



PALANTIR [HYPERAUTO]

Powered by Software-Defined
Data Integration

↳ Meet Palantir HyperAuto

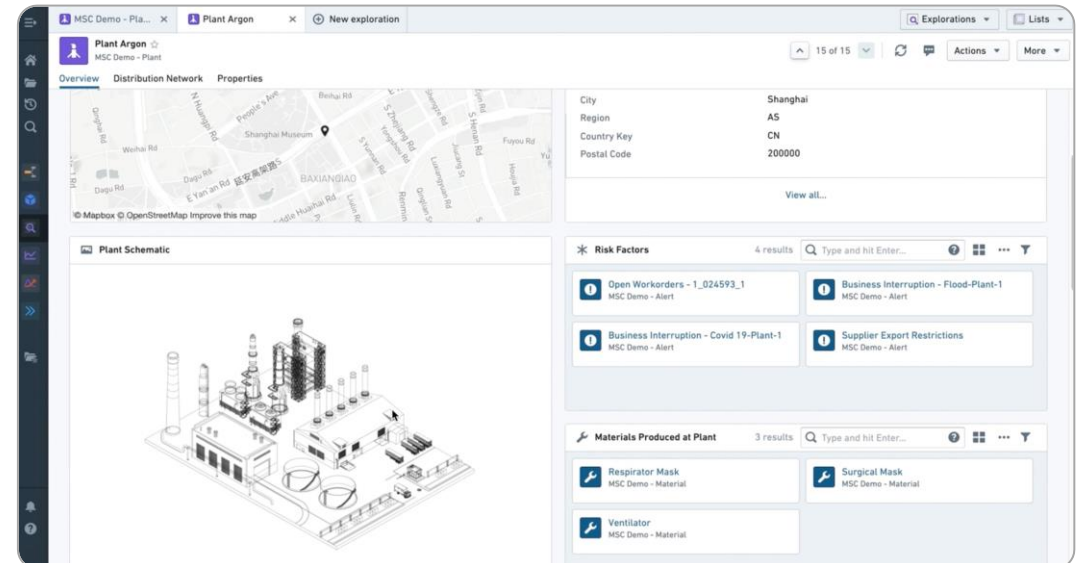
Topics

→ Background

→ Overview & Impact

→ Getting Started

→ Discussion



✓ CONTEXT



Palantir builds leading software platforms for data-driven operations and decision-making.

OUR HISTORY

- Mission to empower the world's most important institutions
- Focused on driving outcomes at scale
- Originated in anti-terrorism and defense, now serving 50+ industries
- Delivering immense value across industries by making data actionable

