



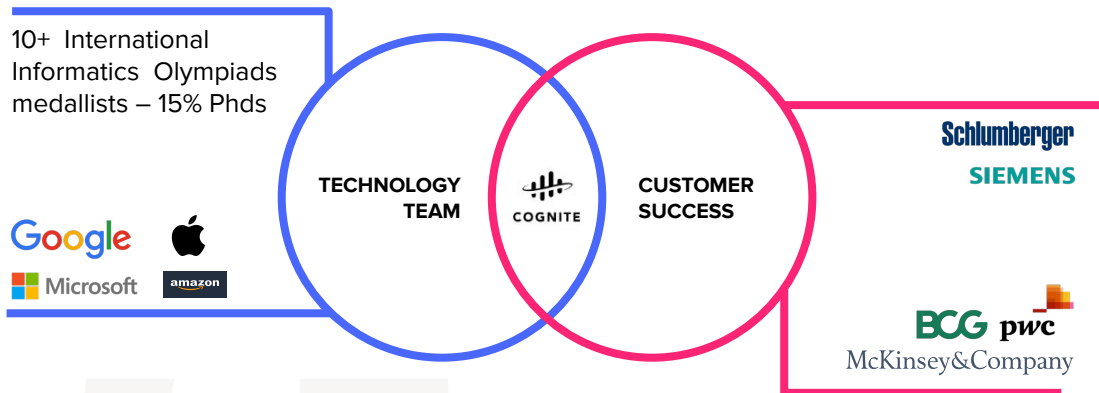
Smart Energy Network
***“It is not about digitalization, it is about
making use of all your data and redefine
how you expand your business”***

WHAT IS COGNITE?

A GLOBAL SOFTWARE COMPANY

supporting full-scale digital transformation
of heavy-asset industries around the world

