

Waters Corporation Enterprise Agreement Overview

National Instruments

Offering graphical system design solutions for Test and Measurement and Industrial Embedded

Non-GAAP Revenue: \$1.04B revenue in 2011, \$280M revenue in Q4 2011

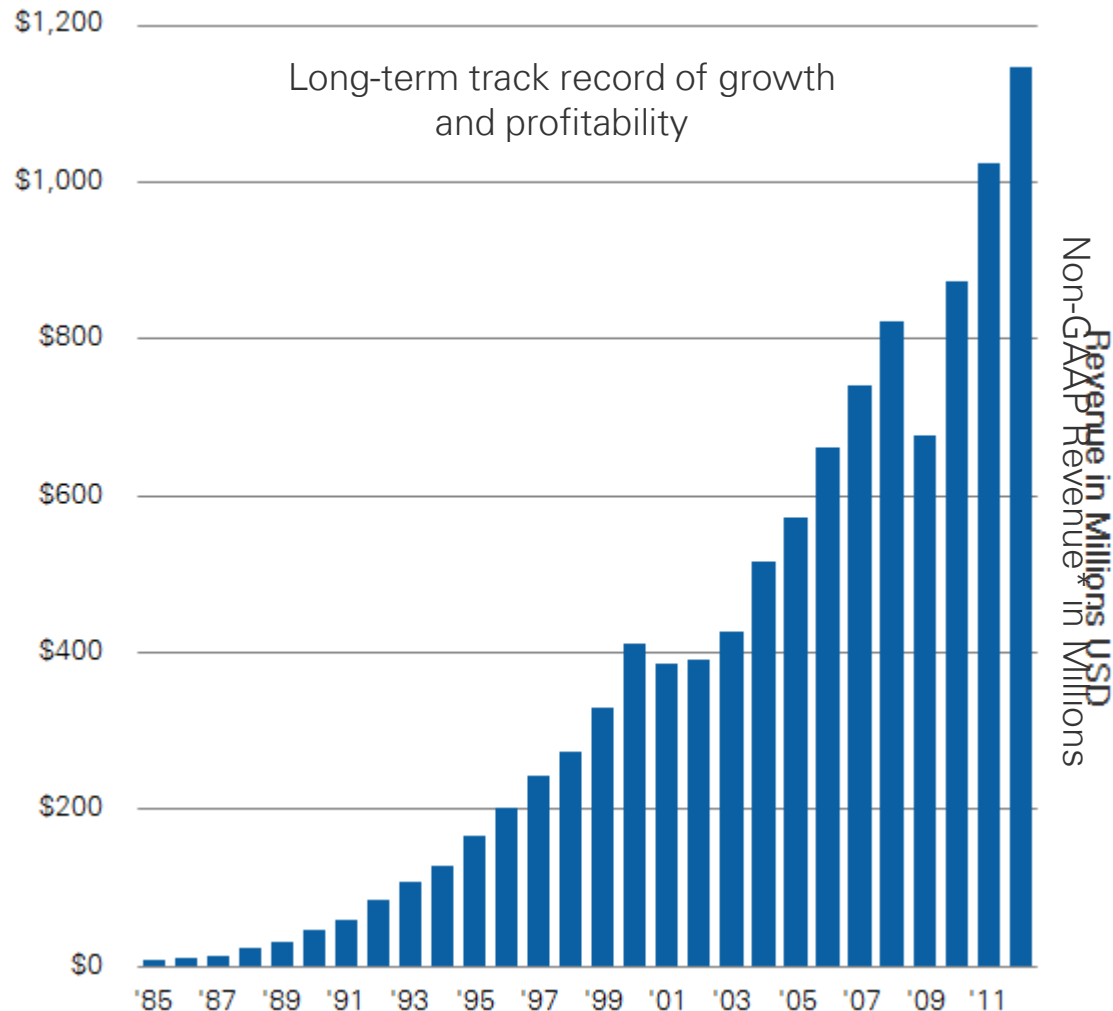
Global Operations: Approximately 6,200 employees; operations in more than 40 countries