FOUNDED

2003

PUBLIC OFFERING

2020

GLOBAL EMPLOYEES

3,800+

GLOBAL HQ

Denver, CO, USA

OUR CLIENTS INCLUDE



OUR SOFTWARE PARTNERS INCLUDE

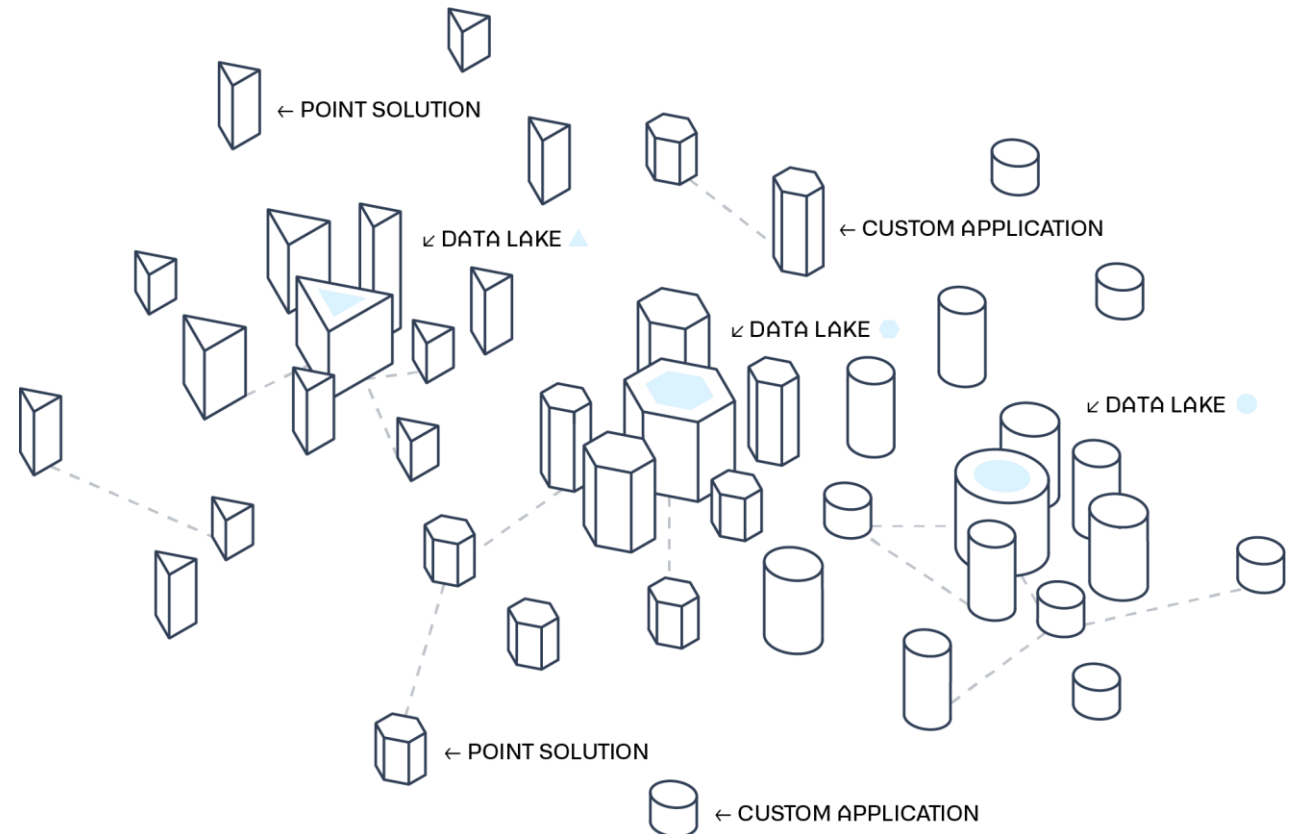


The Fundamental Challenge

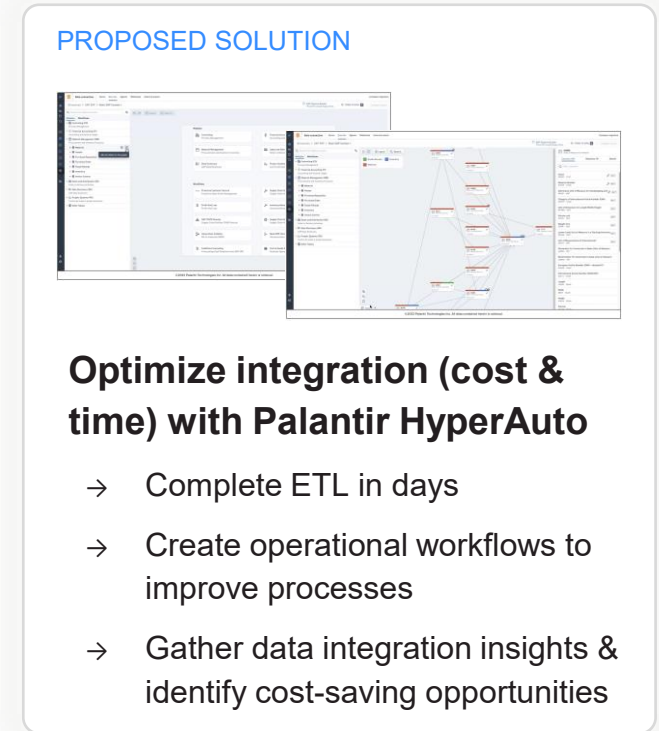
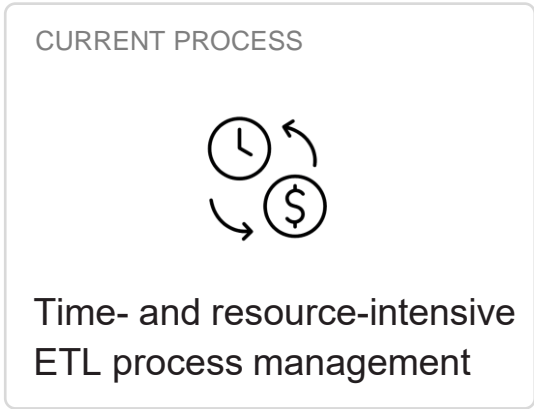
↳ A Fractured Data Landscape and Disparate Data at Scale

Functional siloes, inaccessible formats, and technical barriers to entry make it extremely difficult to integrate point-to-point data systems and make decisions based on truth.

