



TM

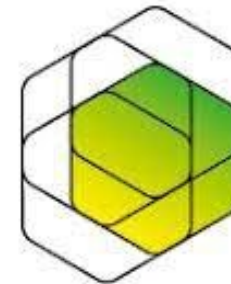
Velkommen

EUROSKO



STELLA POLARIS

NORWEGIAN PRAWNS
SINCE 1968



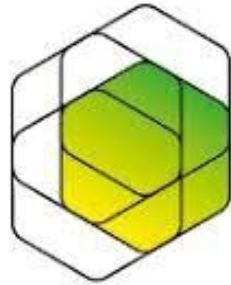
REEtec

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MØRE
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/OPTIMERA/

® **FLISE** 
KOMPANIET

BRUNVOLL



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 **PROTAN**

DAHL //

VESTDAVIT 

Live

FREDRIK & LOUISA®

Oskar Sylte



NORGESMØLLENE AS

TOPRO

MOWI®



Elkem



REC Solar



JERNA

Smaken av GRIMSTAD

BRUNSTAD



INSULA



unique people unique beds



PLANTASJEN®

JØTUL®



Wilhelmsen Chemicals

NORLED

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E.A. Smith

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ETABL 1869

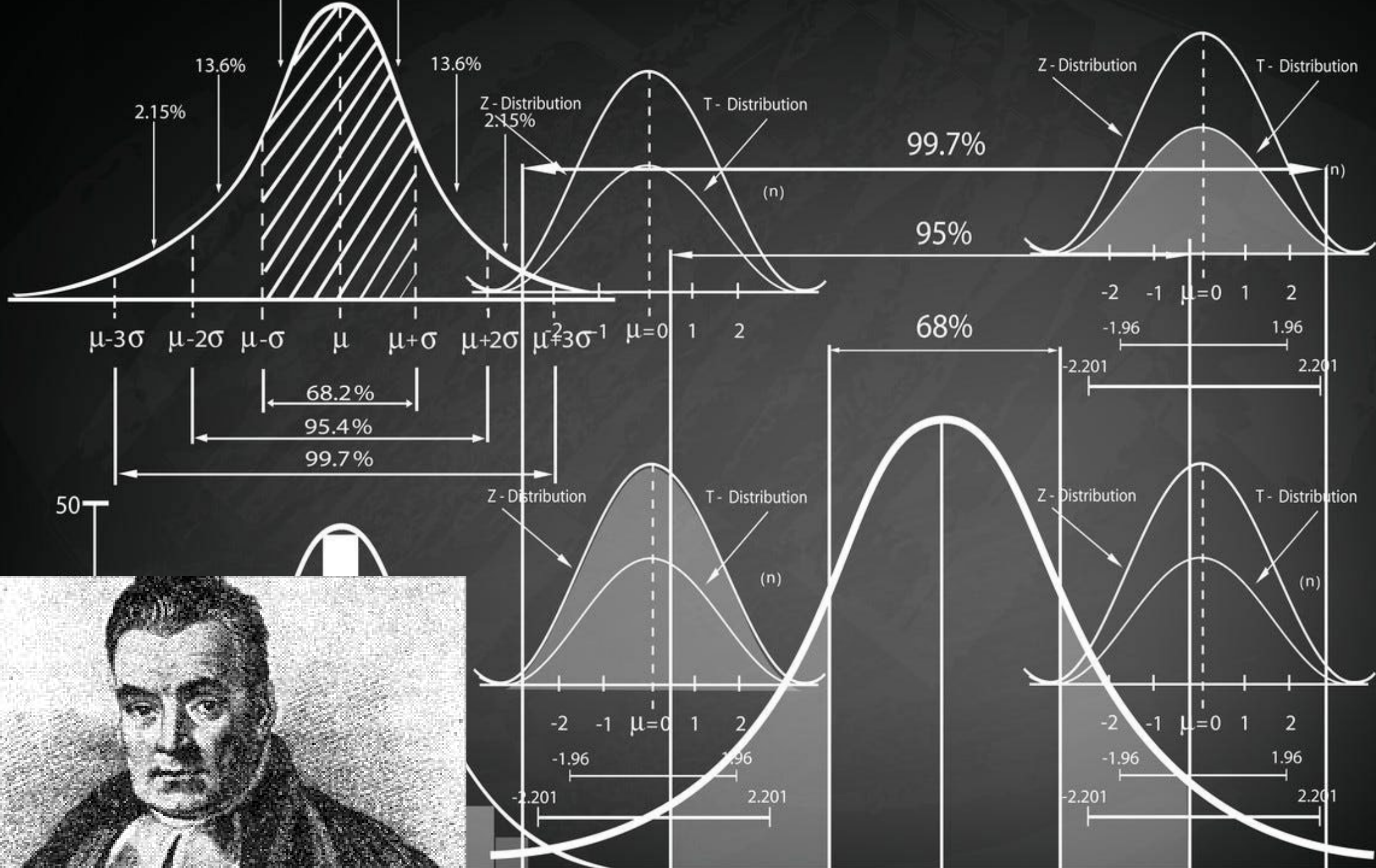


Fokus

Oppetid

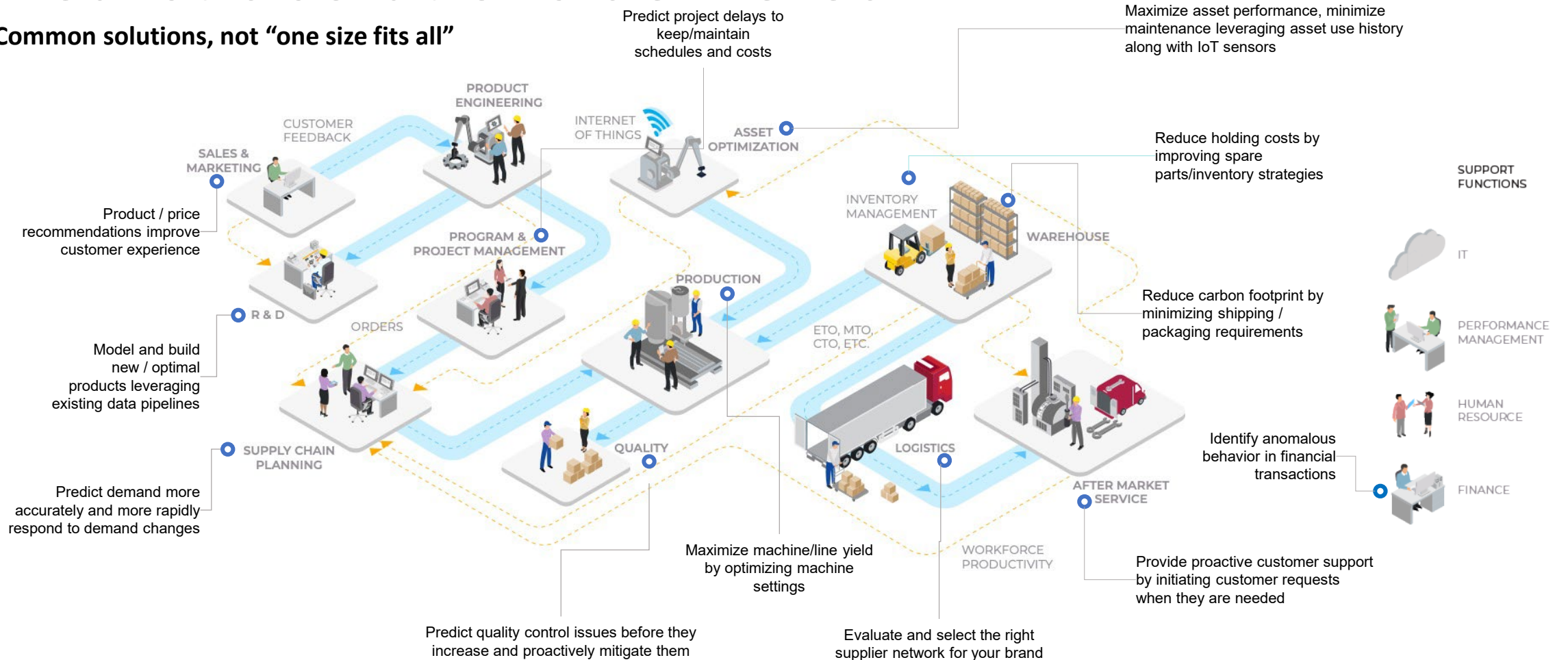
Sikkerhet

AI/ML



Realistic solutions delivered

Common solutions, not “one size fits all”





