

To Whom It May Concern:

I am writing this letter of reference for Patsimo Systems as it relates to the successful OSI PI systems integration work completed in October 2012 at the APPM Rajahmundry Mill. APPM is a subsidiary of International Paper.

My interactions with Patsimo Systems were principally with through Ramakrishna Commuri and Shankar Narayana.

The primary objective of the APPM PI project was to deliver a 100% operational system that can be supported by APPM personnel located at the plant site.

- Initiated process with a detailed site survey.
- Implementation of a single PI Historian with three API nodes servicing five control systems via OPC.
- End user and PI System training and overview – system capabilities.
- Development of process visualization graphics and reporting
- Installation of one management console to be used by the APPM PI Administrator
- Develop a replicable process for the installation of client applications (Process Book, Datalink)
- Supplemental support training in system operation and management

The project deliverables were completed on time, under budget and in several areas exceeded expectations – specifically with system documentation, data visualization and training. The engagement the Patsimo had exemplified in the delivery of the system make it easy for me to recommend their services to others interested in an OSI PI Implementation.

With Regards,



Philip J. Sorette

Manufacturing IT PIM Consultant