

# Welcome Remarks

Food & Beverage Virtual Industry Summit

Clay Kalter

December 8<sup>th</sup>, 2020



# AGENDA

- **OSIsoft:** Opening Remarks Clay Kalter
- **OSIsoft Keynote:** Be Ready! Ted Combs
- **AB InBev:** Managing Brewing Processes in Quantity Carlie Fischer
- **Unilever:** Remote Operations Viewing and Data Sharing using OSIsoft Cloud Services Hunter Mathews
- **OSIsoft:** PI System & Partner Capabilities for Remote Operations Dan Lopez
- **Panel Presentation with Q&A** moderated by Marc Gallant of Stone Technologies
- **OSIsoft:** Closing Remarks Clay Kalter



40  
YEARS



# ACCESSING WEBCAST FEATURES

The screenshot displays a webcast interface with several key components highlighted:

- Media Player:** Located at the top left, it shows a video of a man speaking. A red circle highlights the window control buttons (maximize, close) in the top right corner.
- Q&A Section:** Below the video, a text area prompts users to "Please submit your questions for speakers and session feedback here!". A red circle highlights the window control buttons in the top right corner. Below this is an input field labeled "Enter your question \*" and a "Submit" button.
- Resource List:** A section below the Q&A area, also with a red circle highlighting the window control buttons in the top right corner.
- Main Content Area:** The central part of the screen displays a slide with the text: "We believe that **people with data** can **transform** their world" and "We built the **PI System** to give **people** the **tools** that they need to **collect, manage, enhance,** and deliver that **data**". A green box highlights the bottom right corner of this area.
- Navigation Bar:** At the bottom center, a horizontal bar contains icons for video, chat, Q&A, a question mark, a globe, a hand cursor, and a document.

# ACCESSING WEBCAST FEATURES

The screenshot displays a webcast interface for 'Matador 1 CCGT' on 9/30/2020 at 1:25:15 PM. The interface is divided into several sections:

- Agenda:** A blue sidebar on the left with the text 'UTILITIES NOVEMBER 4, 2020' and 'Join us for the next session.' with a 'View Full Agenda' button.
- Q&A Section:** A white box with the text 'Please submit your questions for speakers and session feedback here!' and an input field labeled 'Enter your question \*' with a 'Submit' button.
- Resource List:** A white box at the bottom left containing the text 'Resource List' and 'PI Vision 2020: through the looking glass'.
- Main Dashboard:** A large central area with a dark blue background. It features a 'Production' table, an 'Environmental' table, a 'Safety Events' box, a 'Financial' table, and a 'Fuel' table. Below these are a line graph showing 'Net MW' over time and three gauges for 'GT-1', 'GT-2', and 'ST'.

Production				
Net MW	Sched. MW	Sched. Dev.	Gross MWs	Aux Power
592.06 MW	579.6 MW	12.462	604.09 MW	10.544 MW

Environmental	
NOx	SOx
264 PPH	800 PPH
CO	NH3
15.4 PPH	2.4 PPH

Safety Events	
Total Event Count	56

Financial	
Revenue	Local Mkt. Price
33,126	56.387 \$/MWh

Fuel	
Total Gas Flow	
59,868 scfm	

The line graph shows 'Net MW' on the y-axis (ranging from -400 to 600) and time on the x-axis (from 9/30/2020 9:25:46 AM to 9/30/2020 1:25:45 PM). The frequency gauge shows a reading of 50.009 Hz.

The gauges show the following values:

- GT-1: 180.95 MW
- GT-2: 180.95 MW
- ST: 485.17 MW

# GET THE MOST OUT OF THE SUMMIT

- At the end of each session, sit tight. A redirect will take you to the next session, where you can enter your email to tune in.
- Want to revisit today's content? All of what you see during today's live programming will be available on-demand using CrowdCompass – the same way you connected today.
- If you have colleagues who are interested but have not yet registered, they can still sign up to access all the content at <https://events.osisoft.com/NAM-VIS>

Real-time operations data is the  
lifeblood of your business

And now, we're seeing an explosion  
of data volume, variety, velocity and  
veracity

## Harnessing data is essential to your business to drive outcomes

- ✓ Optimizing production and uptime
- ✓ Reducing capex
- ✓ Minimizing maintenance
- ✓ Protecting health and safety
- ✓ **Creating sustainable competitive advantage**





