

Sigmafine + PI System™

Pimsoft is a private company headquartered in Turin, Italy, with satellite offices in Milan, Rome, and Houston, Texas. The company started working with OSIsoft in 1996 as its Italian distributor, and later became a value-added reseller and an OEM Partner.

Pimsoft's Sigmafine is an enterprise-wide software platform that improves and sustains data quality for process and manufacturing industries. Working in unison with the PI System, which collects operational data and structures it with Asset Framework (AF), Sigmafine drives data validation and reconciliation and improves data quality and usability.

Currently, there are about 200 active Sigmafine systems worldwide.

Sigmafine Capabilities

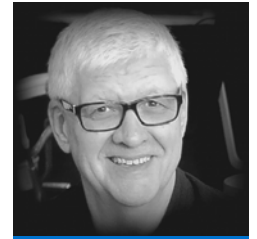
- Leverages Asset Framework
- Provides sustainable Data Quality
- Maximizes the value of Information
- Reduces applications islands through native built-in integration with PI System (no interfaces needed)
- Same administrative tools and management procedures
- Simple system maintenance

[Click here to learn more about how Sigmafine and the PI System work together.](#)





Massimo Galli



Bernard Morneau

INTERVIEW WITH PIMSOFT

We caught up with Pimsoft's Co-Founder, Massimo Galli, and the company's Business Development Executive, Bernard Morneau, to talk about the value of Pimsoft's partnership with OSIsoft and discuss shared opportunities, challenges and vision.

Q We know that your technology is very closely aligned to the OSIsoft's Asset Framework technology. What is the roadmap of your product now?

MASSIMO

Sigmafine is entirely based on OSIsoft technologies, and our product roadmap is in direct contact with the OSIsoft's development teams and roadmaps. Therefore, we follow the evolution of the PI System very closely, especially of AF. From a strategic point of view, our activities are divided into a few key areas. One of them is focused on algorithms. Sigmafine delivers mathematical calculations to customers to provide them with high quality data. The other area is visualization. Sigmafine enables users to model their facilities and their processes. We see the area of visualization as the main artery of development in the near future, and we are following OSIsoft's PI Vision™ very closely.

Q Are you considering integrating new Sigmafine features into PI Vision?

BERNARD

PI Vision is OSIsoft's strategic product for the visualization, and we are already in contact with the development team about building an extension for Sigmafine in PI Vision. We must have a very tight collaboration on this to enable us to take advantage of PI Vision as soon as possible. The driving force is to make sure Sigmafine customers can continue to use Sigmafine and take advantage of this new OSIsoft technology.

Q How does this tight cooperation bring value to your customers?

MASSIMO

With Sigmafine, the customer doesn't have a different user experience from the rest of the PI System: the administrative tools and visualization are still the same. The value in having Sigmafine and PI System work together is that you are not creating another application island in your application landscape as you solve issues around data quality with Sigmafine's algorithms.

BERNARD

OSIsoft is notorious for not implementing anything requiring domain knowledge or industry specific knowledge, wanting to remain a cross-industry, generic infrastructure. That is deeply ingrained into the company culture. Sigmafine takes care of the domain specific, application specific, industry specific needs that the customer has. There is a good synergy between the two companies.

Q With your rich history with OSIsoft and the PI System, what is your favorite story for you in terms of customers you worked with?

MASSIMO

A classic success case for us was when a customer identified that there are too many errors in their data to be trusted. They started using Sigmafine in a pilot, but then the adoption grew to model all the process units they own. We started reconciling data every hour and fed the data back into their PI System. It was great because the customer was able to reuse their familiar PI System tools like Notifications and PI ProcessBook™.

BERNARD

At the end of the day, people are using Sigmafine to transform data that is time-oriented, production-oriented or asset-oriented into a shape useable by business systems. I can't think of a single customer that is not taking the Sigmafine data back into their ERP or financial systems. One of our customers is using Sigmafine as part of their Sarbanes-Oxley compliance program. If the data set shows too much imbalance, then it is not going to get financial approval until it is within a certain tolerance. It's one of the best stories showing that Sigmafine is really helping to run the business in a reliable and compliant way.



What advantages does your OEM partnership with OSIsoft deliver to your business?

MASSIMO

The fact that OSIsoft spans so many industries is helping us to expand our footprint. We started in oil and gas, but thanks to this partnership we are now expanding to power generation, pharma and other sectors. The OEM is helping us to reach new industries. The other competitive advantage is the flexibility and extensibility of the PI System and AF, which allows us to quickly add new features to Sigmafine. Our competitors develop monolithic applications, not flexible frameworks that can be easily expanded.

BERNARD

For an OSIsoft OEM partner, access to the PI System's vast market share and install base is a big attraction. Also, if you want to do OEM with the likes of GE, Honeywell, AspenTech and others, you'd be stuck because they already own many of the applications that people would want to create. Becoming an OEM with OSIsoft is basically the best offer in the marketplace. OSIsoft is not competing with you. Its product is an infrastructure, not an application.



What business opportunities do you foresee from our partnership in the future?

MASSIMO

More and more, we are moving towards near real-time processing to drive real-time decisions and feed machine learning technology. At this moment, everybody is talking about machine learning. But the problem is still the same. If the raw data is affected by some major quality error, machine learning is affected by the same error. Therefore, there is more and more need to apply such type of quality methodologies in a real-time environment. This is one of our opportunities in the future.

BERNARD

A percentage of customers who now buy Sigmafine also buy into our application management service that allows us to do model updates remotely. The models are application specific, but we can help the customer with updates, expansions and build new ones. Customers are no longer buying Sigmafine, learning it, and then maintaining the models themselves. The business is changing. Certain customers are even requesting that data quality be delivered as a service.

MASSIMO

Yes, such new approach allows knowledgeable people on the customer side to shift from being data cleaners, spending 80% of their time checking data and 20% analyzing it, to being scientists who can spend 80% of the time analyzing the data. A weekly effort to clean, compile and organizing data now shrinks down to a day or so. This improves business performance through data, by making operations more trackable and profitable. That is a significant trend we are experiencing.