



**Enterprise-Ready
AI Copilot Solution**
Built on Microsoft Cloud for Manufacturing

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Joe Biron – Chief Product Officer

InSkill Solution

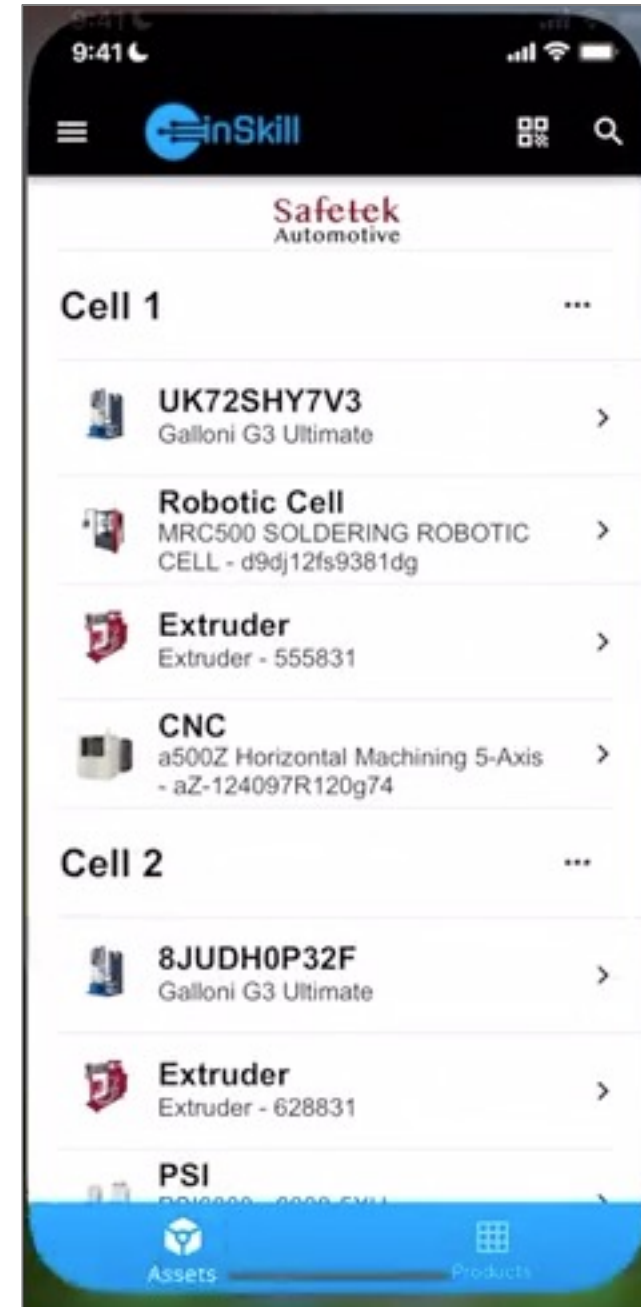
InSkill

is

- a Solution to create and use **Generative AI-based Copilots for Industrial Machines** and Processes

that

- Machine Builders use to generate **subscription revenue** from their expertise, **gain insight** into their customers, and **streamline operations**
- Factories use to **upskill workers**, **improve operations** and improve **safety**





