



# PARTNER MEETING AGENDA – EMEA 2012

## 16<sup>th</sup> & 17<sup>th</sup> October 2012

<b>DAY 1: Business Focus</b>		
08:00	Registration & Coffee	
09:00	Opening Welcome & Pat Kennedy's video address	Jesús Hernandez, OSIsoft
09:15	OSIsoft Partner strategy & program	Luca Spingardi, OSIsoft
09:45	OSIsoft's positioning of the PI System: The Industry standard Real-Time Data Infrastructure for the Enterprise	Jesús Hernandez, OSIsoft
10:30	Partner opportunities: Building innovative Solutions and applications on the PI System	OSIsoft & Partner
11:00	Break	
11:30	Partner opportunities: Supporting OSIsoft migrating customers to PI System 2010	OSIsoft & Partner
12:15	The OSIsoft Partner Solution Showcase	Luca Spingardi, OSIsoft
12:45	Lunch	
13:45	Partner presentation 1: Showcasing of a Partner Application/solution built on the PI System	Partner
14:15	Partner presentation 2: Showcasing of a Partner Application/solution built on the PI System	Partner
14:45	Break	
15:15	Promoting a "Customer Master Plan"	Zsolt Oros, OSIsoft
15:45	New market opportunities for Partners and OSIsoft	Mark Peterson, OSIsoft
16:10	Microsoft: Strategic Partner update	Microsoft
16:40	OSIsoft Partners Legal update	Dan Rhodes, OSIsoft
17:00	Panel discussion & Q&A	
18:00	Closing remarks	



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<b>DAY 2: vCampus (Technology Focus)</b>		
08:00	Registration & Coffee	
08:30	Welcome Introduction to OSIsoft vCampus for partners	Andreas Schremmer, OSIsoft
09:00	OSIsoft PI System Product roadmap and update	John Baier, OSIsoft
09:45	PI System 2012	Frank Batke, OSIsoft
10:15	Break	
10:45	The PI System Asset Framework: PI System SDK, Event Frames & Analytics	Andreas Schremmer, Hans Otto Weinhold OSIsoft
12:15	OSIsoft Partner presentation: Value of PI System Asset Framework	OSIsoft & Partner
12:45	Lunch	
13:45	PI System Visualization: PI Coresight, PI Webparts, PI ProcessBook & PI DataLink	John Daniels, OSIsoft
15:15	Break	
15:45	Partner presentation: Value of PI System Visualisation technologies	OSIsoft & Partner
16:15	Panel discussion and Q&A session	
17:00	Closing	