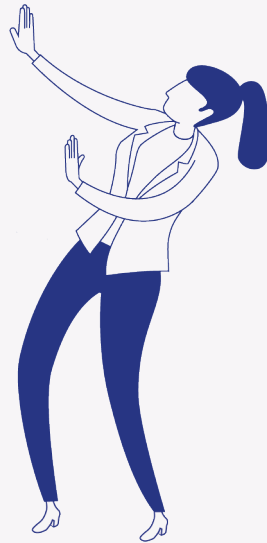


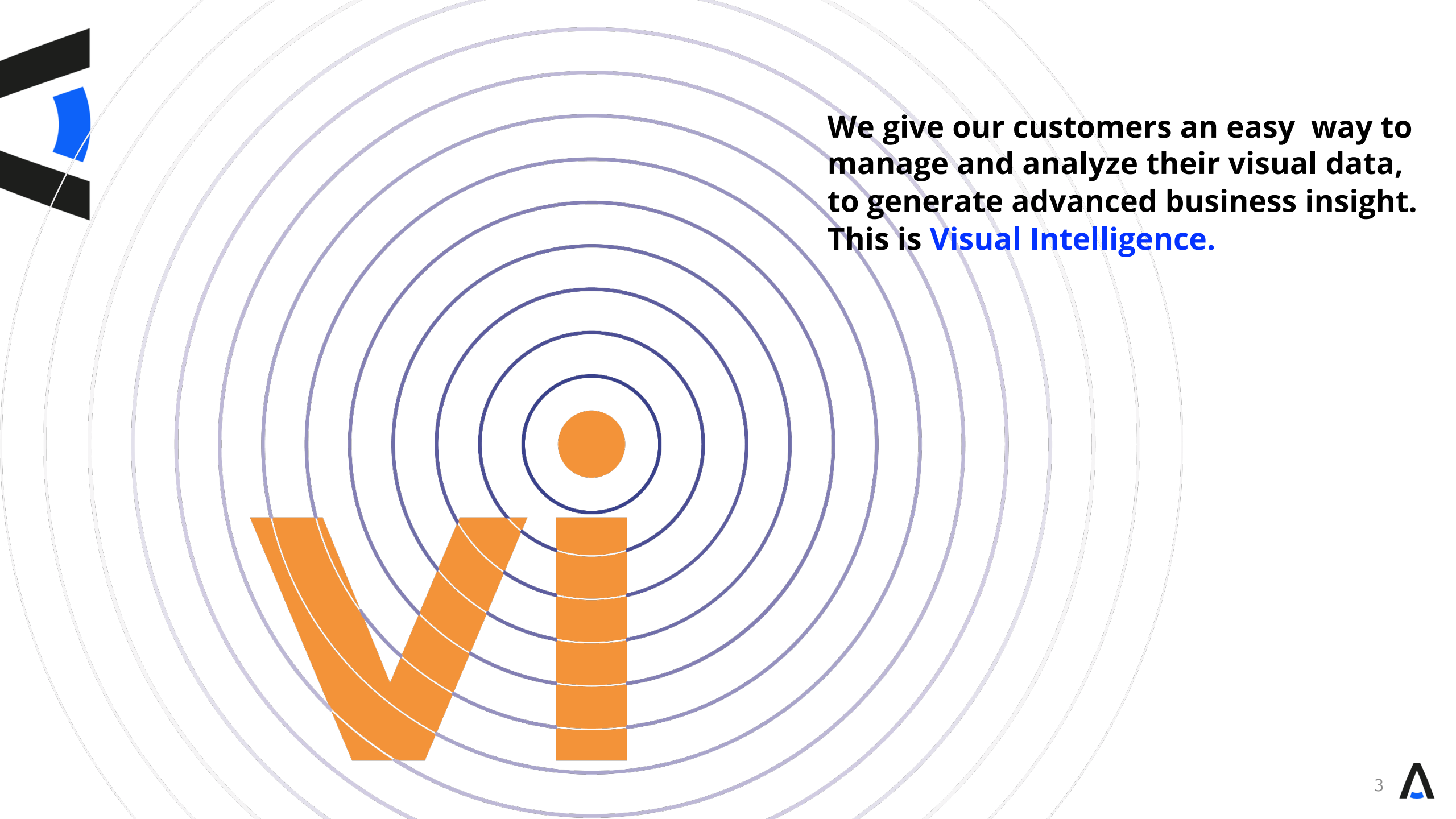
Alteia

The image features the word "Alteia" in a white, sans-serif font, centered in the upper half. A small blue arc is positioned under the letter 'A'. The background is a dark navy blue, filled with a complex network of glowing white lines and dots. These lines connect various nodes, some of which are highlighted with colored shapes: small red squares, yellow diamonds, and green triangles. The overall effect is a futuristic, digital, or network-themed aesthetic.

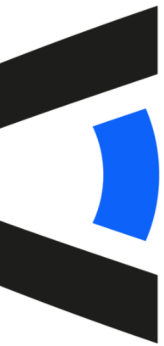


Harnessing the power of
Visual data is a
challenge.



The background of the slide features a series of concentric circles in a light purple color, centered on the left side. Overlaid on these circles is a large, stylized orange 'V' logo. The 'V' is composed of two thick, slanted bars that meet at a point, with a vertical bar extending upwards from the center of the 'V' to form the letter 'i'. In the top left corner, there is a partial view of a logo consisting of a blue curved shape and black rectangular elements.

**We give our customers an easy way to
manage and analyze their visual data,
to generate advanced business insight.
This is **Visual Intelligence**.**

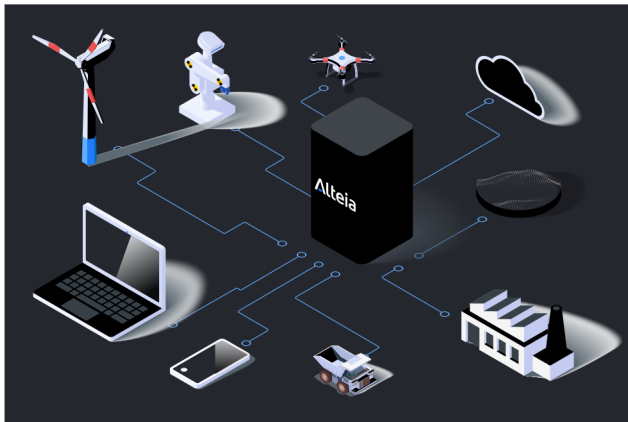


Visual Intelligence Workflow

Collect, Analyze, Integrate

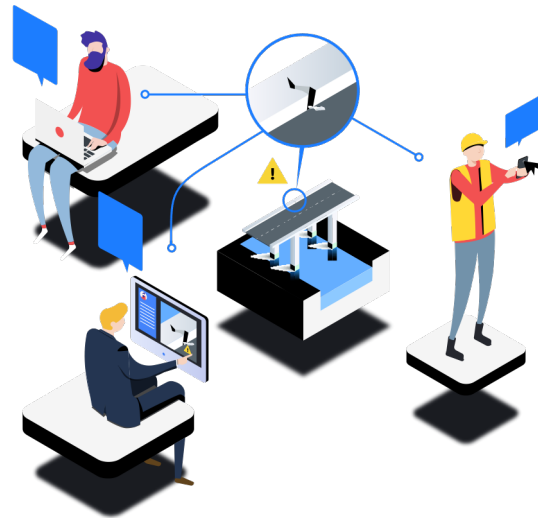
1

Data Collection on the field:
IOT, drones, cameras, Machines, etc.



