



KONGSBERG

# KONGSBERG

SIM CONNECT – VANCOUVER

JUNE 14, 2017

# SIM CONNECT VANCOUVER, CANADA



KONGSBERG

SAFETY MOMENT

AGENDA OVERVIEW

Q&A AND MEETINGS

BUSINESS AREAS

SUMMARY



# Our Kongsberg Sim Connect Team

## ***Onsite at the Pinnacle***

- Stephen Kelly                      Area Sales Manager
- Leif Pentti Halvorsen      Product Manager, Engine & Cargo / Ballast
- Leif Eric Arneson              Product Advisor, K-Sim Navigation
- Clayton Burry                  President, Kongsberg Digital Simulation Ltd.
- Erik Bentley                      Customer Service Manager
- Nader Riahi                      President, Kongsberg Mesotech
- Konrad Mech                    Director of Sales & Marketing, Kongsberg Mesotech

## ***Behind the Scenes***

- Mette Gjertsen                  Administrative Coordinator (Horten)
- Sophia Heyniger                Administrative Assistant (Groton)
- Anne Voith                        Marketing Manager (Horten)

# Program

08:30	Welcome Address & Introduction: Clayton Burry, President, Kongsberg Digital Simulation Ltd.
08:45	K-Sim Engine & K-Sim Cargo: Leif Pentti Halvorsen, Product Manager, Kongsberg Digital
09:30	K-Sim Navigation and K-Sim Offshore: Leif Eric Arneson, Product Advisor, Kongsberg Digital
10:15	Nutrition & Networking Break
10:30	Guest Presentation: Capt. Philip McCarter, Associate Dean, Marine, BCIT
11:00	Guest Presentation: Brian Young, Director, Marine Operations, PPA
11:30	Guest Presentation: Garland Hardy, President, Lantec Marine Inc.
12:00	K-Sim Support: Clayton Burry, President, Kongsberg Digital Simulation Ltd.
12:30	Lunch
14:00	Customer Site Visit & Simulator Tours: BCIT Marine Campus
16:30	End

