

OSIsoft®

REGIONAL SEMINAR

The **Power** of **Data**

**THRIVING
IN A
WORLD OF
CHANGE**



Infrastructure for the Connected Supply Chain

Presented by **Ann Moore**, *Director, Industry and Market Principals*
Heathcliff Howland, *Market Principal*
Brian McMorro, *Product Marketing*

Chris' Copper Mine



Our Goals for the Connected Supply Chain

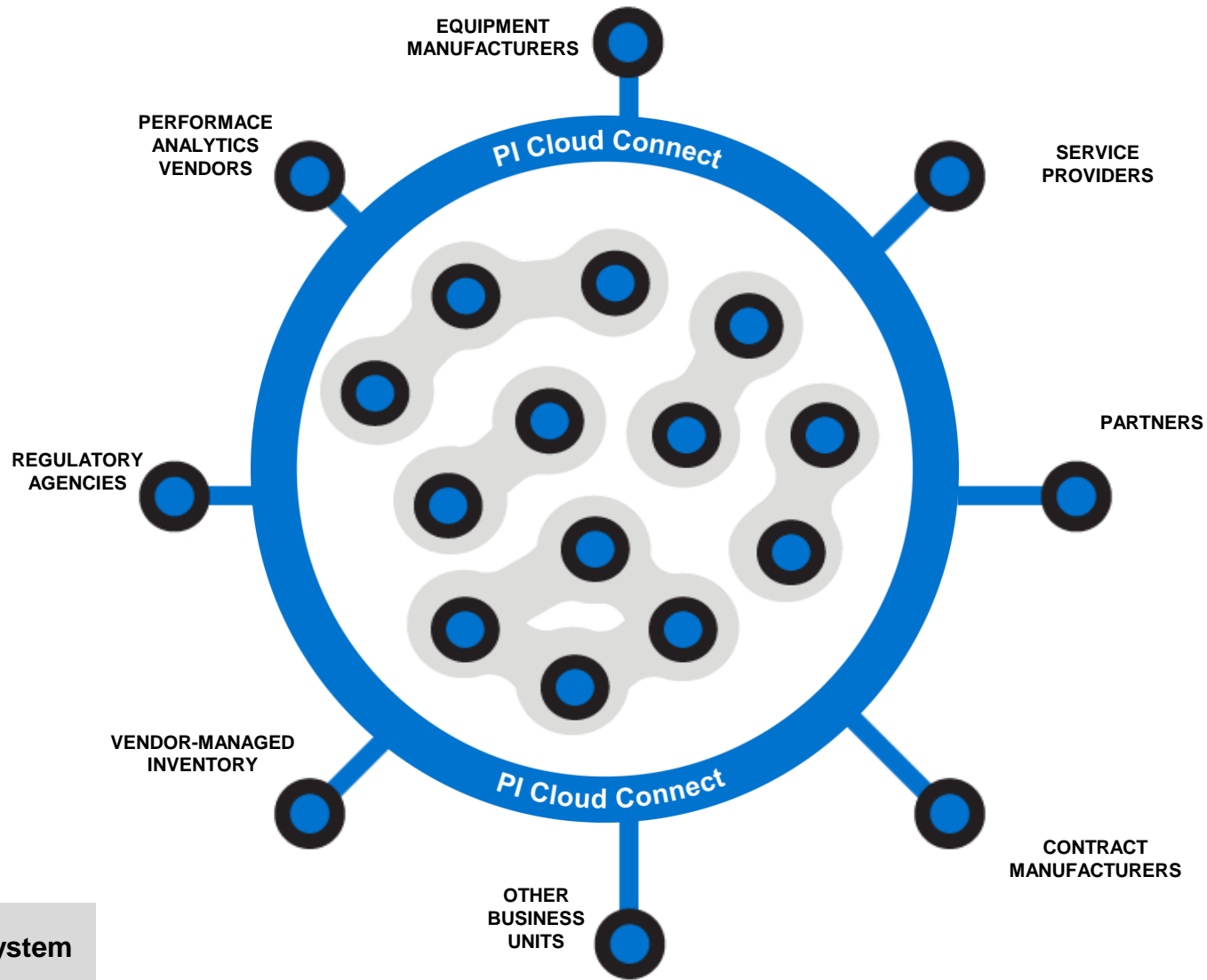
1. Deliver more value to our end-use customers
(Plant/Asset Owner Operators)

"Allow customers to furnish data from a system they own so they can be better served by their vendors"

