

Armada | Platform Introduction

2024

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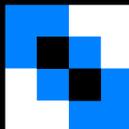
## Armada | Platform Introduction

### Problem 1: Data is the new oil, yet most is underutilized



#### Acceleration to Industry 4.0

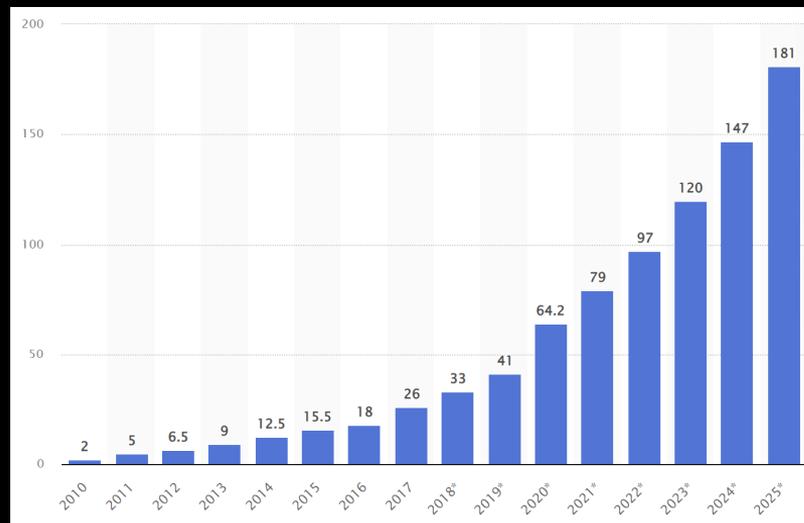
Every company is embracing unstructured data-heavy projects like real-time analytics, robotics, computer vision, autonomy, AI/ML



#### Unsustainable Cloud Costs

We've relied on the cloud to support this data, but due to unsustainable costs and high latency, the cloud isn't viable

#### Data Volume (in ZBs)



75% of all data will be generated at the edge by 2025

## Problem 2: Cloud & telecom providers underserve remote areas

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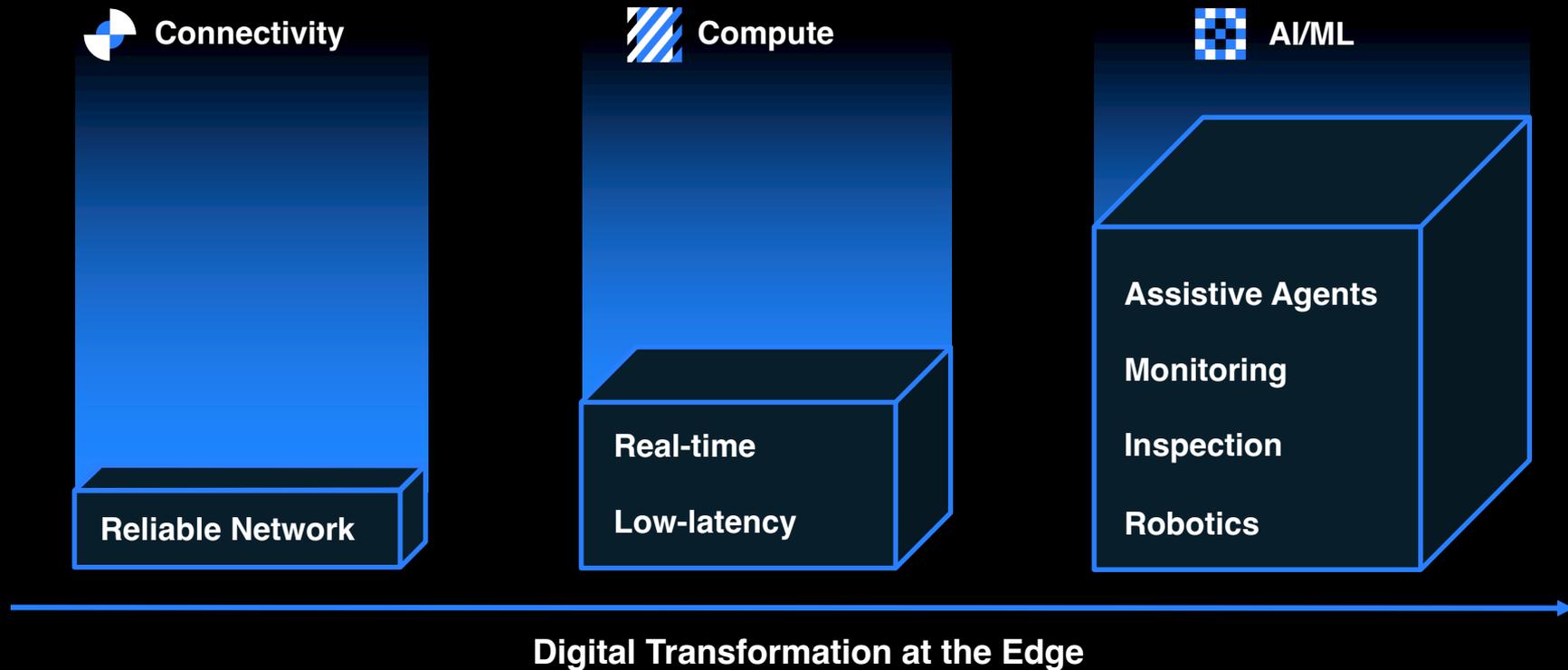
### Poor Connectivity – High Latency – Lost Potential