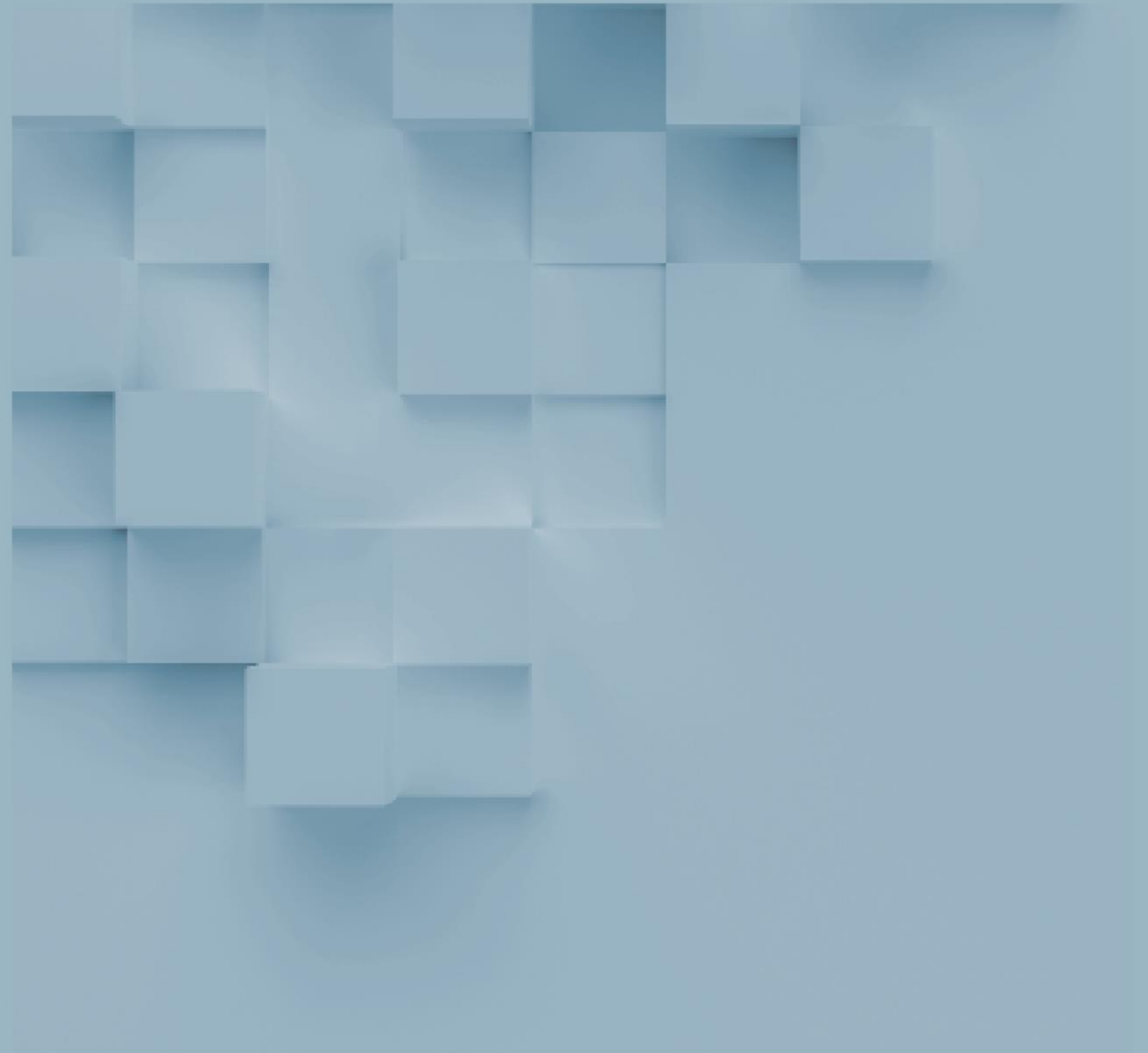
- Limited learning
- Siloed analytics that rarely deliver enduring value
- Operations rooted in gut feelings or outdated heuristics
- High maintenance costs
- Brittle systems
- Large incremental costs to innovation



