

# MARATHON

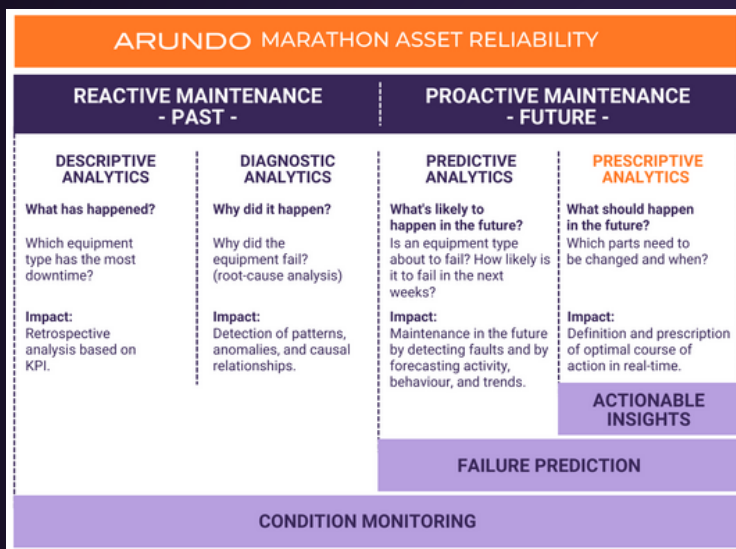
## Smarter decisions made simple

### Take prescriptive actions when they are needed!

Marathon is a comprehensive **Asset Reliability Management** cloud-based software suite. Co-developed with digitally mature industry partners, Marathon offers **Ease of Integration** with existing data systems, **Value Driven** analytics workflows for operations and maintenance decision support, and **Rapid Scalability** to standardize data-driven processes across your organization.



### Reliability through proactive, predictive maintenance



Proactive and predictive maintenance are essential building blocks for any reliability solution. However, to truly enhance the effectiveness of maintenance and operations teams, introducing "next best action" capabilities is crucial. This is where prescriptive maintenance comes in, surpassing predictive maintenance and condition monitoring. Prescriptive maintenance goes one step further, predicting potential breakdowns and offering the most effective solutions to address them, strengthening operational decision-making. By using advanced analytics and machine learning to assess equipment health, prescriptive maintenance provides a comprehensive, nuanced overview of equipment health. It delivers precise, actionable insights to notably reduce downtime, enhance operational efficiency, and optimize asset utilization.

### Asset reliability workflows in Marathon are built around three key pillars

Knowledge & Understanding	Condition & Performance	Prediction & Action
When incidents occur gather all relevant information from data into one place to learn lessons, generate reports, understand root causes and optionally file and manage warranty claim processes.	Monitor the state of equipment in real time to identify anomalies, highlight inefficiencies, compare observed performance to design and compare key performance indicators.	Run advanced analytics on data to identify key problems as soon as they start to occur and follow standardized prescriptive actions to correct them before they become mission critical.

### Marathon's AI-Enabled Analytics Engine delivers proven results on a daily basis for our subscribers allowing them to:

- Reduce costs
- Real-time monitoring and alerts
- Minimize unplanned downtime
- Enhance operational efficiency
- Improve fact-based decision making
- Reduce safety hazards
- Decrease environmental impact

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### Marathon Quick Starter Package: Everything you need to gain value in weeks

Once use cases are identified, we implement these in Marathon following our suggested pilot setup.

#### Pilot Scope:

- Data Quality Assessment
- Use case workshop to establish a prioritized analytics roadmap
- Allocation of dedicated delivery and data science resources - up to 100 effective hours in total
- Focus on one equipment type
- Configuration and deployment of up to 2 template models, one custom model, and associated Events and Engineered Features (KPIs)