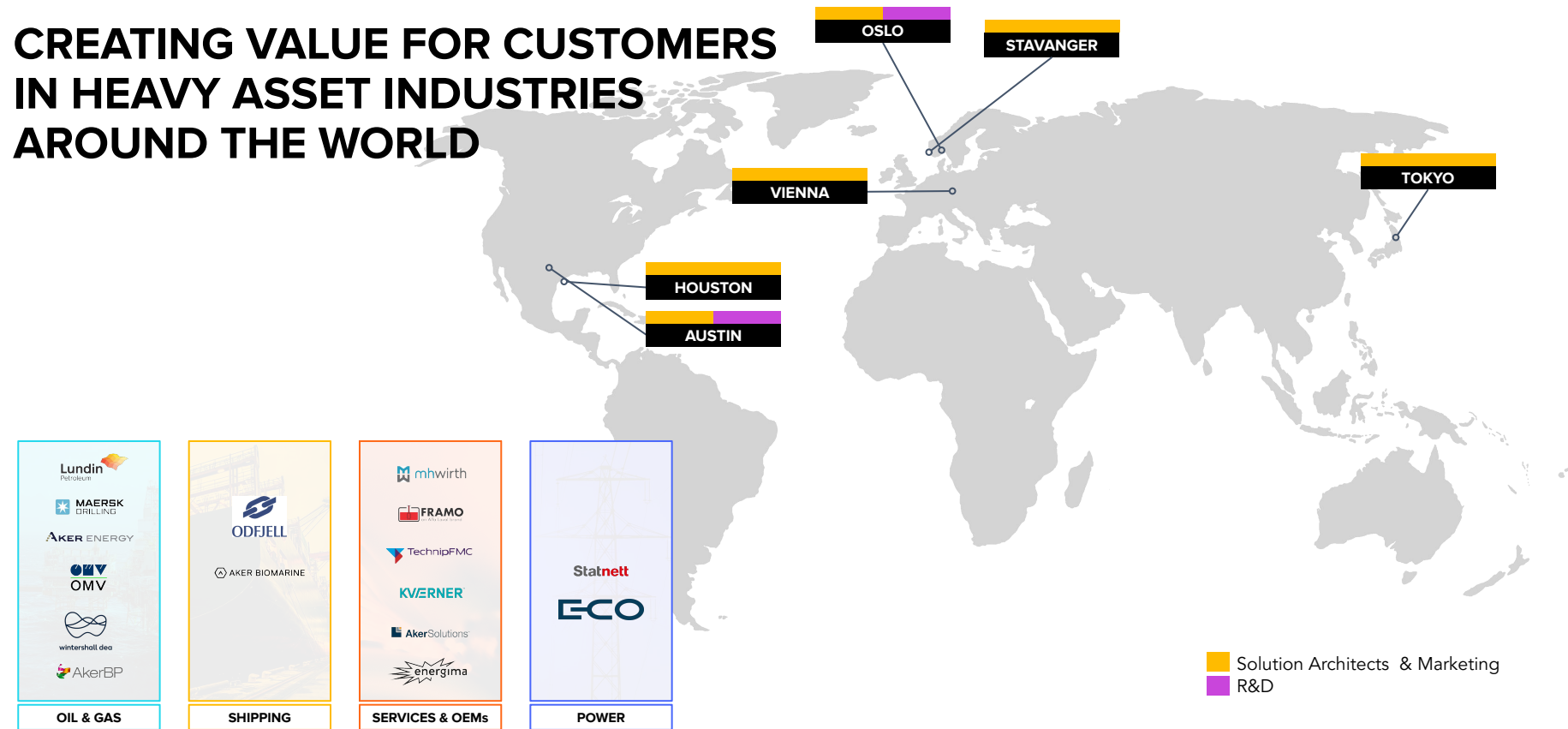
COGNITE HAS A UNIQUE TEAM OF SOFTWARE AND DOMAIN EXPERTISE



OUR MISSION

To present a digital representation of the industrial reality to make it accessible and meaningful for humans and machines

CREATING VALUE FOR CUSTOMERS IN HEAVY ASSET INDUSTRIES AROUND THE WORLD



WHAT IS INDUSTRIAL DIGITALIZATION?

