



# Introducing OSIsoft

Presented by **Zsolt Oros**, *Regional Manager DACH & EE*

# Who we are?

# OSIsoft is a company with a focus



**OSI**soft®

One System. Singular focus.

1980

↳ Founded

20%

↳ Revenue invested in R&D

65%

Of Global Fortune 500 ←

16,000

# of Sites ←

# From Founder Pat Kennedy

*What Makes OSIsoft Unique....*



## History:

- PI System was created in the early 80's by engineers with plant and software experience. We believed its high fidelity allowed customer to take actions rather than just report failures.



## Customers:

- Too many companies make their customers obsolete, we focus on continually modernizing our software, helping build trust and confidence that they are at the center of our focus.



## Passion:

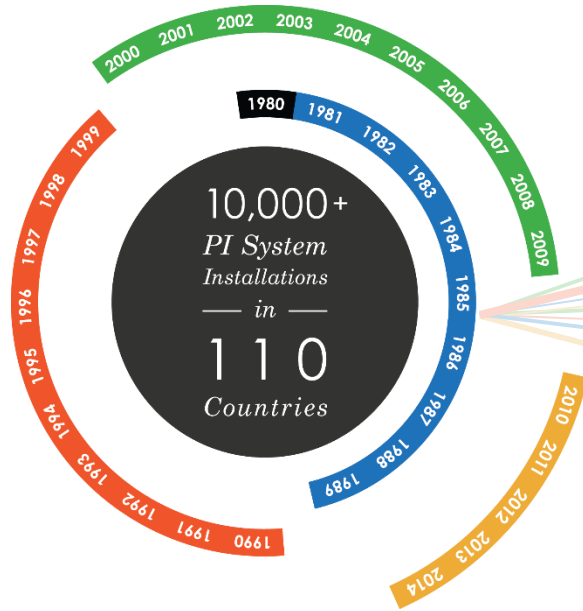
- Our annual users conference is distinctly upbeat, collaboration rather than complaining is the norm. We feed off of this customer attitude, it drives us to be passionate about what we create.



## Pathfinder:

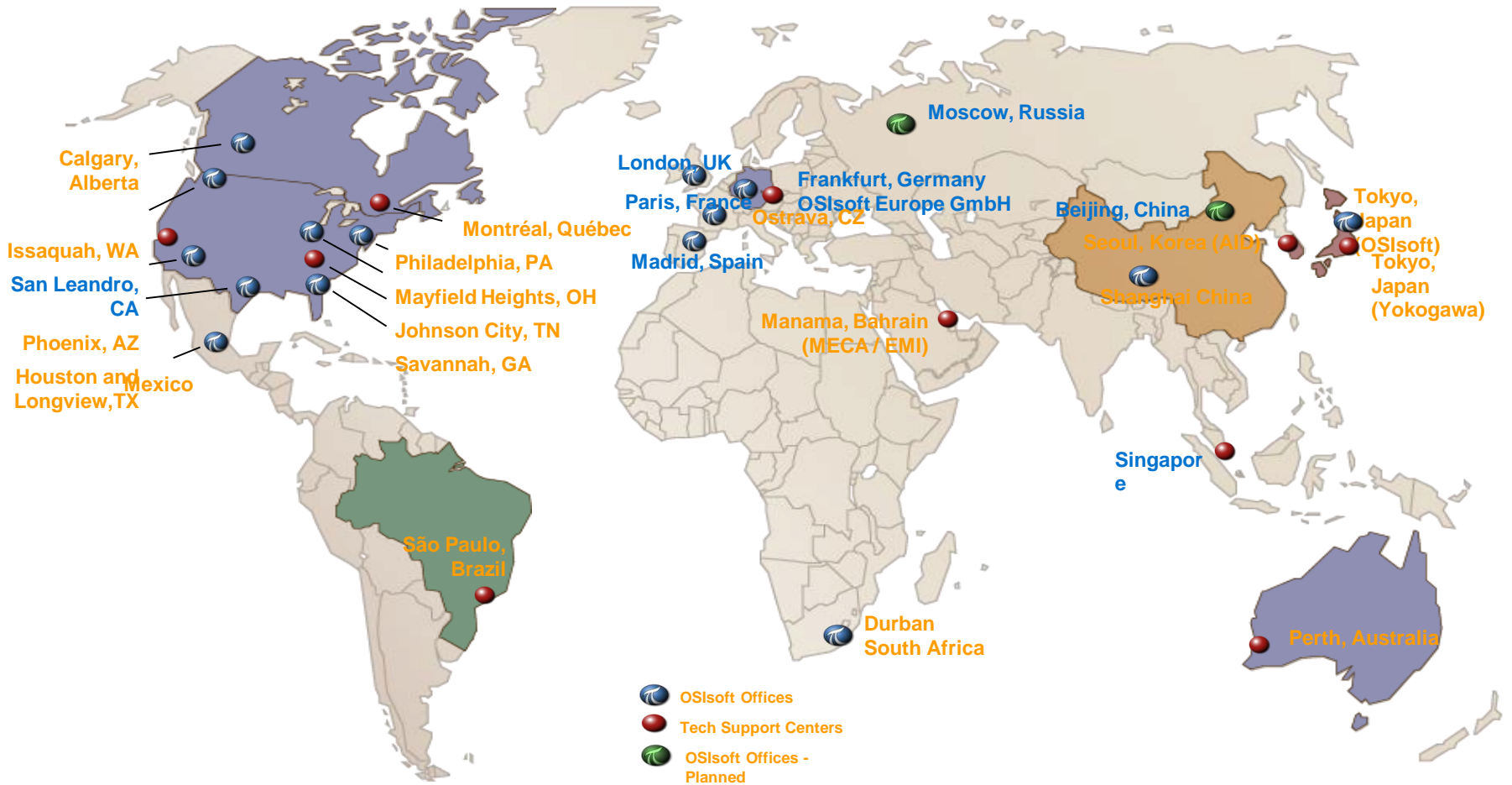
- Our commitment to our customers means as we gently push the edges of innovation, we ensure they can handle that change and find the right path to empower their business

