sap²pience.

Sapience /sa.pjãs/ [Old French, noun] *the property of possessing or being able to possess wisdom*

App /æp/ [Shortening of application, noun] *set of software that the end user perceives as a single entity as a tool for a well-defined purpose*
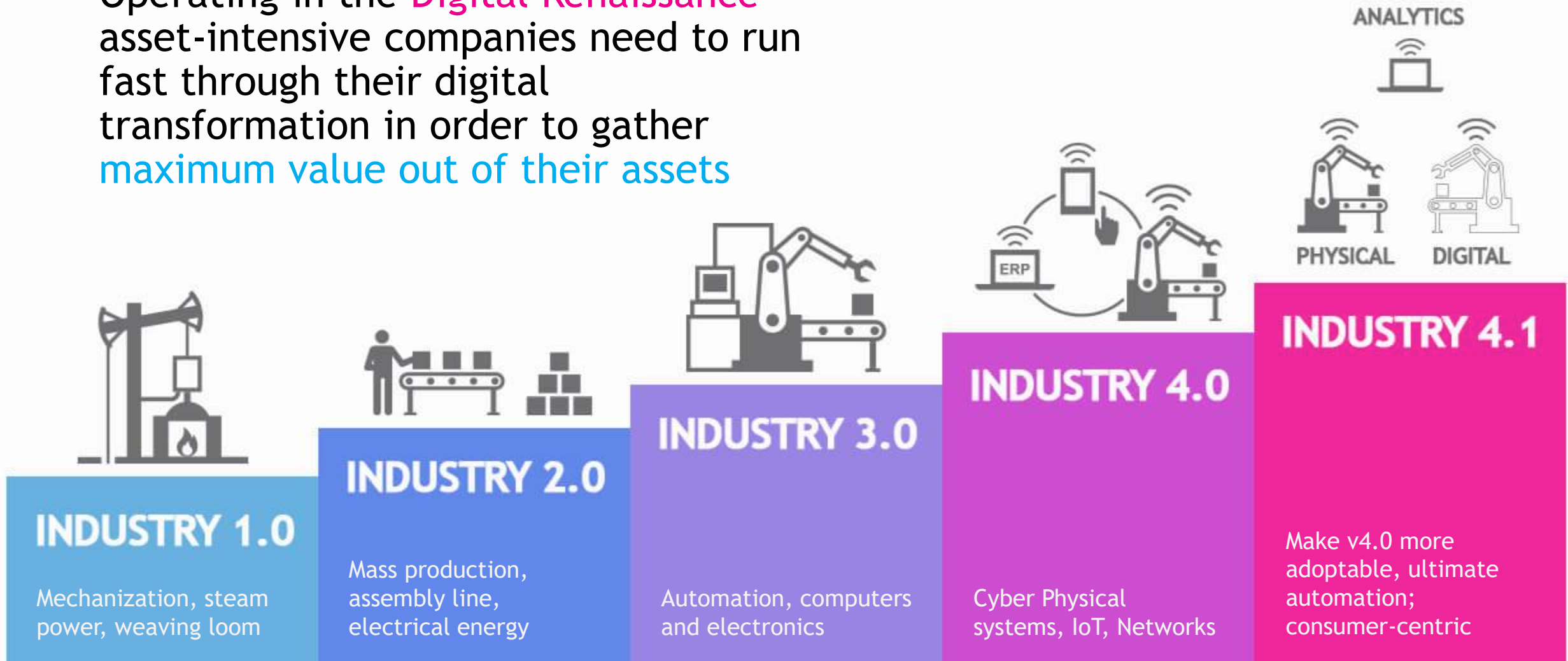
the problem

Asset-intensive industries face challenges in business aspects as cost, performance and risk management related to their assets, due to:

- Organizational alignment issues in both the slow-loop planning and the fast-loop execution and planning phases.

