



How Acuvate is helping  
**Manufacturing Industry**  
to get the maximum out of **DIGITAL**

**(Johan Krebbers & Poonam Chug)**

# Housekeeping – Asking speaker a question

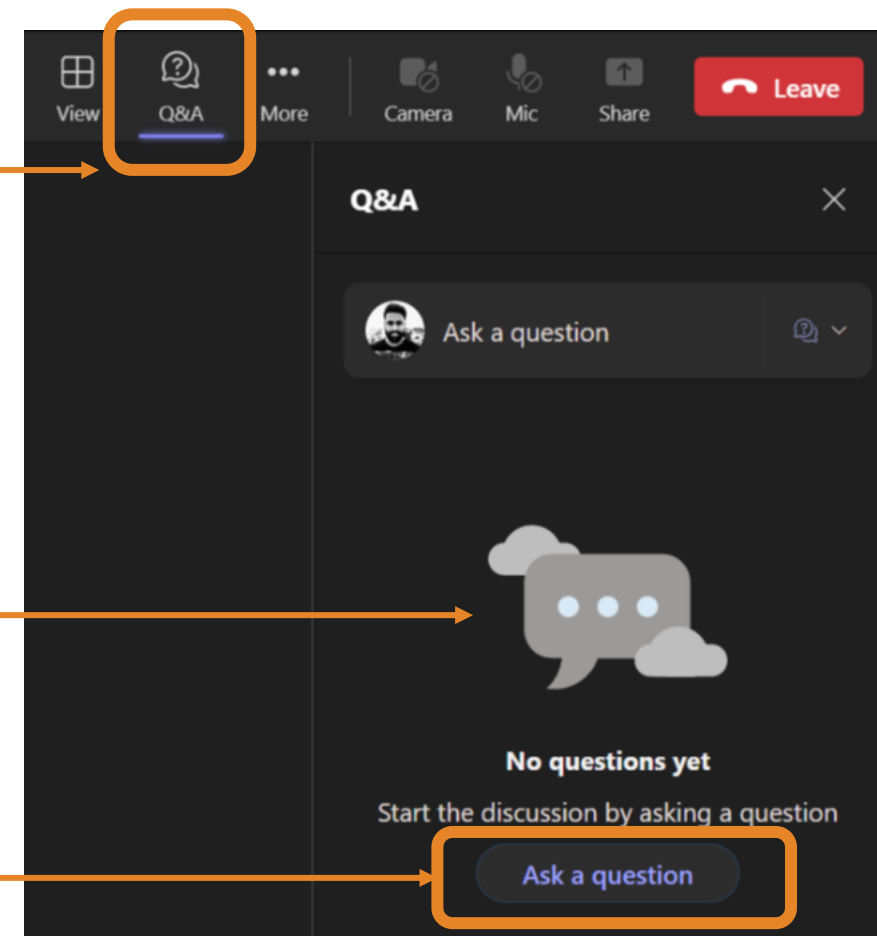
We want to hear from you!

Please submit your questions. We'll reserve time for Q&A at the end of the webinar.

1 To submit questions, click on the Q&A at the top right corner

2 Clicking on the Q&A icon will open a window where you can type your question.

3 Click on the 'Ask a question' button & type your question.



# Agenda

- About Acuvate
- Acuvate's famous (7 steps) Standard Digital Framework
- Acuvate's Data Platform for the Manufacturing Industry
- Examples: Business Challenges in Manufacturing
- Digital Solutions for Manufacturing with Data & AI
- What next? Where to go when you need / more information.



# About Acuvate

Acuvate is a global player in next-generation digital solutions & services that modernize, automate and transform enterprise applications. With over **17 years** of experience, we have been enabling our clients globally to steer their digital transformation strategy using **AI, Data & Cloud**.

We build & develop smart & sustainable solutions to help our customers transform their conventional processes to match the next-generation technological trend.

## OUR FOCUS

### EMERGING TECH



### ACCELERATORS



### CONSULTING SERVICES



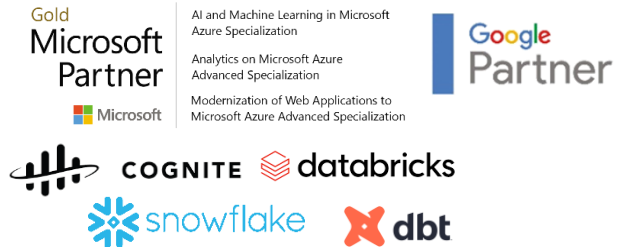
**500+**  
Multi-Skilled Professionals



**17+**  
Years in the Industry



**3 Continents, 7 offices**  
North America, Europe, Asia



**Certification & Compliances**



# OUR GLOBAL CLIENTELE

CPG, Retail & Supply Chain



Oil & Gas, Energy



Manufacturing



Government



BFSI



Healthcare and Pharma



Technology, Telecommunications & Others



TRUSTED BY  
**200+**  
ENTERPRISES  
WORLDWIDE  
INCLUDING  
SEVERAL  
**FORTUNE 500**

# Org Brain for Manufacturing

Acuvate's framework, constructed using Azure Open AI, aims to facilitate Manufacturing enterprises in expediting their AI advancements.

## User Personas



### Employee

- Can you get me Payslip for last month?
- How do I reset my SAP password?
- Create the JD for a marketing executive role.



### Maintenance

- Need troubleshooting guidance to fix this leakage.
- Can you show me when this leakage had occurred in the past and how was it resolved?



### Factory Workers

- Which of my assets had downtime last week?
- HSE information



### Factory Supervisors

- Calculate the average Asset Utilization for each month and region.
- What is the average OEE for UAE



### Quality

- What is the procedure to perform cleaning in place?
- What is the PPE I should use for inspections in the HVAC area?

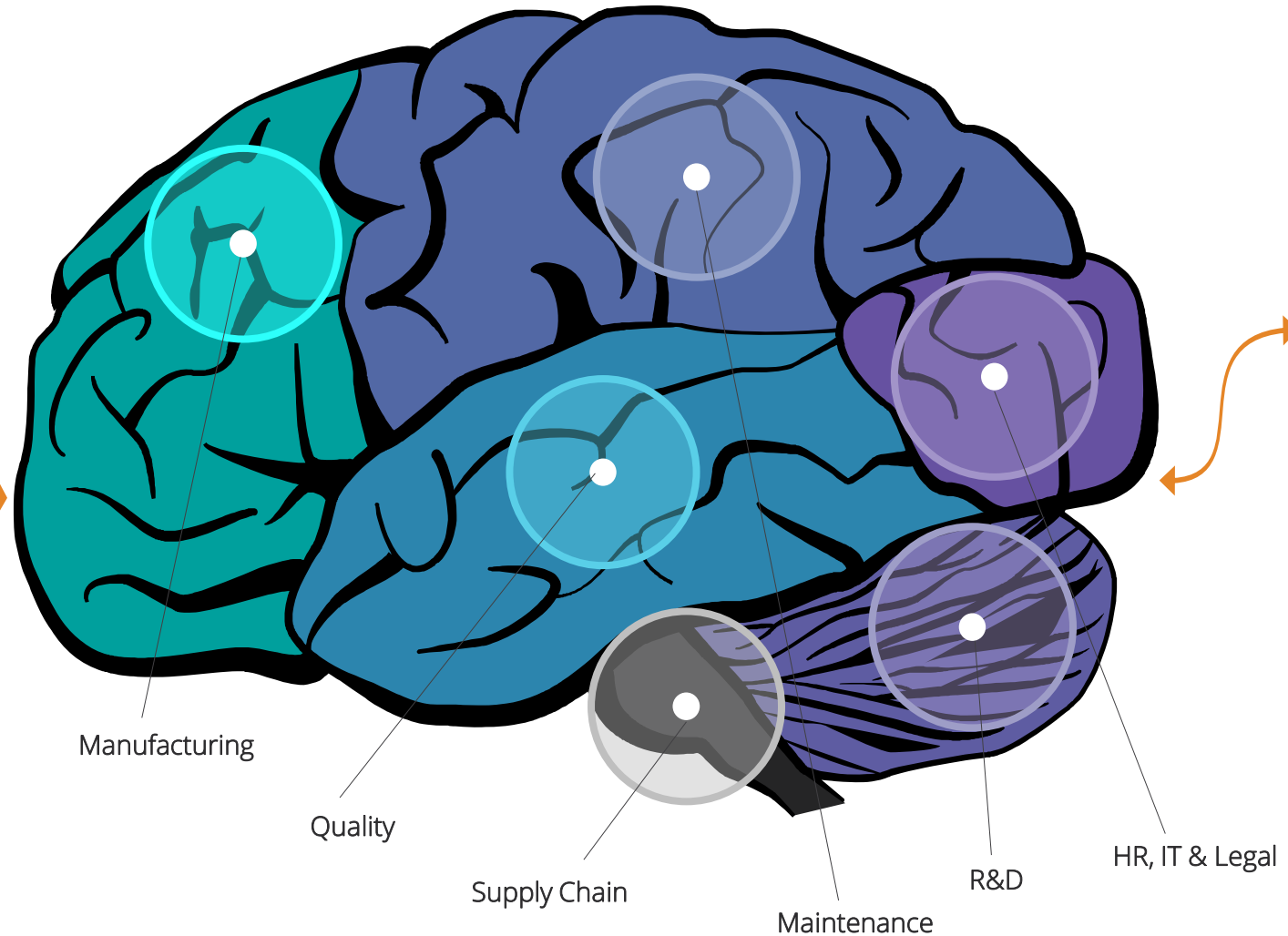
## Data Sources

### External

- Social Media
- Open Source
- Vendors/ Suppliers
- Retailers / eComm
- 3rd Party (Nielsen, etc)

### Internal

- Structured ( ERP, LoB, MES, SCADA )
- Unstructured (KMS)
- Sensor Data (Time Series)
- Database/ Data Warehouse



Manufacturing

Quality

Supply Chain

Maintenance

R&D

HR, IT & Legal

# Participating in Polls

Your opinion is valuable to us!  
Please take part in our polls to help us understand your views.