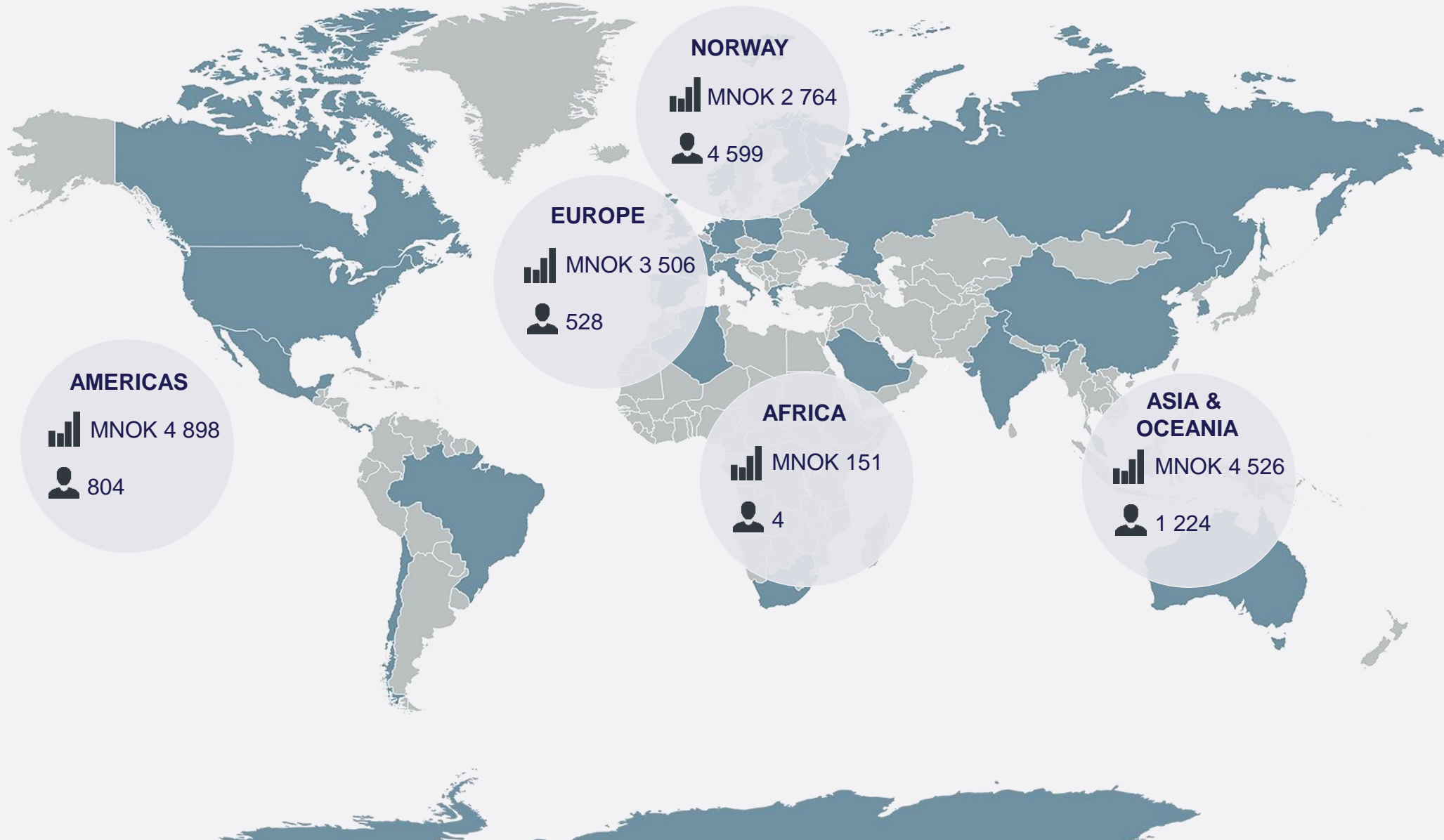


# 203 YEARS OF TECHNOLOGY INNOVATION



*From deep sea to outer space*

# OUR GLOBAL BUSINESS SYSTEM







KONGSBERG



PROVIDING ADVANCED SOLUTIONS FOR  
EXTREME PERFORMANCE UNDER  
EXTREME CONDITIONS



# OUR INDUSTRIES



## DEFENCE

Modern product portfolio with world leading positions in defence and aerospace niches



## SPACE & SURVEILLANCE

Niche products and solutions to the entire value chain; from launch to data download services



## SEABORN TRANSPORTATION

Scalable automation and control, safety, energy management, navigation and cargo handling solutions



## OFFSHORE, OIL & GAS

A global supplier of integrated automation and control systems and engineering services



## INDUSTRIAL DIGITALIZATION

Staying ahead of the curve on industrial software solutions for efficient operations



## SUBSEA TECHNOLOGY

Marine robotics and underwater sensor systems for naval applications, fishery, offshore operations and underwater science





KONGSBERG

TRANSPORT

CLIMATE CHANGE

TECHNOLOGY IS THE  
MAIN DRIVER FOR SOLVING OUR  
SUSTAINABILITY ISSUES

THE OCEANS PLAY  
A KEY ROLE

ENERGY

FOOD

DEFENCE AND  
SECURITY



# STRONG VALUE BASED CULTURE



DETERMINED



INNOVATIVE



COLLABORATIVE



RELIABLE

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WORLD CLASS – THROUGH PEOPLE, TECHNOLOGY AND DEDICATION



# KONGSBERG – A DIVERSIFIED COMPANY



## KONGSBERG MARITIME

*Global market leader within offshore, subsea and merchant marine applications*

- Dynamic positioning
- Integrated automation and control systems
- Hydroacoustic technologies
- Solutions for sustainable fisheries
- Autonomous underwater vehicles, underwater robotics



## KONGSBERG DEFENCE SYSTEMS

*Modern product portfolio in growing defence and aerospace niches*

- 5<sup>th</sup> generation strike missiles
- Air defence
- Command & control systems for land and naval applications
- Complex lightweight structures for the F-35
- Tactical communication
- Space technologies, satellite services and surveillance



## KONGSBERG PROTECH SYSTEMS

*Unrivalled global market leader in remote weapon stations*

- PROTECTOR RWS
- PROTECTOR MCT-30 Medium Caliber Turret
- Other specialized remote weapon stations



## KONGSBERG DIGITAL

*Provider of next generation digital solutions to customers within maritime, oil & gas, and renewables & utilities*

- Oil and gas software
- Maritime simulation
- Renewables and utilities
- Digital Platform
- Group Digital Center of Expertise



KONGSBERG

## KONGSBERG DIGITAL



*Optimization and predictive  
big data solutions*

Software and services

Maritime simulation

KONGSBERG Information  
Management System

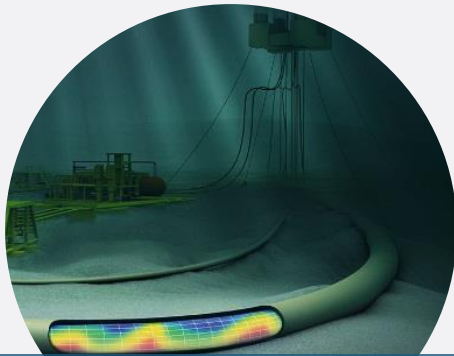
Offices in Norway, USA, India,  
Canada and Russia