CHANGING HOW WE WORK

Both people and
machines

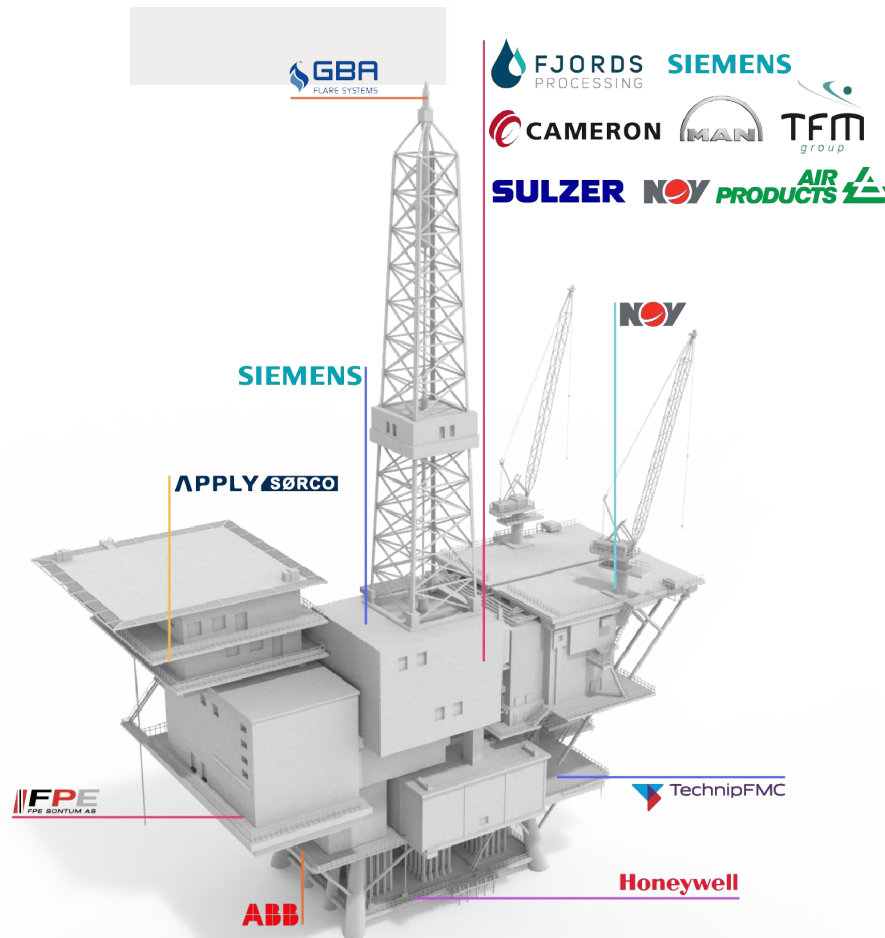
CHANGING OUR BUSINESS MODELS

How companies
operate and
collaborate



INDUSTRIAL REALITY IS MORE COMPLICATED

An industrial system is made of things manufactured of a multitude of OEMs - they all strive to control the flow of data from sensor to end user consumption



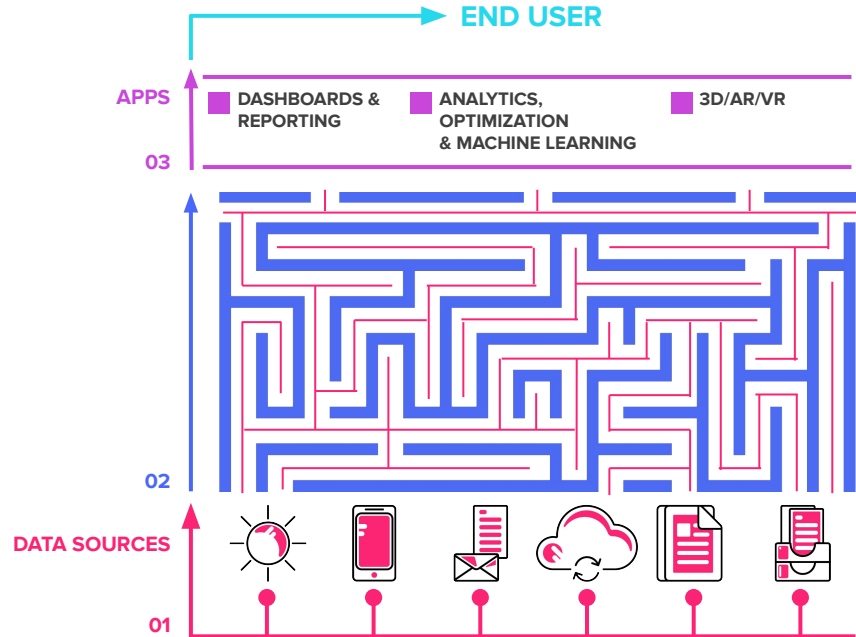
A WORLD OF DATA SILOS

OIL SERVICES PROVIDER

- 100 operational data systems
- 4,800 active integrations
- 500 connections rebuilt every year

LARGE O&G OPERATOR

- Less than 60% of 4M sensor IDs can be mapped to equipment
- Backfilling of historical data impossible at scale



LIBERATING DATA

McKinsey&Company



80% to 90% is spent gathering and cleaning the data not building models.

Google estimates the time lost to 75% across industries.