Problem Overview



OVERVIEW & → IMPACT



Palantir HyperAuto

↳ The software built to unlock the value of your data

01 Industry-Leading Time to Value

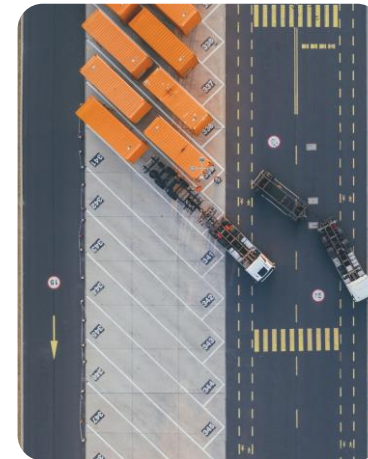
- Out-of-the-box solution for integrating ERP, CRM, and EHR data **in hours, not months**
- Accommodates data from many common enterprise systems (Salesforce, Oracle NetSuite, etc.)

02 Open Architecture

- Holistically informed decisioning through data integration
- **Writeback** to ERP and CRM enables integrated use cases

03 Lower Cost & Risk

- Reduction of typical ERP-related project and license costs
- Effective **data governance**



HyperAuto unlocks speed and value — to drive scaled outcomes

Airbus

Fortune 100 Consumer Goods

Oil & Gas Major

150

5 Days

\$50M

Airlines' data integrated into Skywise – with 4+ systems integrated per airline

Time to integrate 7+ ERP sources into a digital twin and supply chain workflow

Approx. working capital unlocked by HyperAuto in only two weeks

< 1 wk

Time to unlock the data for each airline

\$100M

Est. Year 1 savings due to 1-2% production improvement

2 wks

Time to scan 300+ SAP data sets from 5 legacy ERPs

10%

Improvement in technical delays after integration

>\$10M

Estimated annual savings in COGS

30k

Barrels of additional production per day



GETTING ↑STARTED



Our Offerings

HyperAuto



Unify source systems into
a common object model



See results within a week

**HyperAuto
+ Workflow**

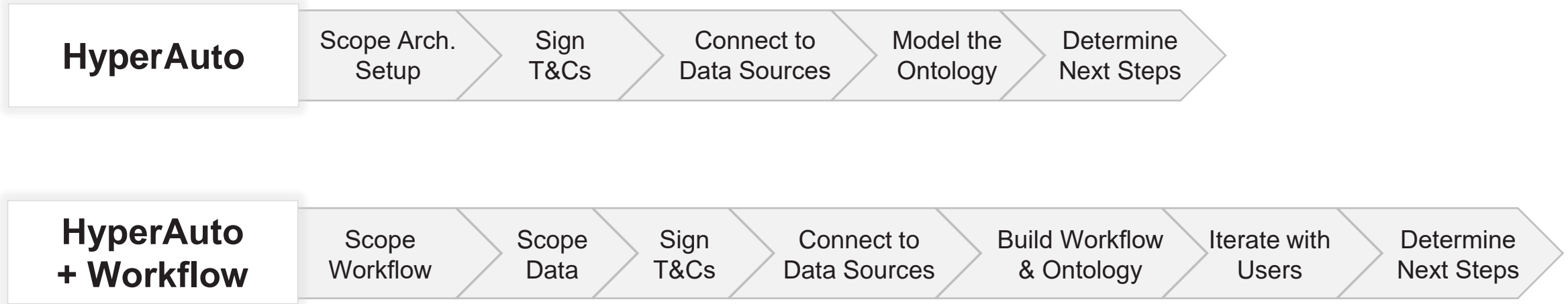


Unify source systems into
a common object model



Leverage object model to solve a business problem

Getting Started



Pre-Pilot Preparation

↳ Next steps

SETUP

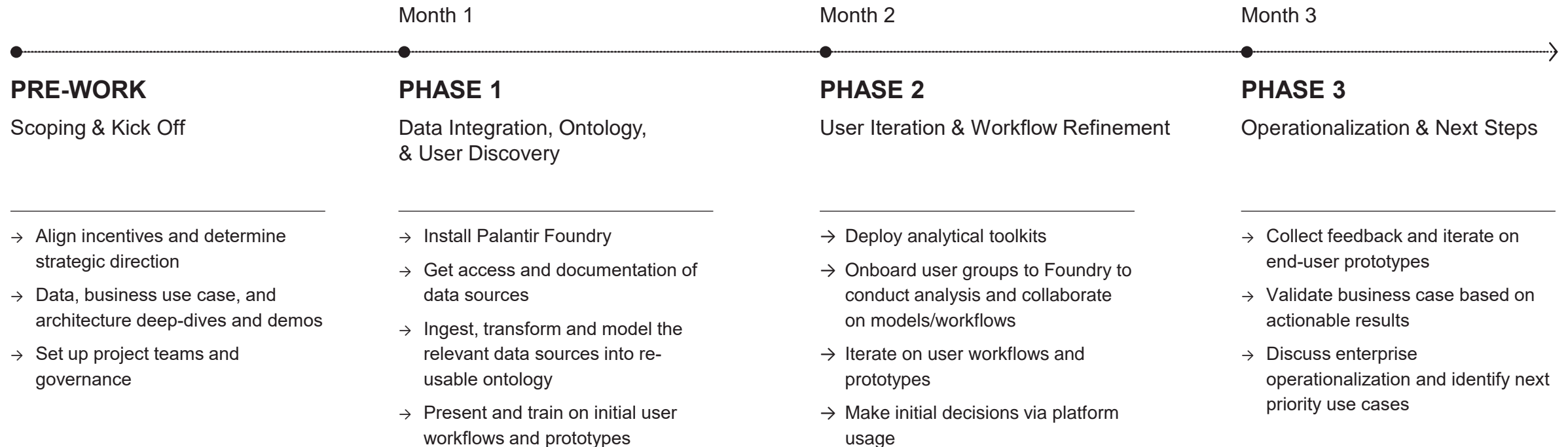
- 01 Scope HyperAuto Engagement [+ Workflow]**
 - Outline objectives, impact, data sources, and key team members
- 02 Gain Executive Alignment**
 - Identify where data can augment key business decision-making
 - Align expectations and engagement with senior executives.
- 03 Refine Initial Challenges**