2

Data Aggregation
Digital Twin
AI-based analytics

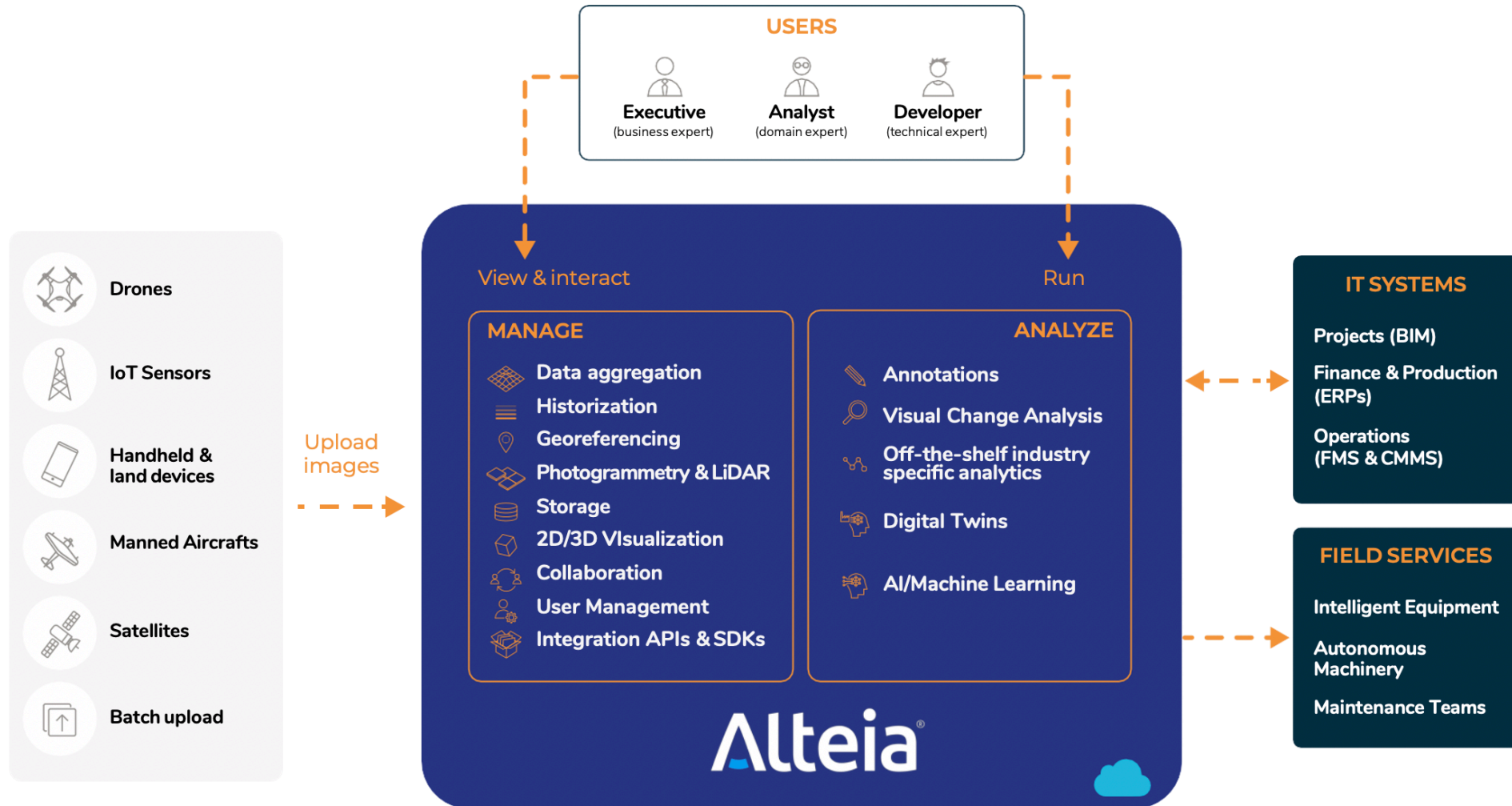


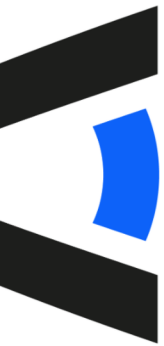
3

System Integration



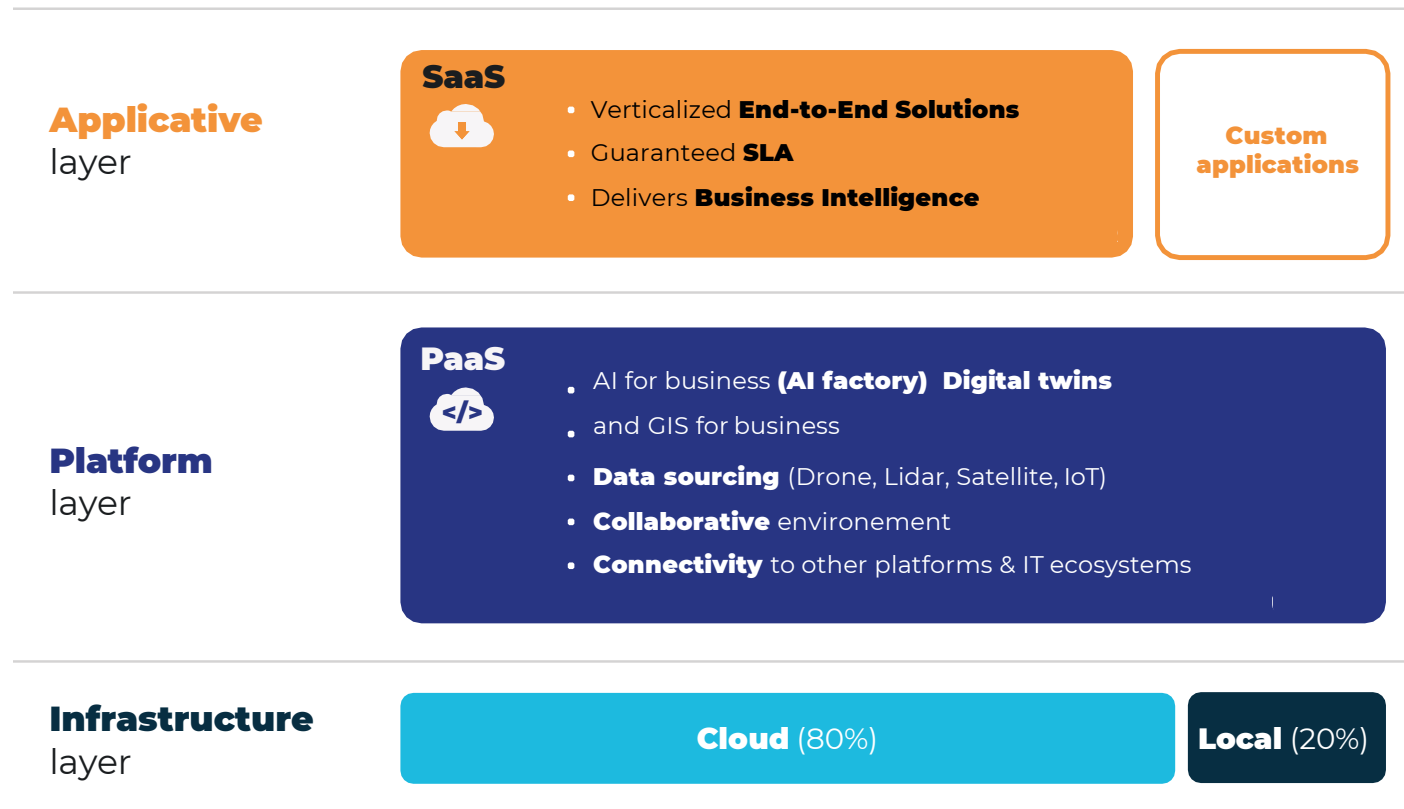
Visual Data can be quickly transformed into Actionable Business Insights

