# Solving for
# The Great Restructuring

**LTI**
Let's Solve

## L&T Group Our Rich Heritage

**$21Bn** Revenue

**80 years** of experience

**Engineering DNA**

**Long-term global relationships**

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## Challenging status quo and outperforming the market

**$2.1B** FY22 revenue

**10x** growth in market cap in 5 years

**Rated #1** competitor to traditional consulting firm

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## "Data is the new oil" – We are helping manufacturing customers drive value across the value chain

| | Operations Transformation | Tech Estate Modernization | Digital Transformation |
|---|---|---|---|
| **OFFERINGS** | • App & infra management service<br>• AIOps | • Data Platforms<br>• Cloud Transformation | • AI infused Enterprise<br>• Connected Everything |
| **VALUE DELIVERED** | **16%** Reduction in MTTR leveraging AIOps for a leading **energy storage company** | **40%** Cost Reduction through data-driven transformation for a **leading battery manufacturer** | **35%** Reduction in product downtime for a **leading elevator company** |
| | **$70Mn** TCO reduction leveraging next-gen ops for a leading **HVAC manufacturer** | **50%** Improved operational efficiency with automated dataflow for a leading **process manufacturing company** | **12%** Improvement in OEE for a **multinational power management company** |

# Why Snowflake

## Economics
- Pay for what you consume
- Continued innovation without any change in cost (increased value per credit)

## Productivity
- Ease of use
- Near Zero Administration
- Delivered as Service

## Concurrency
- Multi Cluster Compute - Workload Isolation
- No Resource Contention

## Scale
- Unlimited - Structured / Semi-Structured
- All Data in one place

## Elasticity
- Pay for what you use
- Instantly Scale Up/Down

## Performance
- Automatic clustering of data
- Elastic nature gives extra compute resource to load data faster

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# Modern Data Architecture with Snowflake's Platform

## MFG DATA SOURCES
- MES | PLM SYSTEMS
- ERP | CRM | ENTERPRISE APPLICATIONS
- LAB INFORMATION MANAGEMENT SYSTEMS
- INBOUND SUPPLY NETWORK | 3PL NETWORK
- MACHINE DATA | CONNECTED PRODUCTS
- DISTRIBUTION NETWORK

ETL, Streaming

**snowflake**

DATA ENGINEERING | DATA LAKE | DATA WAREHOUSE | DATA SCIENCE | DATA APPLICATIONS | DATA SHARING

- ELASTIC PERFORMANCE ENGINE
- INTELLIGENT INFRASTRUCTURE
- SNOWGRID

Google Cloud | aws | Azure

## MFG DATA CONSUMERS
- DATA MONETIZATION
- PLANT OPS REPORTING — OVERALL EQUIPMENT EFFECTIVENESS (OEE) | THROUGHPUT | COST OF QUALITY
- ESG & SUSTAINABILITY REPORTING
- REAL-TIME ANALYTICS — CUSTOMER 360 | SUPPLIER RISK ASSESSMENT | FORECASTING | PROCESS MONITORING
- DIGITAL THREAD

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# Solutions across the manufacturing value chain powered by Snowflake

| Sourcing & Procurement | Manufacturing Operations | Quality Operations | Supply Chain |
|---|---|---|---|
| Inventory, Distribution & Logistics Optimization | Operational & Supply Chain Innovation with IoT | | Inventory, Distribution & Logistics Optimization |
| | AI/ML-driven Modeling for Manufacturing & Production | Quality Control Optimization | |
| | Predictive Maintenance for Asset Utilization | | |
| | Security & Compliance Management | | |

# LTI + snowflake

## We are helping manufacturing customers on their journey from data to decisions

| ORGANIZE | WEAPONIZE | PERSONALIZE | MONETIZE |
|---|---|---|---|
| Managing diverse and high-volume enterprise data for insights | Setup right platform capabilities to enable AI & advanced analytics to enable new business capabilities | Maximize outcomes through experience driven interventions | Exploring revenue generation and cost optimization avenues by treating data as asset |
| Global Building Solutions Provider | Leading Battery Manufacturer | Global HVAC Manufacturer | Leading Elevator Manufacturer |
| Enterprise Data platform migration to cloud | Modernize the existing Data Analytics platform | Warranty analytics | Reinventing the Service based industry |
| Enable Advanced Analytics and AI / ML driven self-service capabilities | **40%** Cost Reduction achieved | **360°** view of warranty business | **35%** Reduction in elevator downtime |