 - Hold deep dives with key business stakeholders
 - Perform in-depth review of data sources and tech environment
- 04 Kick Off Pilot and Deliver Outcomes**
 - Set up the infrastructure and integrate data
 - Embed with business users and iterate to accelerate outcomes

TACTICAL ITEMS

- 01 Put an NDA in Place**
- 02 Complete Order Form with Terms & Conditions**
 - Low-drag, lightweight agreement (~1 page) that states pilot length and ensures that all relevant parties have platform access
- 03 Sign Off to Connect and Ingest from Key Sources**
 - Based on the selected use case, engage in conversations with source system owners to connect and extract data
 - Potentially conduct a security review

Pilot Timeline

↳ Three, 2 – 4 week phases and corresponding SteerCo meetings





Appendix



Fortune 100 CPG | Optimizing Production with ERP Data Across the Supply Chain

CHALLENGE ⁰¹

A Fortune 100 CPG needed to unlock ERP data to understand how to improve production and optimize raw materials purchases. Calculating profitability at a granular level required access to data across 7+ ERP systems. Data preparation and analysis required a costly manual process that took weeks to complete. A growing backlog of simple data requests meant that IT had to postpone work on the most valuable projects

SOLUTION ⁰²

- A digital twin of the supply chain: Within days, Foundry integrated 7+ ERP data sources to produce a “digital twin” of the value chain, from the hand of the supplier to the hand of the customer
- Granular COGS & Profitability model (SKU level): The integrated digital twin enabled analysts to build a granular COGS and profitability model that applies on the SKU level
- Out-of-the-box workflows to optimize COGS and production: Purchasing teams use an OOTB Bill of Material workflow to optimize purchases of raw materials. Supply chain managers leverage a granular profitability model to analyze how new product formulations compare to existing ones and develop strategies to maximize production