- risk and decision-making processes are patchy or inconsistent

- downtimes are coming as surprise, instead of being a part of a predictable and structured plan

- there are supply chain and operational cost inefficiencies

- the asset portfolio is aging, or subject to technology obsolescence

- existing data is still fragmented, out of date and/or not trusted, not enough, and not accessible anywhere at anytime
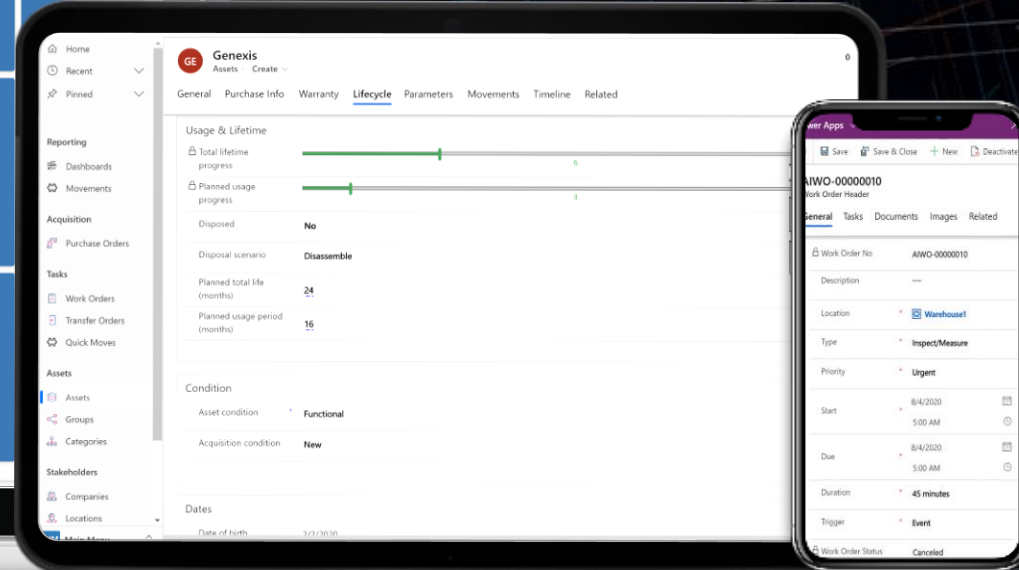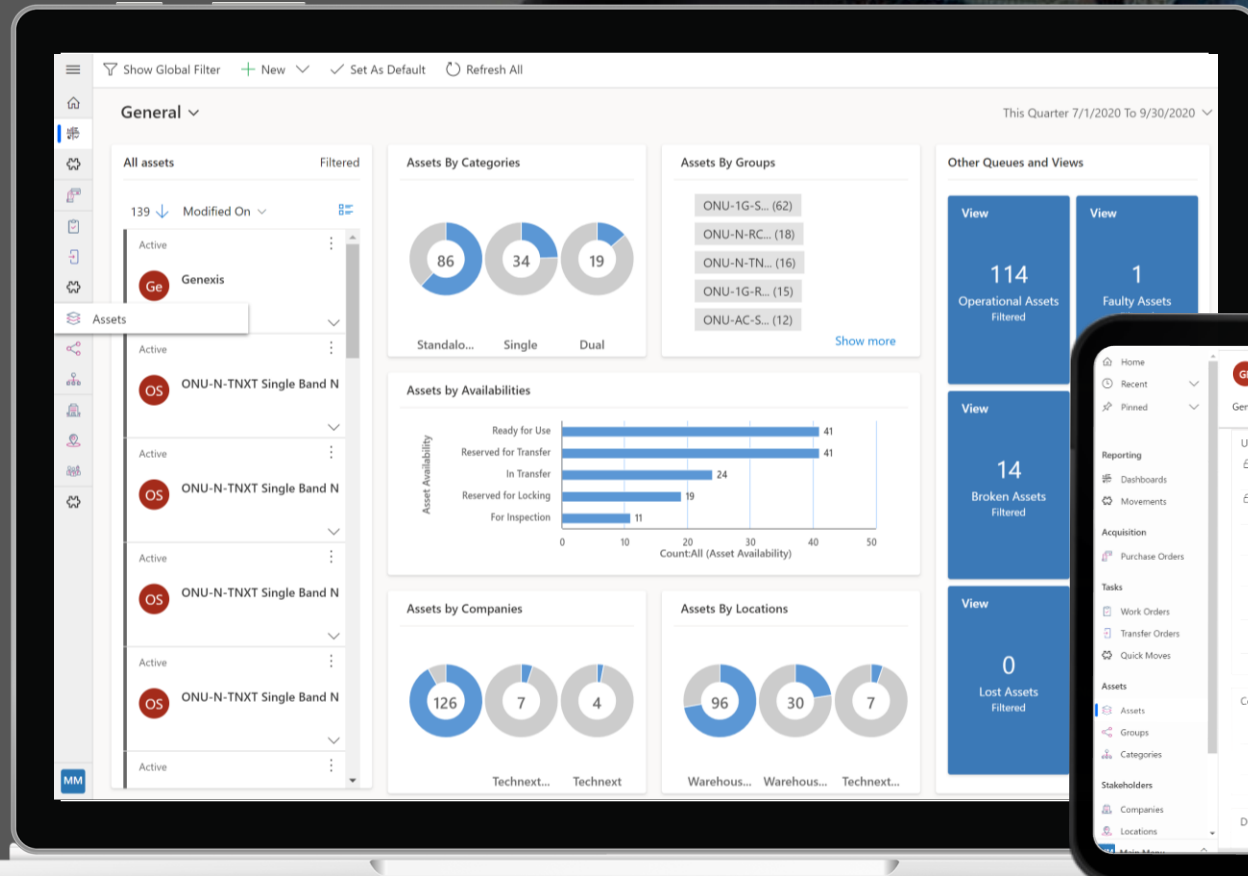
source: The Institute of Asset Management, Bristol, UK