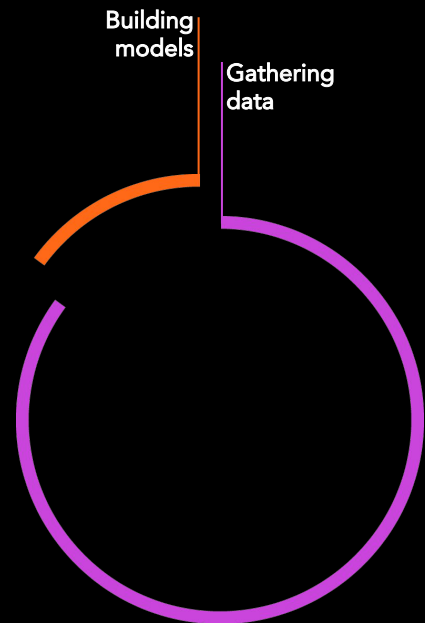
SCALABILITY

Scalability across assets or equipment is low



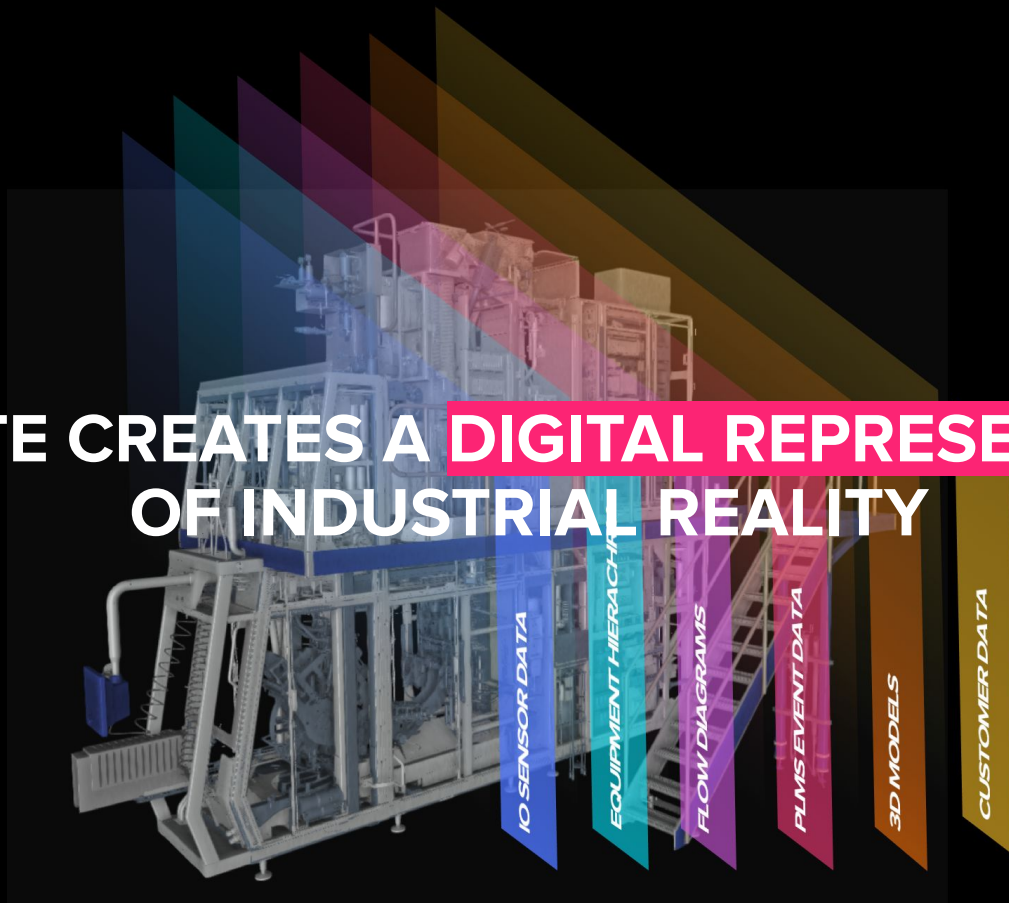
TIME

Time to deployment is lengthy and costly