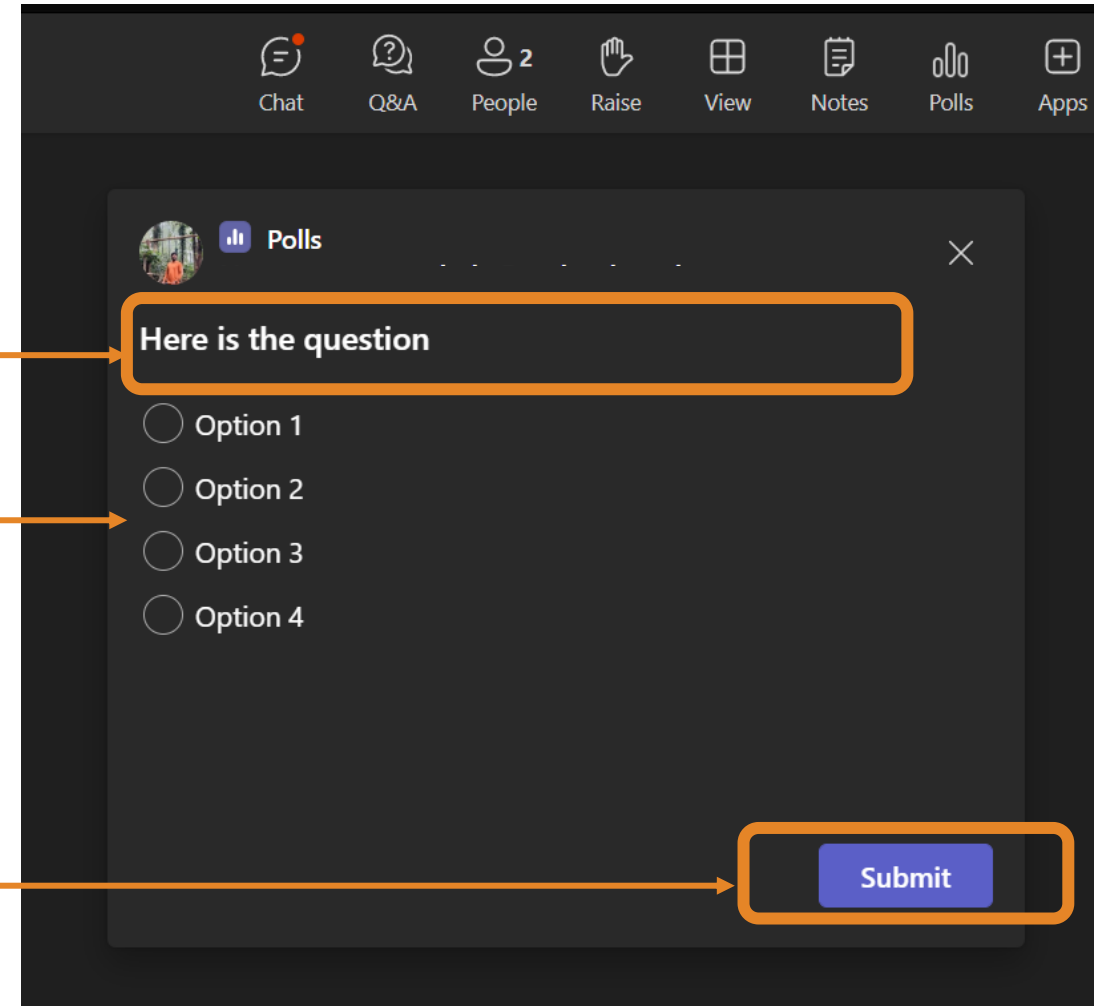
## 1 Submit Your Vote:

A new window will pop up with the poll question.

Choose your answer from the provided options

## 2 Confirm Your Selection:

After selecting your option, make sure to hit the 'Submit' button to record your response..





## **Poll 1**

*Which of these emerging technologies do you*

*believe **holds the most***

***promise for transforming***

***the Manufacturing***

***industry?***





*Walk us through*

**Acuvate's End to End**

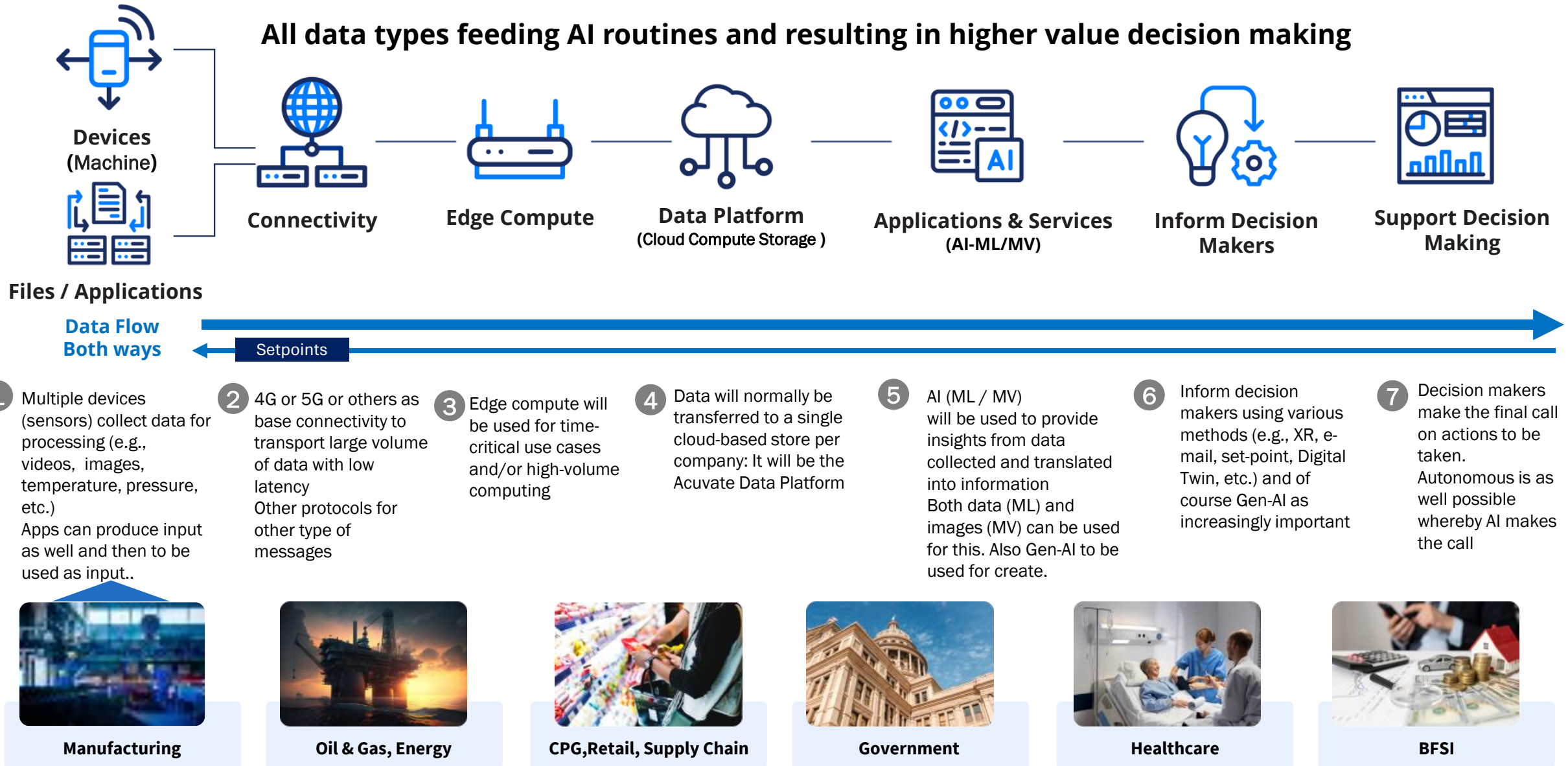
**Data Services**

# Acuvate's End to End Data Services


- **DIGITAL** driven.
- **End to End:** From collecting the right data as input to getting maximum **Business value** out of each process.
- **Need for increased Speed** and Efficiency drives Demand for **Realtime** execution of business workflows.
- Our prime focus initially at **MANUFACTURING & ENERGY**, but growing towards other Industries.
- **Scalability** important given the expected **explosive growth of data**.
- Being able to exploit latest **AI (ML / MV / GEN)** developments.
- OT and IT support.
- Getting ready for **Digital Twins**.