Pricing visibility

Business opportunity

Company seeks insight to pricing improvement opportunities during the sales cycle. Seek to provide regional sales representatives with targeted information in order to maximize margins for each potential order

Objective

- Identify pricing insights to key users focused on specific categories such as product, margin, customer and location/region
- Provide transparency to pricing to company leadership as it occurs

Approach

- Using a clustering/segmentation techniques to determine the relationship between product, margin, customer and location
- Understand price behavior of each product across all locations.
- Help improve pricing decision by visualizing the relationship between Product/Margin and Margin/customer
- Classify transactions using intuitive labels to help drive pricing decisions

Impact & key results

<1 s

Improved pricing decisions

1-10%*

Margin improvement on orders

100k+*

Price recommendations per month

Global price/Margin visibility

* Anticipate, awaiting validations



Visualization

Menu OIS101 Customer Order. Open Line X CAS371 Average Cost. Display/Update History

ACTIONS ▾ OPTIONS ▾ RELATED ▾ TOOLS ▾ 🔍 📄 🗑️ 🔄 📅

Panel Header

Order line no	6001753820	1	Customer	5008500308	BAWN PLUMBING LTD.
Line status	22-Reserved ▾		CO type	C02	AUTO / MAN
Warehouse	980		Req delivery dt	070122 📅	922 PST
Item number	7100557		SL30-199 G3 COND BLR NG		

Quantities	Last price	4198.91
Order qty alt	1	EA
Remain to inv	1	EA
	Sale U/M	EA
	Invoice date	09022021
	Price origin	A

Pricing Information	Line amount	4100.00	CAD
Sales price	4100.00	1	CAD/EA
Net price	4100.00		CAD/EA
Cost price	3752.8900		CAD/EA
Supplier rebate	0.0000		CAD/EA
Adjusted cost	3752.8900		CAD/EA
Int trf price			
Margin %	8.47		
Std Cost	3981.49		
Margin %	2.89		

Price origin	8-Manual/copied ▾
M agr price mtd	
Prel price	0-No ▾
Cstng mod sales	C980
Price list	
Promotion	
Campaign	

Coleman AI - Pricing Insight Below Market Price

45% percentile Margin	10.5%
70% percentile Margin	10.62%
Suggested Price	4195.99
Label	Low_popular Very_low_margin

B Browse E Quantities, Price... < NEXT

Spare Parts Management

Business opportunity

Optimize inventory management using spare parts' forecast to reduce holding cost of surplus inventory; therefore, increase opportunity to reinvest tied up capital without drop in service levels

Objective

- Predict parts inventory demand for individual locations over a configurable period of time.(e.g. in the next 7 days, 2 weeks, 1 month)
- Incorporate inventory strategies to determine best spare part stock
- Provide visibility to obsolete stock

Outcomes

- Devise a simple approach to understand spare part demand and costs
- Reduce holding costs of excess spare parts without impact service levels
- Provide weekly updates for warehouse to manage/update inventory policies