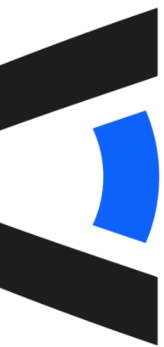




Platform Architecture

Convince with SAAS, deploy with PAAS





Microsoft / Alteia

CO-SELL Ready Solution

Readiness: Co-Sell Ready

Countries: 268

PartnerId : PAR-47159-YAV

SolutionId : SOL-55975-SQQ

Incentives: MSFT Internal Azure IP Co-Sell

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Alteia Accelerates the Deployment of its Enterprise AI Solutions and Announces Global Alliances with GE Digital and Microsoft

- Alteia, a spin-off company from drone manufacturer Delair, has entered into a worldwide alliance with GE Digital to develop and market AI solutions for Power and Utilities as part of the GE Digital analytics software portfolio.
- Microsoft and Alteia join forces to offer a better-together solution: optimizing Alteia's capabilities and performance on the Microsoft cloud infrastructure and bringing visual intelligence to the Azure marketplace

October 13, 2020 06:00 AM Eastern Daylight Time

TOULOUSE, France--(BUSINESS WIRE)--Alteia, the leader in Visual Intelligence for Enterprise, lands two major partnerships with GE Digital and Microsoft. The Alteia platform combines the best of computer vision and artificial intelligence (AI) technologies. It provides developers, data scientists, and business analysts one common and secure database for all of their visual data, enabling them to collaborate and rapidly develop, deploy and improve over time AI based applications. These alliances will allow customers to streamline the adoption of AI designed to address issues like inventory, energy management, predictive maintenance and equipment reliability.

Today we're pleased to announce the launch of Alteia to accelerate the deployment of Enterprise AI Solutions.

Alteia enables GE Digital to introduce a Visual Intelligence Platform for utilities

With the combined expertise of GE Digital and Alteia's platform, this

Release Summary

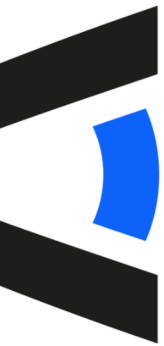
Alteia, an Enterprise AI platform focused on Visual Intelligence, today stroke global alliances with GE Digital and Microsoft.

Tweets by @Alteia_AI

GE Digital
@GE_Digital

Just announced at #GEDUC20: Our new Visual Intelligence platform provides [#utilities](#) with the tools to make data-driven decisions that reduce costs and increase

*“Through this partnership, Microsoft and Alteia will help our customers accelerate their digital transformation and find new ways to drive innovation with AI thanks to the Alteia platform based on Microsoft Azure,” **said Agnès Van de Walle, Director OCP, Microsoft France.** “Alteia, with its recognized expertise in imagery analysis and visual intelligence, is a strategic partner for Microsoft, and together we will help customers across a number of industries address their maintenance, productivity and management issues.”*



Broad features

ALTEIA FULL SPECTRUM

Data collection Planning & Q/C

Plan and optimize
massive data
collection
campaign

Control the quality
of the output
before uploading

Data aggregation & organization

Store at one place
the data that is
needed: one
single source of
truth with the
same “language”
for all data

Data visualization and sharing

Share and
comment: spread
the knowledge
across the
organization from
any workstation

Data processing AI & ML

Build models:
from corrective to
predictive

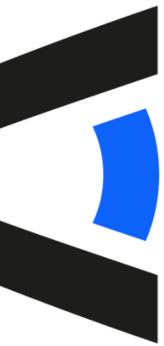
Implement
custom Apps

Software integration

Seamless link to
other Information
System

Take actions and
iterate





Mining & Aggregates

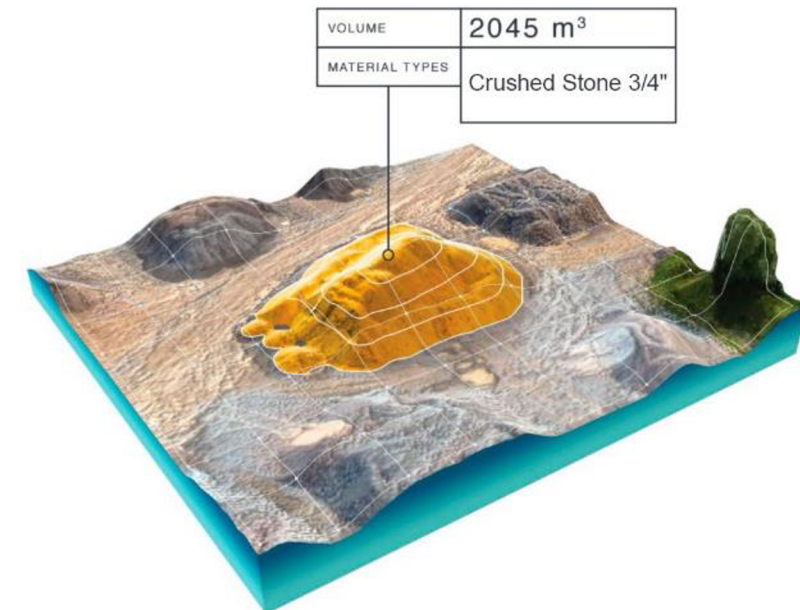
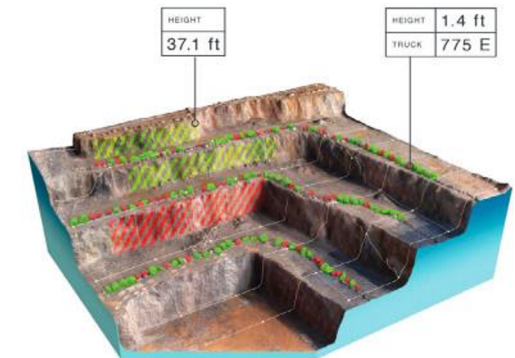
Optimizing Productivity and Reducing Costs (Oil&Gas, Machines, etc.)