the reality

Operating in the Digital Renaissance asset-intensive companies need to run fast through their digital transformation in order to gather maximum value out of their assets

ANALYTICS

PHYSICAL   DIGITAL

INDUSTRY 4.1

INDUSTRY 4.0

INDUSTRY 3.0

INDUSTRY 2.0

INDUSTRY 1.0

Mechanization, steam power, weaving loom

Mass production, assembly line, electrical energy

Automation, computers and electronics

Cyber Physical systems, IoT, Networks

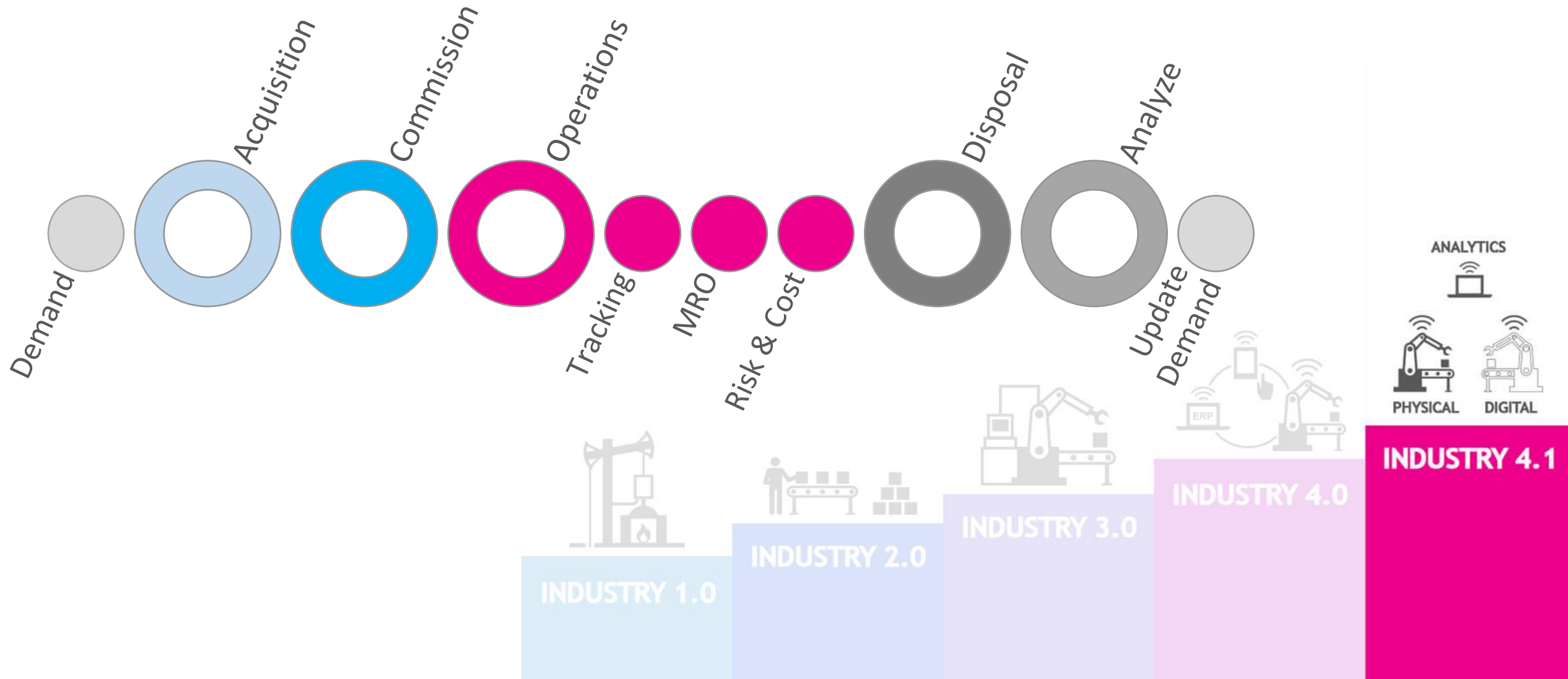Make v4.0 more adoptable, ultimate automation; consumer-centric

asset insider: industry 4.1 solution

Sappience built Asset Insider:
a low-code asset management solution applying
Digital Twin concept and technologies,
empowering asset-intensive industries to switch their
operations, maintenance, and decision making
from reactive to proactive and increase margins.

end-to-end asset management

capabilities & features

- Asset & Twins Lifecycle
- Stakeholders & Locations
- Forecasting & SCM
- Automated Tracking
- Warranty & Insurance