# Acuvate's Standard Digital Framework

Acuvate's framework, to Modernize, Optimize and Transform businesses to Digital Decision Automation



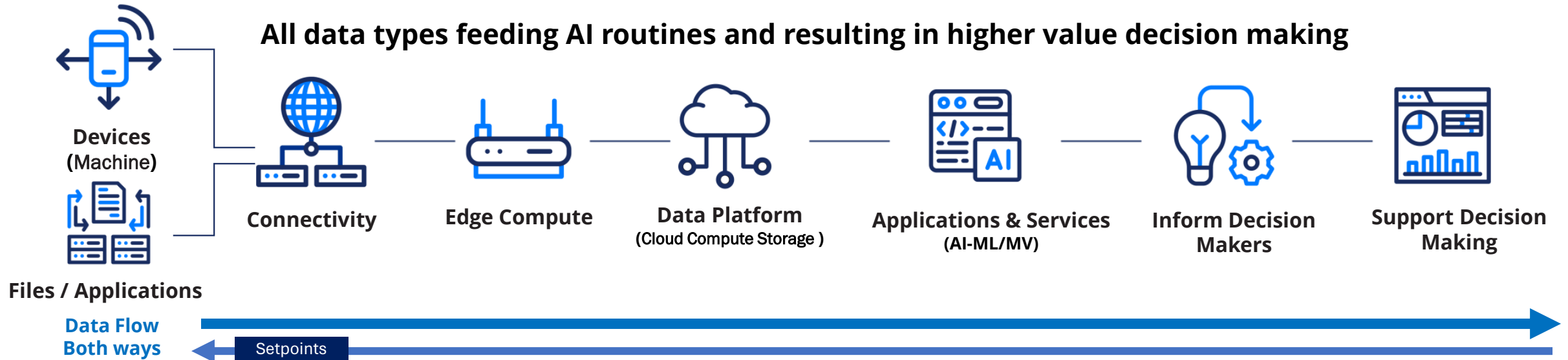
APPLIES TO ANY INDUSTRY / GOV / ETC. BUSINESS



*How do you envision the*  
**Manufacturing sector**  
*benefitting*  
*of this* **Acuvate's Digital**  
**Framework?**

# Applying Acuvate's Digital Framework for Manufacturing

Acuvate's framework, to Modernize, Optimize and Transform businesses to Digital Decision Automation



Files / Applications

Data Flow  
Both ways

Setpoints

- 1 For Manufacturing good support for Timeseries data (step 1) is important; Using GEN-AI to read / report / analyze your Timeseries data; Input for AI-ML for, for example, Predictive Maintenance (engines, etc.) robots and drones replacing staff in case of Warehouse Management; (AGVs) Unmanned vehicles; Special goods delivery; etc.
- 2 Think about 5G for your realtime Quality Assurance since 5G allows for high data throughput such as images and low latency to support the realtime aspects.
- 3 With Edge real-time support such as for Quality Assurance. And that means that AI-MV will be executed here but Model development and training on Acuvate Data Platform. Same can be done for other time critical activities such as warehouse management.
- 4 Acuvate Data Platform will function as your Company Data Platform with all data (any datatype). is important for your AI activities (step 5). To train all model and to run models.
- 5 Acuvate Data Platform with all data (any datatype). is important for your AI (ML / MV) activities. ML for Predictive Maintenance and MV (or increasingly Gen-AI) Warehouse Management (non time critical)
- 6 Start thinking about Digital Twin (step 6) (Operations / Maintenance / Engineering) in step-by-step approach for managing your Production line.: However, access to all data is important. Den AI is important here as well.
- 7 Expanding realtime decision making since more and more relevant.



Manufacturing



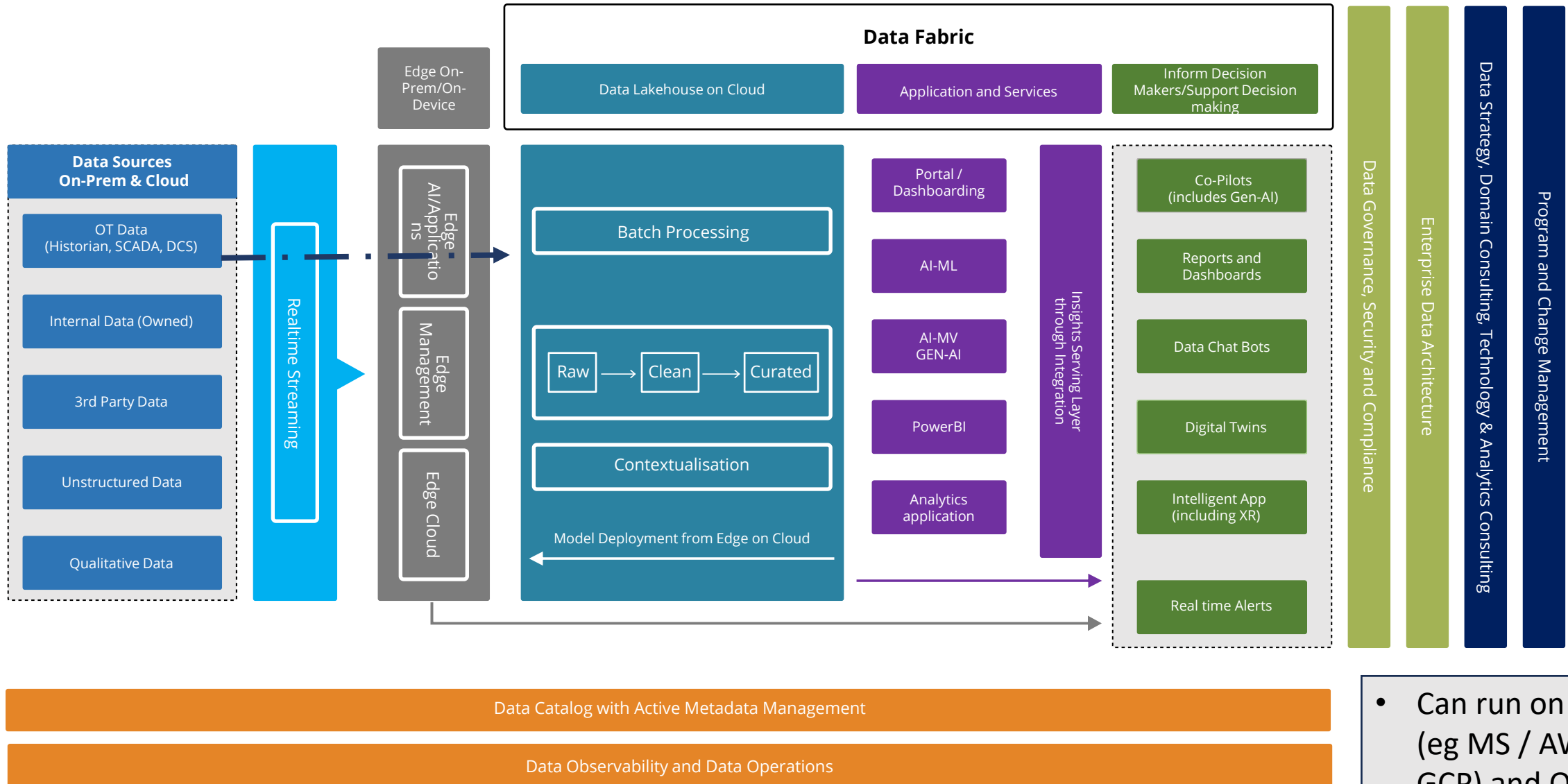
*What is*

**Acuvate's Industrial  
Data Platform?**

## *Acuvate's Industrial Data Platform*

- **Scalable** to support ever increasing data volumes.
- This version is focused at **Manufacturing** and Related File input data.
- For this reason, there is direct support for your important filetypes such as **Timeseries, Images, etc.**
- Several features to **manipulate your important data types.**
- Full support for **AI (MV-ML- GEN)** modelling and related data support.
- Link to **EDGE** version so data can be stored on edge and/or main data platform
- Fully imbedded in the **Acuvate 7 steps approach (see slide 11).**

