OSIsoft has over 175 customers who have embraced the Enterprise Agreement (EA) – a strategic program designed to accelerate the benefits of a data driven culture and enable a digital transformation across the enterprise.

The EA is a strategic partnership to enable organizational alignment by bringing together people, process and tools to accelerate a data driven culture. The PI System™ provides the Data Infrastructure to connect processes, assets, and people to the data, while OSIsoft Enterprise Services facilitate EA licensees to determine business opportunities, the architecture, and an optimal roll-out plan for success.

What Does The EA Program Have to Offer?

• Digitally Transform the Entire Enterprise with OSIsoft’s Data Infrastructure
• Accelerate Transformation with OSIsoft’s Enterprise Services and Training
• A Framework for Organizational Consensus to Capture and Leverage Data for Transformative Impacts

What Do Customers Like About the EA Program?

1. No more counting licenses
   Deploy the PI System for a defined set of assets without any usage or user restrictions.

2. Predictable software spends
   The framework uses a simple methodology to ensure a predictable software spend.

3. Empowering the enterprise
   With focus on long term strategy and architecture, the program moves away from project focused thinking to focus on empowering the entire enterprise.

4. Focus on success
   A partnership approach with access to expertise and exclusive services to set customers up for success!
Typically, OSIsoft customers have adopted the PI System, asset by asset, process by process, site by site in a lead by example approach where based on value derived, the PI System has been incrementally deployed deeper and wider.

Customers who recognize the strategic value of the PI System prefer an EA program approach — a strategic, rapid, and complete methodology to deploying an infrastructure across the enterprise. Customers are able to step back, map business opportunities with the support of OSIsoft, and design architecture and roll out plans to maximize the value of operations data.

The EA Program Approach Enables:

- On-demand access to operations data and empowers every user in the organization
- Creation of an enterprise architecture
- Agility to embrace new technology and migrate from old
- Enterprise data governance and normalization
- Enterprise analytics initiatives with added option of Integrators
The Benefits of the EA Program

By entering into an EA, organizations remove many of the barriers that previously limited the capture of data for decision making, rate of PI System deployment and the value gained from deploying a data infrastructure.

Concerns over the cost of tags to pervasively access data, the need to access advisory services and training to move forward, and being constrained to annual budgets have all been cited as barriers to progress.

The EA Removes Business Barriers with:

- Unrestricted and on-demand access to licenses
- Strategic enterprise advisory and training services
- Value based pricing of software based on company business metrics and license cost control

Safety & Security | Energy Utilization | Process Efficiency | Asset Health | Quality | Regulatory Performance
---|---|---|---|---|---
PETRONAS | BARRICK | XcelEnergy | ALCOA | Maynilad | janssen

- Reduced 5 unplanned plant shutdowns
- Efficiencies in Oxygen production $12M/yr/mine
- Reduces errors by 37% and save $46M
- $5-40M per avoided smelting event
- Recovered 640M liters of treated water
- 1000+ paper documents removed from manufacturing
EA Success Case Study

Customer Background

Xcel Energy own and operate 17GW+ of Generation, 20k miles of Transmission lines, and 1,200 Substations.

Business Challenge

Their utility business model preserves local operating companies under the cost efficiency of a corporate shared service umbrella. Their challenge prior to adopting an EA was bridging the gap between Assets & People, providing visibility across service territories.

The EA Transformation

To overcome this challenge Xcel Energy invested in 2014 in an EA and the use of the PI System as a “real-time operational information infrastructure”. While Xcel Energy has deployed the PI System across multiple power generation and transmission environments, in wind power alone Excel Energy predicts an error reduction of 38% in wind forecasting and over a $46M savings over the next six years.
“The EA is a partnership with OSIsoft to deliver highest value from PI assets in the least amount of time. We are only limited by how quickly we wanted to achieve our business goals.”

- Scott Harmeier
The EA is priced to match business value and remove inhibitions to access operations data.

Traditionally, incremental license acquisitions of tags, nodes, and users has created delays in accessing new licenses while waiting for budgets and contracts. Each tag leads employees to question the value of the data they are capturing. Often the value of the data is unknown until captured and made accessible.

In contrast to the conventional PI System licensing, the EA license is based on a one-time perpetual license purchased based on a defined scope and linked to business metrics i.e. barrels of oil, KW of power, etc. Each year the EA licensee has a fixed services and maintenance fee to ensure continued access to services, support, and software upgrades. This enables organizations to map the value of their deployment with their own business, control spend and enable rapid and pervasive utilization of operations data for decisions and advanced analytics.

What’s Included in the Enterprise Agreement Program?

**Products**
- Standard PI Interfaces and PI Connectors
- PI Server™
- Visualization tools
- Developer technologies

**Services**
- 24 X 7 support
- Field services
- Training vouchers
- CoE services
- EPM advisor

**Optional Add-Ons**
- Advanced Integrations
- Cloud Services

“One of the biggest assets we’ve had is the EA team from OSIsoft. They help us really get the value.”

- Stuart Watson
OSIsoft has been partnering with customers for decades to enable enterprise deployments. Our services personnel have access to a large repository of experience and knowledge to facilitate the success of EAs.

As part of the EA, licensees get access to unique services to develop enterprise architectures, and manage deployment. OSIsoft has designed exclusive services for EA customers with a focus on customer success.

**Enterprise Program Manager (EPM): OSIsoft Advisors**

EA licensees benefit from the ongoing collaboration of an assigned OSIsoft program manager. He or she will work on the rollout of the PI System Data Infrastructure, with a focus on implementation of the most critical and opportunistic initiatives. The EPM will create an annual road map in conjunction with the customer and oversee implementation to optimize the value of the PI System deployment — ensuring that EA licensees receive value today and value tomorrow.

**Center of Excellence (CoE) Experts: Dedicated Team of Advisors**

OSIsoft's group of CoE experts provide strategic advisory services for Enterprise Agreement customers based on years of enterprise experience deploying the PI System. A team of PI System experts — engineers carefully selected to match industry and company profile — will develop a detailed co-authored enterprise architecture, laying the groundwork for best practices and achieving priority business initiatives.
“We wanted the CoE services. They know their business and our business. That is huge for us.”

- Iain Allen
The EA provides organizations with the foundation for the deployment of a Data Infrastructure to connect assets, people, processes, and data for real-time decisions.

To support an agile organization which embraces new technology and trends, OSIsoft offers add-ons to the EA based on technology and business needs. For example, organizations seeking to utilize PI System data in data warehouses, GIS, and BI tools amongst others can add PI Integrators to the EA at additional costs.
Have more questions? Please feel free to contact any of our team members.

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About OSIsoft

With the belief that people can improve process efficiency, manage assets and mitigate risk if they have access to the data they need, OSIsoft created the PI System as a common data infrastructure to capture and store real-time data and make it available however and wherever needed. For over 30 years, OSIsoft has delivered the PI System with the singular goal of creating a common data source to connect enterprise data with people making decisions and solving problems.

Today, the PI System is trusted to do just that. Processing over 1.5 billion data streams across 19,000 sites, the PI System is embedded in operations and critical infrastructure in over 125 countries. Our customer base includes Fortune 100 and Fortune 500 companies in power generation, oil and gas, utilities, metals and mining, transportation, critical facilities and other industries.

To see any of the 1100+ customer success stories, product descriptions or global initiatives, please visit www.osisoft.com.