Palantir Foundry —For Combating Operational Complexities

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Palantir Technologies
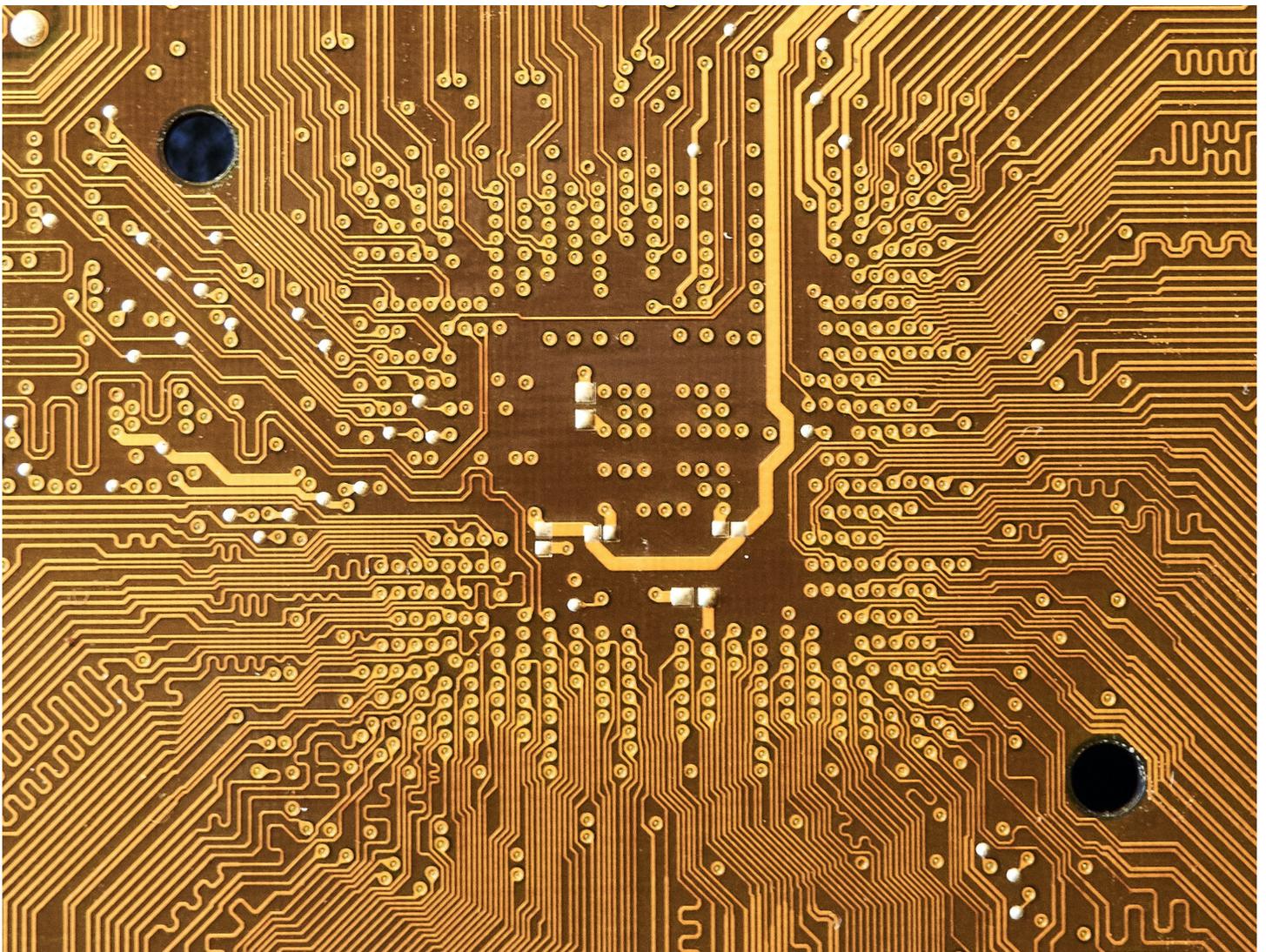## Combating Operational Complexities

Semiconductor Shortages ⟶

Merck KGaA, a supplier of chemicals that are used in semiconductor production, partnered with Palantir in a joint venture to create Athinia, a collaborative data ecosystem that helps to address some of the most important challenges in the semi-conductor space.
→ Read more in this [Yahoo article](#)

The goal is for Athinia to bring multiple materials suppliers, including rivals to Merck, together with semiconductor manufacturers and have them share, aggregate, and analyze data to unlock efficiencies. Palantir's big data expertise will ensure this data is kept private.
→ Read more in this [Seeking Alpha article](#)

Palantir CEO, Alex Karp, conducted an interview with Merck KGaA's Executive Board Member & Electronics CEO, Kai Beckmann, to discuss the joint venture and how this partnership will bolster the semiconductor space.
→ Learn more in this [YouTube video](#)

Supply Chain Disruption ⟶

Palantir Foundry is a platform used by many of the world's most important institutions to manage their end-to-end supply chains. As the operating system for the modern data-driven enterprise, Palantir is well suited to optimally run complex supply chains, both in the current environment and the uncertain future.
→ Read more in this [Foundry for Supply Chain Whitepaper](#)

Foundry comes pre-configured with out of the box workflows that empower supply chain professionals to solve their biggest problems.