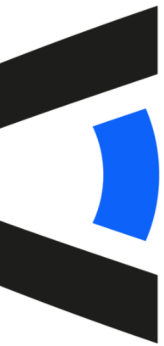
Put Data into a 2D/3D context to provide more insights

- Drone data acquisition by the site or 3rd party to create a 2D/3D Digital Twin
- Integration of external data (Equipment Data, Maintenance Data, Mine Planning, etc.)
- Analytics Dashboards (mapping speed, hauling, behaviors and combining it with Geospatial Data)

ROI:

- Save up to 85% on inventory costs
- Increase the accuracy and the frequency of inventory to Identify value left at sites by haul vehicles
- Save up to 15% in fuel consumption by optimizing road geometry and drivers behavior
- Save up to 10% on tire usage by optimizing road conditions
- Predicting the truck maintenance costs more accurately





Construction

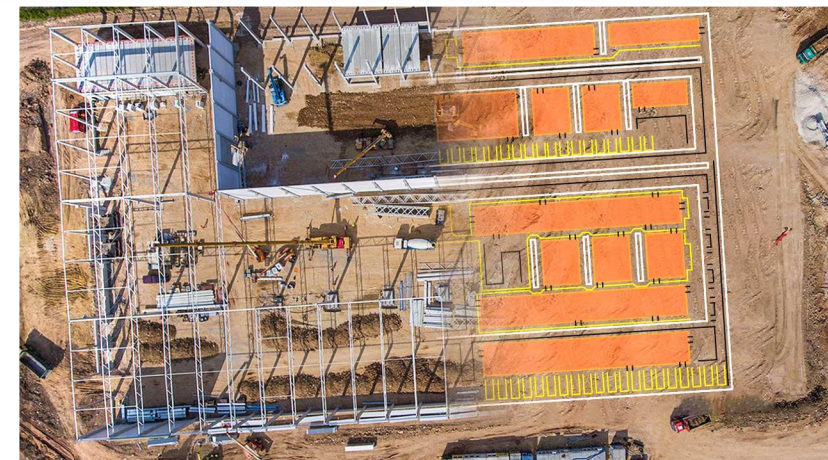
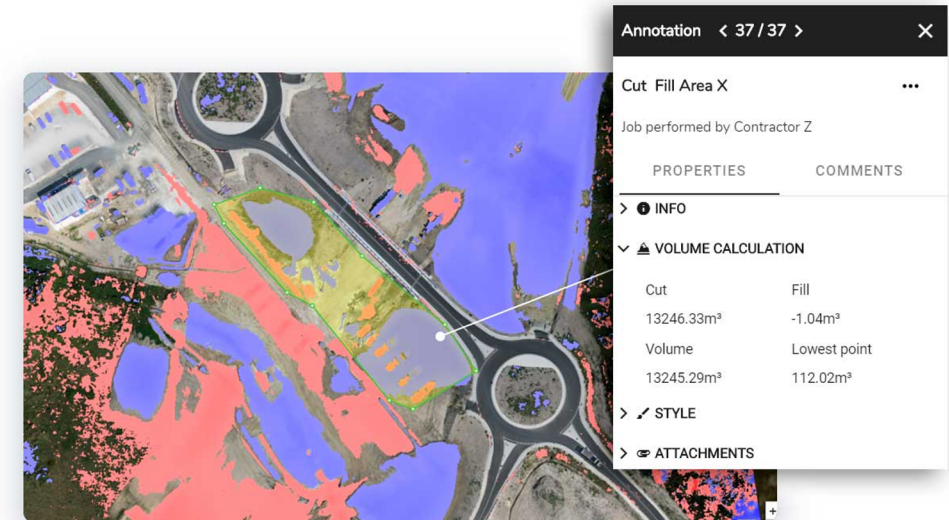
Reducing Construction delays and Optimize Construction Materials Spending

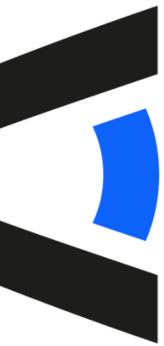
Putting the power of Geospatial Data in your Hand

- Drone data acquisition to create a 2D/3D Digital Twin
- Overlay with Design files (CAD, etc.)
- Generate Change Maps to automatically calculate Cuts and Fills over time
- Scale and automate Inspection diagnosis

ROI:

- Reduce Construction delays with a more accurate and frequent Progress Monitoring
- Track Progress vs Design to reduce rework costs
- Save up to 5% in Construction materials
- Improve the Productivity of Dirt Movers
- Automatize and secure the billing process with Contractors
- Democratize Geospatial Data





Solar Panel Construction

Monitoring Construction Progress

For the Site Management - Daily Basis Operations

- Daily monitoring of progress in installed photovoltaic equipment
- Early detection of potential mistakes in construction layout
- Detection of hazardous situations

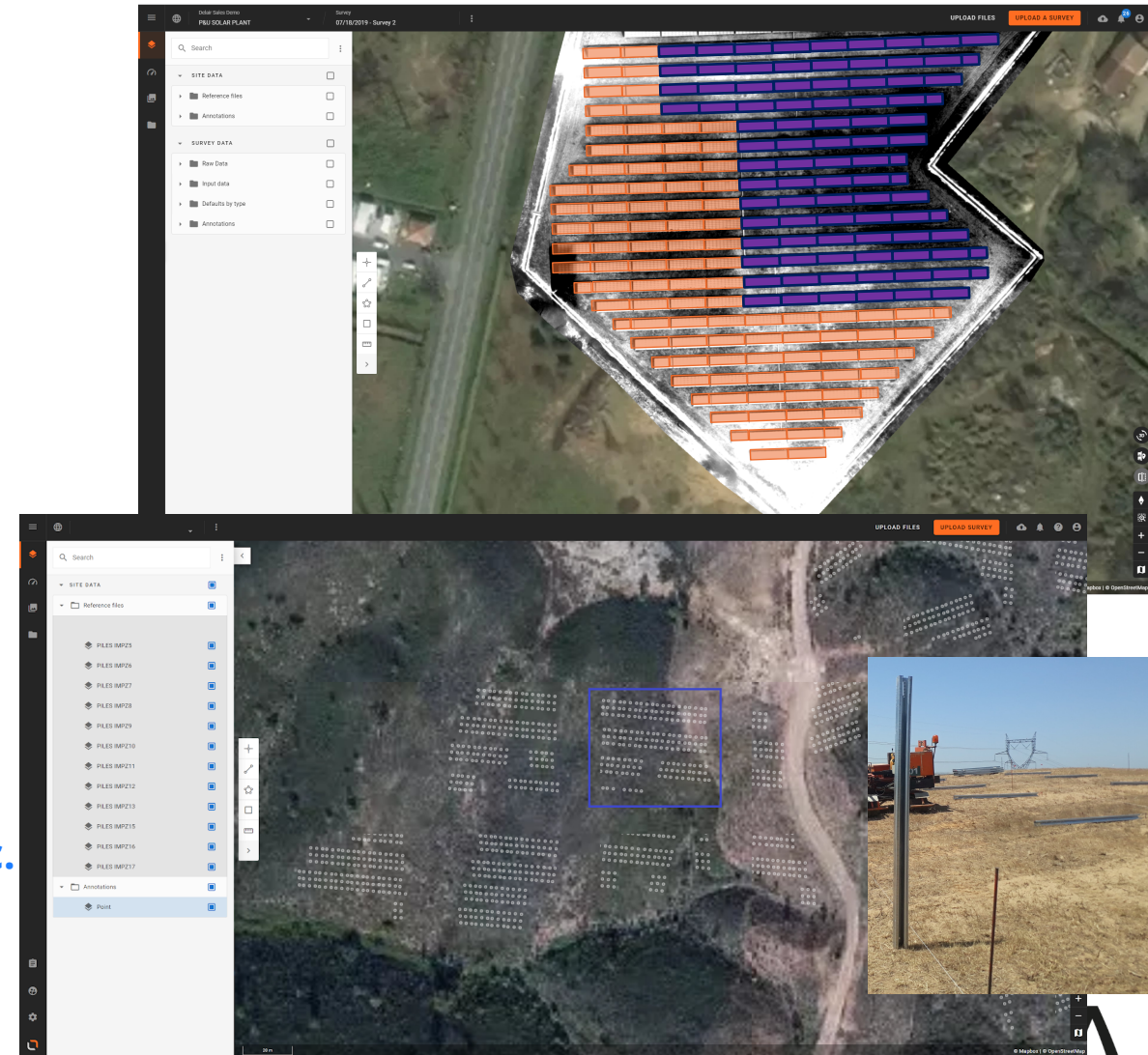
For the Construction Project Management - Weekly Basis Follow-up