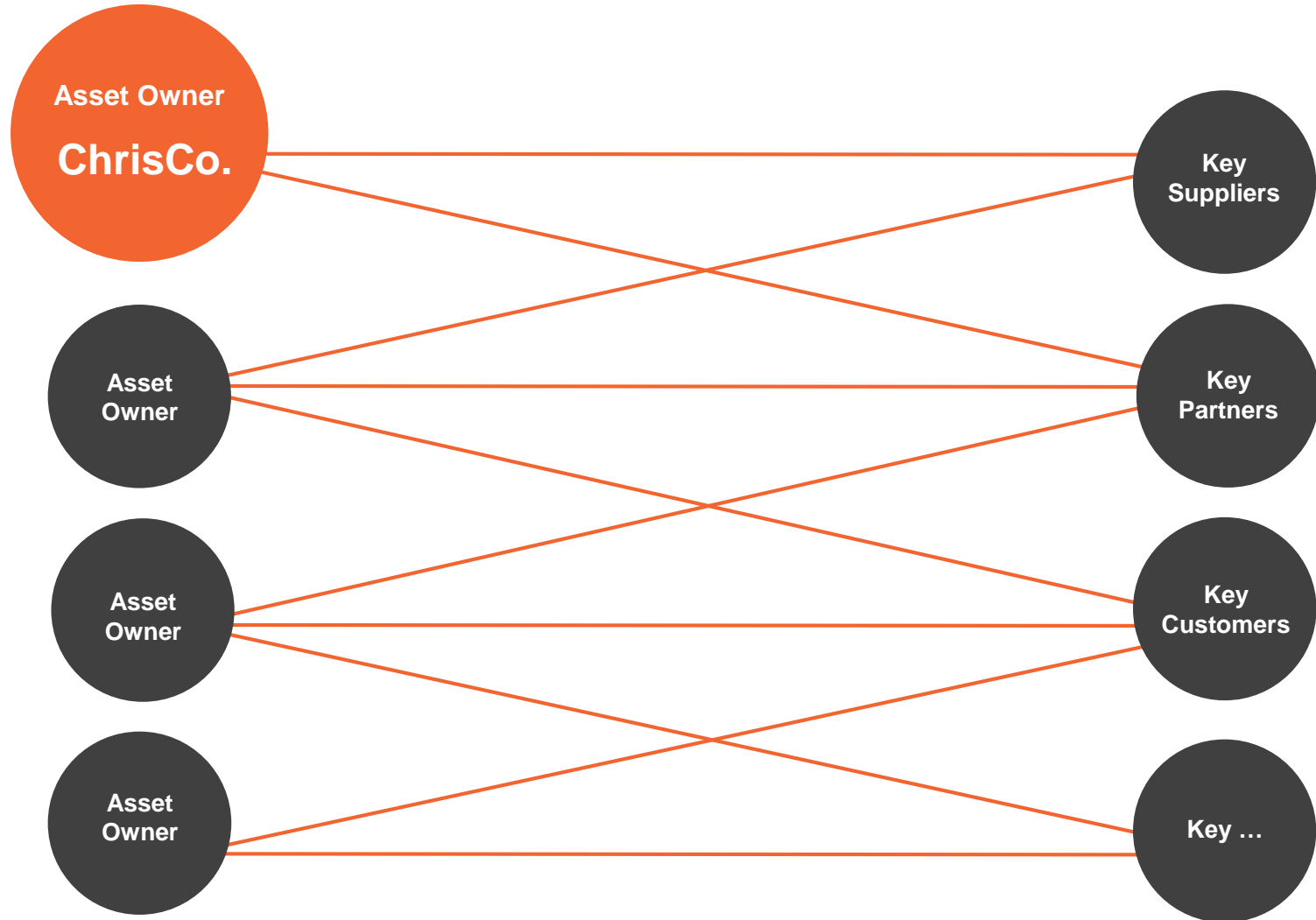
– Pat Kennedy, Founder & CEO, OSIsoft

2. Provide easy, secure framework for **key suppliers** to obtain the machinery and system data they need to drive aftermarket service excellence

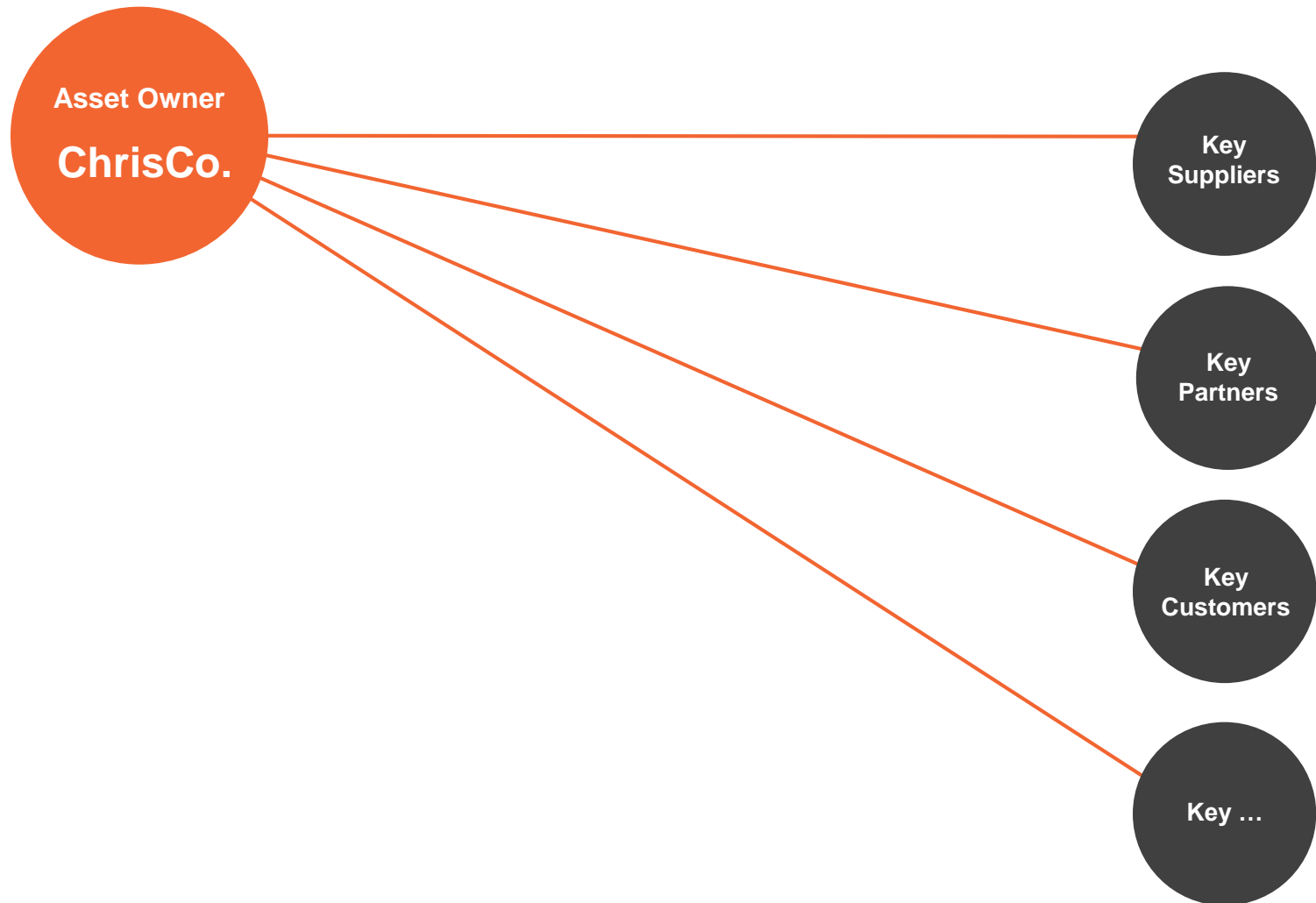
Infrastructure for the Connected Supply Chain



