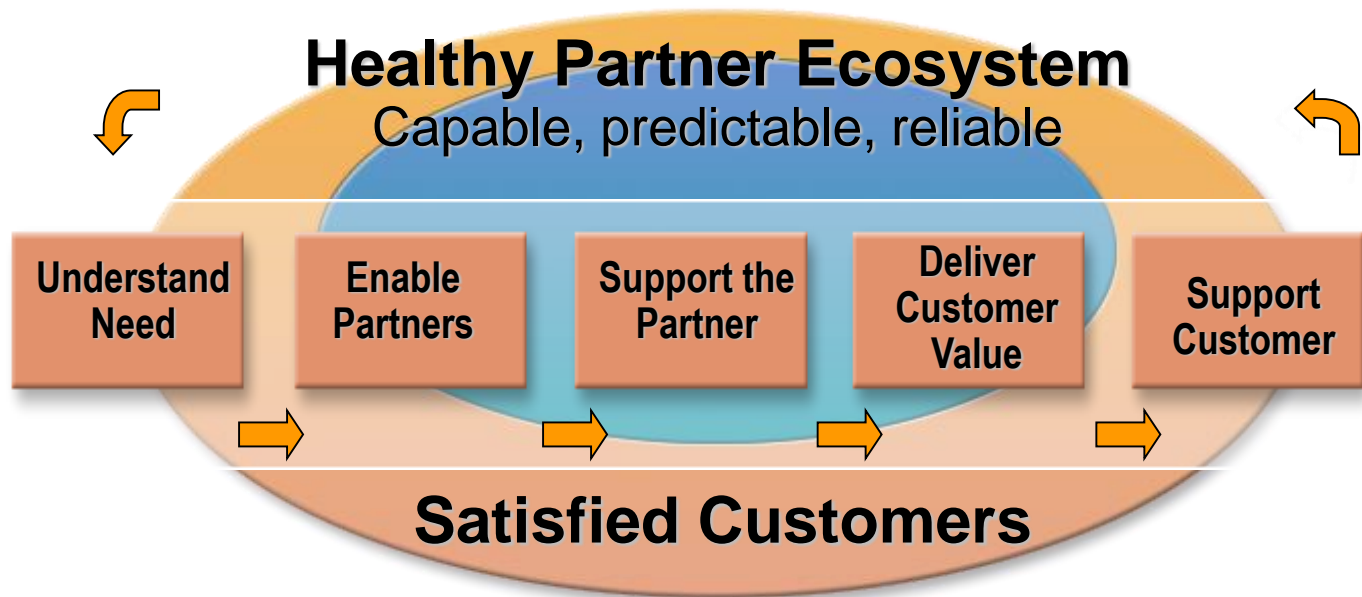
OSIsoft Ecosystem



Partners are strategic to both of us

OSIsoft with enable broadly, engage deeply

- Align partners with key market segments
- Increase investment in partners – all new
- We want to align with your most valued partners!
 - Let's work together to create lasting partnerships



Call to Action

- Our commitment is to help you get more value from your investment in our products
- The User Conference is designed to deliver on that commitment
- So spend this week learning about RtPM, then challenge us with your most important business and technical needs



Partner Announcement



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