IMPACT ⁰³

\$100M

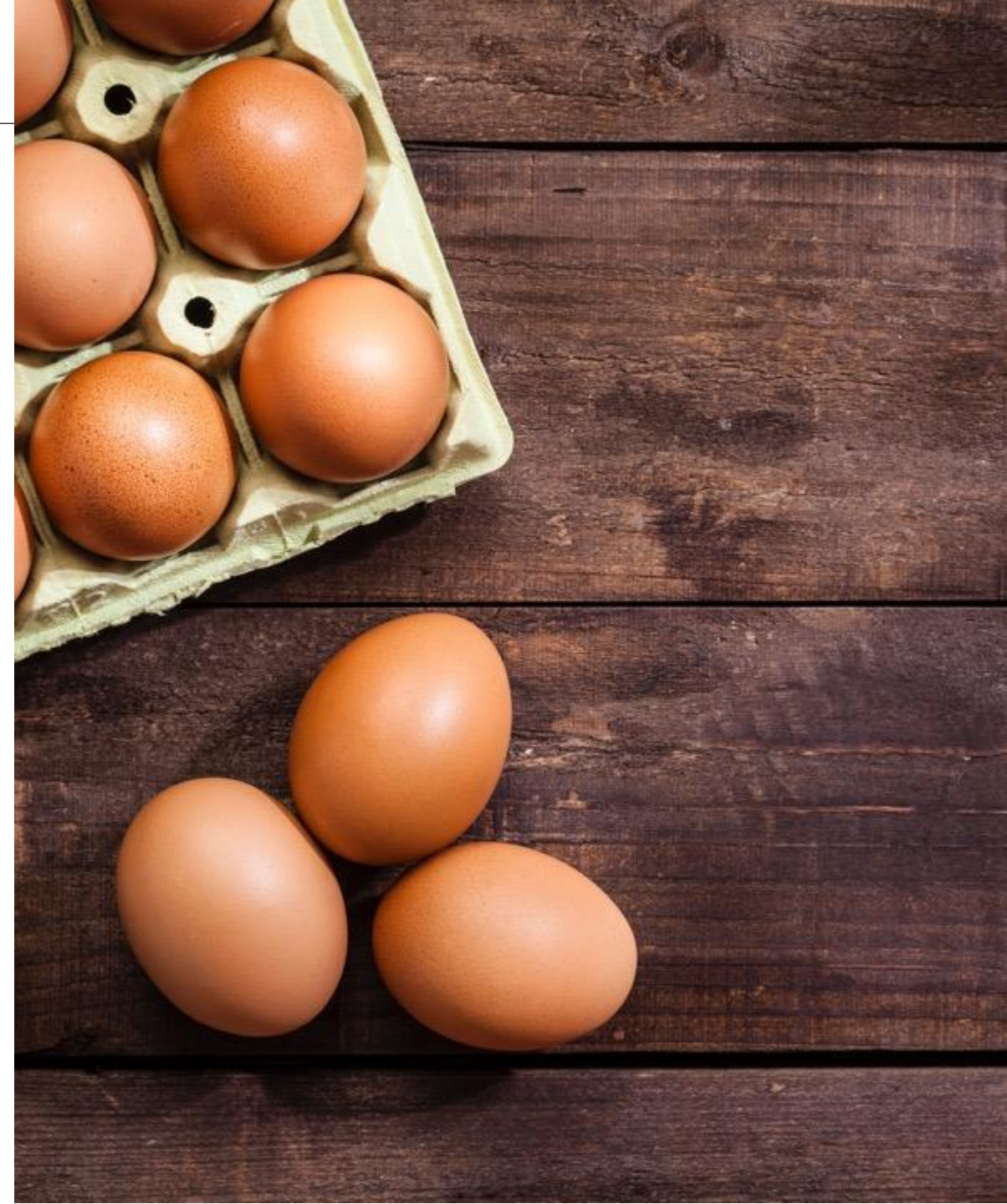
Est. annual savings, resulting from improved production

>\$10M

Est. savings in COGS

5 Days

To ingest 7+ ERP sources into digital twin, made possible via software-defined data integration





Global Industrial Manufacturer | Working Capital Optimization

CHALLENGE ⁰¹

Global industrial manufacturer was scrapping significant amounts of perishable material, costing \$10s of millions / annum. With hundreds of plants and 100,000+ products, the data needed to reduce this waste was spread across hundreds of data sets. It sought new technology that would enable supply chain analysts to make data-driven decisions about inventory reduction across its supply chain network