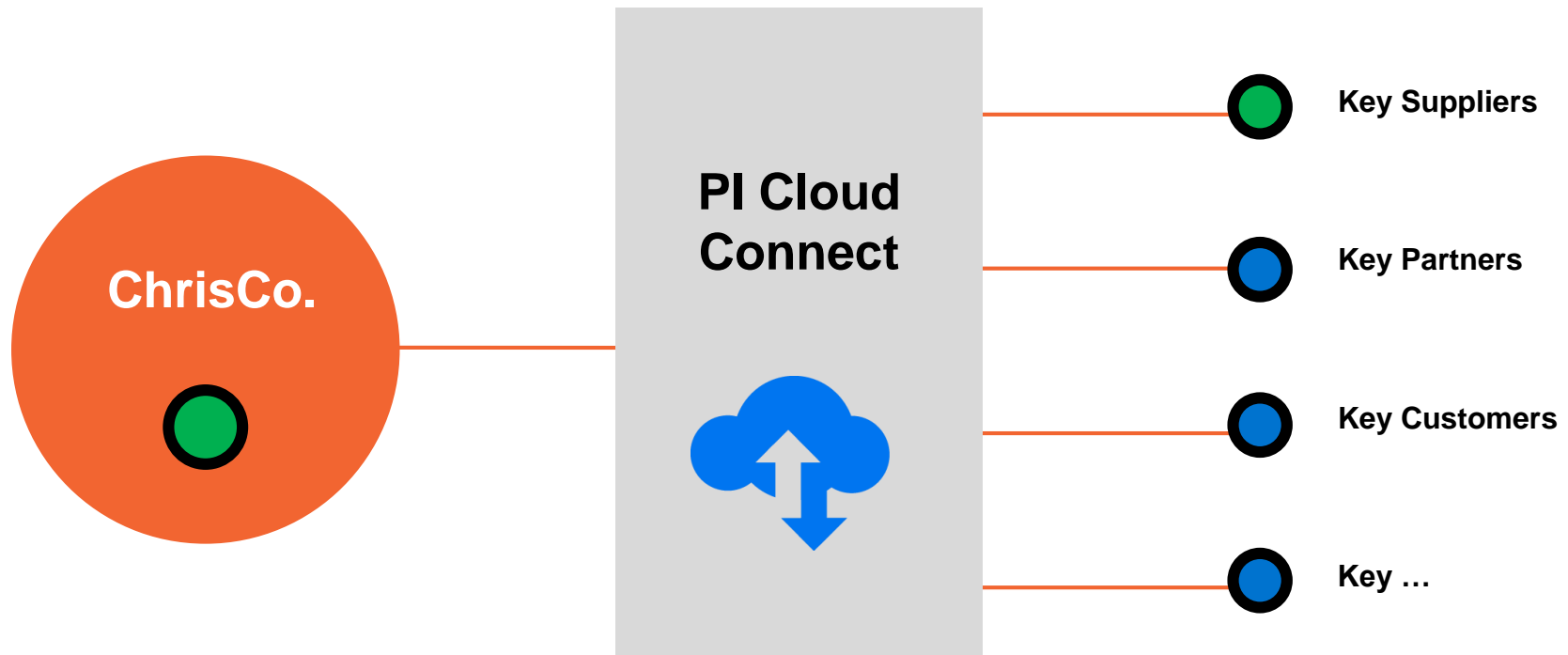
Problem



Asset Owner Problem



Solution for Asset Owner



Existing PI System

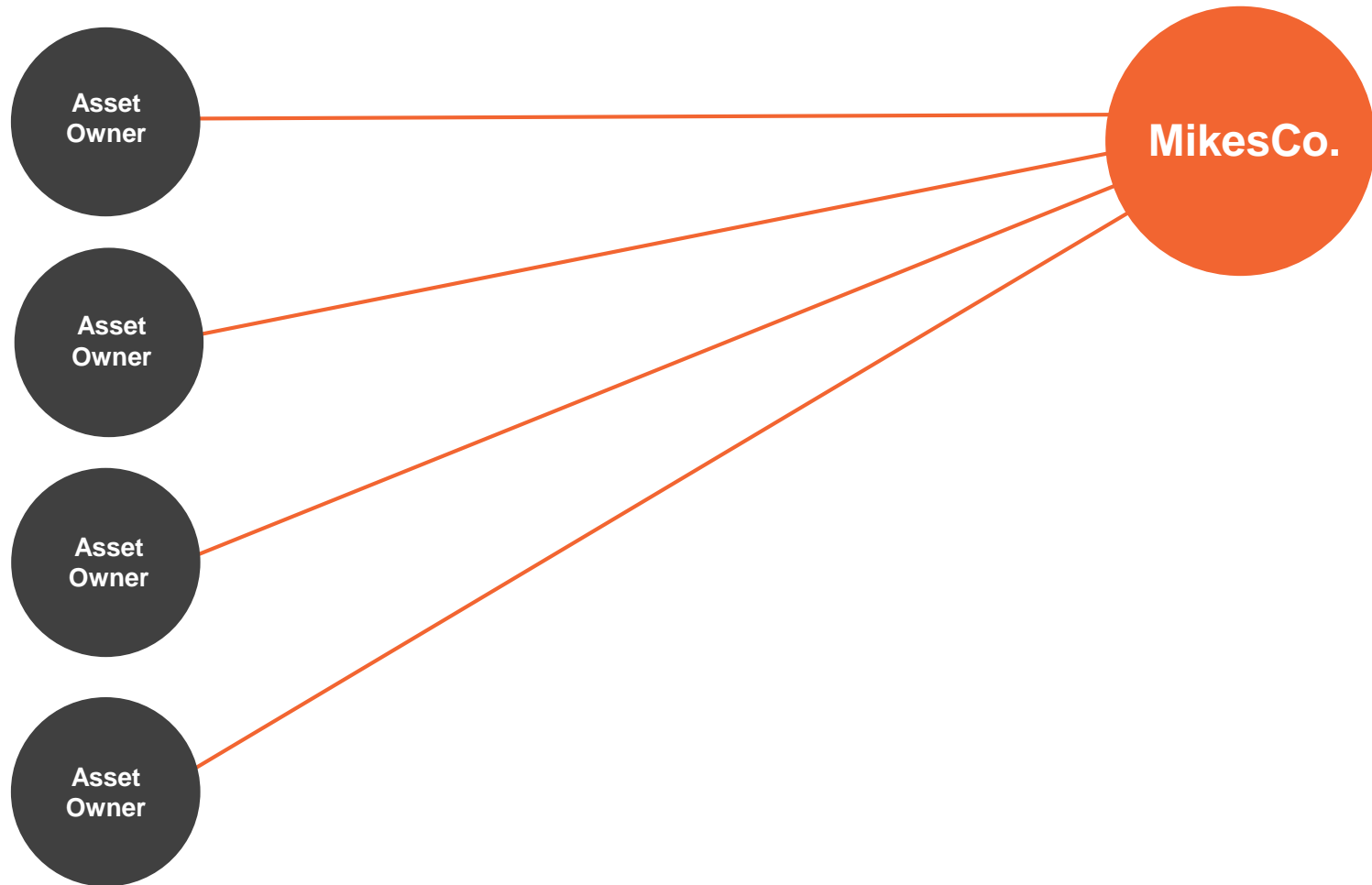