THE GREAT *SHIFT CHANGE*

**Over 10,000 Baby Boomers
Leave the Workforce Daily**

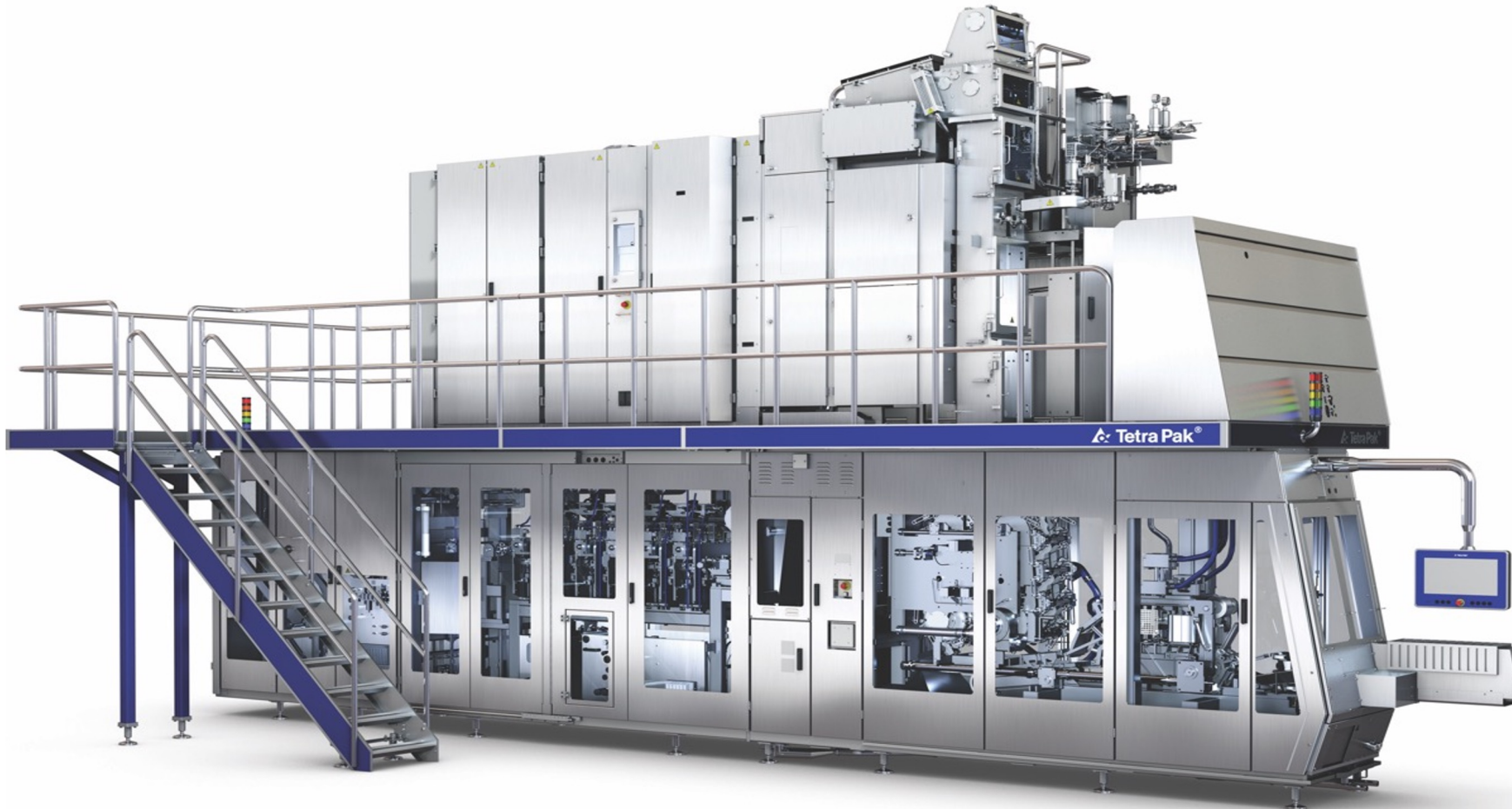


TOMORROW'S *FACTORY WORKER*

120M workers will need to be
UPSKILLED over the next few years

Problem

How would you **fix** this?