- Cross-check subcontractors report
- Holistic view of works progress
- Material for customer progress report

Using AI to recognize Solar Panels, Piles, leg/beam sets, assemble tables, junction boxes, Modules, Fencing, ballast, etc.

Installed Panels: 99
Total Panels: 185

Progress: 53%





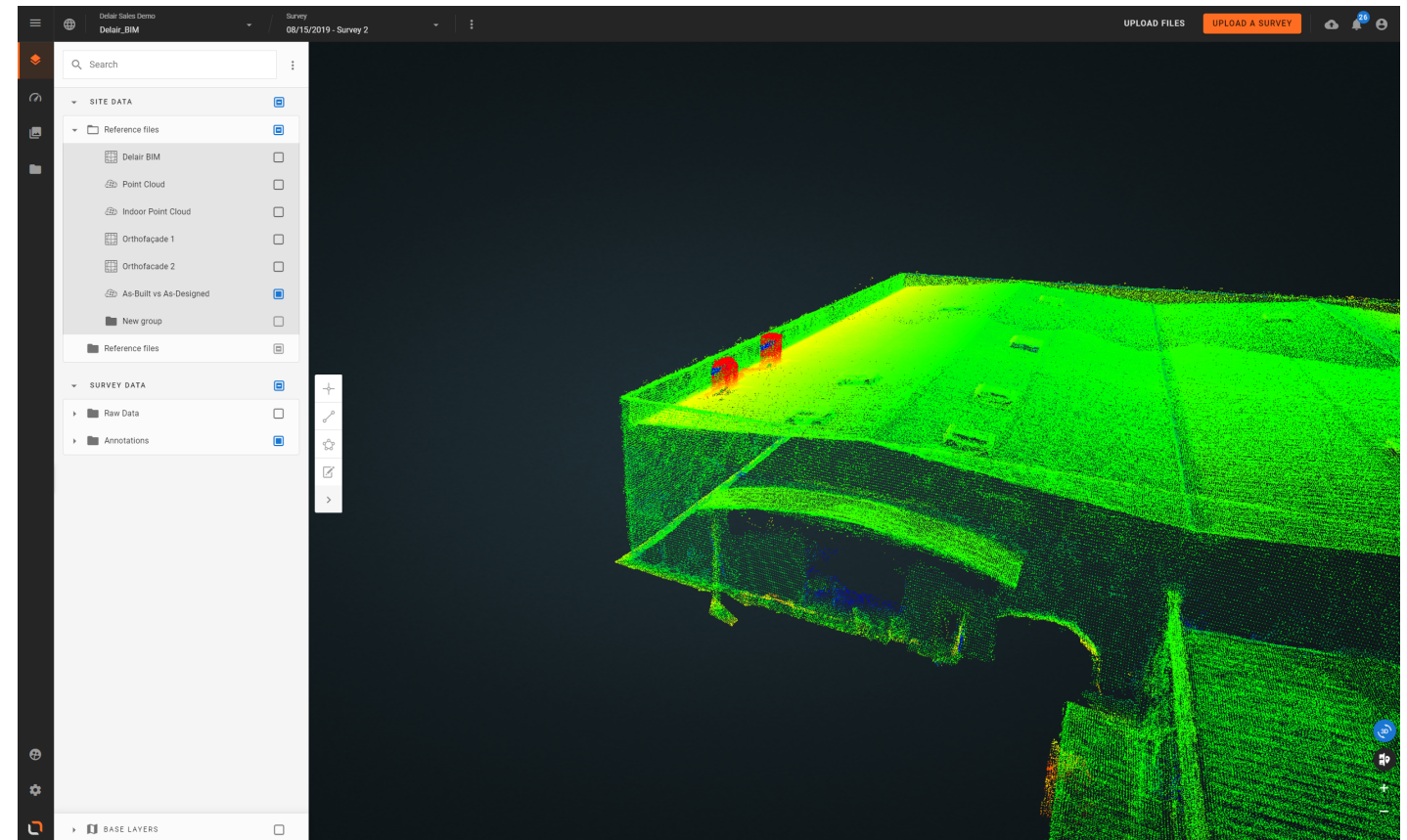
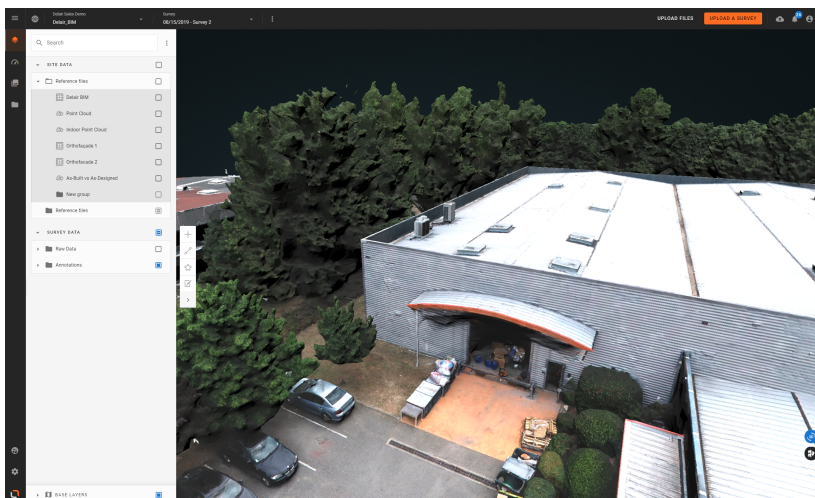
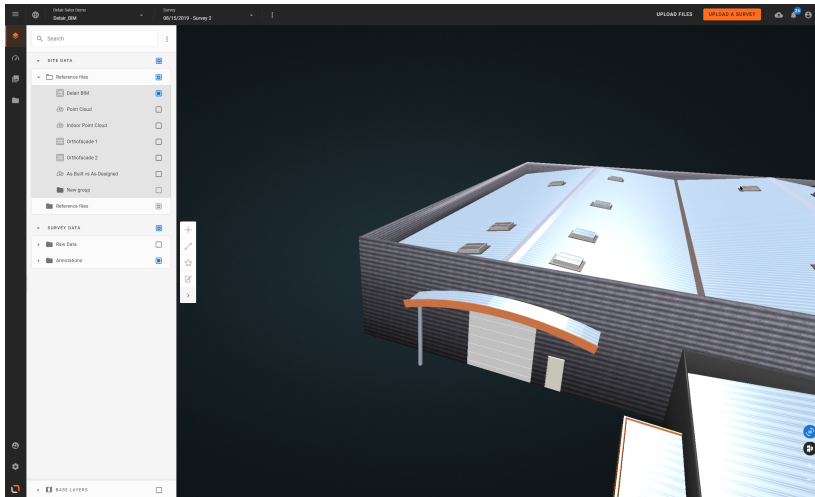
As-Built vs As-Designed