500 employees

Revenues 800 MNOK



# MARKETS



OIL & GAS



RENEWABLES  
& UTILITIES



MARITIME  
SIMULATORS



DIGITAL PLATFORM



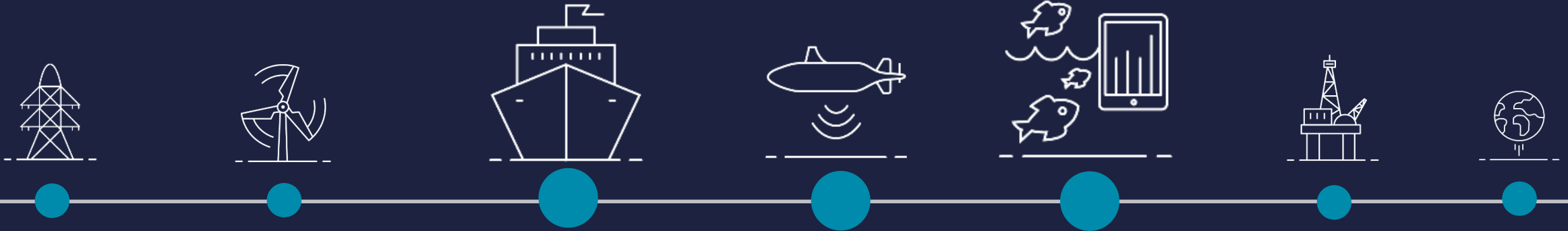


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# digital in maritime



# Kognifai – for the maritime industry



maritime

open digital platform ecosystem





# Applications

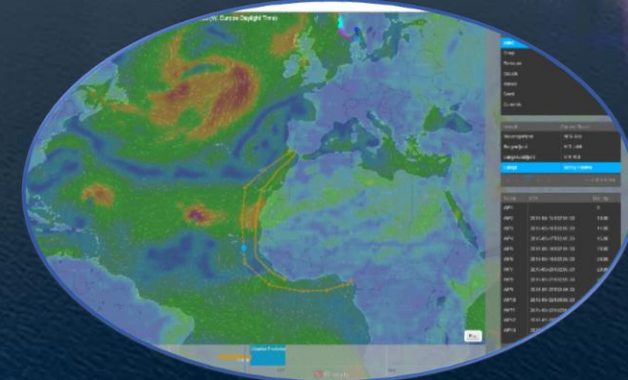
Condition Monitoring



Remote Services



Vessel & Fleet Performance





# capturing data value



KONGSBERG







KONGSBERG

cybersecurity

kognif ai





KONGSBERG

open  
secure  
ecosystem

kognif ai



# 「DISRUPTION」



**Automation of  
knowledge work**



**Energy storage**



**The Connectivity  
of Things**



**Advanced materials**



**Advanced robotics**



**Advanced O&G  
exploration and recovery**



**Autonomous and near-  
autonomous vehicles**



**Renewable energy**

# DIGITAL DISRUPTION





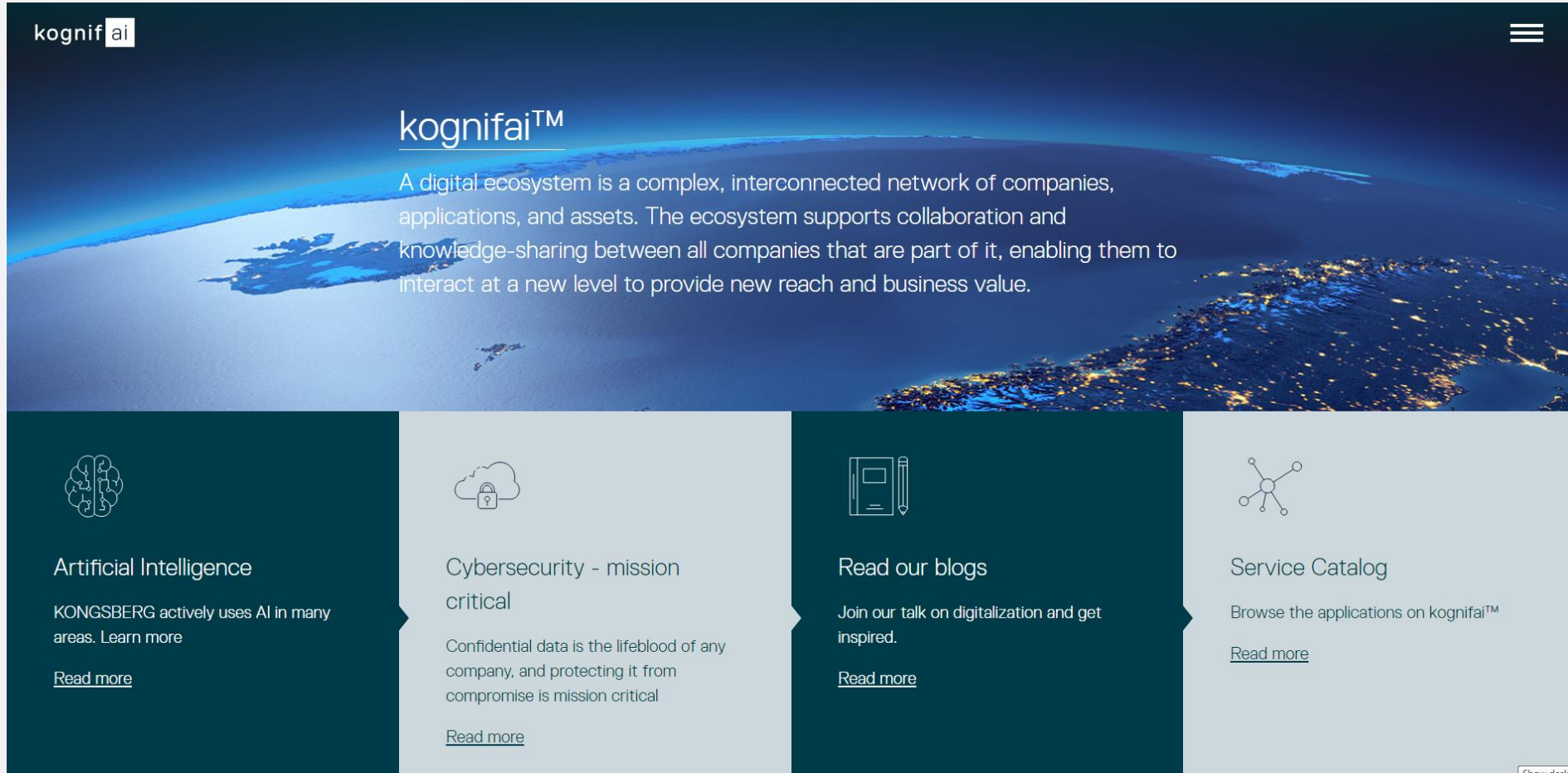
# Digital Disruption

ubiquitous “anywhere, anytime” learning

classroom based learning



# Our website



## Apps and solutions

Browse through the catalog to find smart data-driven apps and solutions for your industry. All listed apps are certified to be part of the Kognifai ecosystem.



MARITIME AND OFFSHORE



SUBSEA



FISHERIES



OIL AND GAS PRODUCTION



DRILLING AND WELLS



RENEWABLES



UTILITIES



OTHER INDUSTRIES

## FEATURED





KONGSBERG

# KONGSBERG DIGITAL

Long Term System Support Program (LTSSP)