14,000
Pages of
Documentation

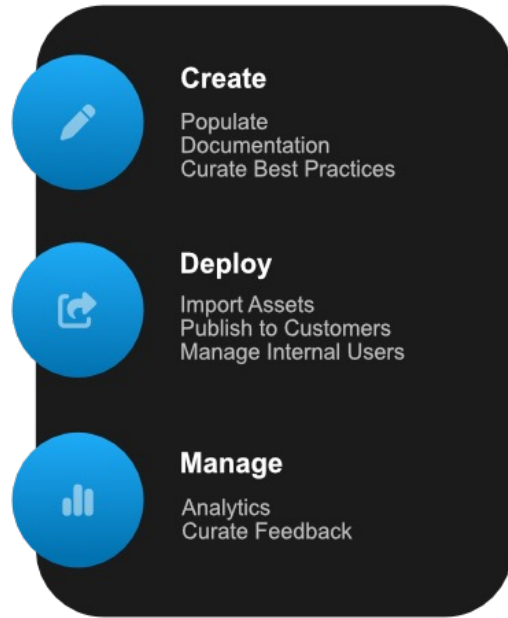


1,500
Issues that
Stop the Machine

Architecture

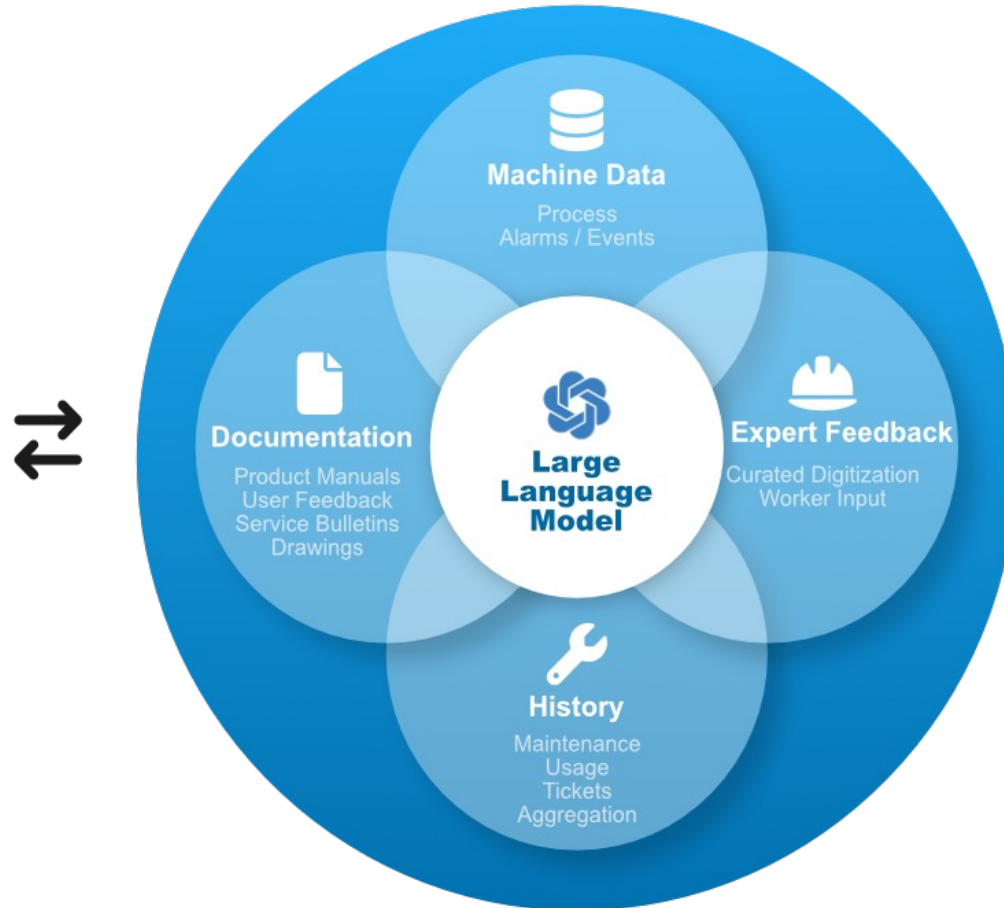
How it Works

InSkill Mission Control

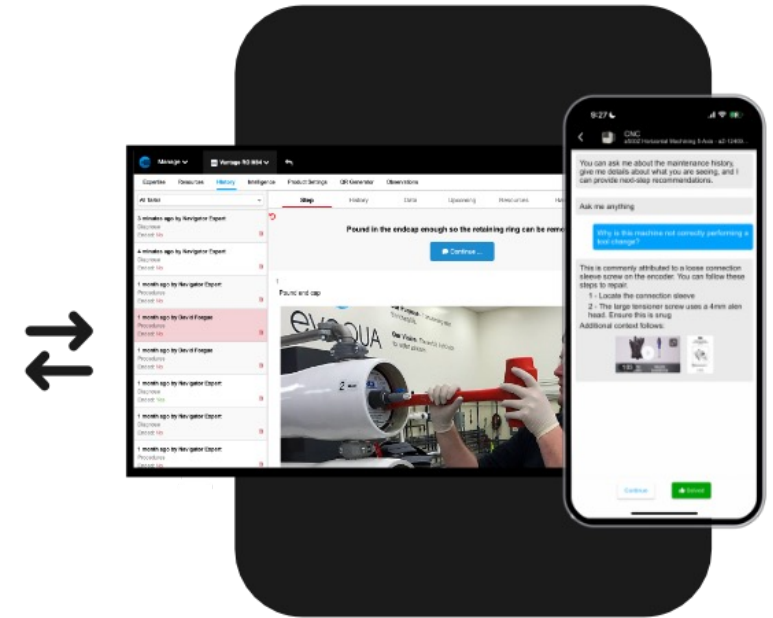


Everything required to create, deploy, and learn from Machine-based Copilots at scale

InSkill Copilot



Multi-Vendor InSkill Apps

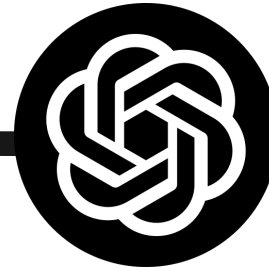


iOs, Android, and Worker UI

InSkill uses **Microsoft Azure Open AI Service** to close the skills gap

- Documentation
- Maintenance History
- Parts
- Service Bulletins
- Digitized Actions
- Live Data
- Expert Know How
- Experience