- Performance Monitoring
- Predictive Maintenance
- Service Management
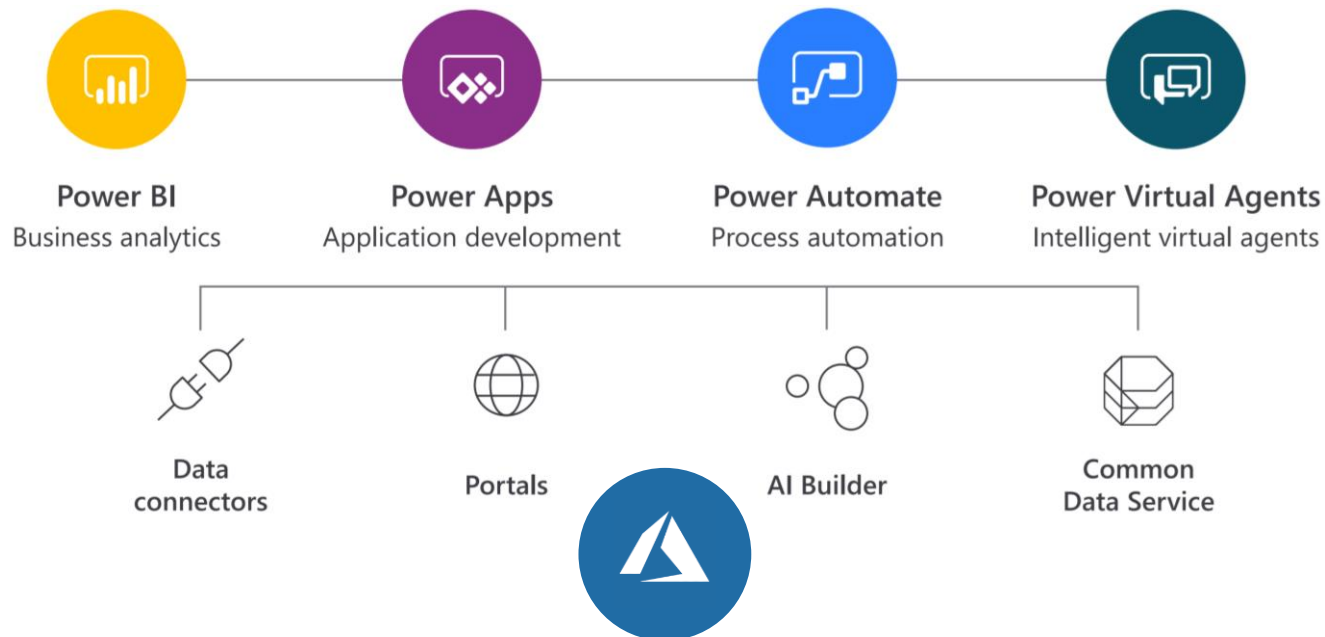- Cost & Risk Management
- Disposal & Retirement

Mobility

Actionable Insights & KPIs

built on Microsoft Power Platform

gateway to Industry 4.1

Customer Benefits:

- Rapid customizations
- Lower barrier to entry
- 330+ predefined connectors
- Enterprise ready infrastructure & security
- Customer's business & IT users can build on top of Asset Insider or Power Platform
- No need for previous experience in programming and handling technology

Power BI
Business analytics

Power Apps
Application development

Power Automate
Process automation

Power Virtual Agents
Intelligent virtual agents

Data connectors

Portals

AI Builder

Common Data Service
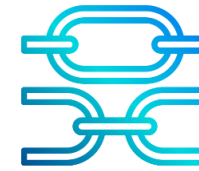
10 examples for contribution in value chain

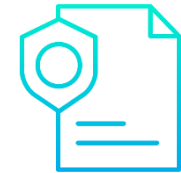increased stakeholders' engagement

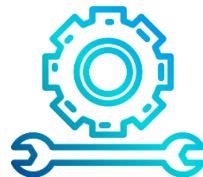remote work enabled

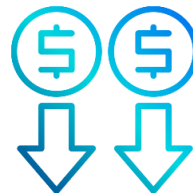reduced physical assets' downtime

eliminate interrupted processes

maximum HS&E compliance

extended lifecycle of the real-world objects

optimized maintenance cost and time

reduced supply & operational costs (5-10%)

data-based decision making

create more and new business opportunities

value proposition for
asset intensive industries

Manage assets in many different locations: production plants, logistics, on the field, anywhere

Empower technicians and mobile teams with the right tools and information

Get actionable data directly from the infrastructure, sub-stations, shop floor, and more

Improve the quality and reliability of the products & services provisioned to the customers

Include the asset management processes in the planning and forecasting; Align it with strategy

Extend the scope of the Supply Chain processes; Make them truly digital

Make the assets & infrastructure maintenance predictable with real-time data management