# | K-Sim Support & Long-Term System Support Program (LTSSP)



# What we offer



KONGSBERG

	LTSSP levels*		
Services Included:	Basic	Priority	Premium
24/7 global phone support	fee based	Included	Included
Access to a Customer Web Portal	Included	Included	Included
Online tracking of reported support requests	included	Included	Included
Free attendance at KONGSBERG's User Conference		2 persons	2 persons
Assigned service technician		Included	Included
Remote assistance & diagnostics		Included	Included
Emergency escalation procedure		Included	Included
Guaranteed availability of spare parts		Included	Included
Spare part discount		Included	Included
Scheduled on-site visit			Optional
On-call visit			Optional
Simulation system software update			Optional
PC hardware update			Optional
Extended hardware warranty			Optional
Scheduled training			Optional
3rd party system software update			Optional
System extensions and upgrades			Optional





## Follow The Sun Customer Support Concept

- 24 hours online-support across time-zones
- Front-end service coordinators at K-Support Centres in Norway, Singapore and New Orleans, US
- Better availability and reduced response time
- More efficient support

**Local CST - Victoria**

# Worldwide Support



# Groton Production Facility





# Made Right Here in the Americas...



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# Simulation CSD

- Global morning meetings
- CRM – our history box
- Service planning
- Troubleshooting & test
- Release testing
- Internal interaction



