7 Ways Service Providers Can Benefit from a Connected Services Model

Across many industries today, companies face a multitude of obstacles to achieving high operational efficiency. Domain experts are retiring in growing numbers and being replaced by less experienced workers. Industrial machines — many of which now incorporate embedded connectivity or sensitive intellectual property — are becoming more complex. At the same time, the number of machine and sensor-based data sources is constantly growing. As a result, owners and operators are increasingly relying on outsourced expertise to manage asset health, process optimization and quality control.

One unique and highly effective way to overcome this problem is by adopting a Connected Services framework. Within this **collaborative approach**, service providers can offer asset owners many of the data analysis capabilities from the PI System in a highly customized format. By **sharing secure access to the asset owners' operational data, both asset owners and service providers can reap many benefits**.

The PI System connects sensor-based data to the people who rely on this information to manage process efficiency, asset health, quality and resources. Working through server-based technology, it allows your data to be instantly accessible to your users wherever they are.

To find out more about Connected Services contact us at connected@osisoft.com or visit http://www.osisoft.com/corporate/connected-services/index.html

1 DEVELOP SCALABLE SOLUTIONS
Eliminates uncertainty when ramping up new services because it is a highly scalable, flexible agreement

2 ENHANCE EFFICIENCY
Improves operational efficiency by allowing Service Providers to help asset owners optimize staff

3 MAINTAIN INTELLECTUAL PROPERTY
Service Providers are able to maintain intellectual property while still expanding its scope and depth

4 INCREASE DATA VISIBILITY
Continuous visibility into the asset owner's critical operating data enables service providers to deliver the right recommendation at the right time

5 MAXIMIZE SERVICE PERSONNEL
Optimizes use of personnel by allowing them to spend more time and energy providing core services versus traveling for onsite data collection

6 LEVERAGE NEW TECHNOLOGY
Service Providers can use state-of-the-art advances in wireless communication, storage and sensor technology that increases the level of their aftermarket services

7 PAY-AS-YOU-GROW
Service providers pay over time from operating budgets instead of all at once from capital budgets by using a subscription-based "pay as you grow" model

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