

Introduction to Cognite

 **Sumitomo Australia Pty Ltd**

INDUSTRIAL DATAOPS FOR GLOBAL INDUSTRY

COLLECT. CONNECT.
OPERATIONALIZE. SCALE



\$150M Series B (at \$1.6B)
Redefining Modern industrial
Data Management



\$75M Series A (at \$500M)
To Accelerate Leadership
in Industrial DataOps



Microsoft Global ISV
Partner

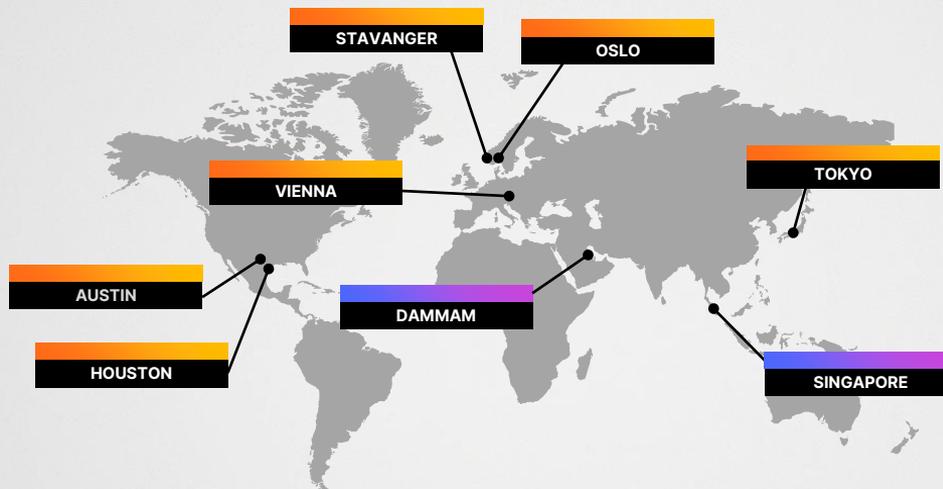


Recognized as 2020 Cool
Vendor within
Manufacturing Industry
Solutions



Google Cloud

Technology Partner of
the Year 2019 for
Manufacturing



Customer-driven expansion across capital intensive industries

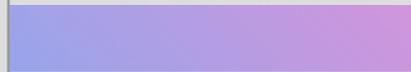


INDUSTRIAL REALITY 2021

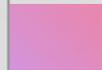
Most industrial companies have ran at least a handful of AI proof-of-concepts (PoC).



Many PoCs are considered successful



Few PoCs ever make it into production



Very few PoCs ends up providing substantive ROI (by becoming Proofs of Scale)



CHALLENGES



OT/IT data divide



IT/data science divide



Poor data quality



Linear FTE cost to scale



Slow, expensive or entirely failed transitions from proof-of-concept to production

COGNITE PROVIDES SaaS SOFTWARE THAT:

1. MAKES DATA AVAILABLE

2. MAKES DATA USEFUL

3. MAKES DATA VALUABLE

COGNITE DATA FUSION

INDUSTRY APPLICATIONS
& SOLUTIONS

THIS AUGMENTS AND ACCELERATES PROGRESS AT ALL STAGES OF DIGITAL TRANSFORMATION



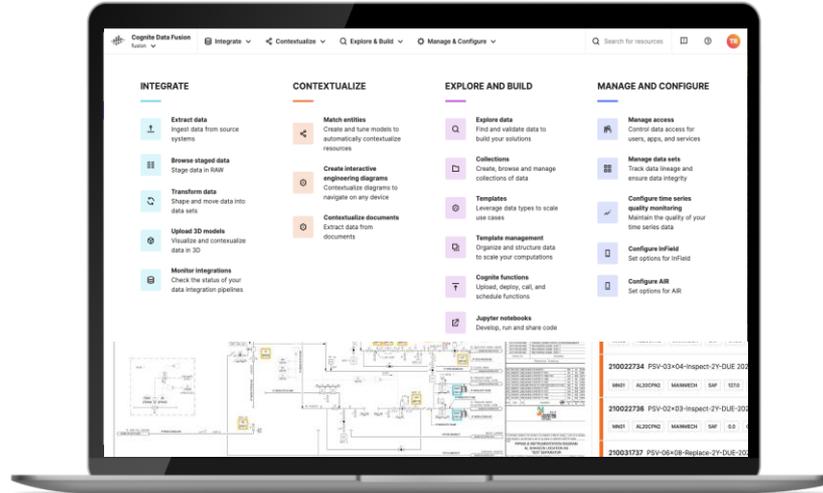
Delivering Operational
Visibility Through Data Quality
& Mobilization



Enabling Advanced Analysis and
True Data Operationalization



Empowering Individual Data
Consumers to Innovate &
Develop



"Cognite Data Fusion is an industrially specialized DataOps and AI platform that enables heavy-asset customers to operationalize and scale their digital programs to unlock ROI at scale."