# Why a Vision Matters



## For over 30 years OSIsoft has:

- Focused on delivering a single system
- Proven the ability to anticipate changing industry dynamics
- Evolved so our customers are prepared for their business demands
- Worked tirelessly so our customers can turn information into knowledge



# OSIsoft is trusted by the world's leading companies



## Power & Utilities

OSIsoft is ranked **1st** in the power industry  
**10 of the Top 10** use PI



## Oil & Gas

**8 of the Top 10** of the global Top 10 producers



## Chemicals & Petrochemicals

**40 of top 50** Chemical Companies



## Materials, Mines, Metals & Metallurgy

Installed in the world's **largest** mining companies



## Pharmaceuticals, Food & Life Sciences

**10 of the Top 10** pharmaceuticals



## Pulp & Paper

**400** sites from worldwide leaders



## Critical Facilities, Data Centers & IT

Innovative uses to monitor complex IT environments



## Developing Markets

CPG, Automotive, Semi Conductors

# What we do?



# Real-time Operations Data is being created everywhere

- Creating islands of systems
- Demanding we connect data, to systems, to people, to actions
- Availability and accessibility of this data is critical

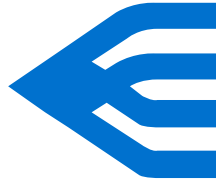


# What is an Infrastructure?

**in·fra·struc·ture** [in-fruh-struhk-cher]

“It can be generally defined as the set of **interconnected structural** elements that provide **framework supporting** an entire structure of development<sup>1</sup>”