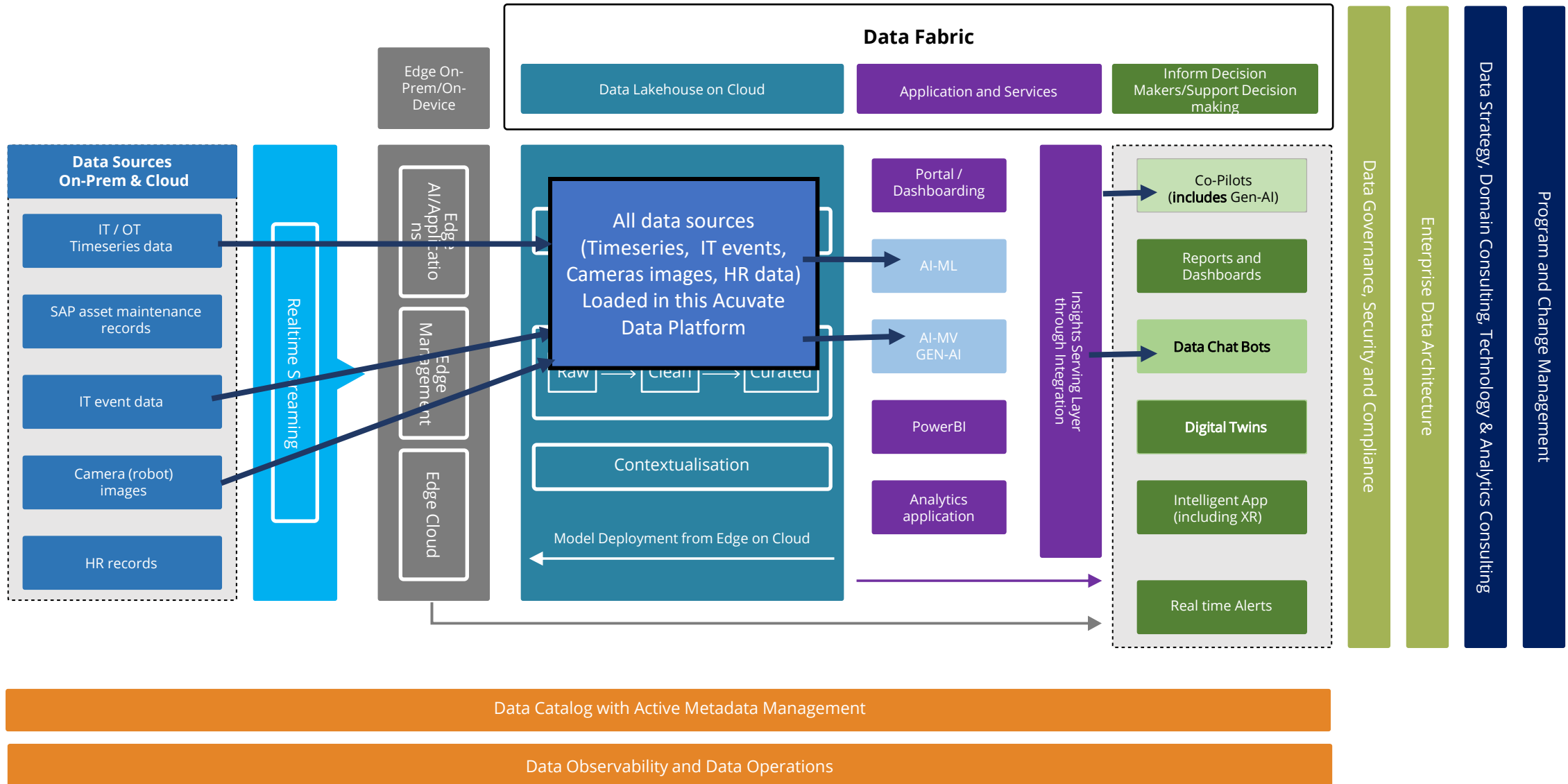
# Acuvate's Industrial Intelligence Data Platform - Master



- Can run on Cloud (eg MS / AWS / GCP) and On Premise



# Acuvate's Industrial Intelligence Data Platform – Manufacturing Example





## **Poll 2**

*In your organization, what is the **biggest** challenge in adopting digital transformation strategies within the **Manufacturing sector?***



**How Acuvate's Digital Framework can help solve common business challenges in the Manufacturing Sector?**



## IT (Information Technology)

IT is standards based such as WIFI; 4G/5G; Intel; MS Windows, LPWAN (Low Power Wide Area Network), etc.

There is a trend making the reporting Data collection part of the IT set up since it does not need the more stringent OT availability requirements; The latter are meant for all processes driving process automation and therefore running the actual facilities.

## OT (Operational Technology)

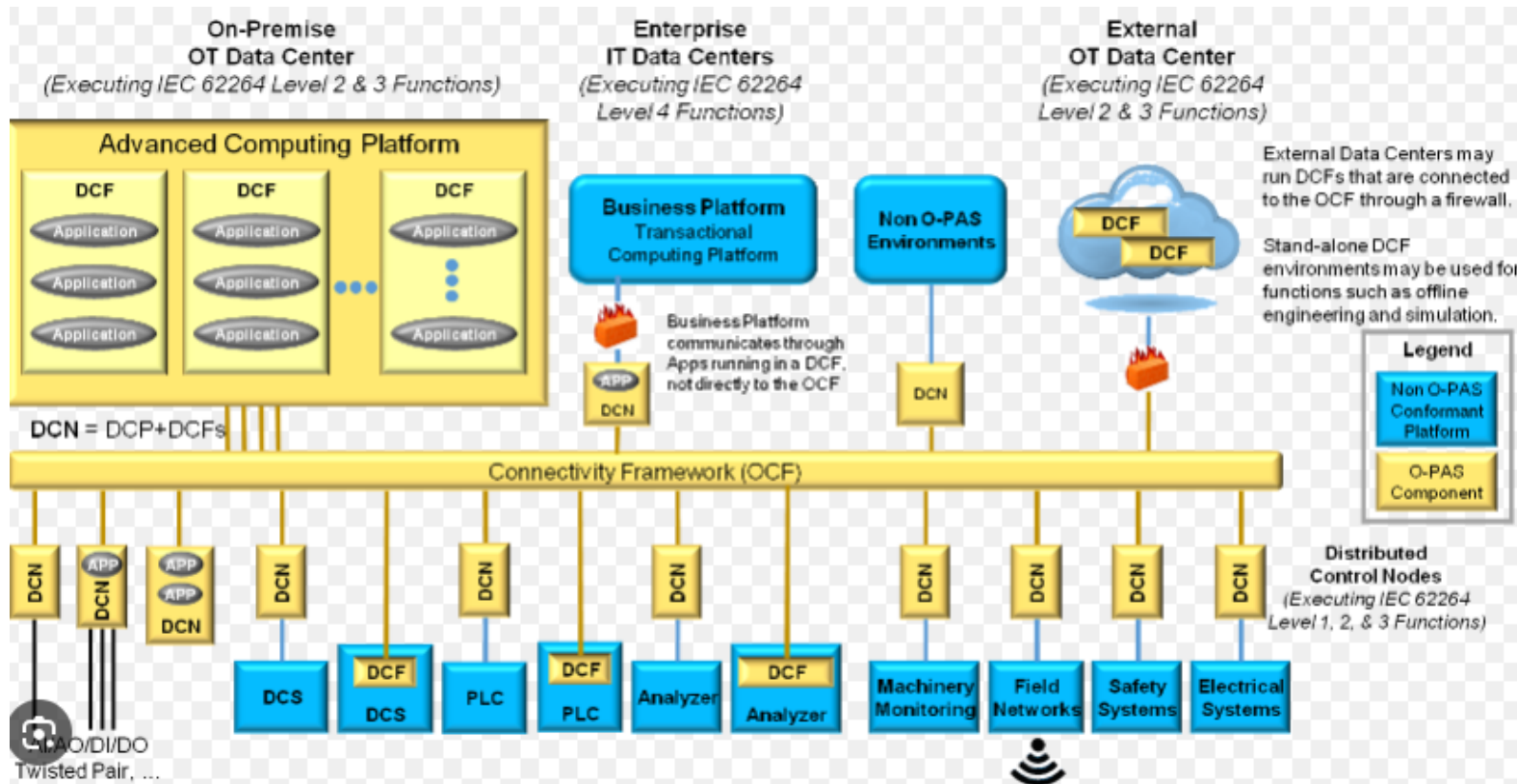
And relates to all activities used for running critical processes underpinning the plant: For example the Process Control Domain (PCD) for Manufacturing companies driving their process automation.

OT is still mainly proprietary based, whereby mixing and matching of equipment of different suppliers often is not allowed ie PCD based on Siemens or Honeywell or Yokogawa, etc. equipment. This means less flexibility and higher cost.

**Given the criticality OT service levels are more stringent.**

# IT and OT → OT (Manufacturing) future developments

Some years ago a trend has started to make OT also standards based" One example: The O-PAS™ Standard is a "standard of standards" developed by the Open Process Automation™ Forum (OPAF). The standard defines an open, interoperable, and secure architecture for industrial process automation systems.