SOLUTION ⁰²

- Digital twin of the product lifecycle: Foundry integrates data to digitize flows of the product cycle — including granular information on actual production, equipment capacity, plant assets, and logistics costs.
- Granular inventory monitoring: Supply chain analysts gain near real-time visibility into daily production and inventory levels at each plant. Plants with excess inventory are flagged for review and action.
- Tracking intervention effectiveness: Operational workflows allow users to take action to alter production and inventory levels in ways that minimize scrap. The team continuously monitors the effectiveness of these strategies on scrap material levels to meet targets and improve future decisions.

IMPACT ⁰³

100,000

Products covered to optimize
inventory levels in global network

\$50M

Inventory management optimization
savings identified within weeks





AIRBUS | Accelerating Production & Building a New Revenue Stream

CHALLENGE ⁰¹

Airbus was looking to quadruple the production of the A350 aircraft without sacrificing its commitment to quality and safety. To meet its goal, it needed a way to more quickly react to unforeseen changes on the production line.

Each A350 is comprised of 5 million parts, and built by hundreds of teams, spread across four countries and more than eight plants. Following successful acceleration of the A350 and expansion to more than 20 use cases, Airbus and Palantir partnered in 2017 to revolutionize the aviation industry.

SOLUTION ⁰²

- **360° Data Integration & Processing:** Foundry integrated data on schedules, crew shifts, parts, deliveries and defects into a common system for all teams to guide planning and assist troubleshooting.
- **Decisions Simulation:** Airbus optimizes maintenance issues worth an estimated tens of billions of dollars. Foundry lets users test 100s of scenarios per day on live data and identify root causes within hours.
- **IoT Time Series Processing:** Foundry processes data at petabyte scale from thousands of sensor systems to identify manufacturing defects.
- **Skywise Industry Platform:** Skywise connects the industry's in-flight, engineering, and operations data in a secure ecosystem. It is a new revenue stream for Airbus, used by suppliers and over 100 airlines

IMPACT ⁰³

33%

Acceleration in the delivery of A350 aircraft

25K

Users on Skywise

\$850M

Est. revenue opportunity per annum from Skywise

\$1.7B

Est. cost savings per annum from Skywise





Medical Device Manufacturer | Powering Adaptive Sales & Marketing

CHALLENGE ⁰¹

As elective procedures re-approached operating volume in the rebound from the COVID-19 pandemic, a leading global medical device manufacturer found that the procedure mix at hospitals didn't resemble historical patterns.

The manufacturer sought to answer two key questions...

- 1) How can we generate new product demand forecasts that accurately reflect the new reality?
- 2) How do we most effectively prioritize sales and marketing efforts as facilities ramp up?

SOLUTION ⁰²

- Live Data Asset to Understand New Demand Patterns: Within two weeks, Sales Reps were capturing intelligence at the account level—such as which procedures were restarting when, and to what volume—across more than 2,500 customers. Foundry automatically mapped them to specific products to power decisions across the entire organization.
- Improved Account Visibility: A Foundry Account Inbox gave Reps guidance from their Managers, as well as all the latest account benchmarks and insights.
- Deploying Action Plans: Sales Managers and Business Unit Directors surfaced new commercial opportunities in Foundry, and deployed action plans across their lines of business, improving efficiency and implementation