New PI System

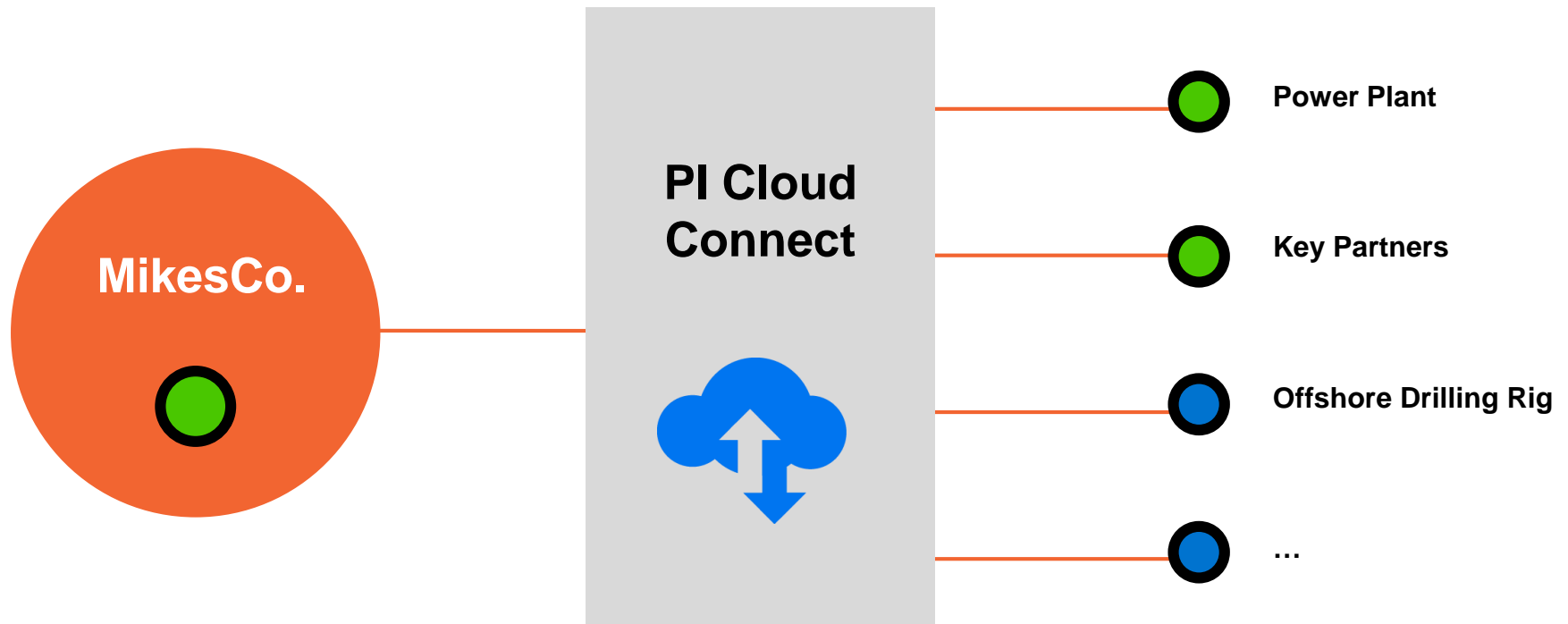
Mike's Gas Turbine Company



O&M Vendor Problem



Solution for MikesCo.