Sample O-PAS architecture

**TO BE AWARE OF:**

- Standards based
- Mix and match of hardware suppliers possible in future
- Non critical items such as reporting → IT based
- IT based eqp is lower cost than OT based eqp
- Includes satellite support (direct sensor to satellite connection)
- Process Control Domain (firewalls / managed (Timeseries) data out)
- New standards for interfacing

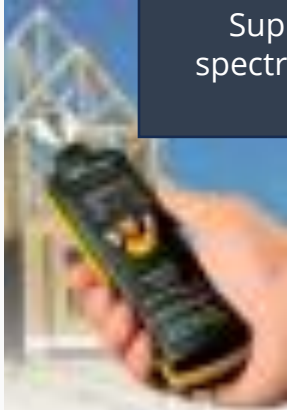
**Acuvate will advise on when to use IT and when to use OT based facilities**

# Examples of sensors (indoor and outdoor)

## Different types of sensors



Acuvate will advise on what sensor to use when



- MONITOR:**
- Battery powered:  
One Year or more
  - Supports various network configs including satellites
  - All data (IT/OT) stored in Acuvate Data Platform
  - Sources: Cameras (QA), Cameras on drones (warehouse mgt)
  - Intrinsic safe
  - Monitoring volumes
  - Bi-directional
  - Support for broad spectrum of interfaces

## When to use Edge:

- **Low latency and/or high data throughput is/are needed**
- **What:**
  - Compute + Storage very close to where data is collected → Allows for realtime response.
  - Compute + Storage in the same region as where data is collected → MS Azure, etc. Cloud based.
  - Single platform (ideally Open Source) for all use cases.
  - Fully remotely managed.
  - Also 5G with support for low latency → 5G has the lowest latency in this market and therefore important.
  - Support for INTEL / AMD / NVIDIA / ARM processing → Dependent on use case.
  - Different resilience levels.
  - Drones / Robotics (+camera): Collecting images and analyzing realtime (5G + Edge-AI-MV).

## Edge usage examples:

- (Remote) Inspection: Using drones with cameras + realtime MV analysis.
- (Remote) platform support & management e.g. Factory production lines.
- (Edge) Quality Control: Immediately action in case of non-compliance without stopping production line.
- Warehouse management.

Acuvate will advise on what edge server to use when

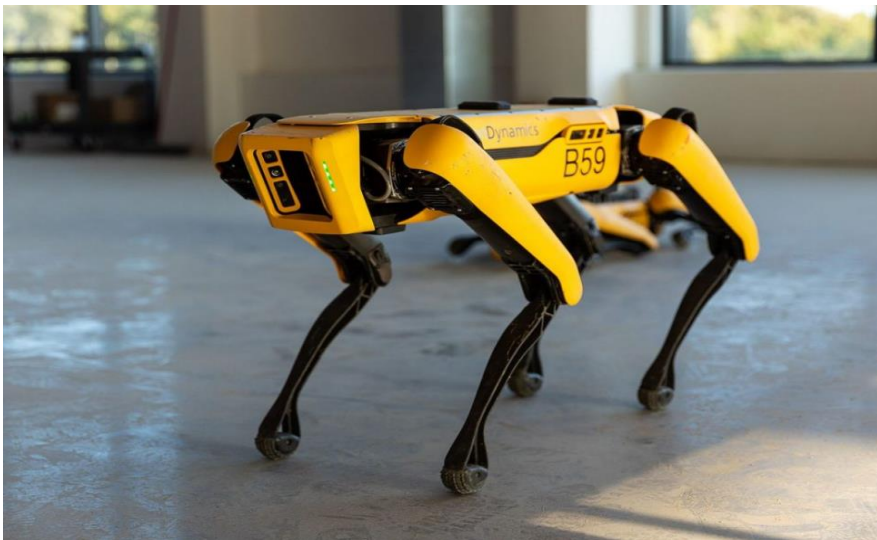






## Example 1:

- Drone with **5G camera (your sensor)** flying over Factories looking for damages & emissions (resulting in leakages / emissions / etc.).
- Cameras images are set in **realtime** to nearby **Edge device**,
- **AI-MV (Machine Vision)** on Edge analyses the data immediately and **immediate actions** are initiated in case of leakages / emissions / etc.

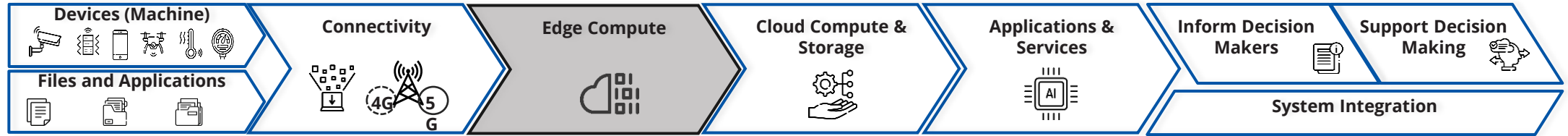


## Example 2:

- Robot (with intrinsic safe support) with **5G camera (your sensor)** walks in Factory (for example Operator round).
- Camera images are sent to **Cloud based enterprise Data Platform** (in case not time critical).
- **AI-MV analyses the data** for Meter Readings / broken items / spillage / etc. and in case of issues (like meter readings out of range) **informs Operations.**



# Unplanned Downtime Impacting Manufacturing Production



Data Flow

- Devices (Machine) / Files and Applications:**
  - Sensors deployed on all critical operational assets
  - Purpose: Measure pressure, speed, flow, etc.
  - OT and IT
- Connectivity:**
  - Time series data transport
  - Asset data (maintenance records) access
- Edge Compute:**
  - Not time critical at present (predictions timeframe are in days), may change when real time prediction is required from other equipment*
- Cloud Compute & Storage:**
  - All data from the edge sensors (both historical and real-time)
  - Enterprise storage is company owned
- Applications & Services:**
  - Predict future asset failure using ML models, initial improving model
  - Potential PaaS-based set up, not company-owned
- Inform Decision Makers / Support Decision Making:**
  - Only reporting potential future failure so action can be taken in time

Application Logic

**Scenario**

- Identify critical assets** such as engines, fridges, belts, compressors, etc.
  - Collect event and/or timeseries data** from these critical assets, potentially using sensors.
  - Collect as much data as possible from selected assets and surroundings as ML models will be strengthened with more data.
  - If there is a lack of data, look at options of creating and using synthetic data.
- Timeseries data will be stored long term in Enterprise storage.
  - AI (ML) application requests all the data it needs for ML model development, from Enterprise storage to copy in its own storage cache.
  - Development of the ML model is done through an iterative process and a quality **ML model** (fully data driven) will require multiple steps **to detect anomalies/potential failures**.
  - SME involvement working with data scientists is required to develop the model.
  - Models will be stored and maintained by AI applications.
- The **process from data collection to execution of models is fully automated**.
  - Only alerts to operations in case of anomalous data behavior** (e.g., resulting in expected asset failure in X days).
  - Operations takes action** to replace suspected assets in time, therefore avoiding unplanned downtime.
  - Various options for visualisation of entire operations (e.g., XR options on OpenXR platform).

**Expected Benefits**

- Proactive detection of abnormalities and preventative actions
- Improve productivity from reduced unplanned downtime
- Reduce maintenance cost due to early spotting of issues
- Shorter turnaround times due to more targeted maintenance

**Key Value Creator**  
Increased availability of the plant translates to increased productivity

## Before: Fixed-interval + Conditional Maintenance

- Fixed: Less conditional awareness
- Conditional: Risky, maintain only failure sign shown
- Machine shutdown for manual data/alarm collection
- Longer downtime, less productivity



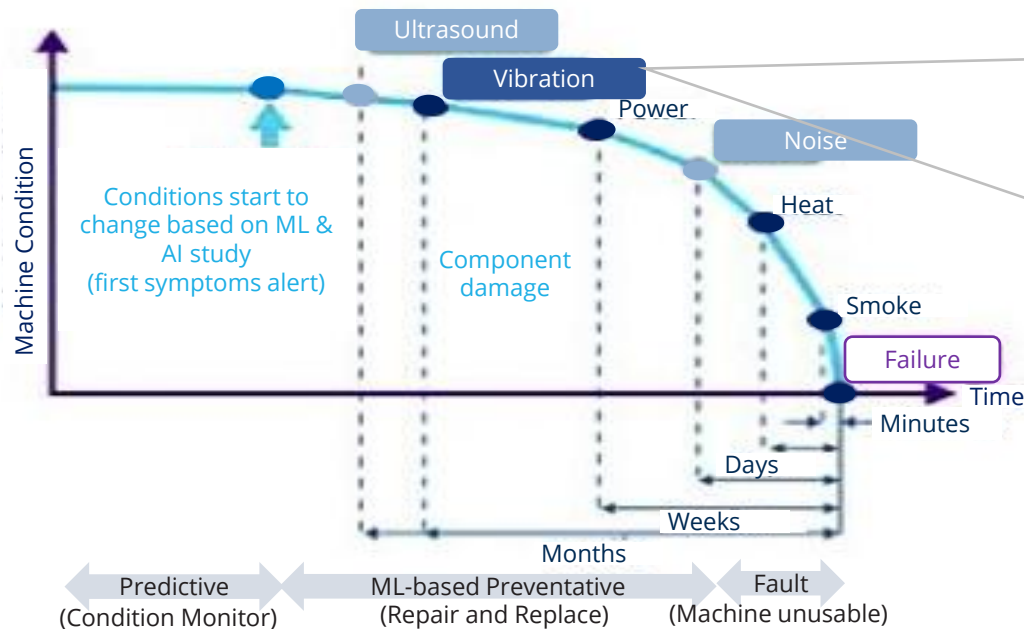
## After digitalized: ML-based Preventative Maintenance