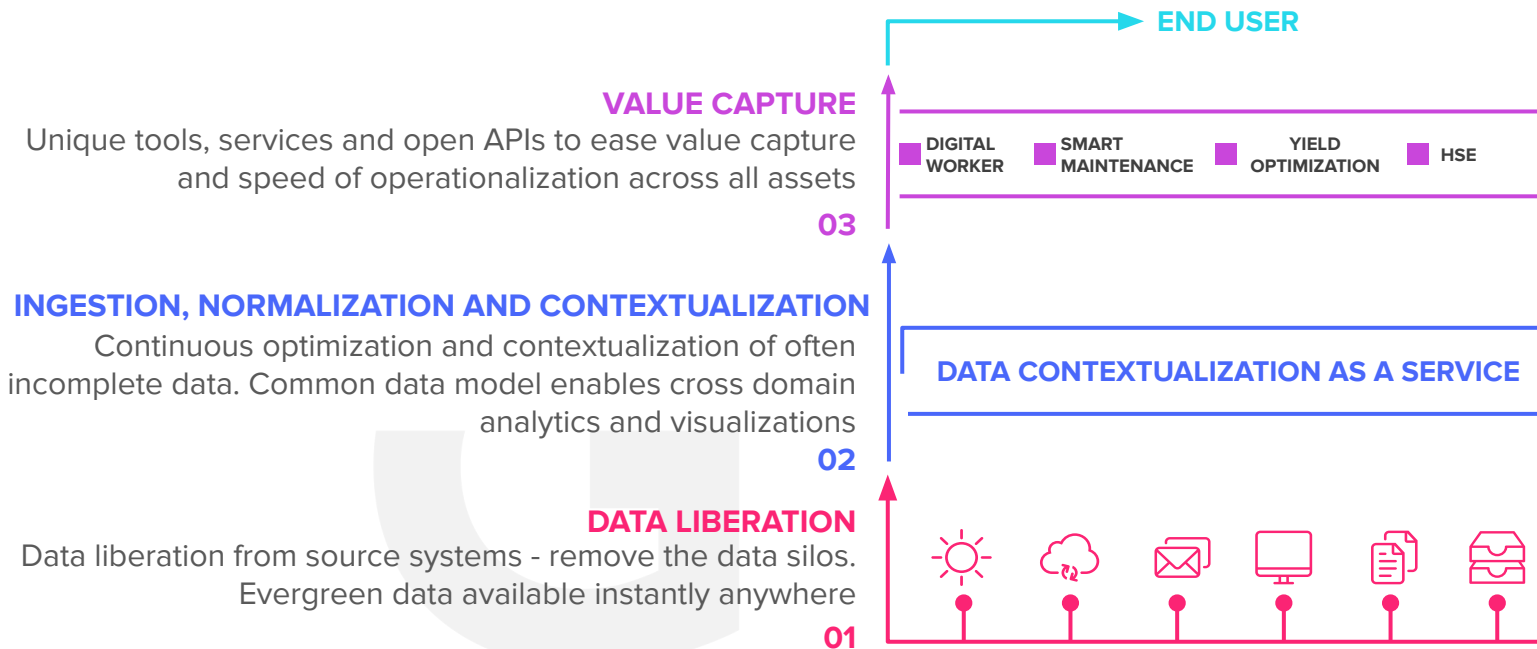


TIME SPENT ON DATA SCIENCE PROJECTS

COGNITE CREATES A **DIGITAL REPRESENTATION** OF INDUSTRIAL REALITY



THREE FUNDAMENTAL STEPS IN EXTRACTING VALUE FROM DATA



THE RESULT:

CLEAN, COLLECTED, CONTEXTUALIZED DATA



Digital Worker

▼ Hours Offshore



Smart Maintenance

▼ Maintenance costs

▲ Uptime



Production Optimization

▼ Bottlenecks






▲ Production capacity



Cognitive HSE

▲ Safety Performance

POWER GRID VALUE POOL

	 SMART MAINTENANCE	 DIGITAL WORKER	 POWER SYSTEMS PLANNING	 YIELD OPTIMIZATION	 FAULT ANALYSIS
OVERVIEW	Embrace digital opportunities to improve planning, efficiency & quality of maintenance activities	Improve field worker planning and execution of Operation & Maintenance activities	Provide insight into power generation and demand across the grid to optimize new investments	Optimize grid performance to improve throughput, reduce power loss and enable dynamic capacity allocation	Enable fault studies to prevent and limit power faults across the grid through optimizing planning and operations
VALUE DRIVERS	<ul style="list-style-type: none"> • More precise & efficient maintenance • More efficient planning • Delayed grid investment 	<ul style="list-style-type: none"> • Improve operations & maintenance efficiency • Reduce worker risk 	<ul style="list-style-type: none"> • Reduced waiting times for customers • Optimize utilization of existing assets 	<ul style="list-style-type: none"> • Utilize existing capacity in grid, avoid reinvestments • Dynamic capacity optimization for assets 	<ul style="list-style-type: none"> • Reduce faults across grid (reduce CENS) • Manage risk of fault
USE CASES THEMES	<ul style="list-style-type: none"> • Condition Monitoring • Condition Based Maintenance • Spare part tracking 	<ul style="list-style-type: none"> • Maintenance worker efficiency increase 	<ul style="list-style-type: none"> • Planning of available capacity • Planning of utilized capacity 	<ul style="list-style-type: none"> • Transformer, line & cable dynamic capacity allocation 	<ul style="list-style-type: none"> • Efficient reconnection of lost load in event of failure