Existing PI System



New PI System

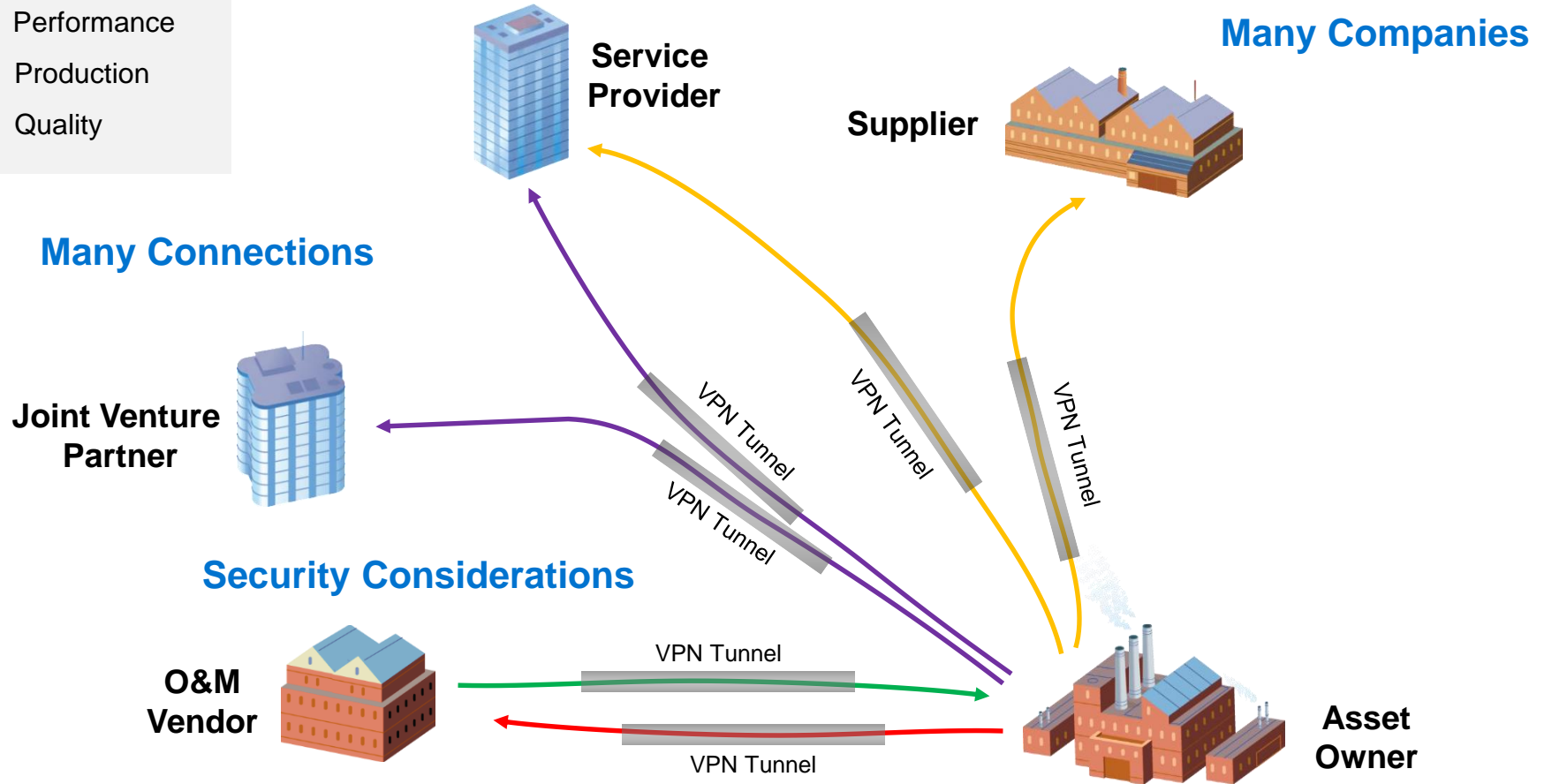
Current O&M Vendor Customers



The Challenges of Sharing Data

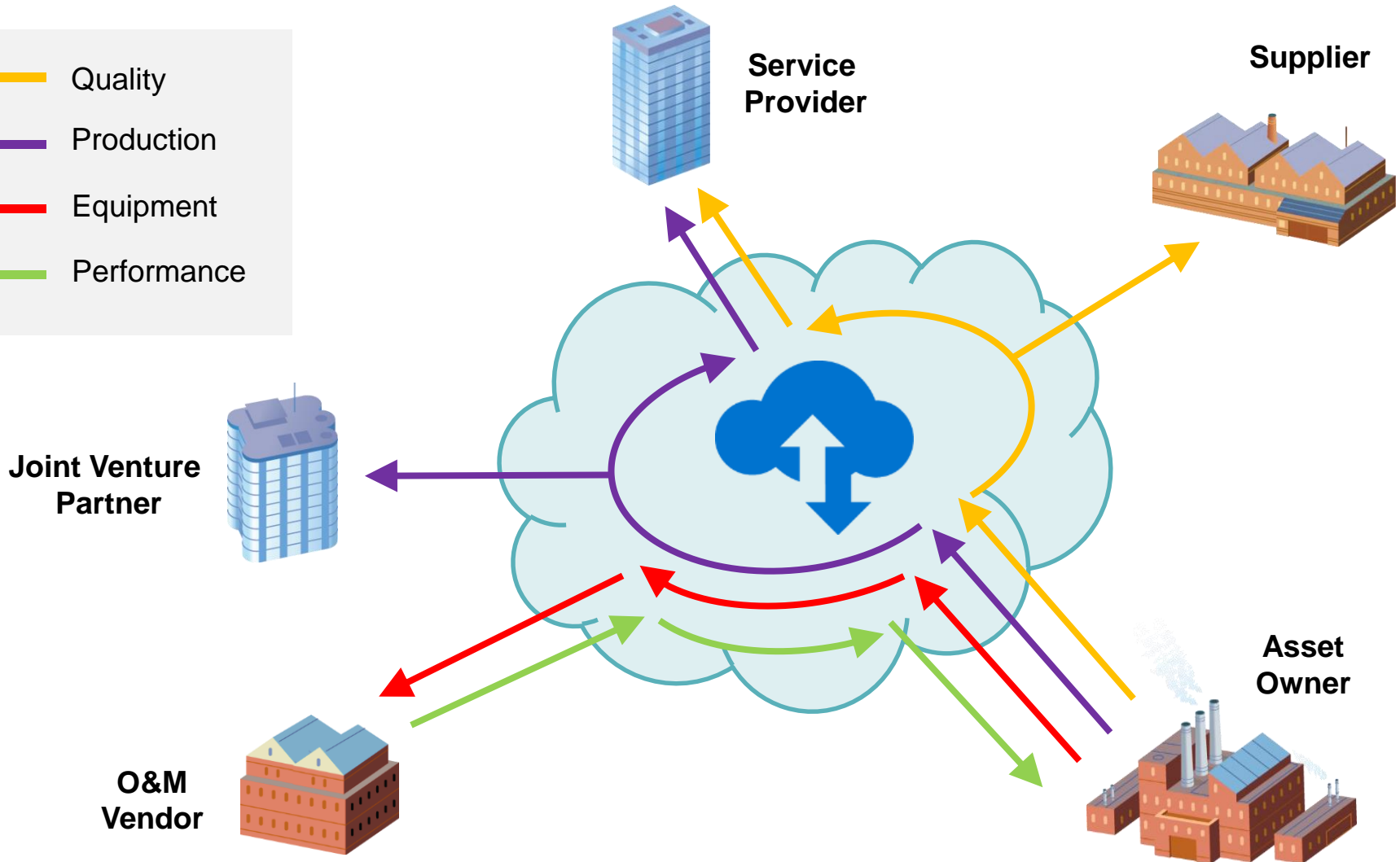
Variety of Data

- Equipment
- Performance