- Apply sensors on motor for timely and more frequent data collection
- Apply ML/AI over historical/real time data to predict upcoming machine failures
- Fast exception detection and troubleshooting; Longer service life
- Stop the machine if exceed warning threshold (E2E Latency: < 10ms)

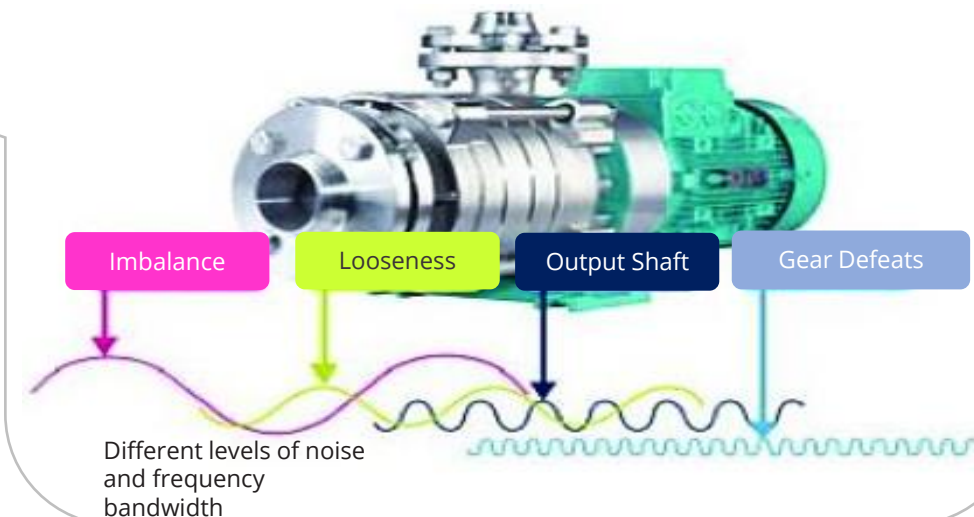
01

In preventative maintenance, sensors are available to monitor all aspects of motors, allowing to see damaging trends over time

Deterioration curve and related machine condition signals



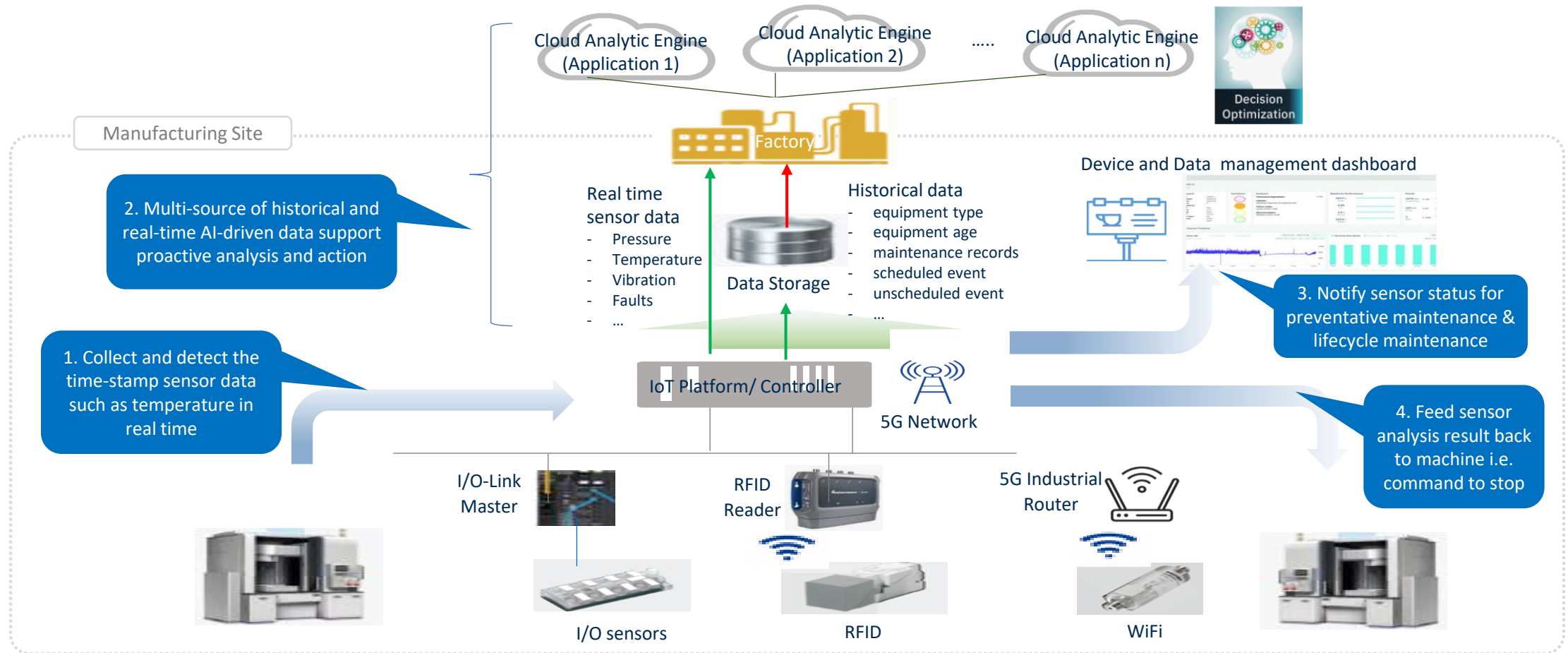
Amount of energy / frequency spectrum in vibration of motor with its relative machine's faults



# (5G) Based Data Collection Provides Flexible Production Adjustment

02

Enables machine learning-based predictive maintenance through real-time data analytics of multiple sources of time-stamped historical and real time sensor data



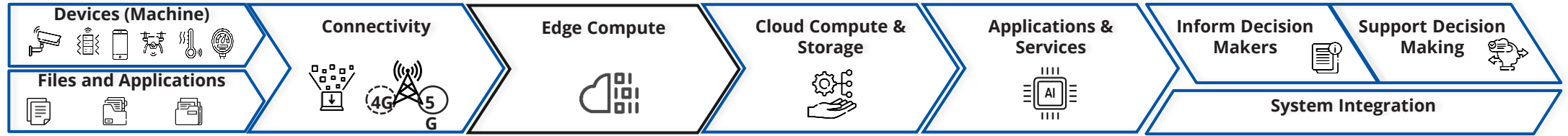
### Connectivity Requirement

- Uplink: <20Mbps (depends on no. of aggregated data collection)

AI-MV such as: Quality Control  
More AI-MV examples



# Quality Control on Manufacturing lines need improvement








Data Flow

- Sensors to be added to monitor quality-related data
- Type of sensors driven by type of man: cameras (various); specs to monitor; etc.
- Equipment sensor data transport
- It is expected that the majority will be real-time based, so direct intervention is possible
- Defective products to be separated in real-time
- Equipment data stored to train AI algorithms
- Storage is Enterprise owned
- AI (ML/MV) applied to detect goods anomalies in various forms and provide insights on quality control
- Alert-based notification of quality anomalies

Application Logic

**Scenario**

1. Install relevant sensors with focus at real-time intervention since that has the best financial impact.
  - Make a list of the quality aspects in order of importance then decide what sensors are needed.
  - With 5G, the amount of bandwidth needed is not a constraint. Therefore, take this into account when selecting sensors.
  - Cameras should have High-Definition image quality.
2. SME and data scientist are required and will work as a team.
  - **It is expected that Edge will be the prime home for AI in this case.**
  - Ensuring that all data always goes to the Enterprise store.
3. Develop the AI (ML / MV) models highly interactively to get quickly to the right quality level for this job.
  - Link to industry quality standards when developing these models.

**Expected Benefits**

- Automation increases quality control sample sizes and improves accuracy of detection
- Detection allows early rectification of production workflow and therefore reduces wastage

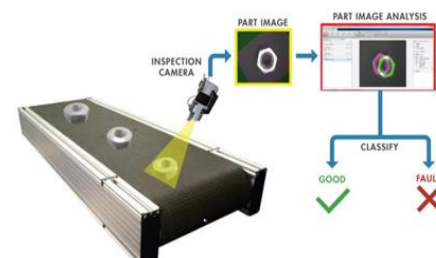
**Key Value Creator**  
Detection of quality issues in real-time for increased productivity

# Machine Vision Defect Detection Quality Control Improves Productivity

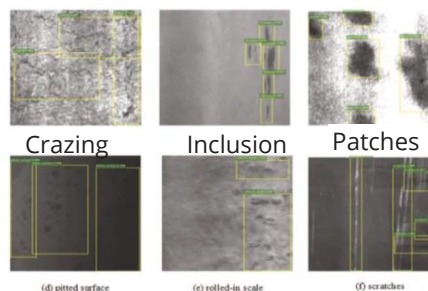
## Before: Manual Checking



- Less effective quality assurance
- Quality control depends on inspector's experience
- Limited working hours / higher labor cost in workshop due to ESH consideration