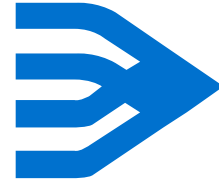
## Traits of an Infrastructure



Reliable  
Secure  
Extensible  
Agile



Scalable  
Available  
Connected  
Simplified



# OSIsoft delivers an infrastructure that has immediate value and enables the creation of value over time

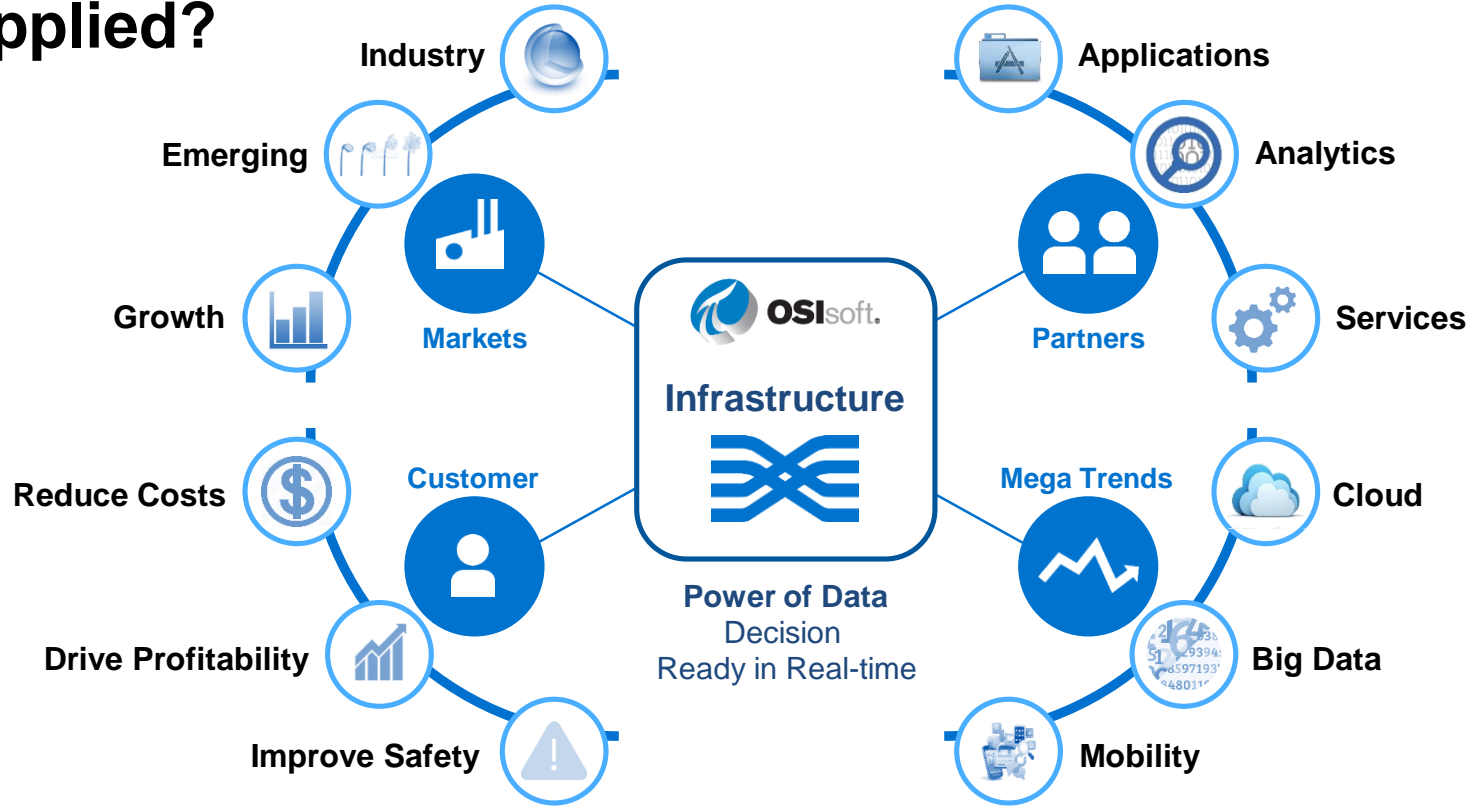
**Immediate Value**  
Phase I: Out of the box

**Value over time**  
Phase II: Business Initiatives

Collect data from Disparate sources  
Accessibility of information  
Connect information to people  
Speed to deployment



# Infrastructure is at the core of our story...How is it applied?

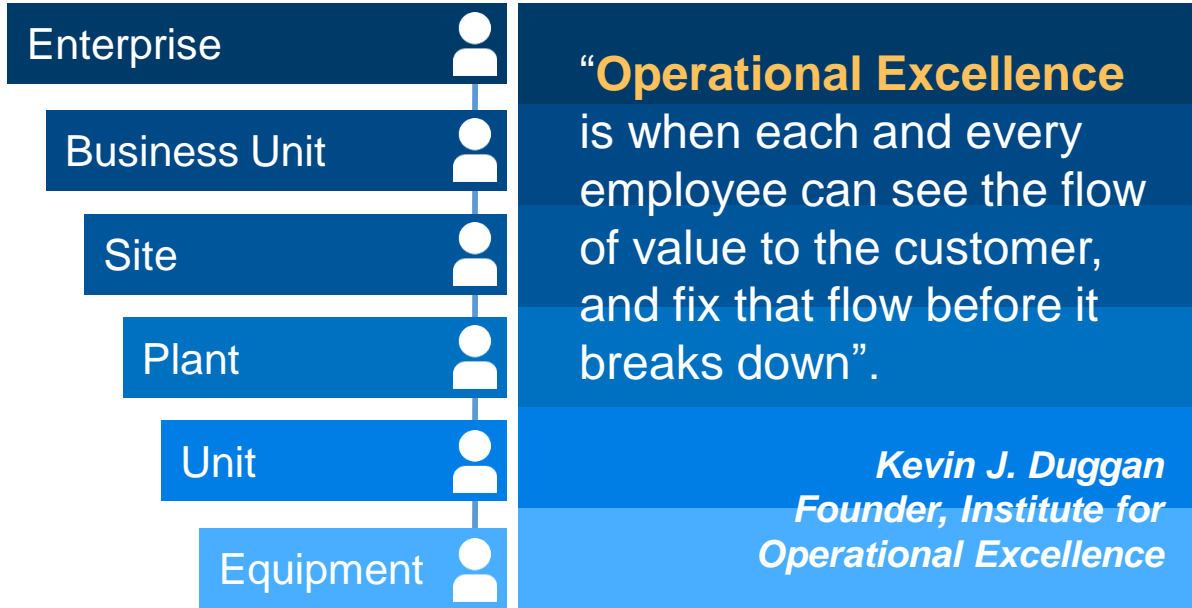




# Thank you

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# OSIsoft focuses on driving operational excellence to create value



## Tools:

Information **Accessibility** and **Visibility** to provide **Understanding**

## Analytics:

Capabilities for turning **Information** into **Knowledge**

## Data Collection and Management:

Putting Data into **Context** to create **Information**

## Connectivity:

To all sorts of Data **Sources**. No matter which type