Comparison between Theory and Field Reality

Difference point cloud between
CAD model and reconstructed 3D

Coloured scale:

 Smallest difference (~0)
 Highest difference





Seed&Chemicals Industry (Research)

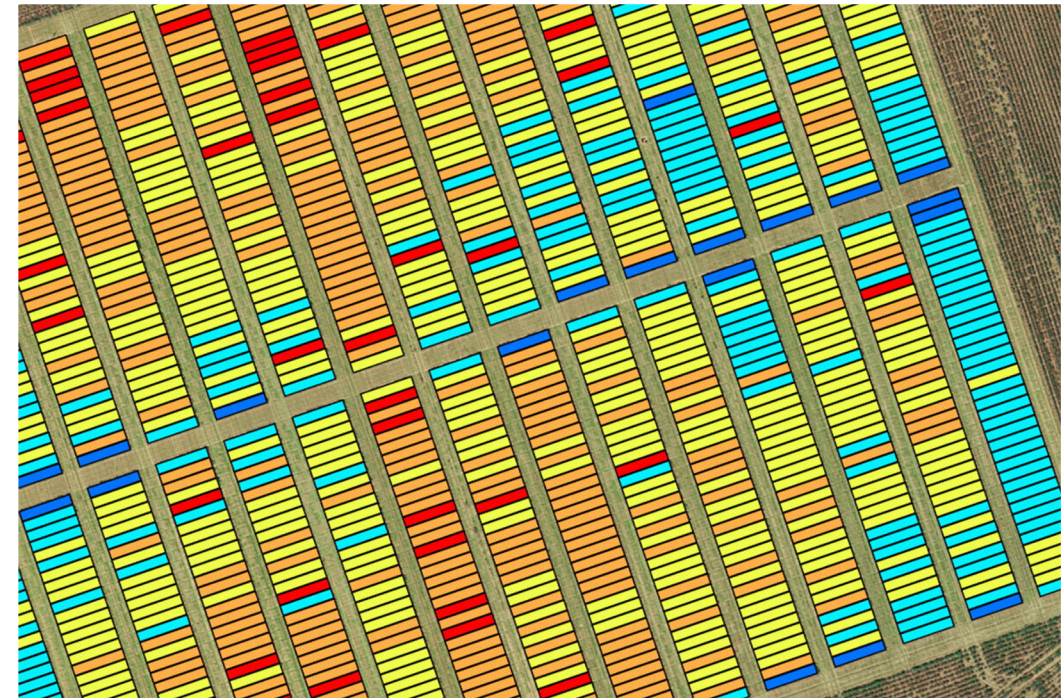
Reduce the time to markets of new Seeds and AgroChemicals

Using imagery for Field Trial Phenotyping

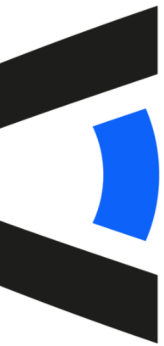
- Autonomous Visual data acquisition to create a 2D/3D Digital Twin
- Set the parameters of the Field Trials (connection with the Field Trial Planification Software, Microplot IDs, etc.)
- Automatically calculate traits over time (stand count, height, flowerization, Fcover, etc.)

ROI:

- Increase the accuracy of your analysis for a better Selection
- Accelerate the go-to-market by increasing the size of the Trials



« Partnering with Delair will help us to get a deeper understanding of the observed crops and their surrounding environments, and reduce the time to market for new products » said Greta de Both, Manager of Sensor-based Field Phenotyping for Seeds & Traits at BASF.



High-Value Crops (Fruits, Palm, etc.)

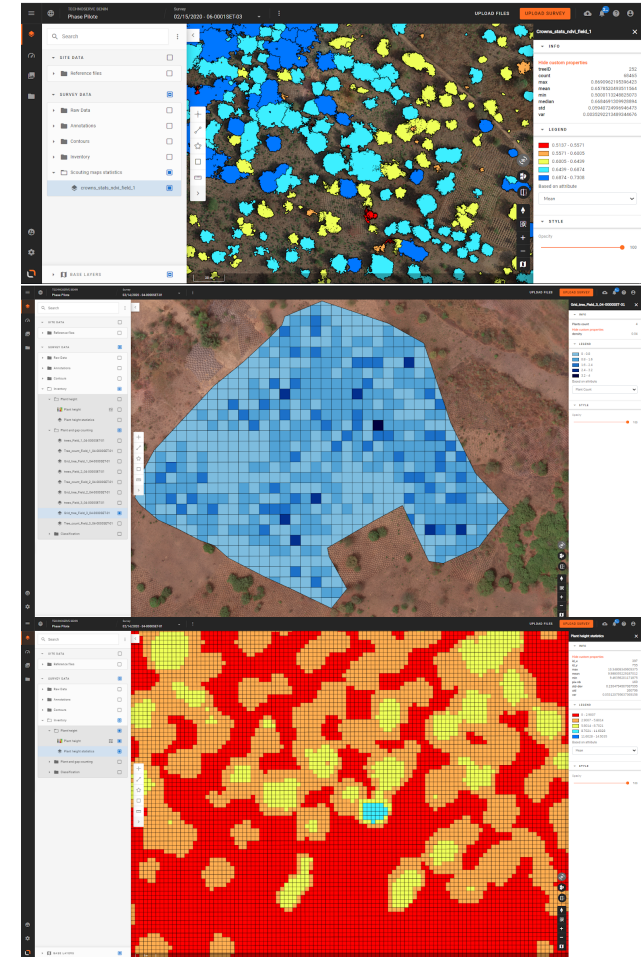
Better know your crop to take better decisions