Broad customer base: More than 35,000 companies served annually

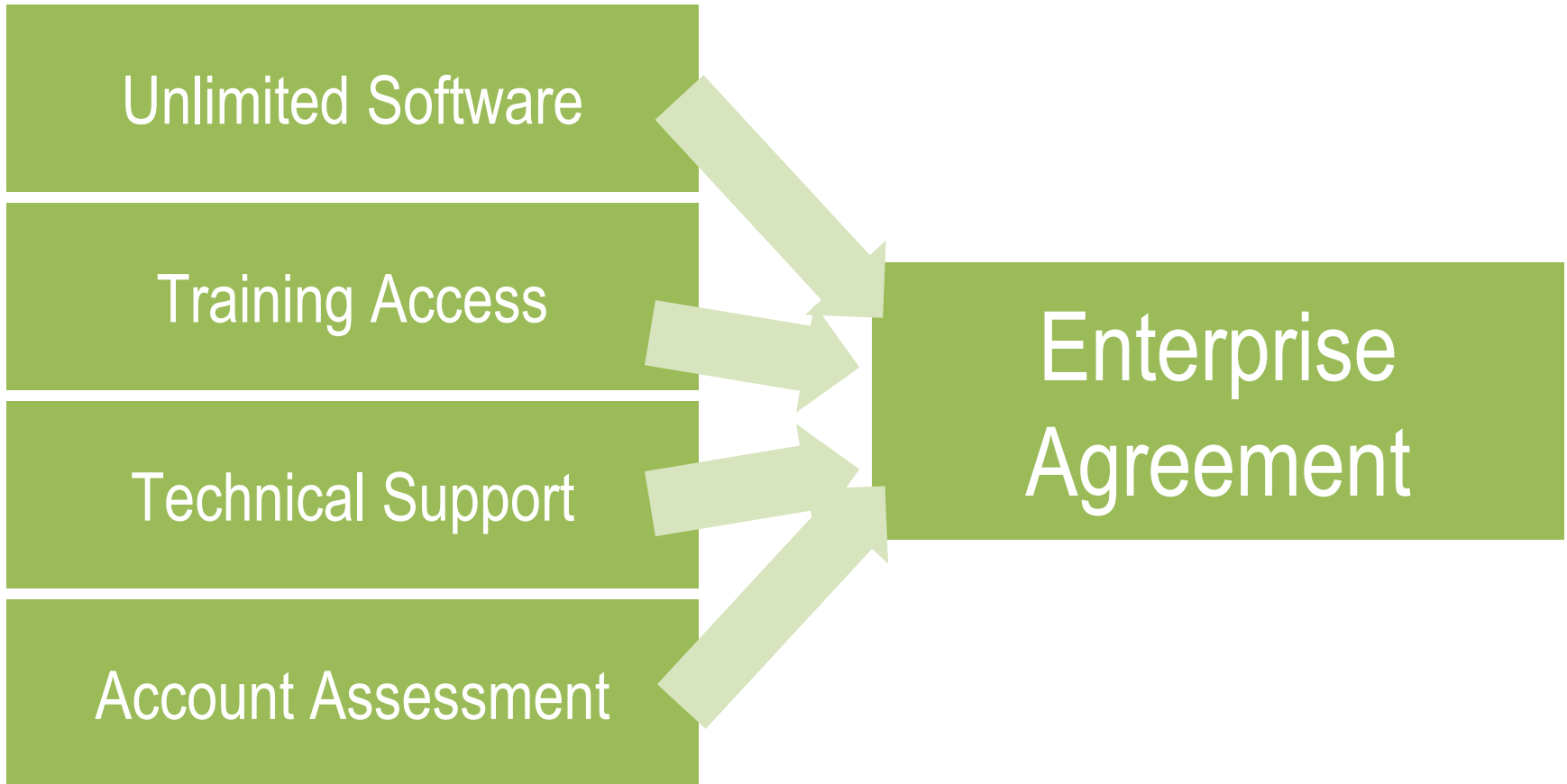
Diversity: No industry >15% of revenue

Culture: Ranked among top 25 companies to work for worldwide by *FORTUNE* Magazine and the Great Places to Work Institute

Strong Cash Position: Cash and short-term investments of \$366M at December 31, 2011



Waters Corporation Enterprise Agreement



Software Included in Agreement

Developer Suite Custom Suite
Developer Suite Core
NI LabVIEW Professional Development System
NI LabWindows/CVI Full Development System
NI Measurement Studio Enterprise Edition
NI LabVIEW SignalExpress
NI LabVIEW Database Connectivity Toolkit
NI Internet Toolkits
NI LabVIEW PID and Fuzzy Logic Toolkit
NI LabVIEW Report Generation Toolkit
NI LabVIEW Advanced Signal Processing Toolkit
NI LabVIEW Digital Filter Design Toolkit
NI LabVIEW DataFinder Toolkit
NI LabVIEW Unit Test Framework Toolkit
NI LabVIEW Desktop Execution Trace Toolkit
NI LabVIEW VI Analyzer Toolkit
NI Device Drivers
Developer Suite Deployment Tools
Real-Time Deployment Option
NI LabVIEW Real-Time Module
NI LabVIEW Execution Trace Toolkit
FPGA Deployment Option
NI LabVIEW FPGA Module
NI-RIO
Automated Test Option
NI TestStand Development System
NI Switch Executive

Application Across Product Life Cycle

Design Validation Production

NI Support, Training, Custom Services

DIAdem

Data Finder, Analysis & Report Templates

VeriStand

Model, Software, Real-Time Testing

TestStand

Production, Validation Test Management

LabVIEW and LabWindows/CVI

Software Engineering

- Unit Test Framework
- VI Analyzer

Embedded Software

- FPGA Module
- Real Time Module
- Execution Trace Toolkit

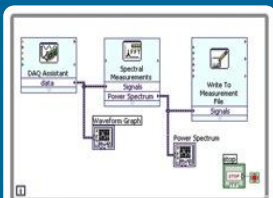
Application Extension

- RF Tools
- Vision
- Motion

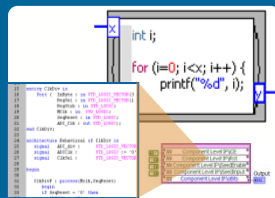
Graphical System Design

A Platform-Based Approach for Measurement and Control

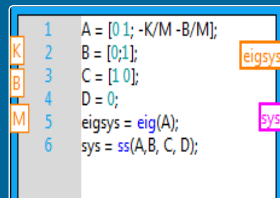
Dataflow



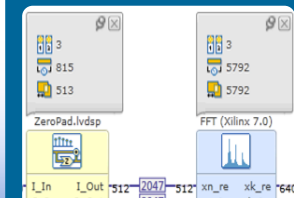
C/HDL Code



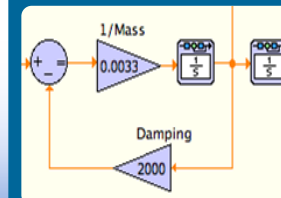
Textual Math



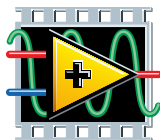
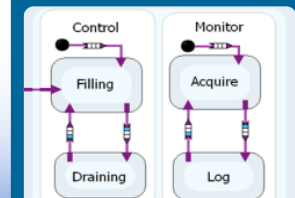
Multirate DSP