- Production
- Quality



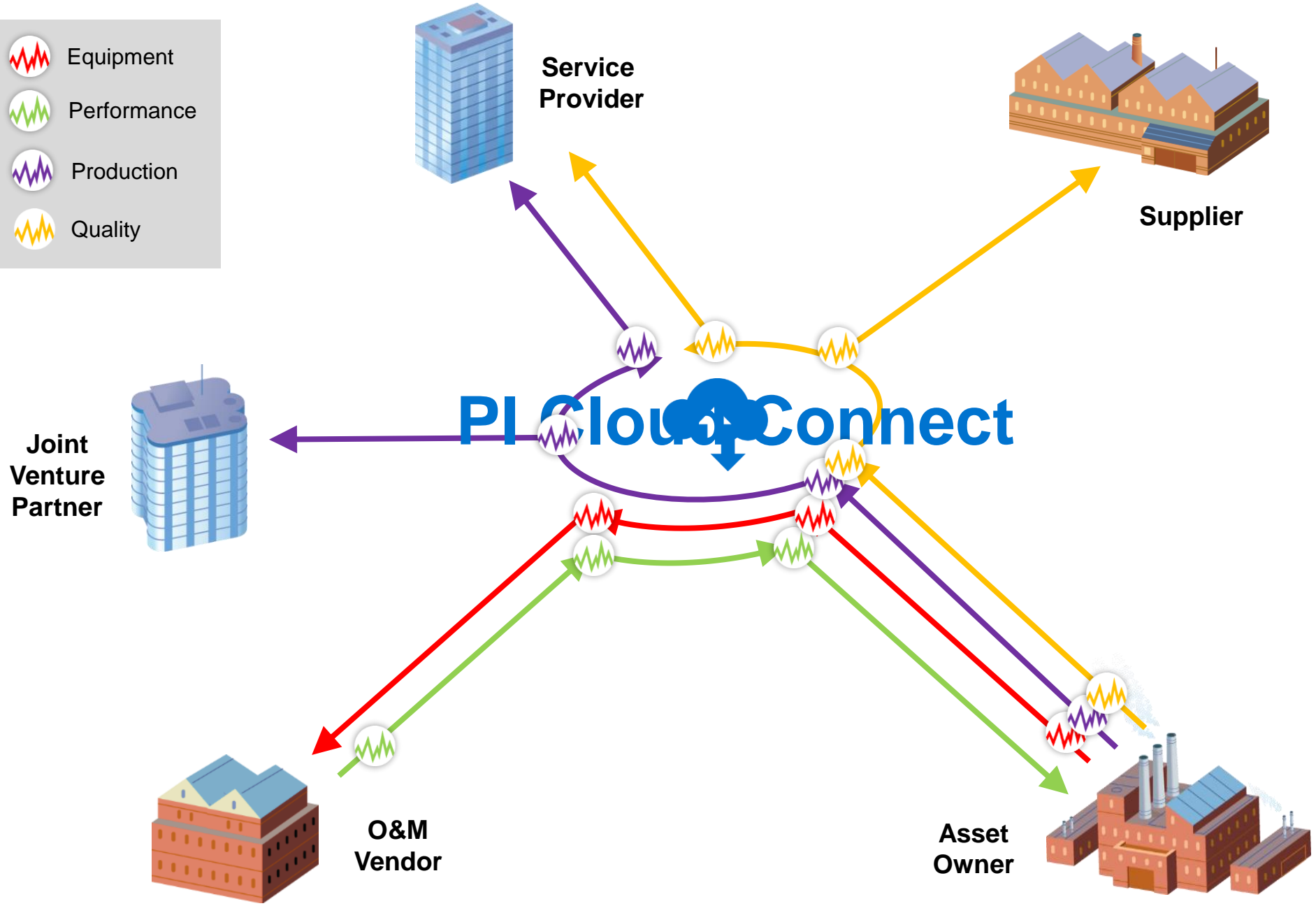
Introducing PI Cloud Connect

- Quality
- Production
- Equipment
- Performance



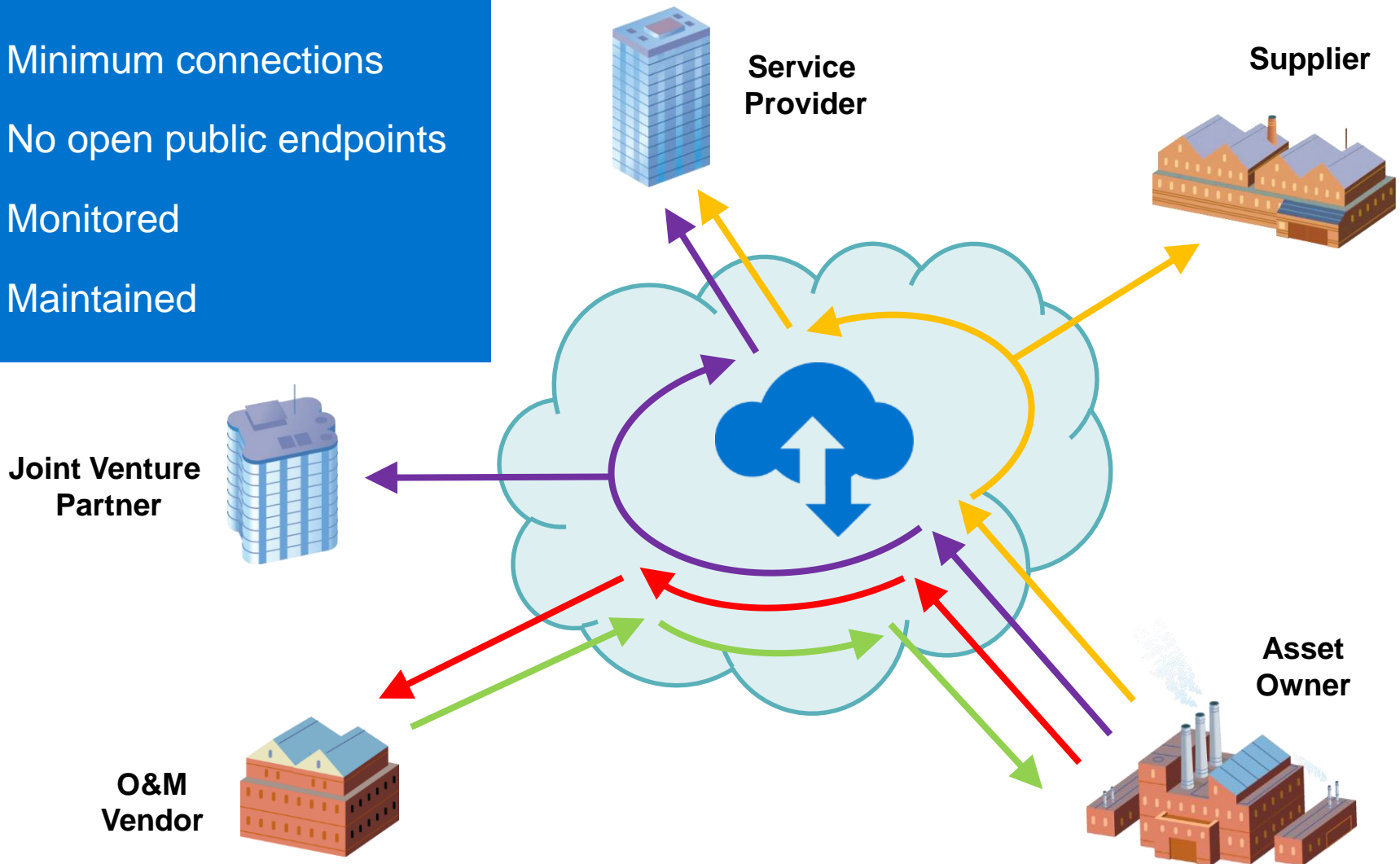
PI Cloud Connect powered by  Windows Azure