Gartner



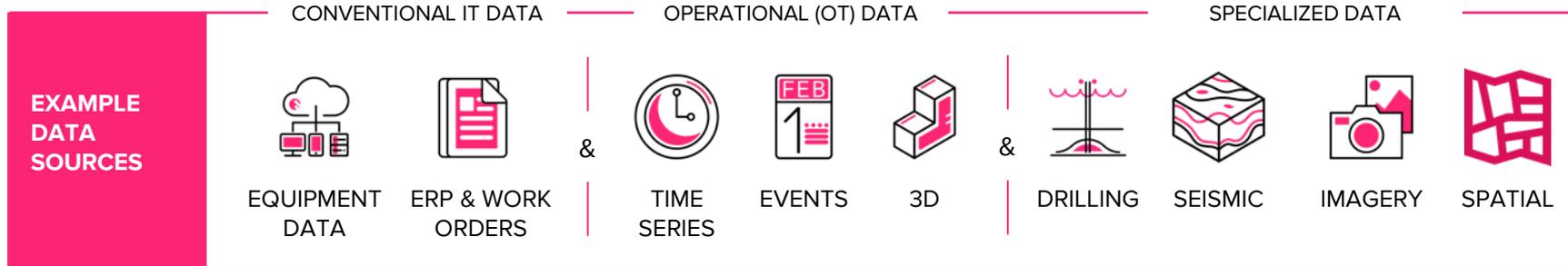
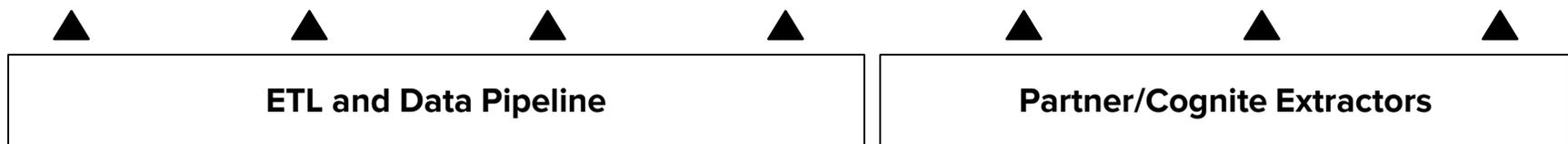
COGNITE LIBERATES, INTEGRATES, AND CONTEXTUALIZES ALL DATA FROM SOURCE SYSTEMS AND DATA SILOS

COGNITE DATA FUSION



CONTEXTUALIZATION OF MULTIPLE DATA SOURCES COMBINED AND STRUCTURED TO PRODUCE A MORE CONSISTENT, ACCURATE, SECURE AND USEFUL SET OF DATA.