**THE FUTURE IS BEING SHAPED BY THOSE
WHO DIGITALIZE FIRST AND **BEST****



CONNECTED DATA





AKER BP CREATED A FOUNDATIONAL DIGITAL TWIN OF THEIR OPERATIONAL ASSETS

600,000+

Time Series

1.3 trillion

Data Points

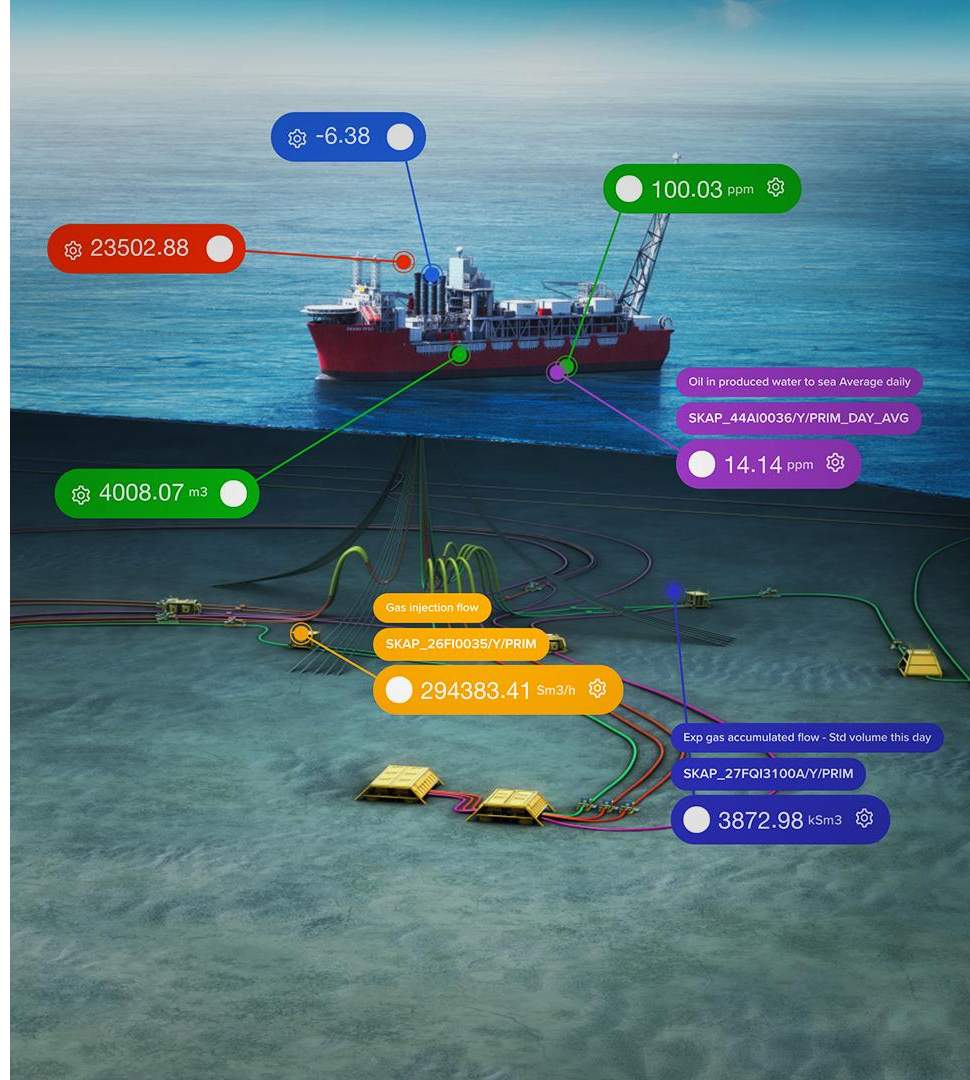
4 million

Events

400,000+

Documents

In one place. In context. Instantly accessible.
A full, clear view of their industrial reality.



CONNECTED PEOPLE



AKER BP

Instantly accessible data increases efficiency for offshore operators

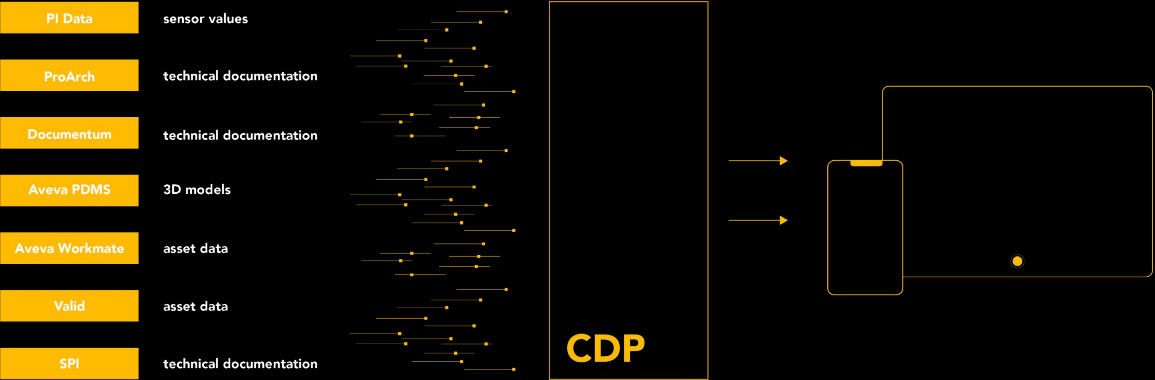
SOLUTION

O&G

DIGITAL WORKERS

COGNITE

All live and historical data, including work orders, P&IDs and sensor data, instantly available on Cognite's Operations Support application.



DATA				
600,000	1.3 trillion	400,000	2,000	4 million
Time Series	Data Points	Documents	P&IDs	Events

CONNECTED VALUE CHAIN





Data sharing enables change of business models between OEMs and Operators

Framo is a world-leading designer, manufacturer and supplier of pumping solutions for the Shipping, Offshore and Oil & Gas industries.

OEM

BUSINESS MODEL

COGNITE



CONNECTED INDUSTRY



DIGITALIZATION IS NOT A THING. IT'S HOW YOU DO THINGS.

TRUE OPENNESS AND NO HIDDEN LOCK-INS

DATA LIBERATION:

Liberated data, built to scale

BUILD YOUR ORGANIZATION

PEOPLE AND ORCHESTRATION:

Fail fast, across silos

APPLICATIONS

VALUE FROM 1000s OF INITIATIVES

accumulates and is delivered
across the entire business



THANK YOU