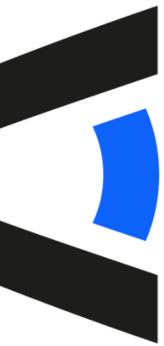
Using imagery for Field Inventory

- canopy coverage
- tree health (e.g. highlight dead trees or leaf stress)
- tree density (e.g. crown-interlocking or excessive density)
- tree species diversity indicators
- Soil coverage indicators
- carbon indicators (e.g. above ground biomass)

ROI:

- Get an accuracy of up to 95% on inventory
- Adapt your supply-chain based on yield estimation
- Increase your yield by optimizing inputs





Seed Industry (Production)

Predict and Increase Yield



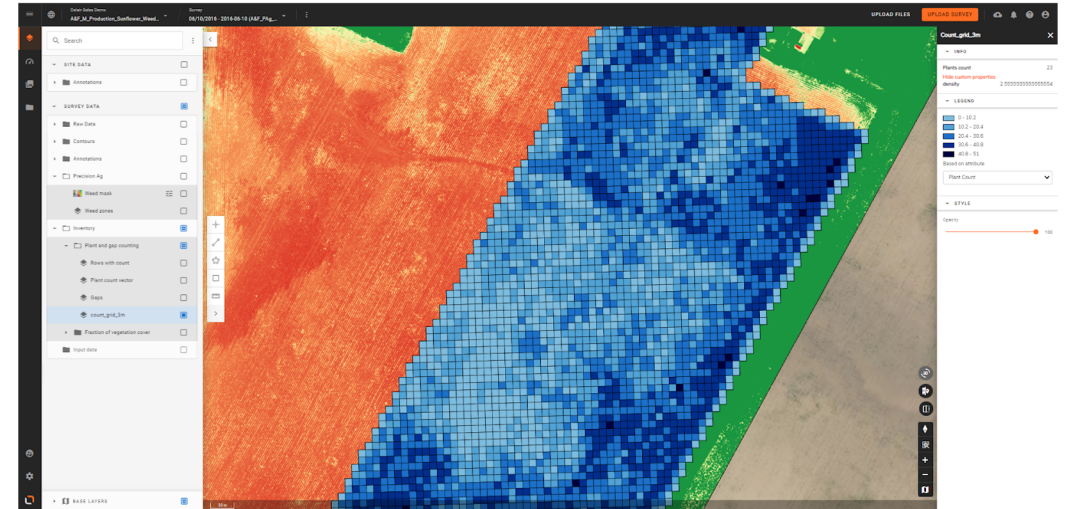
JOHN DEERE

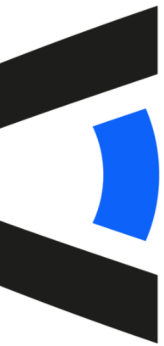
Using imagery for Seed Production Monitoring

- Aerial and Satellite data acquisition on Seed Production Fields
- Create Index Maps with relevant level of granularity
- Detect early signs of yield impacts

ROI:

- Optimize your finance and logistics by better predict the yield
- Increase your yield by taking decisions on the field
- Reduce Weedkiller inputs by 50%





GE Digital

Enedis

Automated Asset Inspection

Optimize your asset management processes by automatizing Inspection

Using imagery for Asset Inspection

- Standardize, Control and Optimize Visual Data collection through drones, helicopters, ground-based cameras
- Manage Inspection Data per assets
- Detect early signs of equipment failure

ROI:

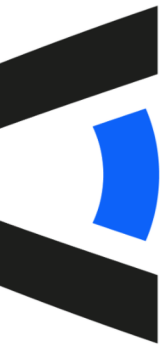
- Optimize the efficiency of your network
- Save up to 50% in Inspection Costs
- Increase the Accuracy of your OPEX assessment for Maintenance



"The adoption of the Alteia platform is a new and unprecedented step in the industrialization of artificial intelligence-based workflows"

Antoine JOURDAIN, Technical Director of Enedis



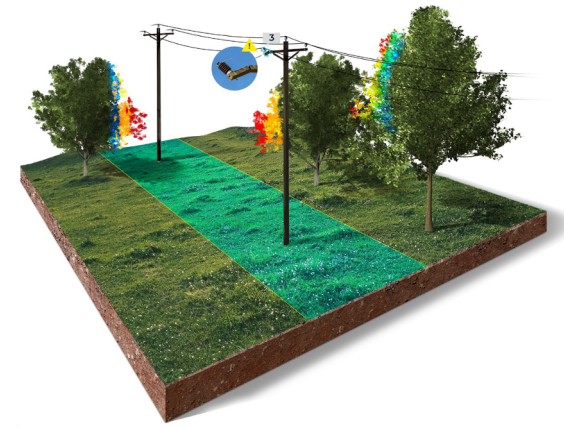


Right Of Way / Vegetation management

Reduce risks on a network infrastructure

Using imagery for ROW or Vegetation management

- Capturing and transmitting very large inspection files and processing them on the platform
- Applying AI and machine learning to auto-identify risk clusters (illegal construction, veg, other)
- Integrating with third party software that includes GIS, ADMS and/or EMS for task prioritization and resolution

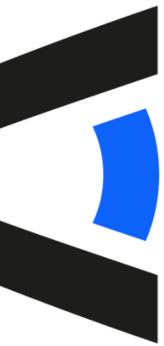


ROI:

- Reduced legacy inspection related downtime by 30%
- 90% Productivity Gain Expected from Push-Button Analysis and Prescriptive Maintenance
- Focus on High Priority Areas can Produce 27% Cost Savings vs. Current Practices
- Increase Safety

“Our Visual Intelligence solution provides data-driven insights to reduce operational costs of survey data management, increase reliability and safety, and reduce liability risk. In today’s digital world, predictive analytic technology certainly has a part to play- especially within the world’s fastest moving digital utilities, as they drive the direction of the digital utility of tomorrow.”

Jim WALSH, General Manager for GE Digital’s Grid Software business.



Property Insurance

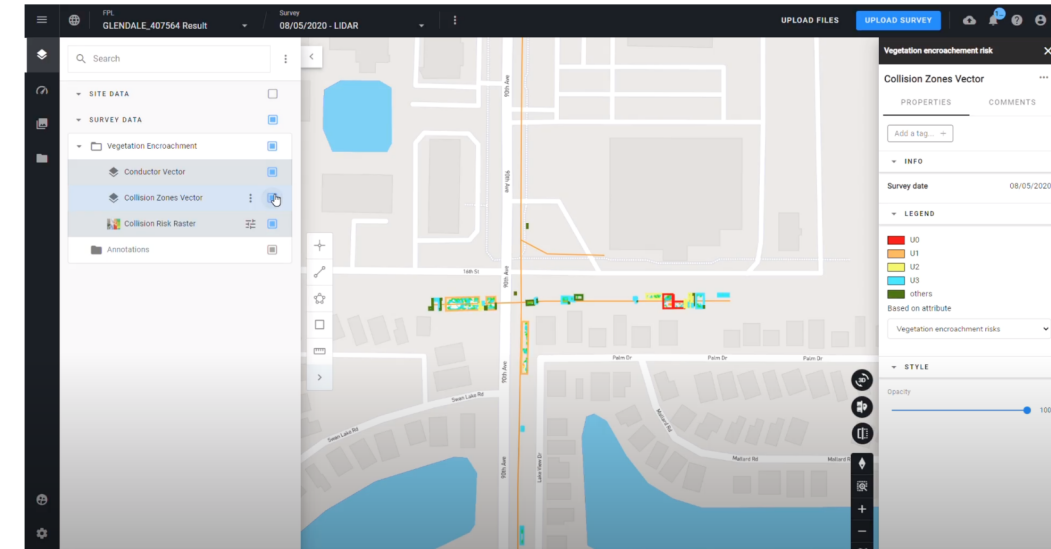
Assess and price risks with higher accuracy