Simulation



Statechart



NATIONAL INSTRUMENTS
LabVIEW™



Personal Computers



PXI Systems



NI CompactRIO



NI Single-Board RIO



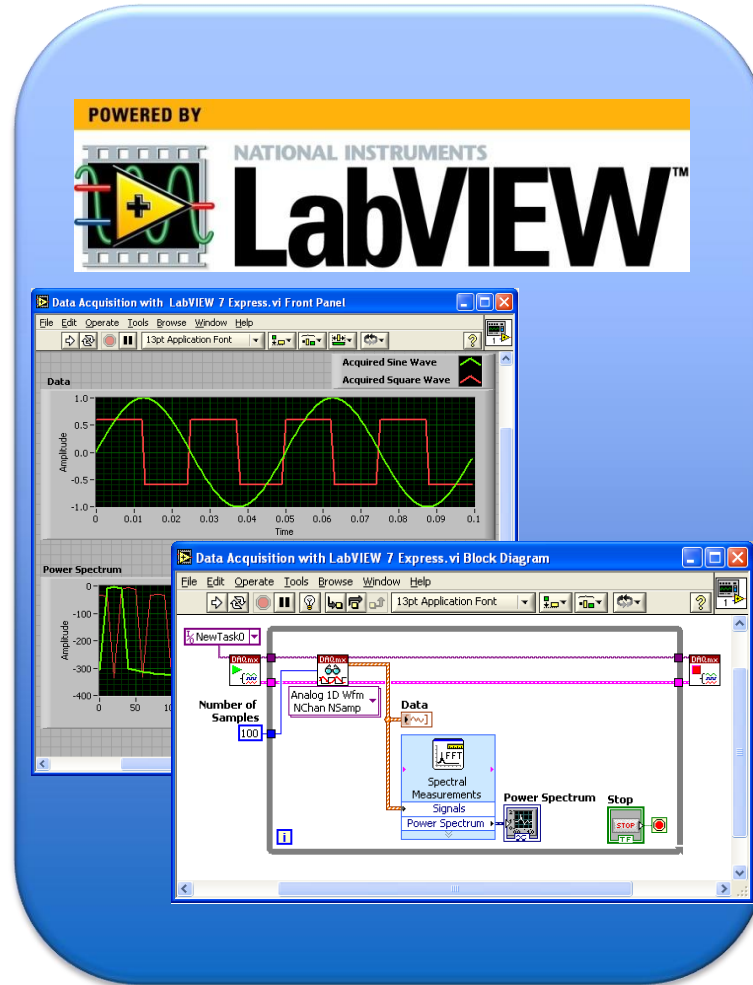
NI USRP™

Empowering Users Through Software

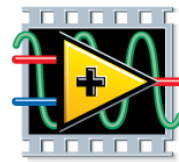


LEGO Mindstorms
NXT

*"the smartest, coolest
toy of the year"*



CERN Large Hadron
Collider
*"the most powerful
instrument on earth"*



NATIONAL INSTRUMENTS

LabVIEW™

System Design Software

Project Explorer

Manage and organize all system resources, including I/O and deployment targets

Deployment Targets

Deploy LabVIEW code to the leading desktop, real-time, and FPGA hardware targets

Instant Compilation

See the state of your application at all times, instantly

Front Panel

Create event-driven user interfaces to control systems and display measurements

Models of Computation

Combine and reuse .m files, C code, and HDL with graphical code

Hardware Connectivity

Bring real-world signals into LabVIEW from any I/O on any instrument

Parallel Programming

Create independent loops that automatically execute in parallel

Block Diagram

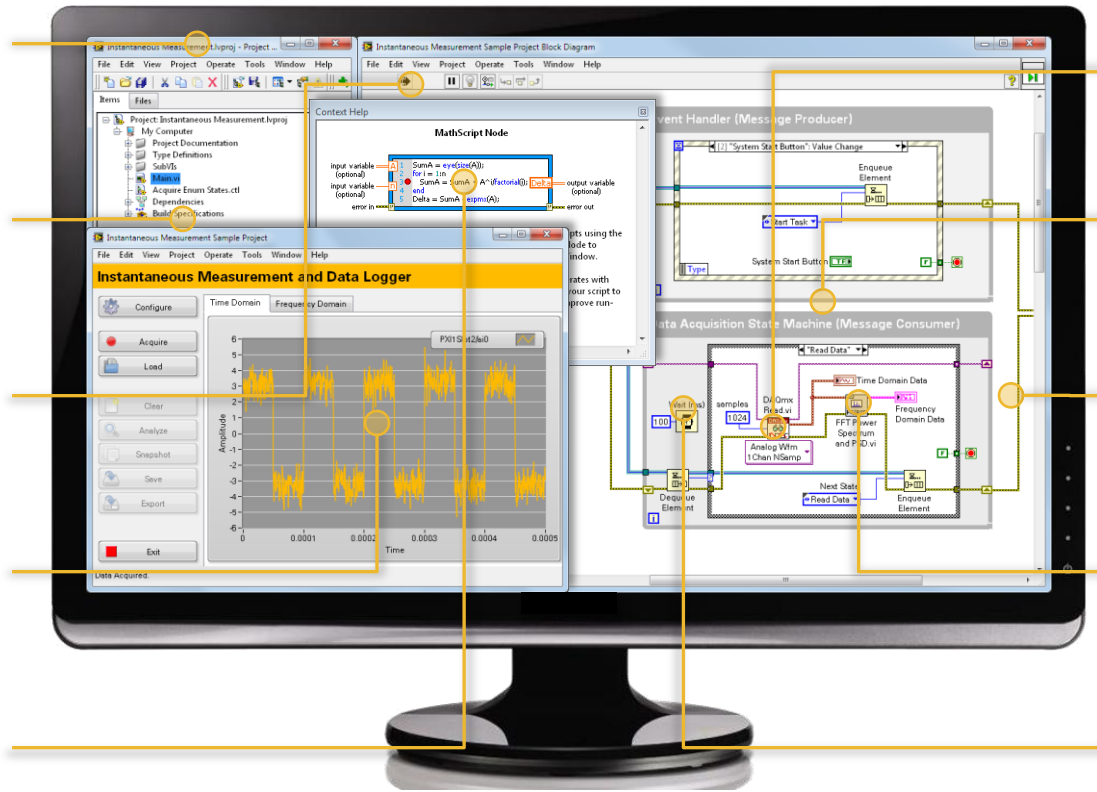
Define and customize the behavior of your system using graphical programming

Analysis Libraries

Use high-performance analysis libraries designed for engineering and science

Timing

Define explicit execution order and timing with sequential data flow

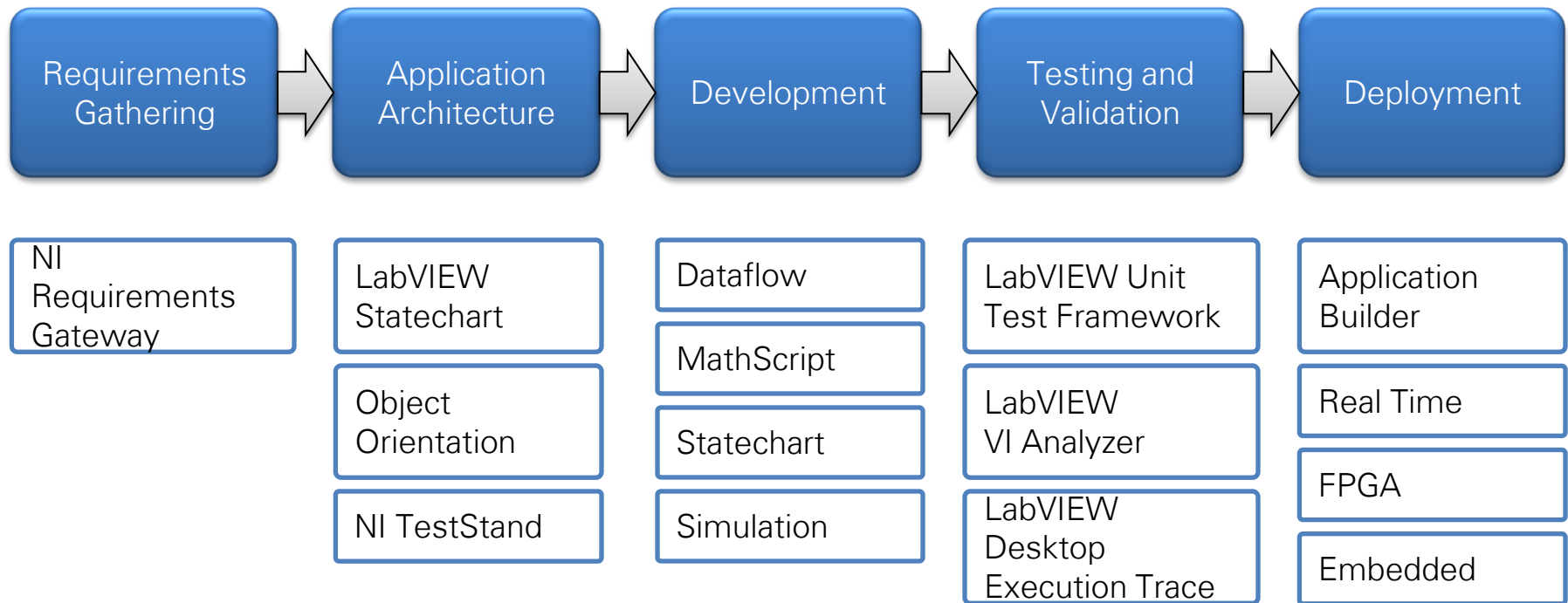


Accelerates Your Success

By abstracting low-level complexity and integrating all of the tools you need to build any measurement or control system

LabVIEW DEMO

The Software Engineering Process



Prove it works.