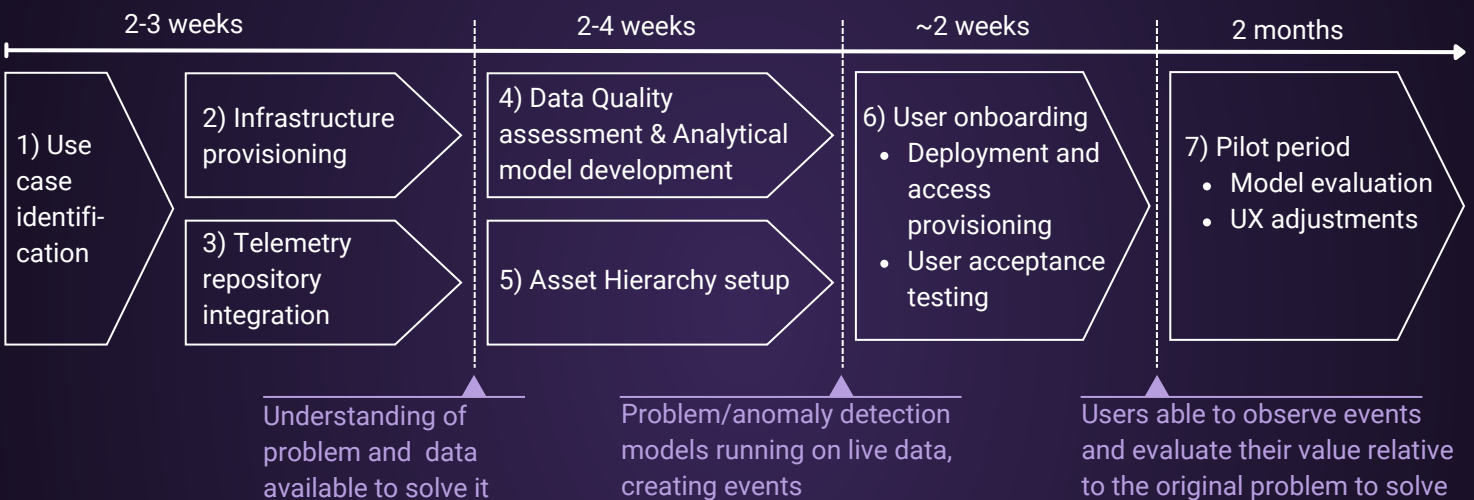
#### Pilot Goal:

- Deploy problem/anomaly detection models running on live data, generating events in Marathon
- Enable users to observe events and evaluate their value relative to the original problem during 2 months

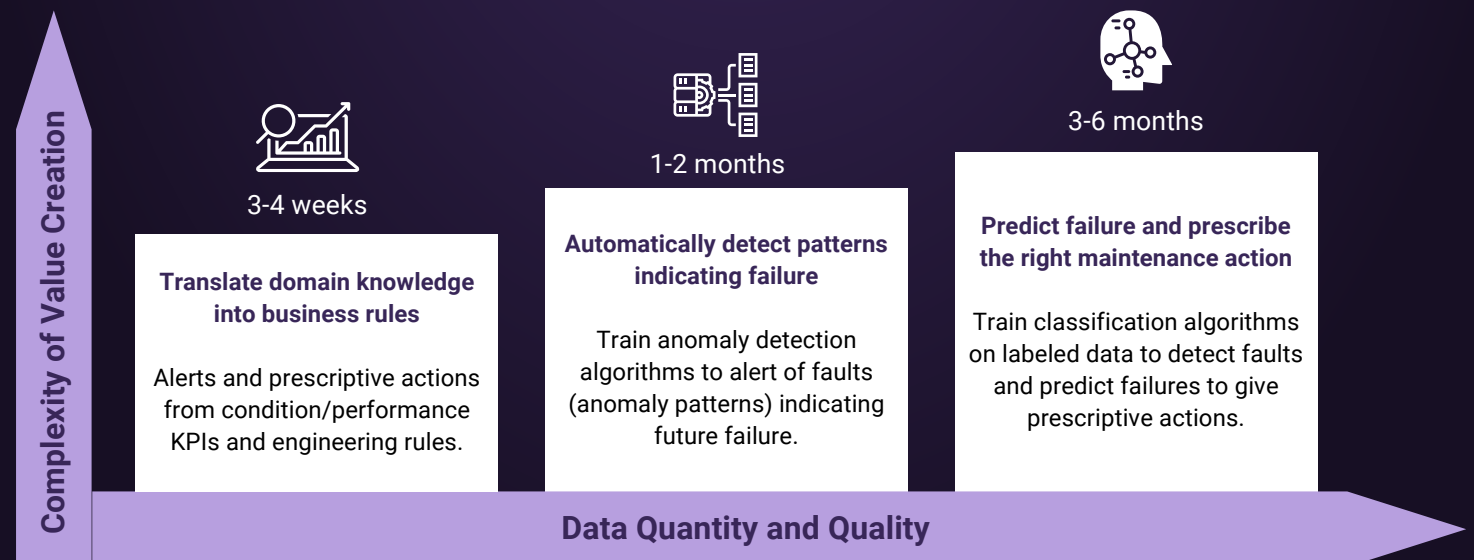


**Standard pricing for a pilot:**  
EUR 30.000,-

### In a pilot setup, evaluate value 6-8 weeks after having identified initial use cases



### During use case discovery we prioritize scalable, well understood data patterns to reap quick value



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### Beyond the pilot – Marathon subscription plans comparison