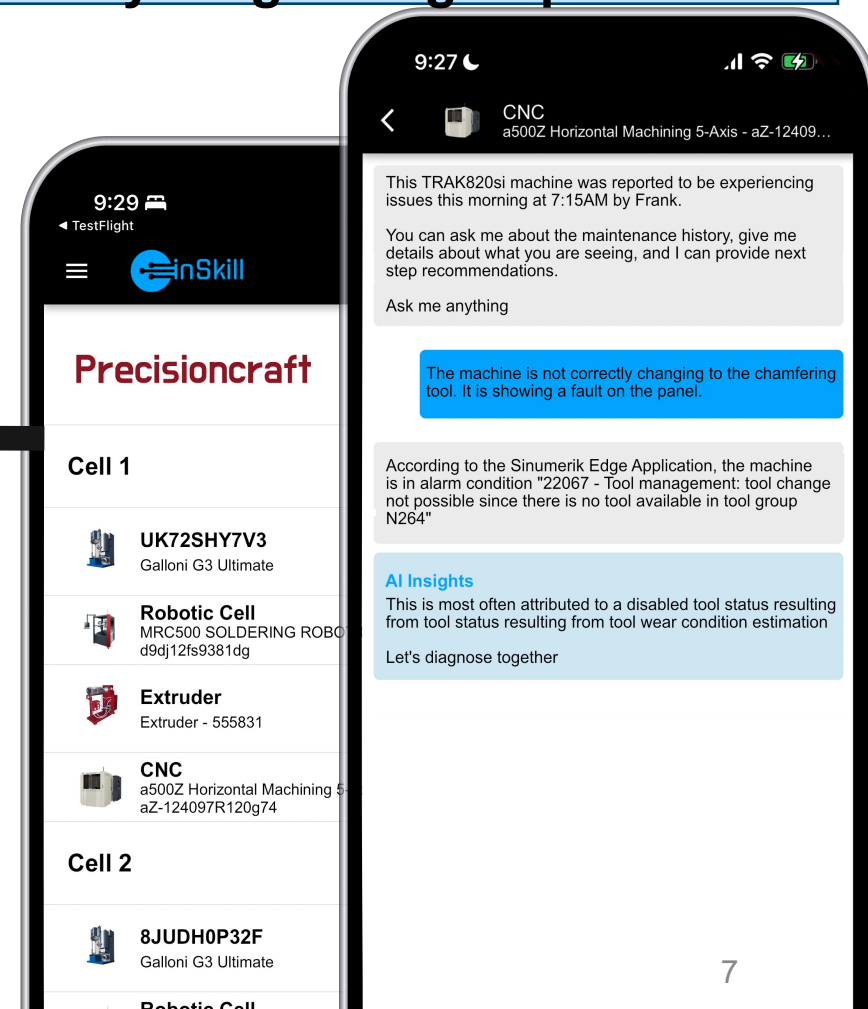
Retrieval-Augmented Generation



Many sources of information from each partner in the machine chain provide 360-degree situational analysis of machine

Expert in Your Pocket (Hours to Minutes)