Improve quality. Reduce risk. Save time.

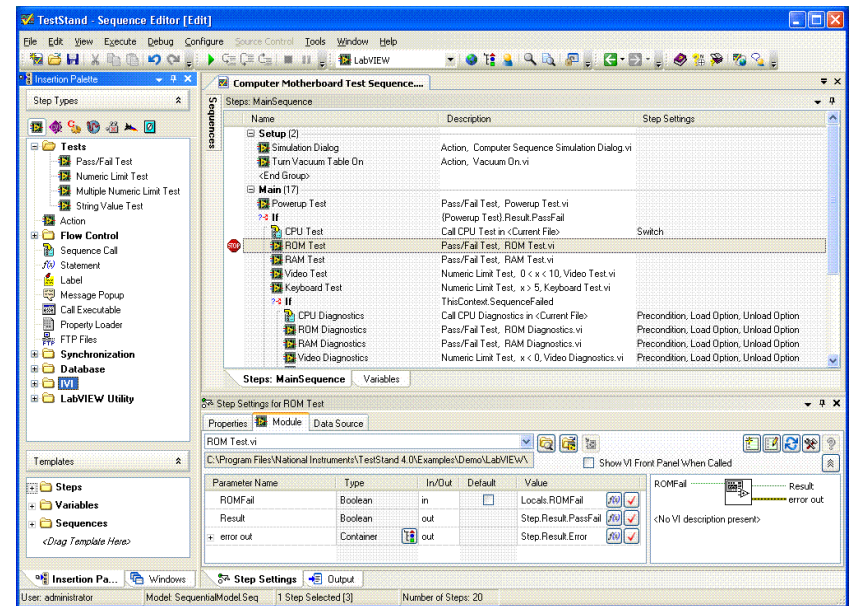
TestStand

Test System Components:

Operations different for each device tested:

- Graphical sequence editor environment
- Automate tests written in any language
- Multithreaded sequence execution
- ASCII, HTML/Web, XML, and ATML report generation
- Access, Oracle, SQL Server database connectivity

Operations repeated for each device tested:



NI LabWindows/CVI

Proven ANSI C IDE and Engineering Toolbox

Stable and Standardized

- Based on open, ANSI C standards
- Focus on stability and backward compatibility

Faster and Easier Development

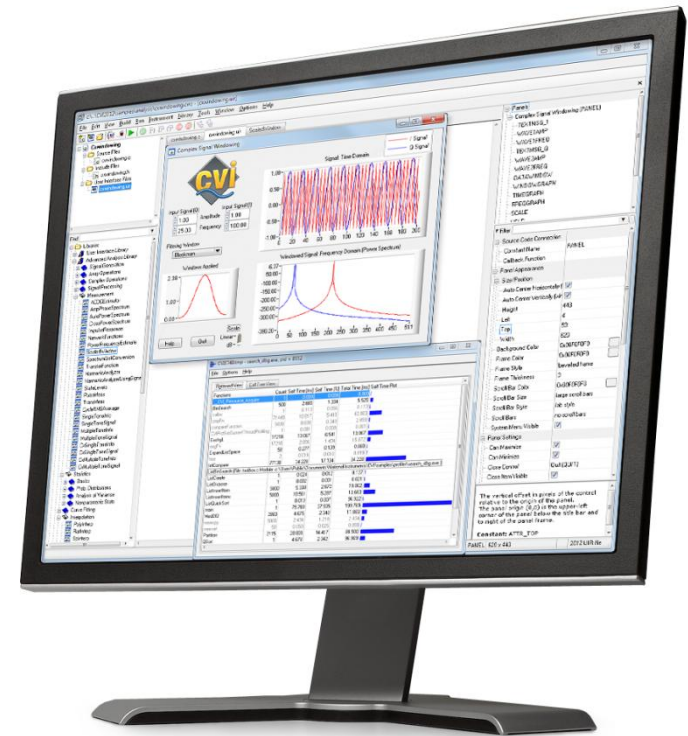
- Integrated workspace environment
- Comprehensive debugging tools
- Drag-and-drop user experience