Using imagery and 3D models of properties in order to:

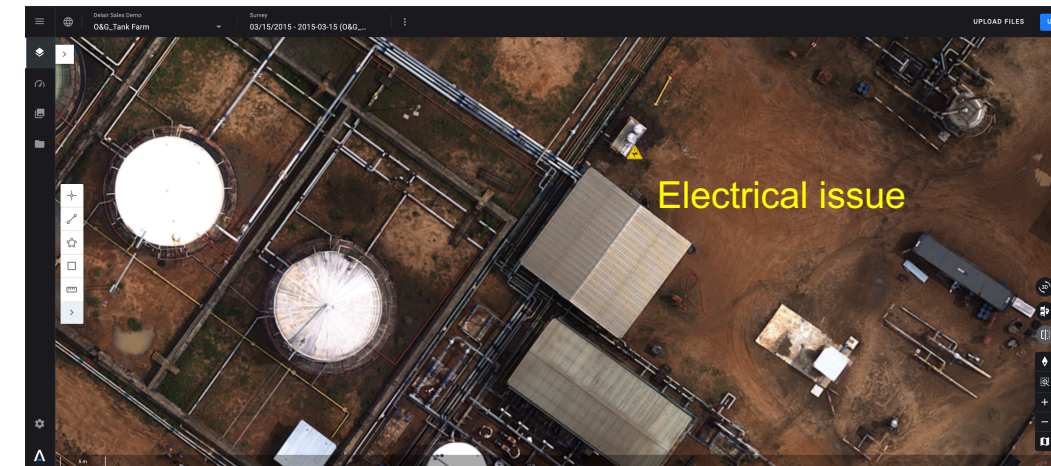
- make more accurate risk assessments at the property level by aggregating key risk data
- Better understand your exposure hotspots both from an accumulations and perils standpoint and to optimize the risk profile of your property book.
- Standardize Underwriting Best Practices Company-wide

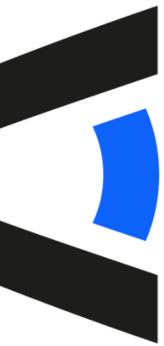
ROI:

- price with greater precision and improve Profitability
- Drive Business Growth and Increase Your Target Addressable Market
- Better manage potential losses as well as the cost of reinsurance.
- Increase Underwriting Efficiencies by automating decision workflows
- Build new models with variable pricing depending on external factors or asset management practices



Real-time Risk Dashboards around properties





C-level Engagements

Examples of Strategic Alliances



- White label: <https://www.ge.com/digital/applications/grid-analytics/visual-intelligence>
- WW Distribution Agreement for Energy
- Development of Custom-based analytics through the SDK
- Deployment on their cloud provider account



- Putting Machine Data into 3D environment
- Productivity, Predictive Maintenance, Fuel Optimization



- Development of a customized workflow
- Large Scale Deployment within the Utility for thousands of miles



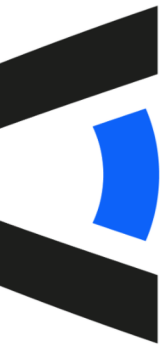
- Development of a customized workflow
- Large Scale Deployment within the AgroChemical Company for Crop Protection and Seed Field Trials



- Putting Tire Data into 3D environment
- Productivity, Predictive Maintenance, Cost Optimization



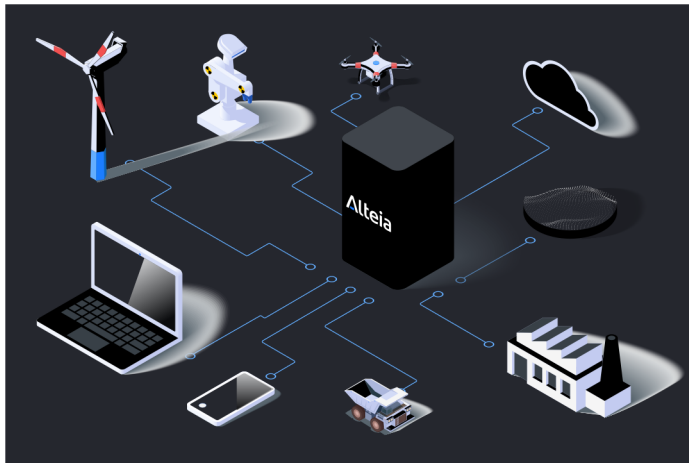
How to work with Alteia



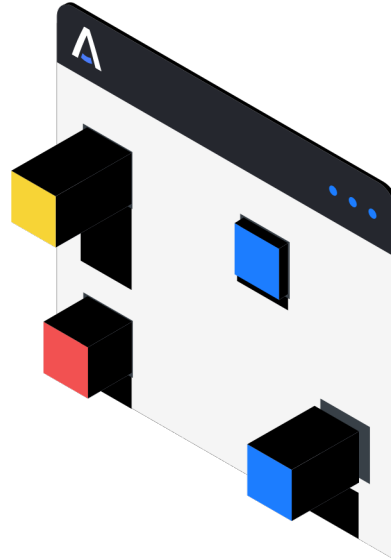
Building a Customized Enterprise Workflow

Enterprise deals and large deployment often requires Platform Customization

Consulting services to
Implement a Visual Data
Management Software within a
Digital Transformation Initiative

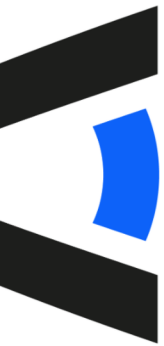


Integrate Alteia to IT/OT
software portfolios for
streamlined workflows



Build and deploy Apps with
customized tools, workflows
and AI-based analytics





Working with S.I. / Consulting Companies

Typical Business Model of a Software Editor

	Partner	Alteia
Data Migration	X	
System Integration	X	
Custom interface	<i>TBD</i>	<i>TBD</i>
Custom Analytics	<i>TBD</i>	<i>TBD</i>
Mobile App	X	
Infrastructure		X
Management of Change	X	
Project Management	X	X

- Deployment is sold by Partner to the end user (Alteia invoices Partner)
- The Software license and usage fees are sold by Alteia to the end user
- Software Maintenance is done by Alteia

Thank you

Contact us

gettingstarted@alteia.com



www.alteia.com

Alteia