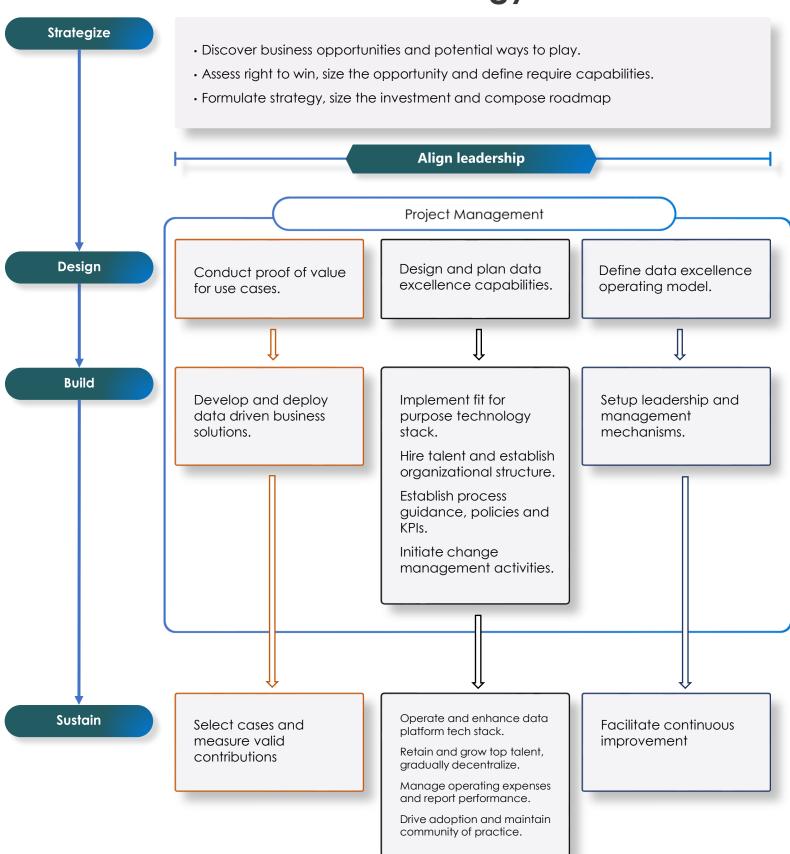


Appendix A: How do we approach Data & Al strategy





Appendix B: Our ABC Assessment

Motivation

Business Strategy

- Enterprise vision and mission
- Corporate culture & values
- Product & services portfolio
- Growth targets & initiatives
- Efficiency targets & initiatives
- Business model innovation
- Digital transformation path
- IT strategy fields of action

External Factors

- Customer expectations
- Competitive landscape
- Partnerships & ecosystems
- Politics, economy & environmental constraints
- **Emerging technologies**
- Regulation
- **Ethics**

Why do we need to handle data strategically?

Data strategy Α Which capabilities do we need to manage What do we use data for to create and maintain data? value? **Aspiration** Data B **Dynamics** Ways to play Right to win **Capabilities Best Use Cases** Excellent data Data-driven Technology **Enterprise Operations** People Customer Interaction **Processes** Products/Services How do we systematically **Business Models** Culture turn data into value How do we operate effectively with How much value can we create with

data2

our data?

Value

Drive growth & efficiency

- Deeper understanding of your customers, products and processes
- Data-driven products, services and business models
- Business process digitization & automation
- Data monetarization

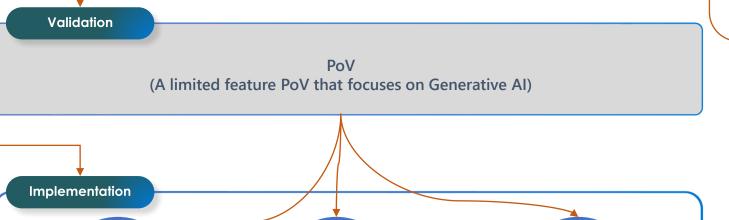
Manage compliance & Risks

Through:

- Fact-based decision-making
- Intelligent business planning
- Early risk detection
- Accurate regulatory reporting
- Ensured data privacy
- Secure data processing
- **HSSE** transparency

Appendix C: Our VisionFlow Framework

Discovery Gap analysis, Tech assessment, Intuitive data discovery, Contextual interactions, Process improvement, Implementation strategy, Public data, Vendors, Testing & iteration Automation Sales, Supply Chain **Use Cases** Goals/Exp. Data Set goals and **Gather data Use Cases generated** expectations of the Review and based on data exercise, along with understand data available **PoC** definition



Visualizations

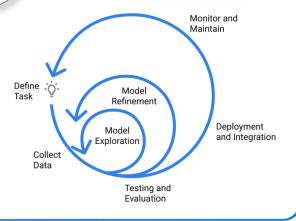
Dashboards, visualizations enabling intelligent decision making backed by real data

Generative **AI**

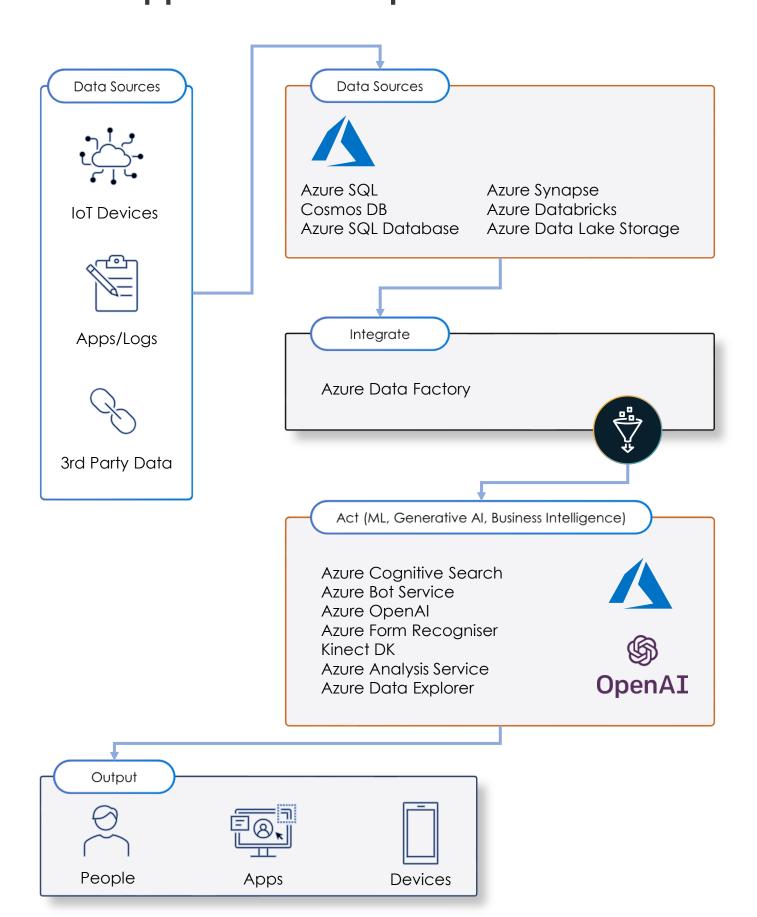
Build visualizations covering all aspects of business - with simple prompts

Machine Learning

Improve their performance in each task with more and more experience or data



Appendix D: Sample Architecture



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Appendix E: PoV Sample Architecture