Impact & key results

~ 60%
Reduction in Holding Quantity*

~ 90%
Less Holding Costs*

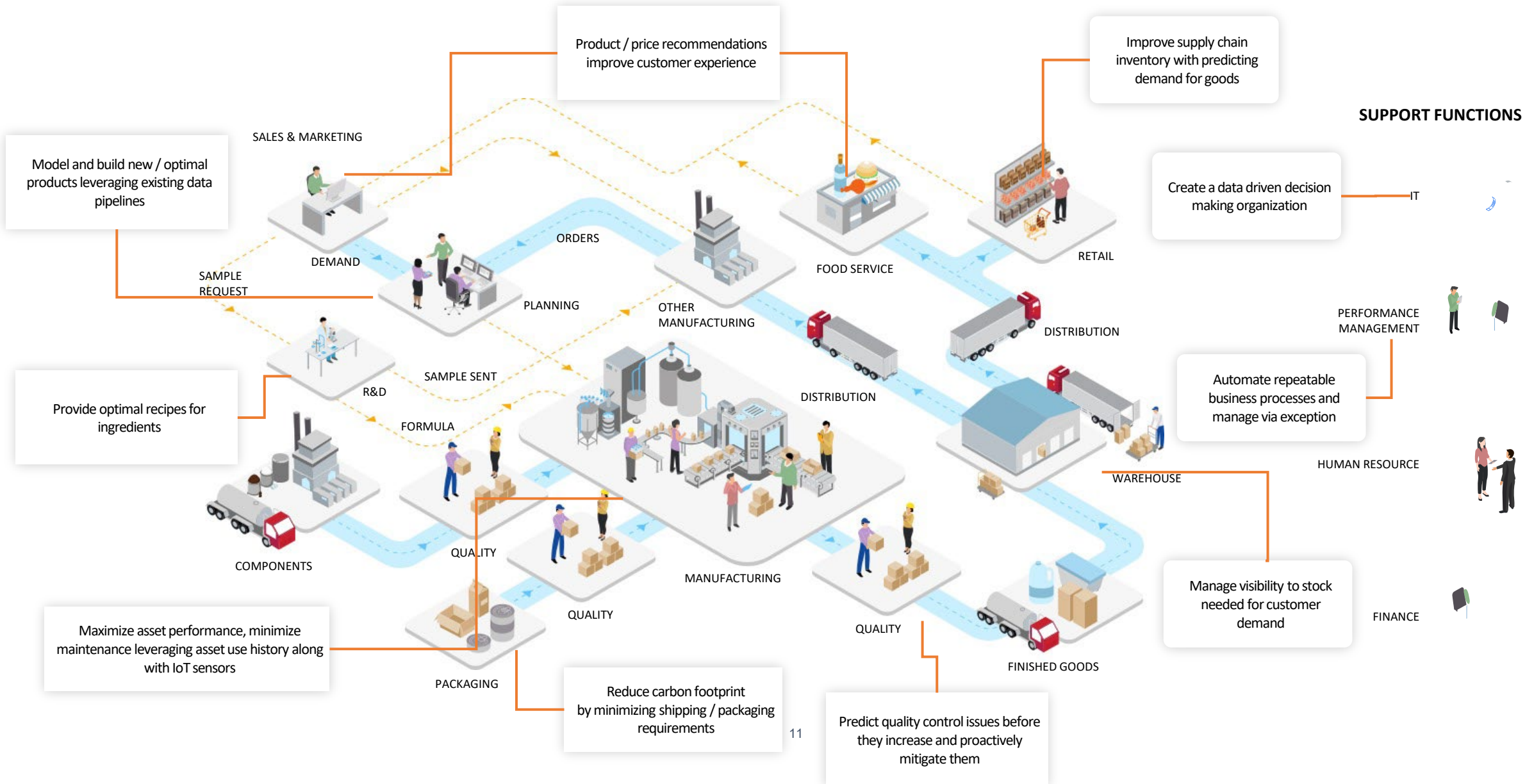
Increase
opportunity to reinvest tied up
capital*



Inventory Optimization

Food & Beverage

- Think big act smart for your business



Hvordan identifiserer vi morgendagens
forretningsutviklere?



Hvordan ser en perfekt konsulent ut til å utvikle selskaper med AI?

ChatGPT

- 1.Dyp AI-ekspertise
- 2.Forretningsforståelse
- 3.Datakompetanse
- 4.Tekniske ferdigheter
- 5.Problem-løsningsferdigheter
- 6.Kommunikasjonsferdigheter
- 7.Prosjektledelse
- 8.Etisk bevissthet
- 9.Tilpasningsdyktighet
- 10.Nettverk
- 11.Entreprenørskapsånd

Eierne stiller allerede krav til selskapet.

Vil IT avdelingen få dette til alene?

Strategi for å bruke teknologi har vi hatt lenge



“Sustainability for the enterprise.”

Sustainability driven ML models can be incorporated into your business process to help “do good” while managing your business with data driven decisioning