Optimized for Test & Measurement

- Advanced Analysis libraries
- Engineering user interface controls

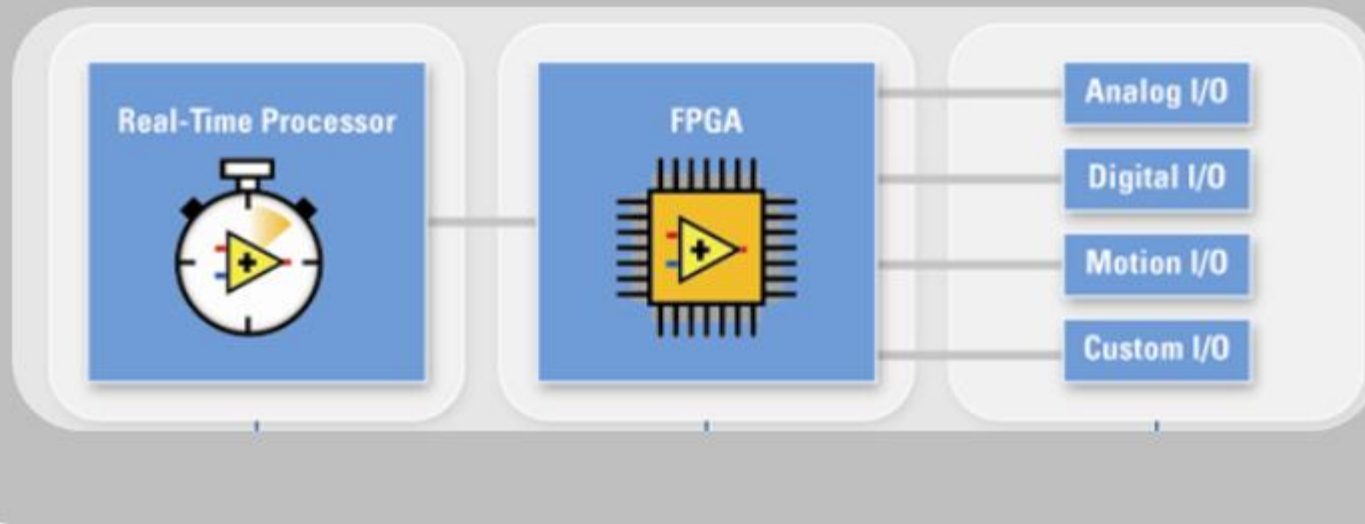
Simplified Hardware Integration

- Built-in libraries for instrument control
- I/O code-generation assistants



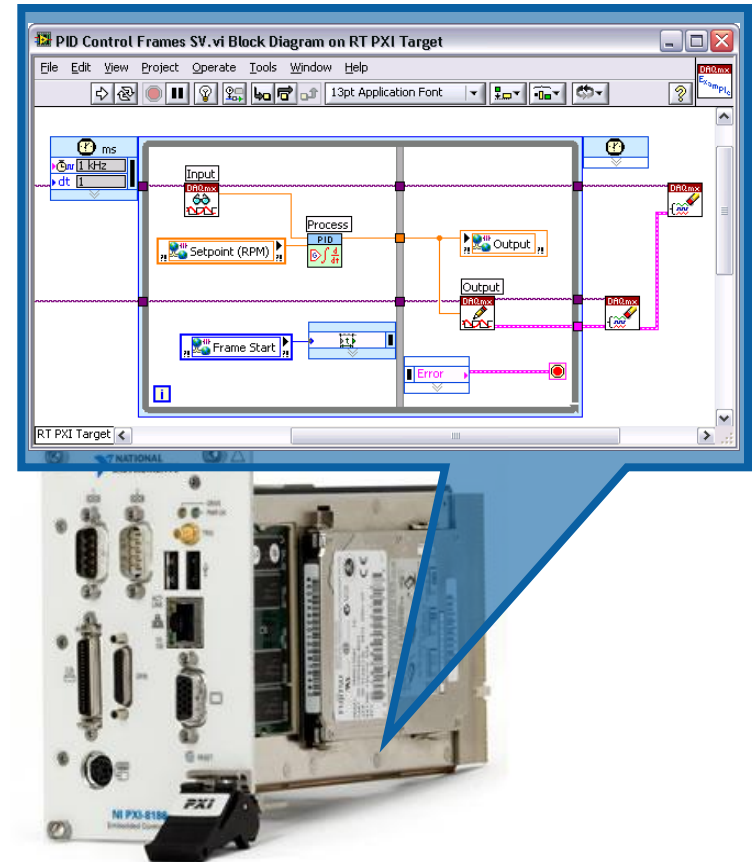
LabVIEW Real-Time and FPGA Modules

Reconfigurable I/O (RIO) Architecture



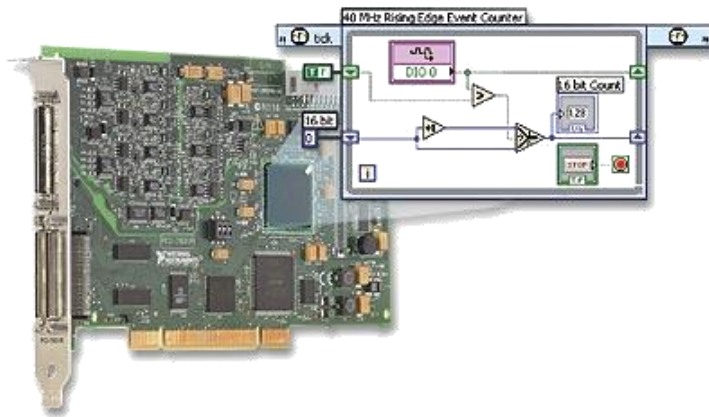
LabVIEW Real-Time Module

- Rapidly develop deterministic applications with graphical programming
- Easily architect distributed control and monitoring systems
- Eliminate time spent integrating diverse I/O

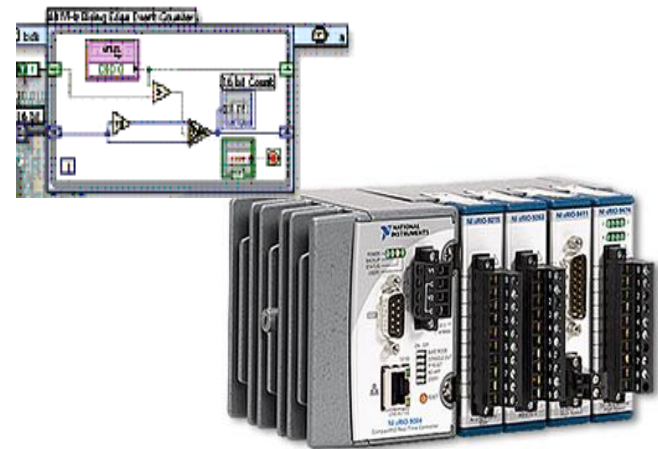


LabVIEW FPGA Module

- Define custom FPGA I/O without VHDL programming
- Achieve hardware deterministic response within 25ns
- Execute tasks with true parallelism

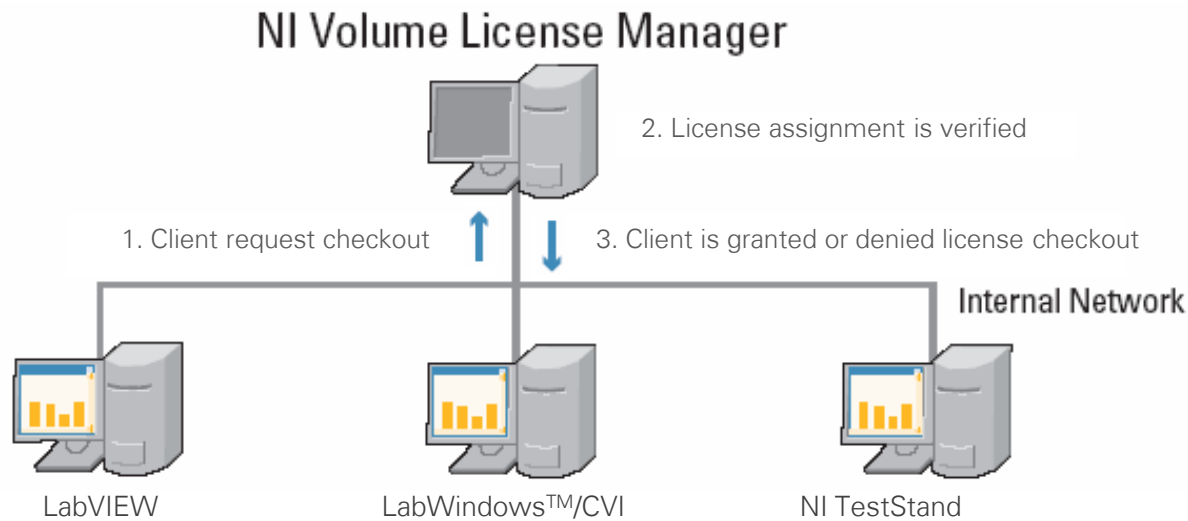


R Series Intelligent DAQ



NI CompactRIO

Software Access



Off Network Options:

- 14 day automatic temporary licenses upon launch off network
- Disconnected licenses available from NI VLM
- Home licenses available from NI VLM

Installation Instructions:

- If the software is already installed, navigate to `\\ni-lic\software` and select any version of Developer Suite. Navigate to the Client directory. Launch `vlmclient.exe` and enter any requested information. This will not install any new software.
- If the software is not installed, navigate to `\\ni-lic\software` and select the software version you want to install.