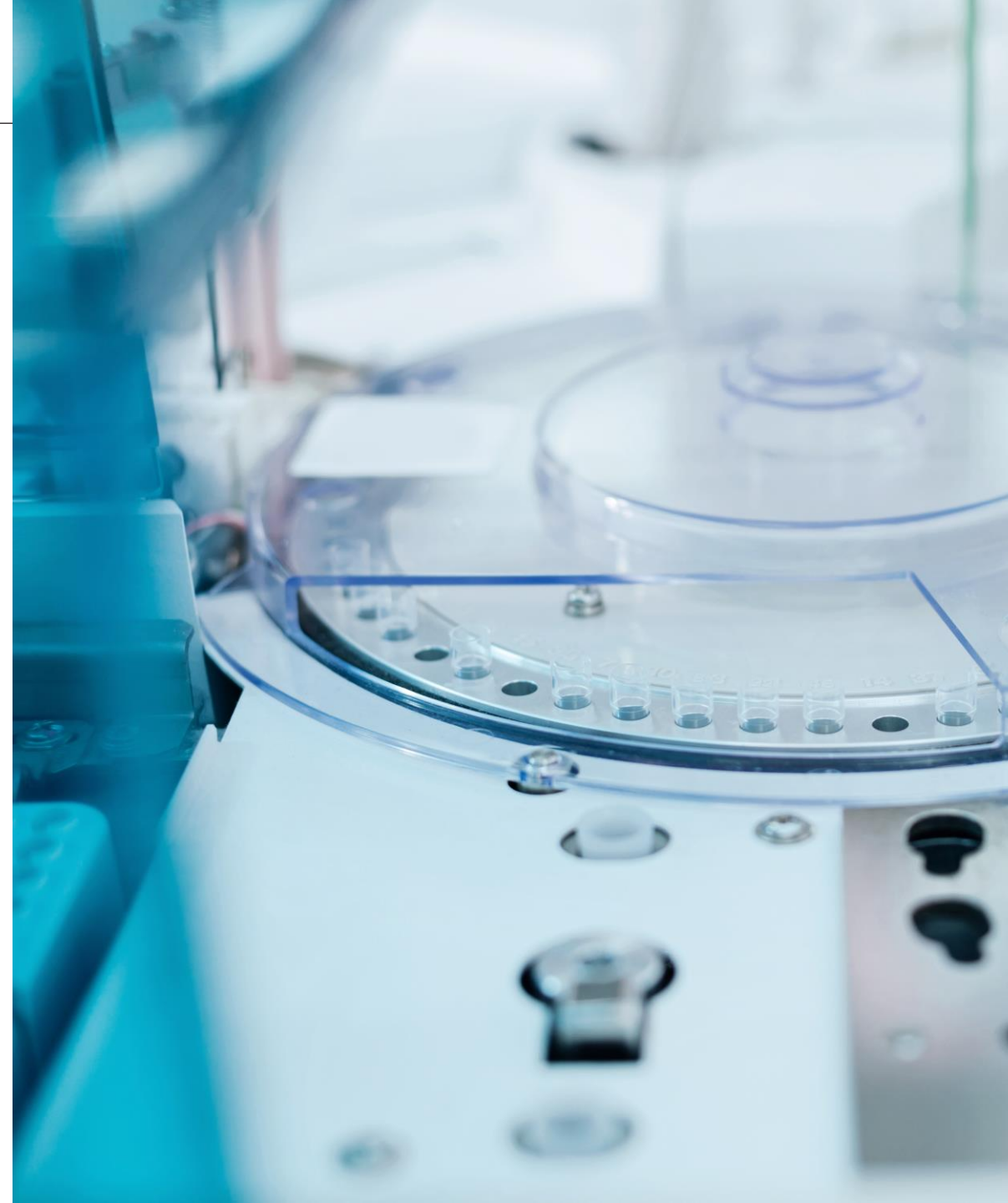
IMPACT ⁰³

\$5.5M

Sales opportunities surfaced
within 3 months

2,500

Customers where Sales Reps captured
data via account ramp up surveys





Global Energy Company | Speed to Savings with ERP Data

CHALLENGE ⁰¹

A global energy company is actively working to reduce \$2 billion in inventory costs by 50%. The data needed to achieve this goal, however, resides in more than five legacy ERP systems, preventing ongoing analysis and optimization of material orders across systems. Historically, preparing data for analysis has taken months, required teams of consultants, and driven up cloud costs

SOLUTION ⁰²

- Software-defined data integration automates ingestion from source systems: Foundry automatically ingests data, builds pipelines, and prepares data for analysis by mapping it to the enterprise Foundry ontology
- Code-free applications power decision making: Users visually identify and select source data – without knowledge of underlying tables. They then leverage out-of-the-box workflows to power analysis and action.
- Alerting workflow unlocks savings: With all ERP data in Foundry, an alerting workflow identifies surplus materials and flags when material orders at one plant can be met with existing surplus elsewhere. This workflow and others allow the business to dramatically reduce inventory expenses.

IMPACT ⁰³

\$50M

Approximate savings identified within two weeks

\$1B

Expected savings on annualized basis

80%

Reduced cloud costs