- Equipment
- Performance
- Production
- Quality



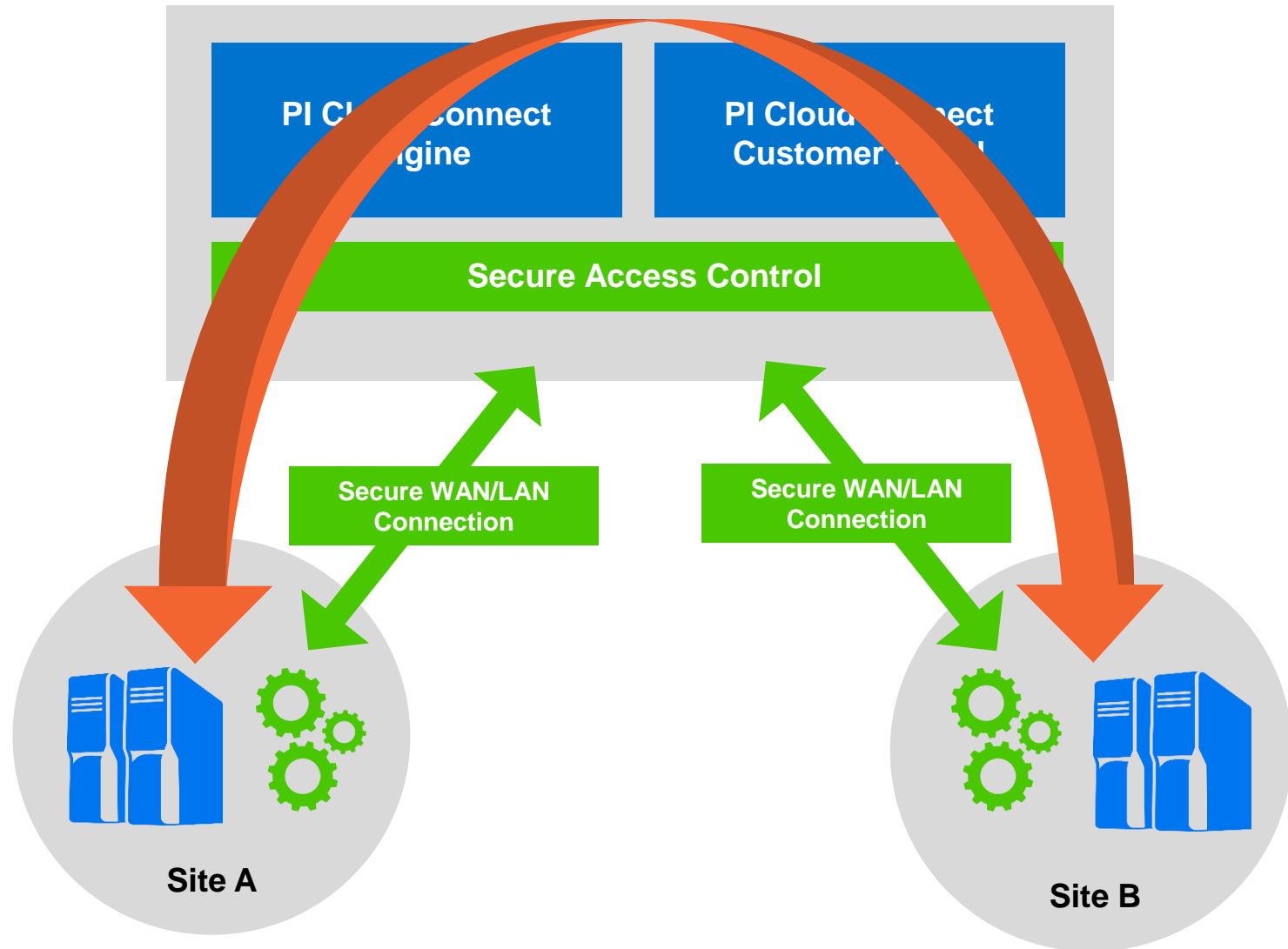
PI Cloud Connect: Security

- Minimum connections
- No open public endpoints
- Monitored
- Maintained



PI Cloud Connect powered by  Windows Azure

PI Cloud Connect



Yellow Iron, Clean Power, Integrated Services



MAK

Solar Turbines



Perkins



Markets Served by CAT Global Petroleum



Gas Compression



Drilling



Well Servicing
Pumping

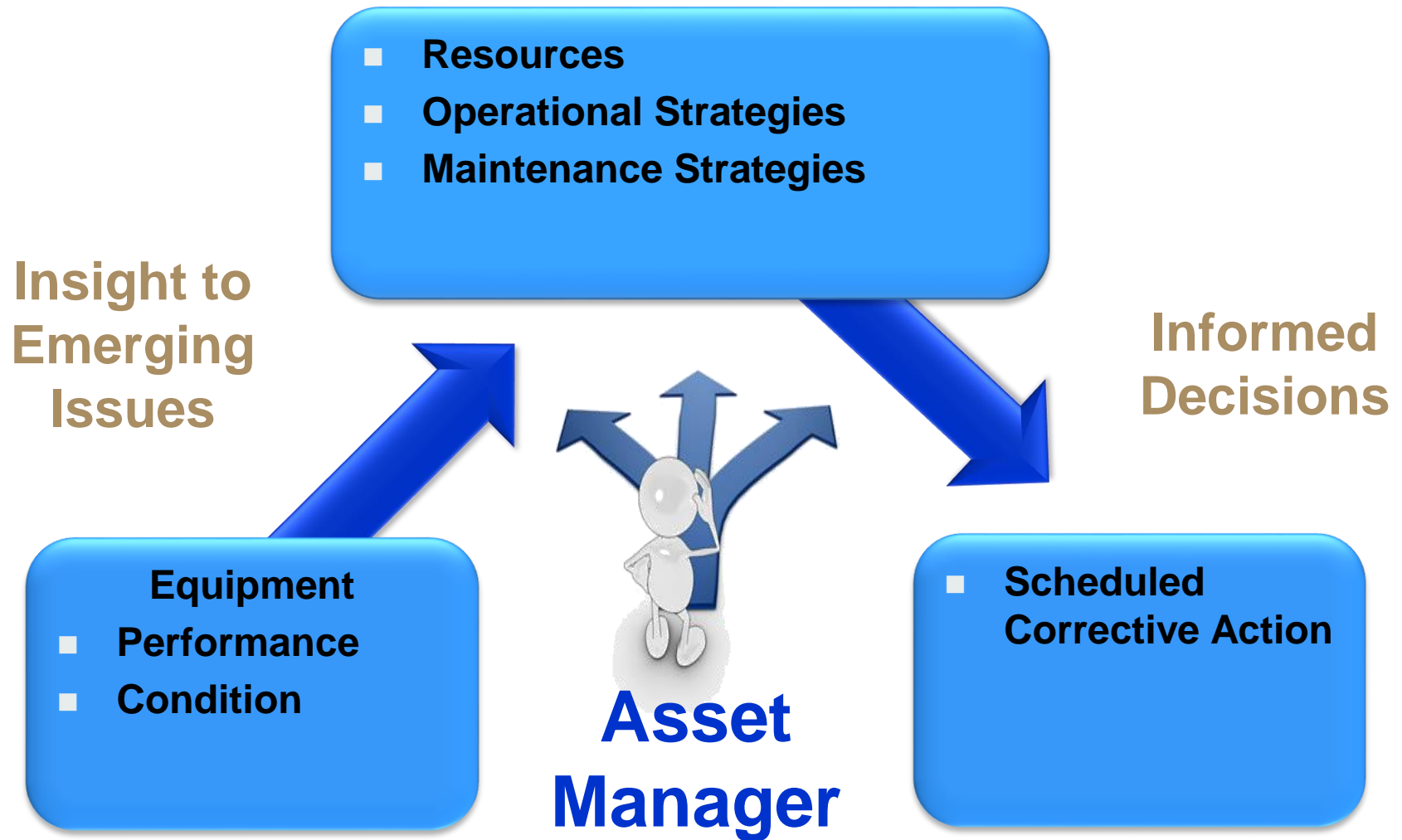


Well Servicing
Workover



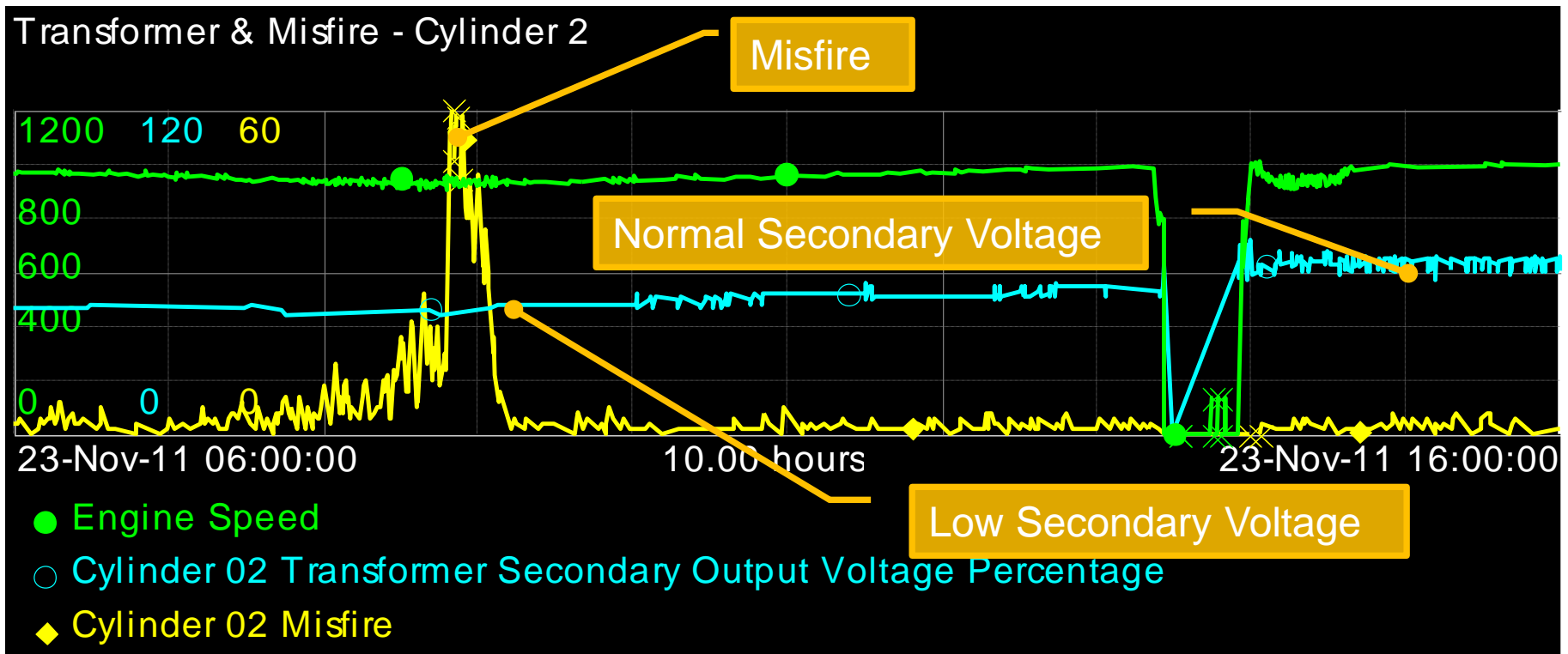
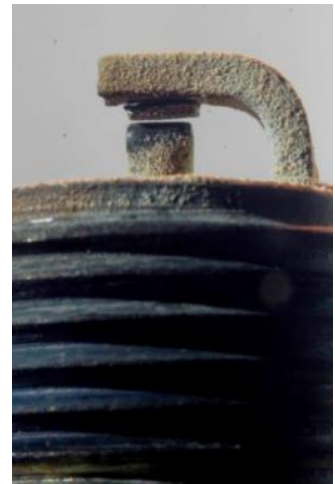
Production Power

Caterpillar Condition Monitoring



Spark Plug Failure