Everyone Has Access to Technical Support

“The best technical support I have ever received! The representative was professional, timely with his response, and truly dedicated to finding a solution to the problem. His efforts can be directly attributed to a savings of approximately 4 man hours a week. Thank you!”

Engineering Director, Biorep Technologies

“My AE Support experience was excellent! As a result of my call, I was able to complete the most challenging part of a project regarding data synchronization, including analog I/O, digital, and counter signals in only a few days. Thank you very much for such excellent support.”

Senior Project Engineer, G Systems

Get support from ni.com/support

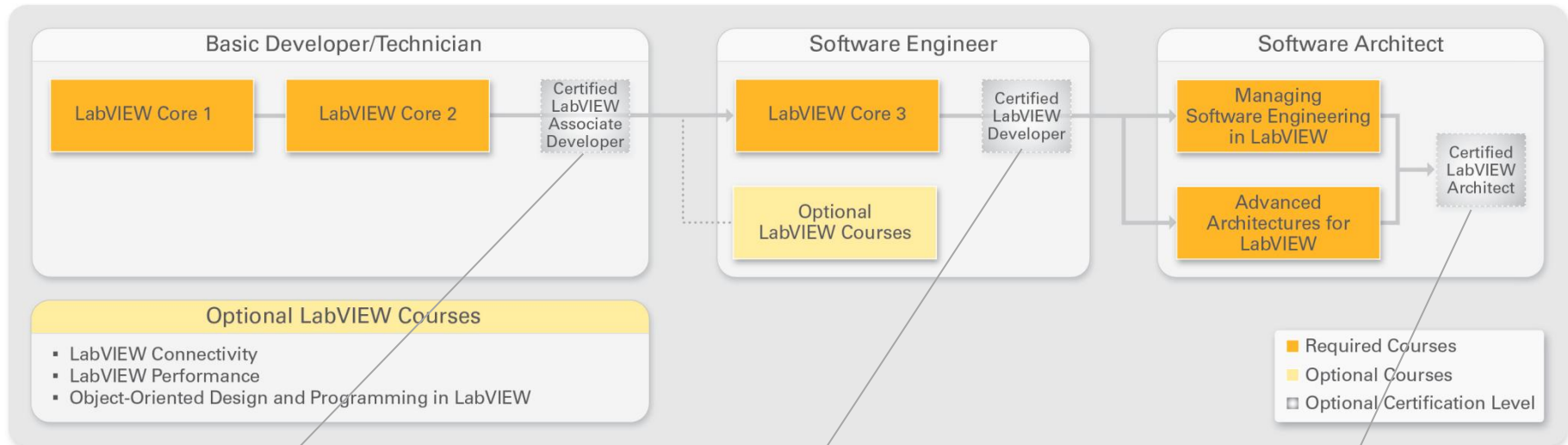
Or call 1-866-275-6964

Reference Service ID **EA-15672**

Complement the Right Tools with the Right Skills

LabVIEW Learning Path

(NI offers learning paths & certifications for other NI software and hardware as well)



- Can develop small applications that will be used, supported, and maintained by the developer
- Can troubleshoot and modify existing code

- Can develop medium to large applications that can be used, supported, and maintained by others
- Knows how to design and document for scalability and maintainability

Recommended ratio:
1 CLD:5 CLADs

- Can design and implement the architectures for complex applications spanning multiple functions
- Can serve as technical lead or technical mentor to engineers and developers across the enterprise