## Fastest growing Emerging Global partner of Snowflake

| People | **600+ Associates** with project experiences | **250+ Associates** Snowflake certified (SnowPro), **15+ adv** architect | **POD as a Service Model** Readily Deployable resources pool | **Snowflake Academy** Re-skilling + Continuous learning |
|---|---|---|---|---|
| **Products** | **Spectra** Data logistics for multi-cloud **Snowflake ready technology** | **Optic + Aspect** Hub for all intelligence assets | **Refract** E2E Data Prep and ML Ops | **Lumin** True self-service – W5H |
| **Automated Playbook** | **PolarSled Strategize** Assessment of current system | **PolarSled Migrate** Mindful Migration to Snowflake | **PolarSled Govern** Snowflake Platform Optimize | **PolarSled Mesh** Dashboards to Data Products |
| **Unlocking Possibilities** | **Well Architected Assessments** | **Lab on Hire** R&D and PoC's | **Native Apps** Building Native Apps in collaboration with Snowflake | **40+ Projects** Large scale programs delivered across the globe |

## Globally recognized by Snowflake

snowflake **SERVICES PARTNER** ELITE

snowflake **SNOWFLAKE READY** TECHNOLOGY

snowflake **SNOWPARK ACCELERATED**

snowflake **INNOVATION PARTNER** OF THE YEAR AWARD

snowflake **GLOBAL GSI INNOVATION PARTNER** OF THE YEAR 2021

# Delivering outcomes across the manufacturing value chain

**40%**
reduction in Ops overhead by simplifying & accelerating to cloud-based solution (snowflake, Aws, Azure) by utilizing pre-configured, ready-to-assemble platform kit for a **leading battery manufacturer**

**$2.0M**
increase in parts sales revenue through insights from a prognostic solution that predicts the remaining useful life of **Batteries and Tires for a global automotive manufacturer**

**30%**
infra cost reduction achieved through transformation to Next Gen, fast paced, elastic, cloud-based Data Lake Platform for a **leading elevator manufacturer**

**30%**
TCO reduction achieved through the creation of One "Data Cloud" and accelerated TSA exit for **global energy company**

**30%**
Faster Data processing time and improved performance with snowflake cloud data architecture, dynamic SQL and creating semantic layer in snowflake for **Global O&G Midstream company**

**40%**
Reduction in IT spend achieved through design, development & implementation of Utilities Analytics platform on Snowflake in AWS cloud for a **Global Electric Company**

## LTI Canvas PolarSled simplifying journey to Snowflake Data Cloud

### Automation first approach towards whole Migration / Modernization value chain

**Canvas PolarSled**
**Strategize** ★★★

Intelligent **Cloud Migration Strategy & Design** to Snowflake
(Months to Days)

★ SmartAnalyzer
★ TCO Calculator
★ Architecture Framework

**Canvas PolarSled**
**Migrate** ★★★

**Mindful data migration and validation** to Snowflake data platform
(~60-70% Automation)

★ TableShift/ViewShift
★ CloudConvert
★ CloudUpload/ SmartValidate

**Canvas PolarSled**
**Govern** ★★★

Governance tool kit to help **sustain operations and optimize expenditure**
(~10-20% cost optimization)

★ Cost Estimation, Monitor & control
★ Health Check, Observability
★ Optimize Performance

**Canvas PolarSled**
**Mesh** ★★★

Mesh tools to accelerate Data Mesh Implementation
(~2X Faster Development)

★ MRAT
★ Self Service Infra Provisioning
★ Market Place & DataOps

## We have an established partner ecosystem

snowflake · aws · Microsoft Azure · Google Cloud · Fivetran · talend

MATILLION · Qlik Q · tableau SOFTWARE · dataiku · DataRobot

L&T A Larsen & Toubro Group Company