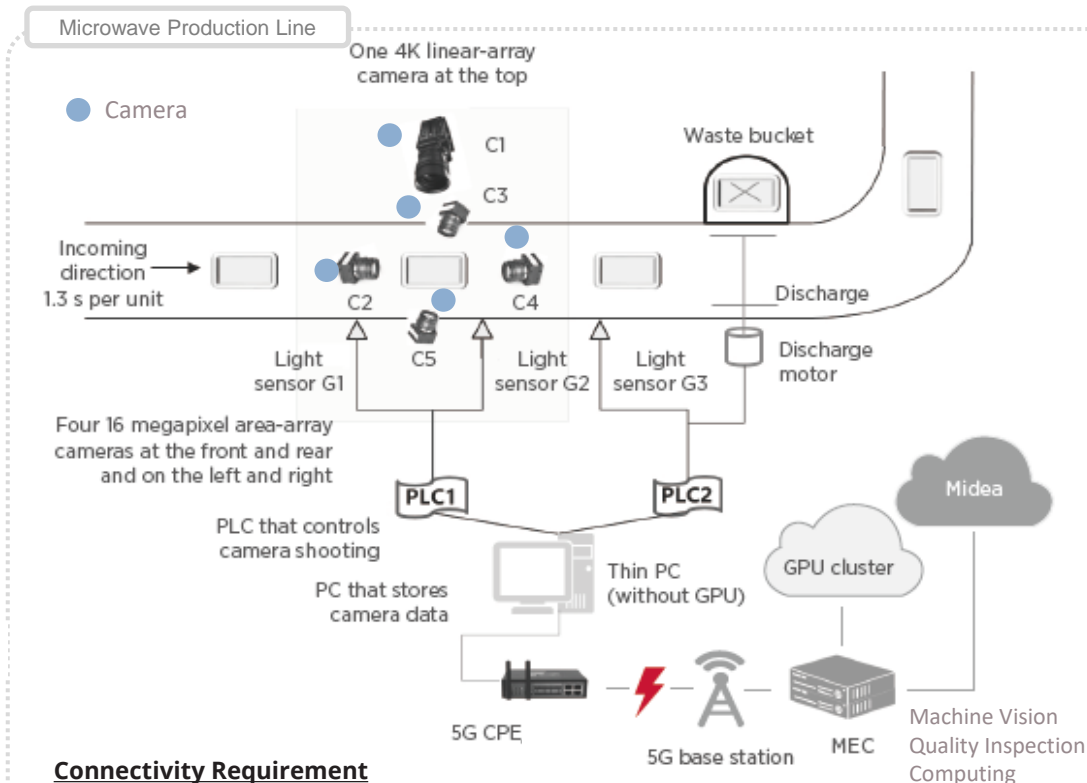
Computer-vision for hot-rolled sheet surface



Pitted surface Rolled-in scale Scratches

- Reduces error and misdetection
- Increase productivity
- Flexible production line adjustment with wireless network and cameras

## After: 5G + AI Quality Checking





# ACUVATE'S ELEMENTARY MANUFACTURING SERVICES

elementary

## ELEMENTARY AI QUALITY PLATFORM

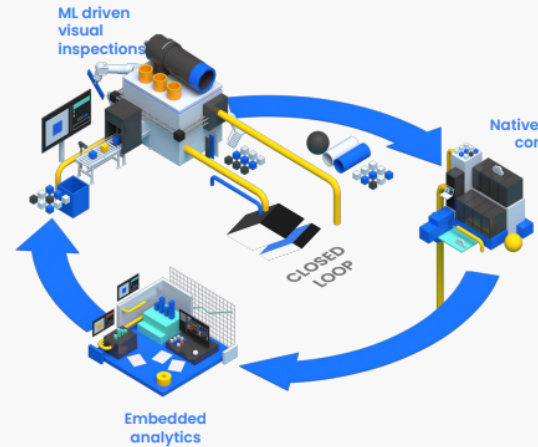


### Enabling Closed Loop Quality

VISION

Business Value

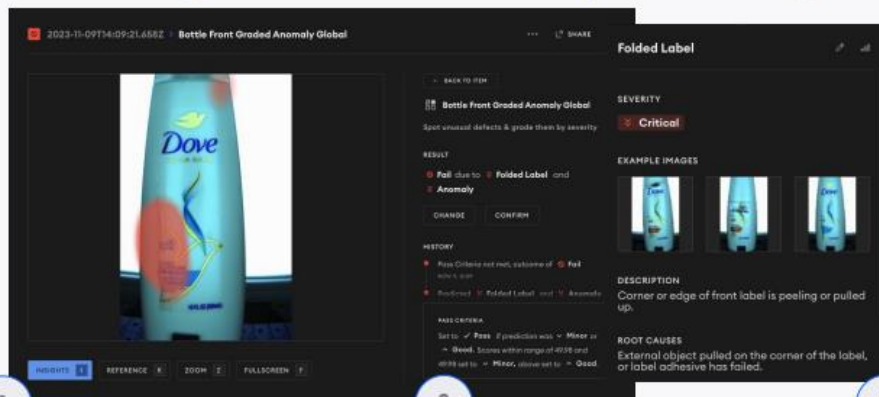
- Increase Inspection Accuracy & Reliability
- Reduce Reliance on Labor
- Improve Traceability
- Lower Risk of Market Impacting Events
- Data/Analytics for Continuous Improvement



Acuvate complements this new Elementary solution by providing trained Acuvate staff for the physical implementation and configuration on your Factory production line; Once installed providing ongoing remote operational support out of our Elementary support center and when needed fast updating of the AI models supporting changing in labeling, bottles, etc.

Our vision AI finds defects previously undetected and drives insights and actions previously unknown

Fit for **all** manufacturing environments



1 2 3

**ADVANCED ANOMALY DETECTION**

Train a specialized AI model for your product with Elementary, ensuring a lightweight yet highly effective solution for detecting even the subtlest and rarest

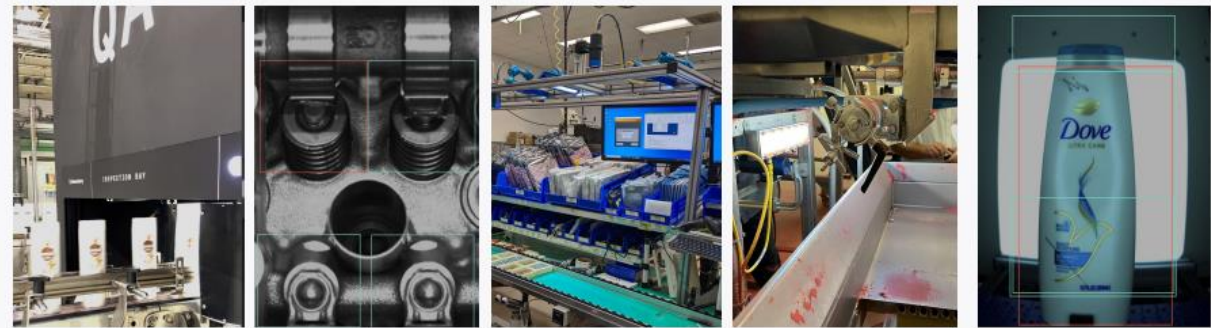
**CLASSIFICATION & ROOT CAUSE ANALYSIS**

Go beyond simple pass/fail judgments with Elementary's cloud-native platform, offering detailed defect analysis and immediate corrective action suggestions.

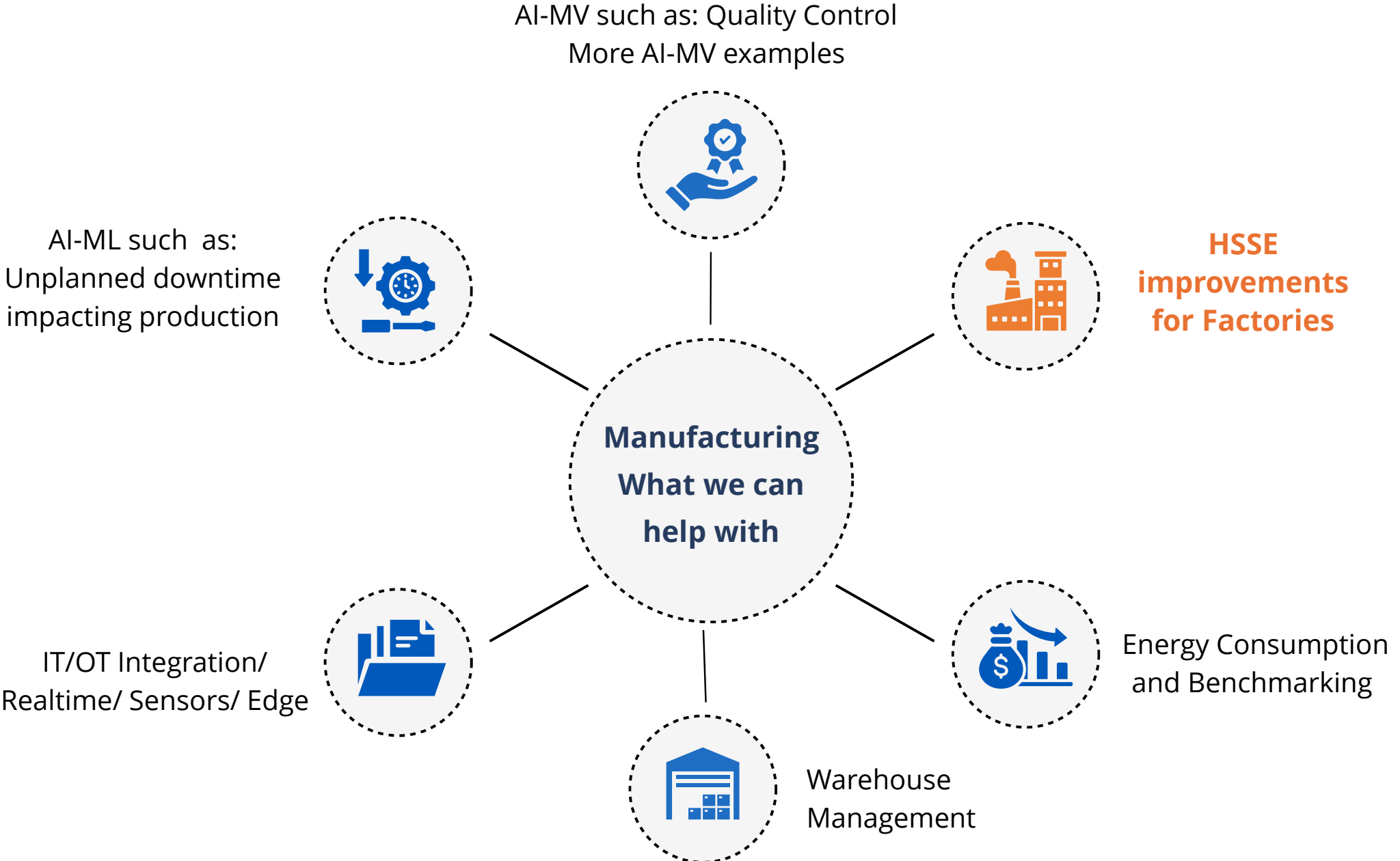
**EDGE & CLOUD INTEGRATIONS FOR CONTROLS**