Recommended ratio:
1 CLA:10 CLADs

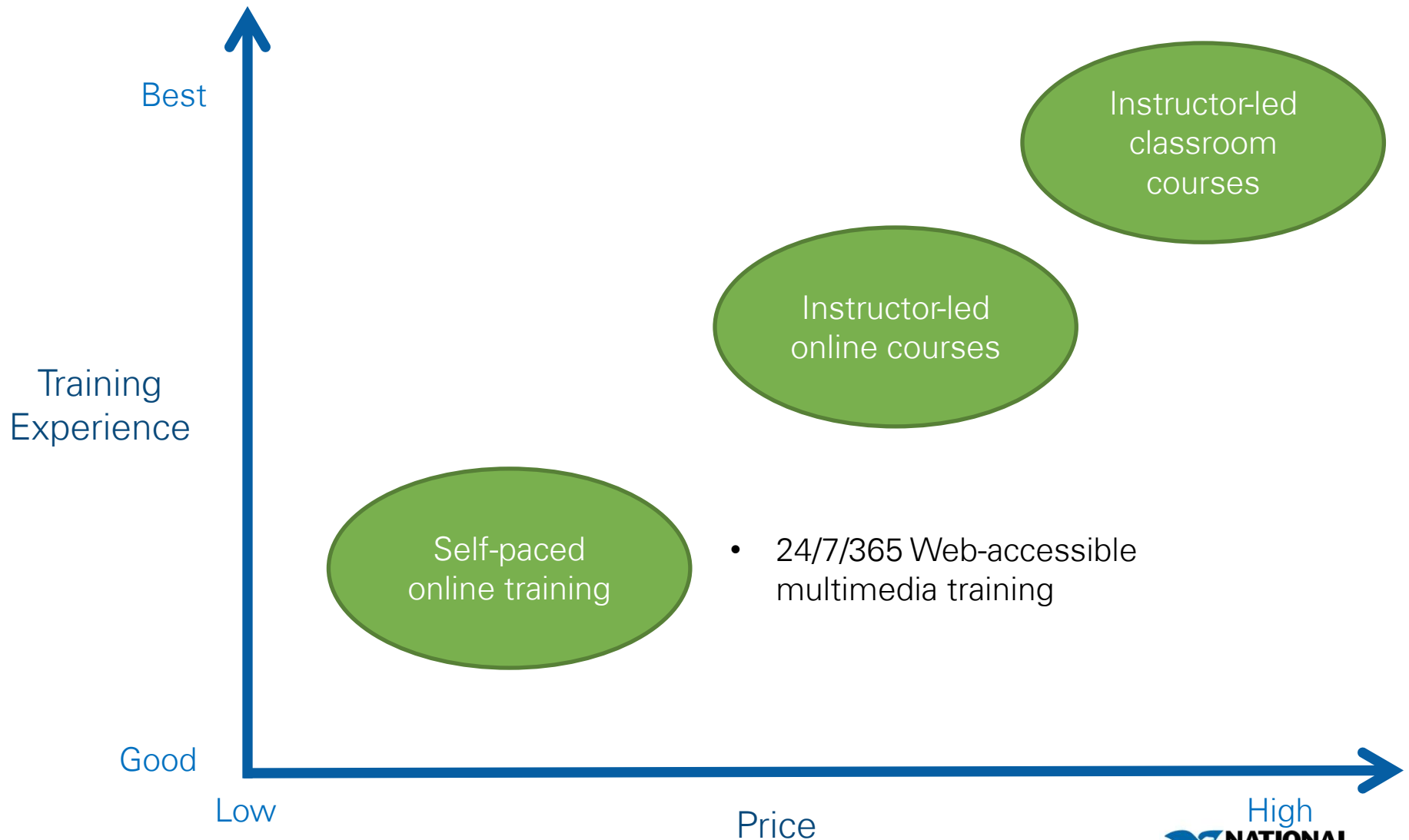
Training Courses

440 training
credits over
3 years

Contact Joe
Kuprevich or
Mike
Mandelenakis
with requests.

Courses	Instructor Led Classroom Training Credits	Instructor Led Online Training Credits	Self Paced Online Training
Advanced Architectures for LabVIEW	7		0
Diadem Basics	6	4	0
Diadem Advanced	4	3	0
FlexRIO	3		
High-Throughput LabVIEW FPGA	7		
LabVIEW Connectivity	4	3	
LabVIEW Core 1	6	4	0
LabVIEW Core 2	4	3	0
LabVIEW Core 3	6	4	0
LabVIEW DAQ and Signal Conditioning	4		
LabVIEW FPGA Module Course	4	4	0
LabVIEW Instrument Control	4		
LabVIEW Machine Vision and Image Processing	4	2	
LabVIEW Object-Oriented Programming System Design	4	3	0
LabVIEW Performance	4	3	
LabVIEW Real-Time 1	4	3	0
LabVIEW Real-Time 2	4	3	0
LabWindows/CVI Basics I: Introduction	6	4	
LabWindows/CVI Basics II: Development	4	3	
Managing Software Engineering in LabVIEW	5		
MultiSim Basics	4	3	0
Ultiboard Basics	2	2	0
RF Application Development	5		
RF Measurement Fundamentals	7		
Sound and Vibration Fundamentals		1	
TestStand I	7	5	0
TestStand II	5	4	
Veristand Fundamentals	7		
Certifications	1		

Self Paced Online Training



Process to Access Self Paced Online Training

1. Identify which course(s) you wish to take via self-paced online training (using the LabVIEW Skills Guide (www.ni.com/skillsguide))

NI LabVIEW Skills Guide

Identify the skills you need and find learning resources to help you successfully develop a LabVIEW application with your hardware. Need help with this guide? Have us call you.

Step 1: LabVIEW Software Skills
Step 2: Hardware Skills

Technician or Basic Developer

Develop or support/troubleshoot a small to medium application (<20 VIs)
Build a functional prototype or short-term use system
Support and maintain own applications or application will not be maintained
Plan to use LabVIEW for only one project
Spend less than 10 hours a week developing applications in LabVIEW

▶ Sound like you?

Software Engineer

Design and develop a medium to large application (20 to 100 VIs)
Develop one or more systems for ongoing use or deployment over multiple months or years
Develop any applications to be used, supported, or maintained by others
Plan to use LabVIEW for multiple projects
Use LabVIEW regularly

▶ Sound like you?

Software Architect

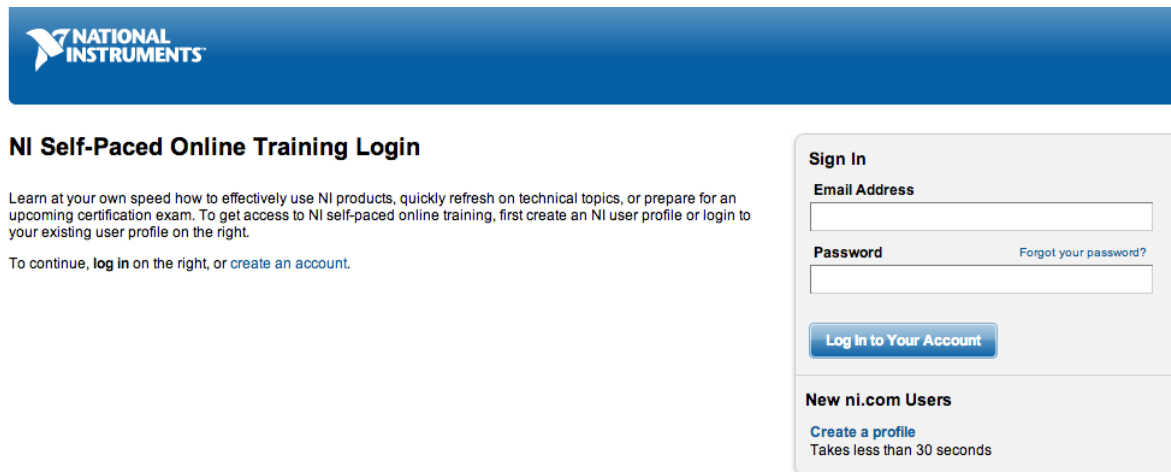
Determine and design the architecture or act as technical lead or project manager for a large application (100+ VIs)
Design a "mission critical" application: incorrect execution may result in safety risk or significant loss
Develop any applications to be used, supported, or maintained by others
Plan to use LabVIEW for multiple projects
Either you or the team you lead is using LabVIEW regularly

▶ Sound like you?

Required Skills	Online Product Documentation Free written documentation available 24/7 on ni.com	Self-Paced Online Training Online video training available 24/7; receive with active software service contract or purchase individually	Instructor-Led Training Live classes taught online or in a classroom by certified instructors; provides exercises and hands-on hardware experience; available for purchase
Install LabVIEW	LabVIEW Installation Guide		
Navigate the LabVIEW environment	Getting Started with LabVIEW	LabVIEW Core 1	LabVIEW Core 1
Apply key LabVIEW structures (such as Case structures and loops) and data types (such as Booleans, strings, and numerics)			
Apply key LabVIEW elements for relating data (such as arrays, clusters, and typedefs)			
Read and interpret existing LabVIEW code			
Troubleshoot and debug LabVIEW code	Controlling Timing in LabVIEW Applications	LabVIEW Core 2	LabVIEW Core 2
Understand and select appropriate application timing techniques			
Apply basic design patterns and LabVIEW templates such as the Simple State Machine template	Simple State Machine Template		
Use event programming to handle user interface interaction or communicate data between processes	Event-Driven Programming		
Programmatically control user interface objects	Programmatically Controlling Vis	LabVIEW Core 2	LabVIEW Core 2
Evaluate and use file I/O formats for data analysis and storage	File I/O		
Optimize reuse of existing code for your projects	LabVIEW Style Checklist		
Create executables and installers to distribute your application	Building and Distributing Applications		

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2. Go to www.ni.com/self-paced-training. Login to or create an ni.com user profile when prompted.