- No Wasted Time
- Prescriptive recommendations
- Everything at fingertips



InSkill Market

950

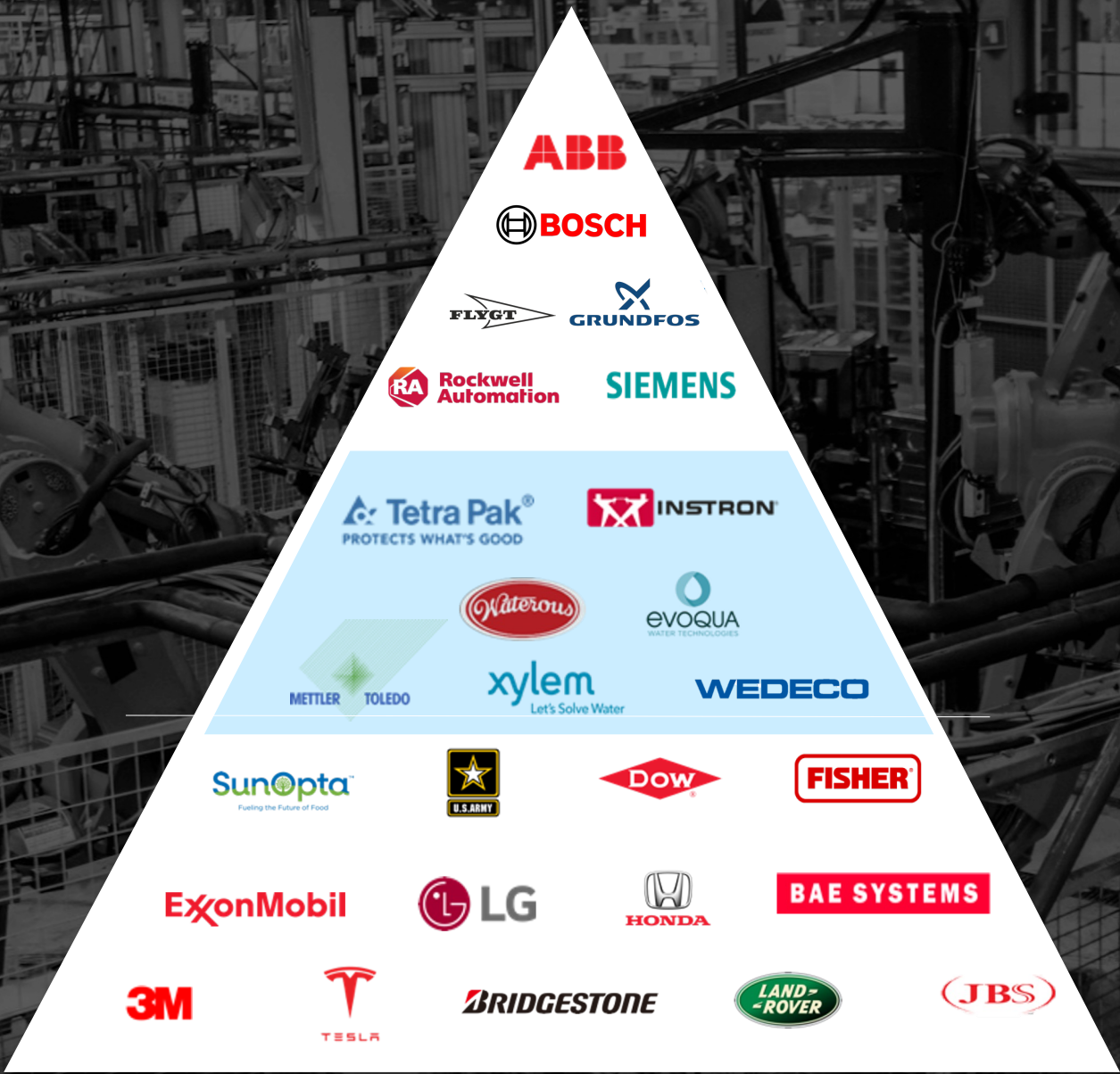
InSkill Published Copilots

226

Machine Builder Copilots

4,600+

Factory Subscribers



InSkill for Component Manufacturers

InSkill for Machine Builders

InSkill for Industrial Facilities

Case Study

Mettler Toledo



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Product Inspection Division

10,000 Customers

1,500 Customers Under Contract



Objective

Improve Customer Experience

Increase Value of Service Contracts

Generate Recurring Revenue

Streamline Worker Experience



Use Cases

Field Service:

Upskill new workers, standardize and digitize tasks, asset details at fingertips

Call Center:

Information capture before the call, shared guidance

Customer Self-Service:

Empower customers to do more, capture maintenance and troubleshooting history

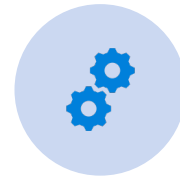
For Industrial Equipment Owner/Operators



Streamline access to maintenance procedure documentation



Increase efficiency and track compliance with guided task-level procedures

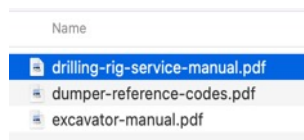


Amplify value of IoT and modernization investments by connecting process and machine data to maintenance and service activities



Solve the skills-gap problem by continually and automatically capturing expertise that immediately feeds back to the InSkill Expertise AI Model

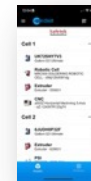
How It Works



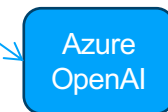
Upload any available documentation



Optionally configure guided tasks



Maintenance personnel begin using InSkill