Once we've found your defects, classified and associated a root cause, now we're able to share that data natively at the edge with control systems and in the cloud via API to any MES/QMS.

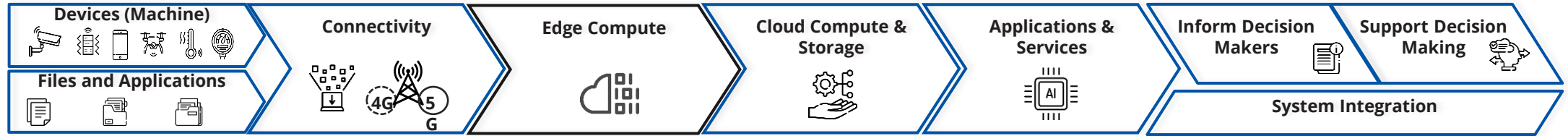
OUR INDUSTRIES



CPG Automotive Medical Food & Beverage Plastics



# Lowering number of HSSE incidents



## Data Flow

- Cameras (fixed / drones / robotics / people) and sensors capture real-time behavioural, asset and facility insights
- (all images)
- Video, imagery and sensor data transport
- Time-critical: Edge AI camera will identify anomalous behaviors and defects in facility.
- Other data is stored in the cloud.
- All collected data stored in Enterprise storage
- AI applied to detect potential threats and hazards and ensure compliance (PaaS)
- Alert-based notification of suspicious activities

## Scenario

## Application Logic

- Cameras, sensors and edge devices installed throughout the facility to gather high-resolution video and imagery data.
  - Drones are deployed to increase coverage (including hard to reach areas) and transmit live data through 5G.
  - Camera coverage drives the quality of the HSSE coverage.
  - Cameras should have High-Definition image quality.
- AI (MV) models created using the data gathered to manage infrastructure, staff and operational risks.
  - Data processed by AI at 5G edge generates real-time virtual fencing for automated occupancy management (e.g., lifting of goods).
  - Machine vision (5G-based) can detect real-time potential threats.
- Automated compliancy to safety standards such as OSHA, IOGP 577, CCOHS
  - Actionable insights generated can provide decision makers with recommendations to prioritise specific tasks
  - AI-generated inspection checklists and emergency response plans

## Expected Benefits

- Worker safety (real-time monitoring & hazard alert)
- On-site worker safety compliance/ PPE/ cost reduction
- Increased productivity (reduced hazards/ accidents)

## Key Value Creator

Reduced number of safety incidents and related work absenteeism with improved staff morale

# Machine Vision Provides Real Time Security Inspection for Early Detection

## AI for Personnel Safety



### Outfit detection

- Identify outfit of employees whether meets safety protection standards, such as safety helmets, purifier caps, workwear, and insulation boots.



### Geo-fencing

- Camera + AI analytic for detection
- Identify workers and generates alarm if someone enters dangerous zone

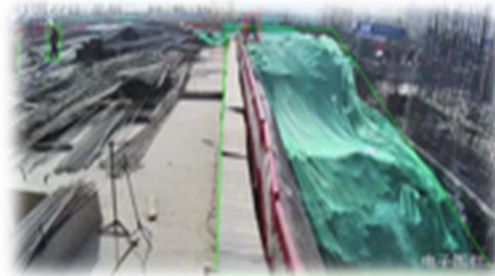
Sending photo



Critical zone

People detection

Warning Zone



- Real-time Image recognition monitoring to detect non-compliance of safety regulations
- Generate automated alerts and halt dangerous machinery when trespassing occurs

## Pre-warning instead post-incident alert



### Behavior detection

- Camera + AI analytic for detection
- Detect mobile phone usage and smoking



### Fire and smoke detection

- Sensors + AI analytic for detection
- Generate alarms when detecting fire or smoke





**Energy Consumption:** Collect data about energy usage of any plant + identify the most consuming parts of the plant using GenAI:

- It is first all about collecting the data: Operational data on energy usage; Do we need more sensors? Which components use most energy; Which components can be switched off, etc.
- Start small and grow with focus at high energy usage parts.

### Energy examples:

- Can we replace a given energy in efficient component? Use Gen-AI to find out?
- Have we switched off all devices not being used for now to maximize energy savings?
- Compare energy consumption of production lines --> Have sensors to monitor engine, optimum usage?





## Edge support for time critical activities:

- There is an increased need for warehouses to be smart, intelligent, and automated. At the heart of Smart digital warehouse, is a combination of a mesh of connected devices and algorithms that can transform the sensor-generated data into actionable insights.

## Robot support for unmanned Automated Guided Vehicles (AGVs):

- AGVs are an essential tool for businesses to automate their warehouse operations and maximize efficiency. AGVs are capable of navigating warehouses without human intervention, allowing for faster order fulfillment, reduced labor costs, and improved accuracy.
- Also AGVs can provide real-time visibility into all aspects of the supply chain, allowing organizations to respond quickly to changes in customer demand and capitalize on market opportunities with digital warehouse transformation.

## Drone support for special deliveries:

- In addition to inventory management inside the warehouse, drones are expected to make a huge impact for product delivery.

**Coverage:** Assembly; Transport; Packaging; Sorting; Shipment; etc.



**Acuvate 7 step approach is important since Data collection + Data Warehouse + all are needed to get to the Business Value.**



Factories

Supply Chain – Logistics and Warehousing

Efficiency Improvement with Smart Factory

Data Democratisation for connected workers

Process Automation with RPA/ML

Computer Vision/Machine Vision

Improved OEE of a large CPG firm by 20%

Reduce time to insights from IoT data with Gen AI by 80%

Email classification and automation with Gen AI to improve customer productivity by 90%

Cost savings of \$7M/year using Machine Vision to pre-check-in trucks

Sustainability goals

Co-pilots for knowledge capture, Maintenance and troubleshooting

Procurement automation

Health and Safety



Scan this QR  
for More  
Case Studies



## **Poll 3**

*How likely are you to explore **Acuvate's Data Platform and Digital Framework** for your **Manufacturing-related projects?***

We have Advisors very familiar with the Manufacturing market, all its business elements and the Acuvate approach as explained, at an high level, in this pack.

These Advisors will help you to define the problem / challenge / issue you need to get solved.

Once defined they can give you a first approach how to get this solved.



**Scan this QR & connect with Advisors  
OR  
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# ACUVATE

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We are a global player in next-generation digital solutions & services that modernize, automate and transform enterprise applications. With over 17 years of experience, we have been enabling our clients globally to steer their digital transformation strategy using Cloud, Data & AI. We build & develop smart & sustainable solutions to help our customers transform their conventional processes to match the next-generation technological trend. We have a strong presence in the US, Europe, and Middle East, where we serve multiple ultra-large customers as well as SMBs from various sectors such as Public Sector, CPG, Retail, Oil & Gas, Energy, Manufacturing, BFSI, Healthcare, etc.

We specialize in New-age AI solutions, Migration & Modernization, Data & Analytics, Digital Workplace Solutions - like Power apps, Teams apps, Virtual Agents and more. We have transformed several reputed enterprises globally, including many Fortune 500. With our multi-skilled experts and packaged AI accelerators, we deliver unparalleled efficiencies and accelerate time-to-value for our customers.

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