- Your data is your gold. Industrial companies collect TBs of data, every day, at each location.
- Unreliable, slow internet means relying on outdated information and delayed response
- Your data's potential remains untapped. Speed in leveraging data is the currency of the future



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## Your Partner at the Edge



# Armada | Platform Introduction

## Product Lines

### Connect

- Enterprise Operating system for Connected Assets
- Monitor, optimize and support your Starlink fleet at scale



### Edge

- Modular datacenter for the remote edge
- Includes Commander OS and Marketplace of Applications



### EdgeAI

- AI applications for edge use cases
- Building blocks for custom, end-to-end solutions for Customers



- EdgeDetect
- EdgeAssist
- EdgeNarrate

## Armada Commander Platform

## Armada | Platform Introduction

The first dedicated, full-stack solution for Edge

Separate Pieces Before

CONNECTIVITY

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HARDWARE

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COMPUTE

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SOFTWARE

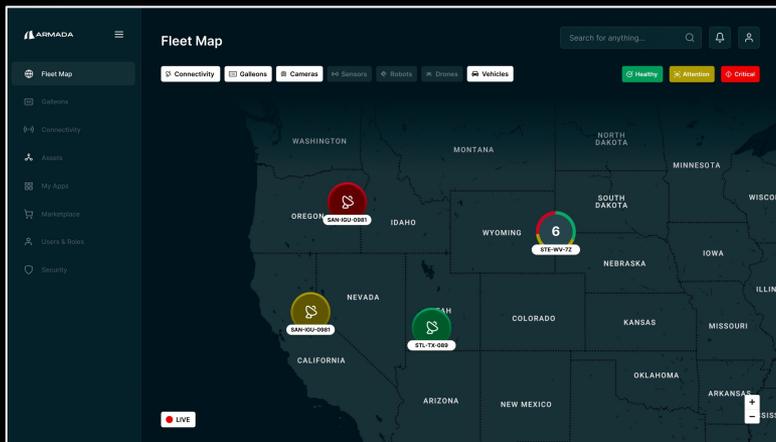
One Solution Today



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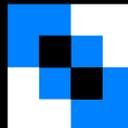
## Commander Connect

### Enterprise Starlink Operating System



### Starlink B2B Experience

- Deploy and operate Starlinks at scale. Enterprise customer support
- Procure Starlink terminals and service through Armada. Streamlined billing



### Management & Insights

- Rich observability, monitoring, alerting, and management capabilities
- AI assisted insights and foresights to optimize performance and cost.
- Advanced networking scenarios including QoS, bonding, traffic prioritization.
- Enterprise grade security, SSO, RBAC, Audit trails.

#### Computer Vision and Detection



Edge**Detect**

Real-time Detection and Recognition in Streaming Videos

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Edge**Narrate**

Narrate Events and Descriptions of Scenes and Activities in Video

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Edge**VisualQnA**

Answer Questions about Scenes and Events in Video

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#### Deep Learning, Conversational Tools



Edge**Assist**

Industry-Specific Conversational AI Assistant

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Edge**Insight**

Uncover actionable knowledge from raw data streams

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# NEXT STEPS

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- Demo Armada platform
- Align on specific product and partner needs