benchmarks

1 – 6%

10 – 30%

5 – 25%

5 – 25%

2 – 6x

Increased Availability

Reduction in safety risks

Reduction in Costs

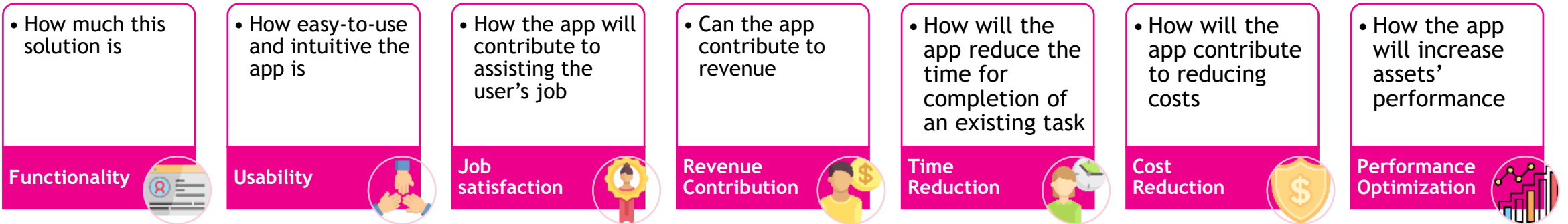Reduction in Reactive Maintenance

Faster Deployment

how we do it?

onboard implementation methodology

First – start with defining the **Objective Key Results** we want to achieve:

• How much this solution is	• How easy-to-use and intuitive the app is	• How the app will contribute to assisting the user's job	• Can the app contribute to revenue	• How will the app reduce the time for completion of an existing task	• How will the app contribute to reducing costs	• How the app will increase assets' performance
Functionality	**Usability**	**Job satisfaction**	**Revenue Contribution**	**Time Reduction**	**Cost Reduction**	**Performance Optimization**

onboard

PoC
Design
TTV Execution
Sprint 1 · Sprint 2 · Sprint n
Onboard
Sprint n+1 · Sprint n+n
Next Release

- Project DNA	
- OKRs	
- Proof of concept	

- Business process optimization
- Rapid setup

- Rapid customizations
- Quick Integrations
- Customer play with the solution after every sprint

- Start with the high priorities

- Put additional added value

Reduce risks ---- **Move fast from demo to best practices and custom specifics** ---- **Time-to-value countdown is ON**
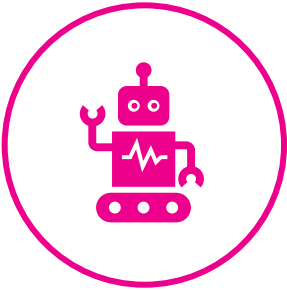
about sappience.

s**ap²**pience.

born in digital renaissance

12

12+ yrs. average foundation team experience

ISV and Preferred PowerApps partner

low-code pioneers

digital transformation accelerator

CSP Microsoft cloud solution provider

industries we excel

focus on asset-intensive industries:

Utilities

Telco

Security
Services

Cargo
Transportation

Renewable
Energy

Facility
Management

Leasing &
Rental

ORBICO success story: Asset Management done in Easy and Efficient way

Orbico has implemented Asset Insider – the innovative low-code asset management app, to boost their processes related to full control of the assets' life-cycle.

Aiming to reduce risks, optimize costs, improve performance and embrace new technologies the company now refers to the modern app, based on Power Apps.

Assets 360°

"Now we can track our valuable assets in seconds and see their full timeline and life-cycle history"

Everything needed in one place

There is no need for different solutions for the asset management of IT equipment, Facility management, CMMS, etc. Everything is in the Insider.

Cost Reduction

Optimize unnecessary maintenance expenditures, track everything that can generate significant expenses, decrease procurement costs.

EXCITEL

Enter in Digital Twins World with Asset Insider

Telco | India | Top 10 ISP in the country | 50000+ active assets in thousands of locations

Ent-to-End Process Optimization

- full asset lifecycle management - from initial demand to disposal
- completely automated traceability and tracking of the assets via camera captures
- business logic app' driven decision making and processing
- integration with existing software ecosystem
- MRO management (Maintain, Repair, Operate)

Benefits

- extended asset lifecycle and productivity
- produce more value out of the assets
- prevent loses
- decreased supply chain and maintenance costs

contact us

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have a digital coffee at This Way, Sofia, Bulgaria

Thank You!!!

s**ap**pience.