MAKING DATA UNDERSTANDABLE FOR BOTH HUMANS AND MACHINES



COGNITE MAKES THE DATA EASILY ACCESSIBLE FOR DEVELOPERS, DATA SCIENTISTS, AND THIRD-PARTY APPLICATIONS

INDUSTRY STANDARD TOOLS



LOW CODE



DATA SCIENCE



COGNITE APPS & SOLUTIONS



3RD PARTY APPS AND TOOLS



API & SDKS

COGNITE DATA FUSION



COGNITE DATA FUSION - ENHANCING AND CONTEXTUALIZING DATA



EXAMPLE DATA SOURCES

CONVENTIONAL IT DATA



EQUIPMENT DATA



ERP & WORK ORDERS

&

OPERATIONAL (OT) DATA



TIME SERIES



EVENTS



3D

&



DRILLING

SPECIALIZED DATA



SEISMIC

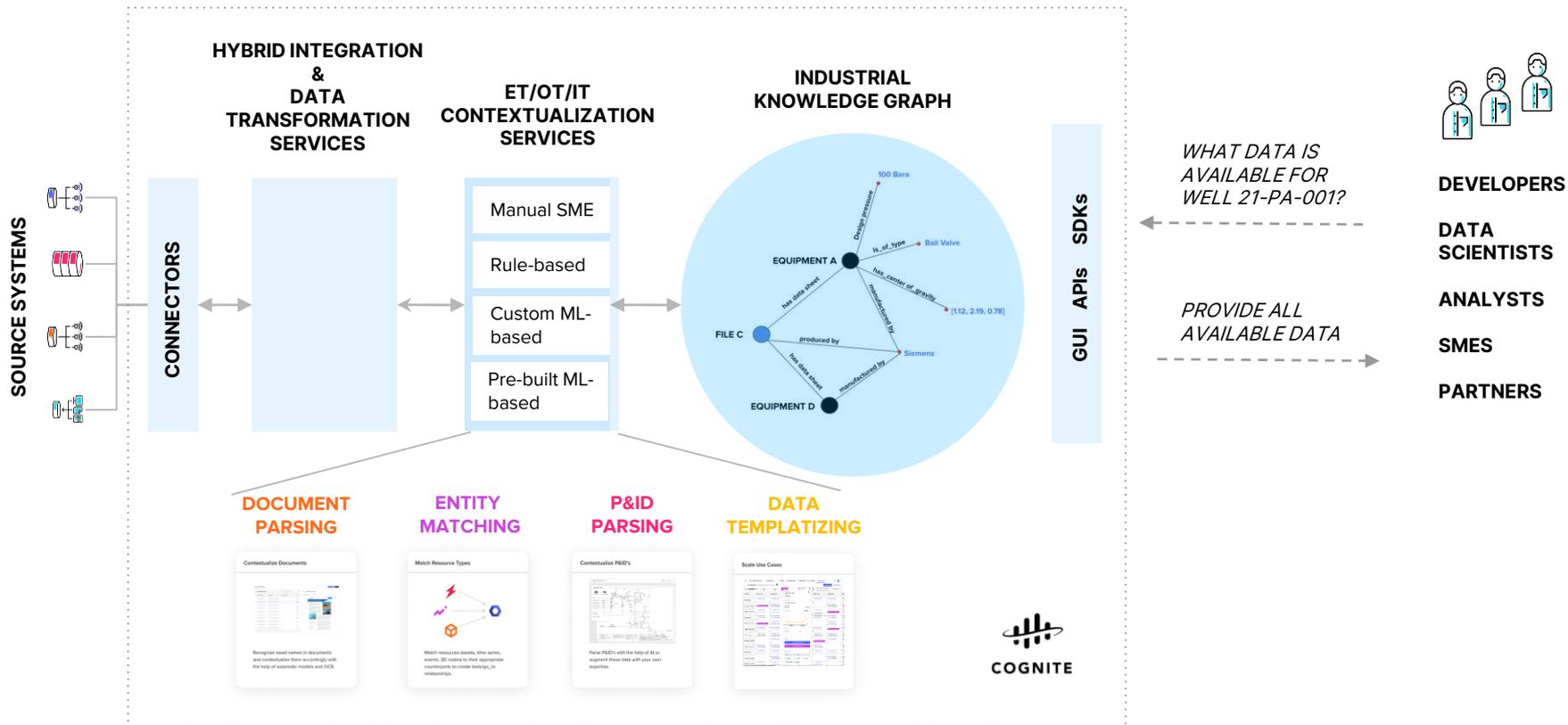


IMAGERY



SPATIAL

WHY DO YOU NEED CONTEXTUALIZED DATA? BECAUSE CRM DATA IS EASY. INDUSTRIAL DATA IS NOT.



ENABLING USE OF DATA TO ADVANCE THE EFFICIENCY, PROFITABILITY AND SUSTAINABILITY OF INDUSTRIAL OPERATIONS



DATA-DRIVEN MAINTENANCE



ASSET OPTIMIZATION



DIGITAL WORKER



SAFETY & SUSTAINABILITY



BUSINESS MODEL TRANSFORMATION

**30-50%
INCREASED
UPTIME**

**3-10%
INCREASED
PRODUCTIVITY**

**30-55%
INCREASED WORKER
PRODUCTIVITY**

**10-20%
REDUCED ENERGY
USE & EMISSIONS**

**NEW REVENUE
OPPORTUNITIES**

**10-40%
REDUCED MAINTENANCE
COSTS**

**10-20%
INCREASED
QUALITY / YIELD**

**REDUCED
HOURS WORKED
OFFSHORE**

**INCREASED
SAFETY**

**ALIGNED
RELATIONSHIPS**

InField



reddot winner 2020

— HA JK Y DU

Shuhei (Sean) Oda – General Manager

Level 20 Alluvion, 58 Mounts Bay Road, Perth WA
6000

Tel +61 8 9476 5122 | Mob +61-407-223-094

Email shuhei.oda@sumitomocorp.com

Siddharth (Sid) SETIA - Trade & Digitization Lead

Level 20 Alluvion, 58 Mounts Bay Road, Perth WA
6000

Tel +61 8 9476 5147 | Mob +61 457 806 370

Email siddharth.setia@sumitomocorp.com