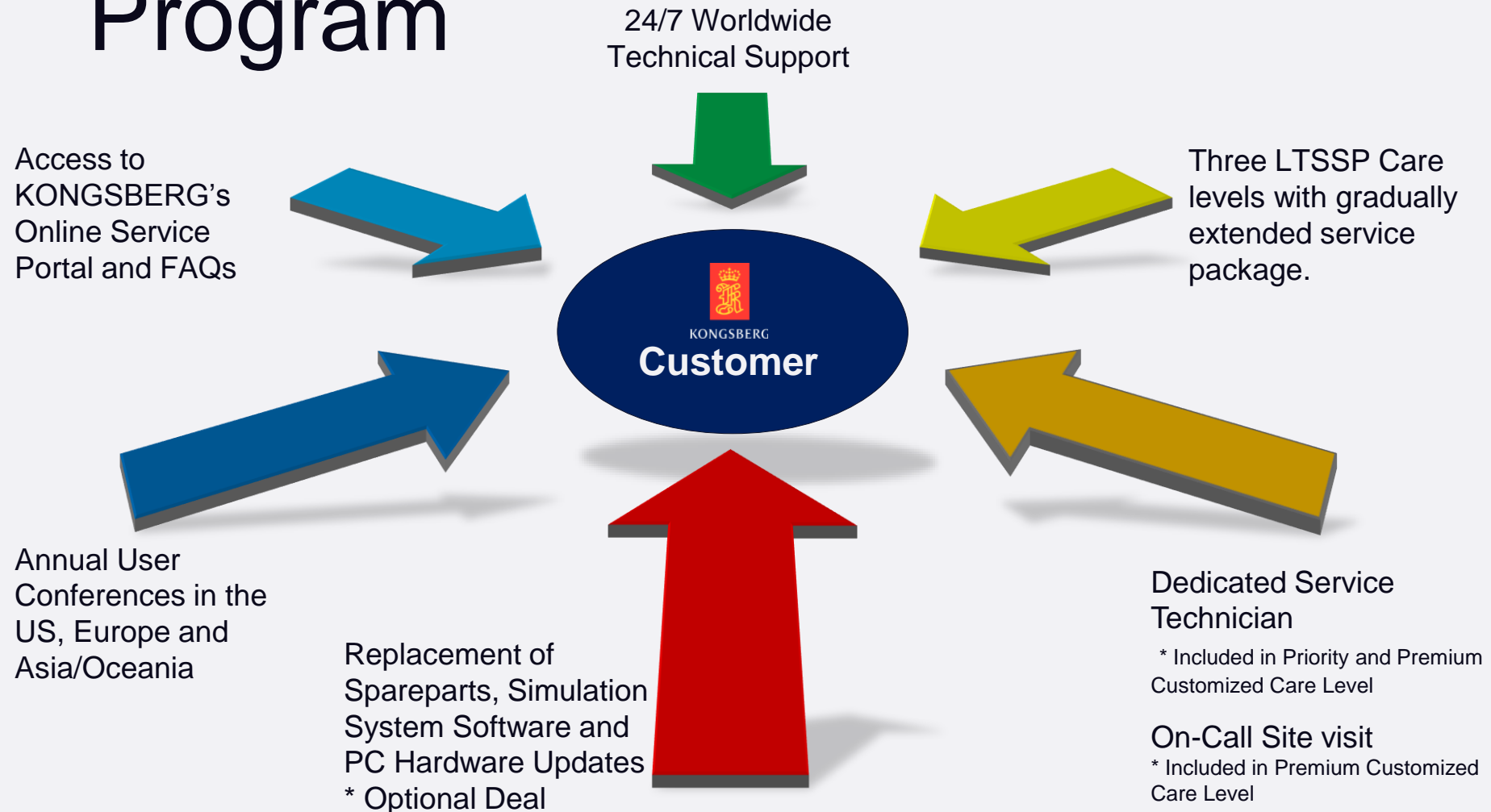


# Our Service Organization

- Norway
- Holland
- Spain
- Singapore
- Americas
- India



# Long-Term System Support Program







### **Service and Upgrade that pays!**

Investing in a LTSSP ensures that your simulation system is always current, operating at peak capacity and provides the assistance you need, in order to deliver the best simulation training available!

We offer you a world-class system support program with three care levels:

- Basic Care
- Priority Care
- Premium Customized Care





# KONGSBERG UC2017

INT. MARITIME SIMULATION USER CONFERENCE  
FOR KONGSBERG DIGITAL CUSTOMERS & PARTNERS

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THE HAGUE, THE NETHERLANDS - SEPTEMBER 26-28, 2017

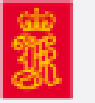


# When in Vancouver....





# When in Vancouver....



KONGSBERG





# | Time for lunch break.....



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