# Better data. Better business outcomes.



## Asset health

DCP Midstream saved \$20-25 million in first year



## Energy efficiency

Air Liquide achieved 10x ROI from operational savings in first 8 months



## Process optimization

ArcelorMittal shipped 26M additional tons for \$120M in added revenue



## Quality tracking

Deschutes postponed \$8 million capital upgrade



## Compliance & sustainability

TasWater sped up response time by 13 hours and saved local oysters



## Safety & resilience

Quatar Power operated over 3,452 days without lost-time accidents

# 40%

of US chocolate is produced using the PI System

## **Kellogg's**

Reduced energy usage 20% and increased OEE from 67% to 80% [↗](#)

## **Deschutes Brewery**

Improved brewing consistency and decreased total fermentation time 4% [↗](#)

## **Irish Distillers Pernod Ricard**

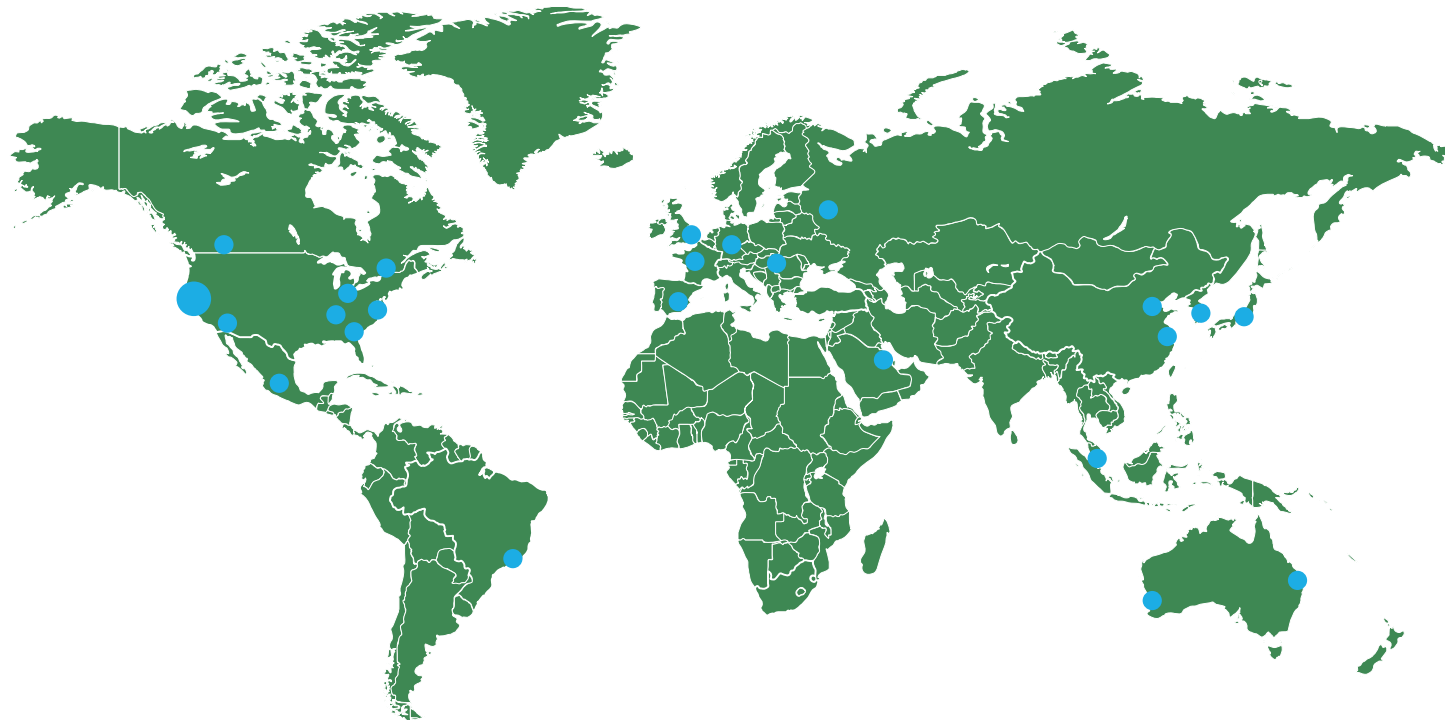
Implemented predictive models to maintain premium product quality [↗](#)

## **Illovo Sugar**

Improved packing station performance 50%, availability 25% and OEE 30% on 49 FFS machines [↗](#)



## WHO WE ARE



**40**

years

**140+**

countries

**21,000**

sites

**3,265**

Customer Presentations

**24\***

of our first 25 customers  
are still with us

# Twenty Twenty

Did Anything **Big**  
Happen?



Let's get started...