- Analytics alerted that Secondary Transformer Voltage had dropped (blue)
- Drill down into data identified short periods of misfire (yellow)
- To reduce risk of callout during 4-day weekend, Operator replaced spark plug on afternoon of day before weekend



Customer Value from Caterpillar and the PI System

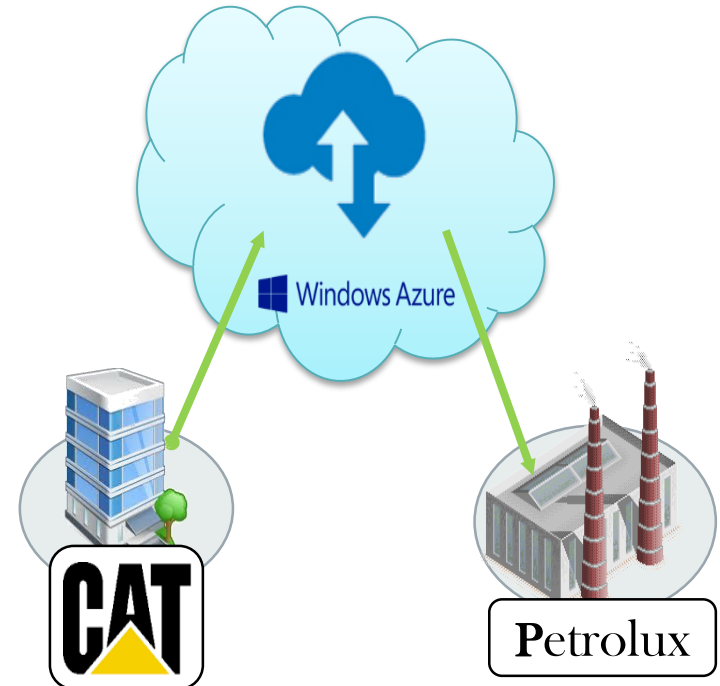
Better Insight into our Assets

Assets managed by Experts

MTBO increased significantly

Higher production numbers

Maintenance is Proactive



What to do when you go home...

**Begin the conversation with key
partners, key suppliers and
OSIsoft**



THANK

YOU

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