InSkill curates a technician's Copilot through real-world experience

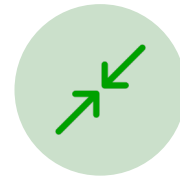
For Industrial Machine Builders



Provide a modernized way of delivering service documentation that creates a new monetization opportunity



Form an ecosystem with your component suppliers and customers, centered around your own product excellence



Reduce redundant and rote work of producing voluminous documentation that goes unread



Feed back captured service and maintenance expertise to engineering and design teams for intelligent product evolution

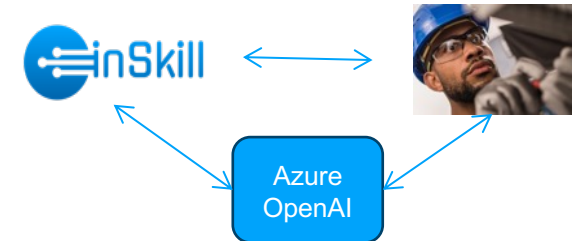
How It Works



Configure guided tasks that ensure compliance and facilitate knowledge capture



Enable your service team and your customers with InSkill



InSkill curates a technician's Copilot through real-world experience across your entire install base

InSkill & Microsoft

Bringing Manufacturers to Digital Transformation, Together

Optimizing factory maintenance with cutting edge digital technology, in context, combining human and machine intelligence for sustainable and efficient operations



Organize field service technician's workflow with collaboration tools and use generative AI for work order creation and scheduling



Supercharge customer service, maintenance, scheduling, and reference information access with generative AI



Model your industrial environment's spaces, systems, and assets with Azure Digital Twin service



Give your technician's an AI partner that understands the relationships between machines, process, and expertise, and brings practical, timely reference documentation and assimilated tribal knowledge in two clicks



Thank You