The screenshot shows the NI Self-Paced Online Training Login page. At the top is the National Instruments logo. Below it, the title "NI Self-Paced Online Training Login" is displayed. A paragraph explains that users can learn at their own speed, refresh on technical topics, or prepare for a certification exam. It instructs users to either create a new profile or log in to an existing one. A link "log in" is highlighted. Below this, a note says "To continue, log in on the right, or create an account." On the right side, there is a "Sign In" section with input fields for "Email Address" and "Password". A "Forgot your password?" link is next to the password field. A "Log In to Your Account" button is below the fields. At the bottom of the sign-in box, there is a section for "New ni.com Users" with a "Create a profile" link and the text "Takes less than 30 seconds".

NATIONAL INSTRUMENTS

NI Self-Paced Online Training Login

Learn at your own speed how to effectively use NI products, quickly refresh on technical topics, or prepare for an upcoming certification exam. To get access to NI self-paced online training, first create an NI user profile or login to your existing user profile on the right.

To continue, **log in** on the right, or [create an account](#).

Sign In

Email Address

Password [Forgot your password?](#)

[Log In to Your Account](#)

New ni.com Users

[Create a profile](#)
Takes less than 30 seconds

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2. Go to www.ni.com/self-paced-training. Login to or create an ni.com user profile when prompted.
3. Select "Access Training" button.
 - If you don't have access, visit ni.com/myproducts. Enter your self-paced online training serial number: Z71M57999. Return to ni.com/self-paced-training
 - If you have issues or questions, email EA.Training@ni.com with your name, NI user profile email, phone number and EA Service ID: EA-15672
 - Your contact information gets updated overnight.

Process to Access Self Paced Online Training

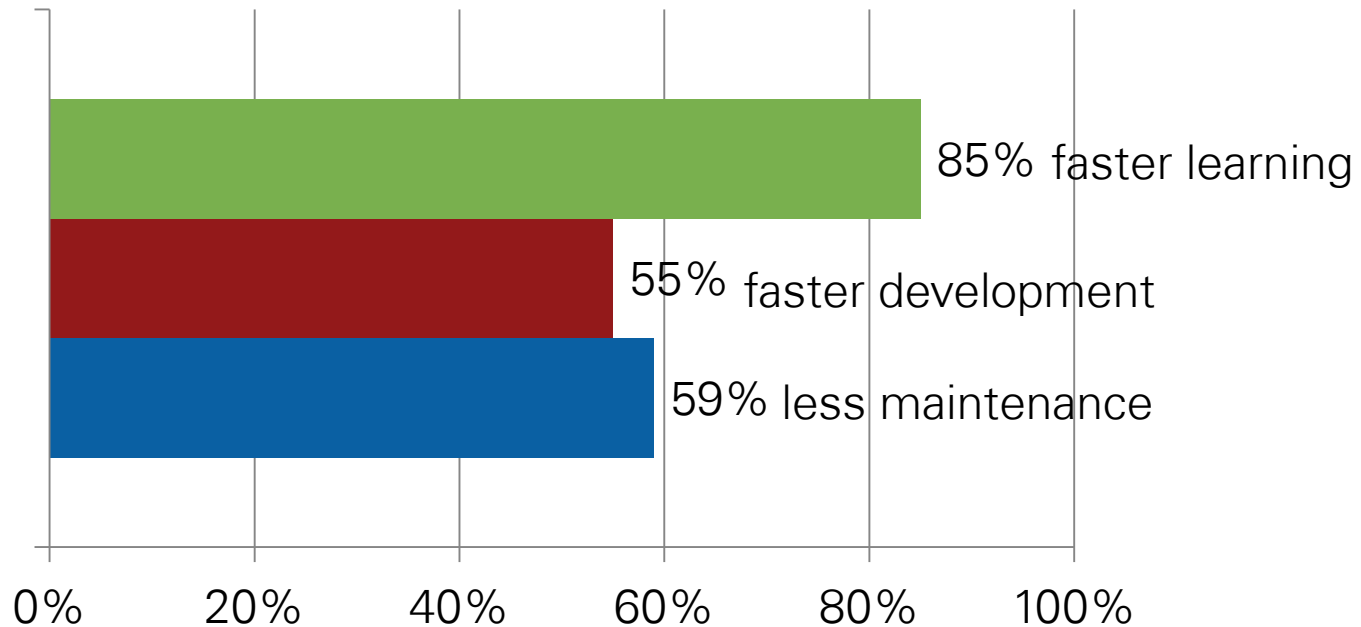
The screenshot shows the NI Self-Paced Online Training Center. At the top is the National Instruments logo and a user greeting: "NI Training Hello Kimberly (Log Out)". A left sidebar contains links for "Home", "Support", and "Additional Resources". The main content area is titled "NI Self-Paced Online Training" and includes a welcome message: "Welcome to the NI Self-Paced Online Training Center where you can find training courses on NI products in an easy-to-use, online format so you can use them at any time and place you have Internet access." Below this, instructions state: "View your available courses and training history in the tabs below. To access a course, simply locate it in your Available Courses tab, click to expand the course details, and select the course module you want to view. To see your past courses, click the Training History tab." The interface features two tabs: "Available Courses" (selected) and "Training History". Under "Available Courses", the "LabVIEW Core 1" course is listed with a description: "LabVIEW Core 1 is the first step in any NI LabVIEW software learning path. In this course, explore the LabVIEW environment, dataflow programming, and common LabVIEW architectures. By the end, you'll be creating applications using basic design templates and architectures to acquire, process, display, and store real-world data." A link is provided to "Click here to download the LabVIEW Core 1 Exercises and Solutions." Below the course description is a section titled "Learning Plans" which shows "1 learning plan available, showing 1-1". A table displays the learning plan details:

	Course Description ▲	Course Status	Course Completed Date
1	LabVIEW Core 1 (English, v 2012)	Incomplete	N/A

A "Show Legend" link is located below the table.

4. On the Self-Paced Online Training home page, click the "Available Courses" or "Training History" link. This will take you to your course listing. From there you can watch video modules, track your completion status of those videos, and download course exercises and solutions.

NI Training Leads to Productivity



“Lexmark realized a 170% return on investment (ROI) from its basics course training and a 126% ROI on its advanced course training in LabVIEW.”

- Quoted person
Lexmark

Questions?



Doug Wang
doug.wang@ni.com
617.480.3285

On-Site at Waters Next Wednesday 5/28