Connect a spiderweb of interconnected Bills of Materials and allocate limited raw materials to their most valuable usage with the Clear to Build+ module.
→ Read more in this [Clear to Build+ whitepaper](#)

Mitigate the downstream effects of supplier shortages or production failures, and keep up with customer demand, by integrating S&OP and S&OE processes with Autonomous Planning and Execution (APEX).
→ Read more in this [APEX one pager](#)

Siloed Manufacturing Data ⟶

Some of the most recognizable global manufacturers use Palantir's Foundry platform to help solve business-critical challenges or accelerate key business ambitions. Foundry is empowering production decisions that help maximize yield, prevent downtime, and increase revenue.
→ Read more about [Foundry for Manufacturing](#)

⟶ **To request a demo of Palantir Foundry for your organization, reach out to business@palantir.com.**

SUPPLY CHAIN CASE STUDY

Optimizing Production by integrating ERP Data across Supply Chains

CHALLENGE [01]

→ A Fortune 100 CPG organization needed to integrate ERP data to understand how to improve production and optimize raw materials purchases.

→ Calculating profitability at a granular level required access to data across over 7 ERP systems.

→ Data preparation and analysis involved 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 over 7 ERP data sources to create a "digital twin" of the value chain, from supplier to customer.

→ Granular COGS & Profitability model (SKU level): The integrated digital twin enabled analysts to build a granular COGS and profitability model that determines SKU-level costs.

→ 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]

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

Up to $100M
Est. annual savings, resulting from improved production.

$10s of Millions
Est. savings in COGS.

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Manufacturing Impact

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Working Capital Optimization at a Global Industrial Manufacturer

CHALLENGE [01]

→ A global industrial manufacturer was scrapping significant amounts of perishable material, costing $10s of millions every year.

→ With hundreds of plants and over 100,000 products, the data needed to reduce this waste was spread across hundreds of data sets.

→ The manufacturer sought new technology that would enable supply chain analysts to make data-driven decisions about inventory reduction across its supply chain network.

SOLUTION [02]

→ <u>Digital twin of the product lifecycle</u>: Foundry integrates data to digitize the product cycle — including granular information on actual production, equipment capacity, plant assets, and logistics costs.

→ <u>Granular inventory monitoring</u>: 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.

→ <u>Tracking intervention effectiveness</u>: 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

Transforming Aircraft Manufacturing with Airbus

CHALLENGE [01]

→ Airbus was looking to quadruple the production of the A350 aircraft without sacrificing its commitment to quality and safety.

→ Each A350 is comprised of over 5 million parts, and built by hundreds of teams, spread across four countries and more than eight plants.

→ To meet its goal, Airbus needed a way to more quickly react to unforeseen changes on the production line.

→ Following successful acceleration of the production of the A350 and expansion to more than 20 use cases, Airbus and Palantir partnered in 2017 to revolutionize the aviation industry, launching the Skywise platform.

SOLUTION [02]

→ <u>360º Data Integration</u>: Foundry integrated data on schedules, crew shifts, parts, deliveries, and defects into a single pane of glass for all teams to guide planning and assist troubleshooting.

→ <u>Decisions Simulation</u>: 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.

→ <u>IoT Time Series Processing</u>: Palantir processes data at petabyte scale from thousands of sensor systems to identify manufacturing defects.

→ <u>Skywise Industry Platform</u>: Skywise connects the industry's in-flight, engineering, and operations data in a secure ecosystem. It is used by suppliers and over 100 airlines.

IMPACT [03]

33%
Acceleration in Delivery of A350 Aircraft

25,000+
Users on Skywise platform

$850M
Revenue opportunity per annum from Skywise platform (ind. third-party estimate)

$1.7B
Est. cost savings per annum from Skywise platform (ind. third-party estimate)

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Palantir Technologies
Impact Across Industries

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

OUR HISTORY

→ Founded in 2003 and started building software for the intelligence community in the United States to assist in counterterrorism investigations and operations.

→ Later began working with commercial enterprises, who often faced fundamentally similar data challenges.

→ Palantir employs 3,200+ people worldwide, most of whom are computer scientists and engineers.

OUR CLIENTS INCLUDE

bp · DOOSAN · SANOFI · MERCK · CREDIT SUISSE · PG&E · AIRBUS · Ferrari · Anheuser-Busch · wejo · FCA FIAT CHRYSLER AUTOMOBILES

OUR IMPACT — ACROSS REGIONS [+] INDUSTRIES

North America
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Denver
Palo Alto
New York
Los Angeles
Washington DC
Seattle
Ottawa

Europe & Middle East
→
London
Paris
Copenhagen
Munich
Oslo
Stockholm
Zurich
Tel Aviv
Abu Dhabi

Asia & Pacific
→
Tokyo
Canberra
Sydney
Wellington

AVIATION ↘

Enabled Airbus to accelerate A350 production by 33% and identify $1.7B+ per year in cost savings.

OIL & GAS ↘

Empowered an Energy Major to deliver 30,000+ additional barrels per day and generate $1B of additional revenue opportunity.

COVID-19 RESPONSE ↘

Drove UK PPE efforts, hospital operations, and NHS vaccinations.

EMERGENCY AID ↘

Helped enable emergency non-combatant evacuation operations for Afghanistan.

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