	Quick Starter (max. 2 months)	Basic	Professional	Enterprise
Telemetry observations	(as at source)	Up to 2.5 M per day and vessel	Up to 50 M per day and vessel	Up to 75 M per day and vessel
Events	✓ (max. 3)	✓	✓	✓
Engineered features	✓ (use cases)	✓	✓	✓
Investigations	✓ (max 1)	✓ (max 2 flows)	✓ (unlimited)	✓ (unlimited)
Reports	✓ (max 1)	✓ (max 20/month)	✓ (unlimited)	✓ (unlimited)
REST API	✓	✓	✓	✓
SSO			✓	✓
Inbound webhooks			✓	✓
Availability SLA	n/a	✓ 99.5%	✓ 99.5%	✓ 99.5%
Model development	✗ (Evaluation of models set up before start of period)	✗ Available against SoW on contracted T&M rate card <sup>1</sup>	✓ 40 h/month	✓ 80 h/month
Support	Dedicated contact	Tickets attended to within 48 hours	<ul style="list-style-type: none"> <li>• Dedicated contact</li> <li>• Direct message access</li> </ul>	<ul style="list-style-type: none"> <li>• Dedicated contact(s)</li> <li>• Direct message access</li> </ul>
Roadmap influence	Access to product team for feature feedback			<ul style="list-style-type: none"> <li>• Access to product team</li> <li>• Feedback and suggestion development priority</li> </ul>



We understand that software alone is not sufficient for success in becoming a truly data-driven organization. That success is driven by the coming together of **People, Process & Technology**. The Marathon software standardizes the process of transforming **Information** from data into better **Decisions** made by people.

Marathon users have access to Arundo’s in-house expertise and our decades of experience in spearheading successful digital transformation programs in fields such as Data Science, Systems Integration, OT, IT, and Organizational Change Management. Arundo is a **Digital Transformation Partner** not just a software vendor.

The Marathon software suite is continually evolving based on the needs of our **Product Subscriber Community**. Our product roadmap is customer driven and Marathon users have access to our product and design team when partnering in the co-development of new features. Arundo’s **Product Vision** is for a software ecosystem that continually drives digital innovation across all heavy asset industries.

1: SoW = Statement of Work, T&M = Time and Material

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### Key features Marathon

- ✓ **Investigation & resolving:** Take prescriptive actions when and where they are needed, thanks to real-time notifications for the most important issues. Standardized checklist-based workflows involve the right people at the right time to prevent issues from becoming mission-critical.
- ✓ **Highlighted events:** Marathon highlights real-time regions of interest in sensor data, providing richer context of equipment state. It emphasizes anomalous conditions where corrective actions are required, making it easy to diagnose problems by selecting sensor data combinations relevant to an event. Color-coded severities indicate highest priority items, and threads enable efficient collaboration across departments.
- ✓ **On-demand reports:** Generate on-demand reports summarizing the performance history for any connected asset. Identify opportunities for efficiency improvements, benchmark asset performance, or provide data-driven evidence for warranty claims.
- ✓ **Customized alert stream:** Choose to see only the most crucial insights as they occur for your most important assets and locations. Inbox-style workflows show which alerts have been viewed; new alerts include visual cues so that nothing important is missed.
- ✓ **Trustworthy security:** Data encryption at rest and in transit. Manage user roles and access through user group assignment. ISO 27001 certified.

### Key benefits Marathon

- ✓ **Freeing up time:** Rapidly deploy advanced analytics and AI at scale across key assets, freeing up your teams globally to focus on tasks beyond manual data and alarm monitoring.
- ✓ **Outcome in weeks:** Ensure actionable results for operations and maintenance teams to get meaningful ROI for digital technology in weeks, not years.
- ✓ **Asset data alongside analytics:** View the most critical asset sensor data alongside analytical insights. For a complete holistic picture of the asset lifecycle, overlay maintenance and failure records. Create comparisons of custom and off-the-shelf KPIs derived from sensor data for like assets.
- ✓ **Engineering performance:** Overlay live data onto engineering performance diagrams for connected assets. See how equipment is performing now regarding key design parameters and explore how equipment performance has changed over time. Raise alerts when performance exceeds desired thresholds.
- ✓ **Advanced analytics engine tailored to your use case:** Marathon can be tailored to the highest priority use cases, either through our template models or our dedicated team developing a custom solution for your needs.
- ✓ **Seamless integration:** Marathon exposes its capabilities as REST API endpoints. Easily integrate with other IT infrastructure in your work environment or analytics tool belt.

**Boost your operations with the power of 250,000 development hours.  
Benefit from increased reliability, more uptime, and reduced costs!**

### Ask us about

- Self-service analytics
- Deploying your own analytics to Marathon
- Maintenance and failure record management
- Asset performance and health KPIs including remaining useful life
- Integrating notifications with existing systems

### About Arundo Analytics

**Arundo Analytics** helps equipment operators to make better decisions and improve efficiency, reliability, and sustainability. Our products link data science, cloud computing, and big data with industrial IoT, providing prescriptive actions beyond simple alerts. Broad industry experience makes us a powerful partner for digitalization and process optimization.

**Contact us at: [contact@arundo.com](mailto:contact@arundo.com)  
Learn more: [www.arundo.com/Marathon](http://www.arundo.com/Marathon)**

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