Technology post Covid-19

Jens Rugseth

BACKGROUND

Jens Rugseth

Entrepreneur – 35 years experience in building successful companies across 50 countries

Entrepreneur

Founder, initial investor or board member in more than 50 companies over the years
Examples: HøyskoleData AS, Mnemonic AS, Basefarm AS, Link Mobility AS, Crayon Group ASA, Sikri AS, TechStep ASA

Investor

Investments through Karbon Invest AS – Property, Equity and Publicly traded Stocks

Management Experience

- CEO in Høyskoledata AS, Skrivervik Data AS, Cinet AS, Ark ASA and Getronics AS
- CEO in Crayon from inception until 2016

Current Board Experience

- Chairman of the Board in Link Mobility AS, Crayon Group ASA, TechStep ASA, Sikri AS
- Chairman/Member of the board in various other smaller companies

Value Creation

- Transaction value of more than NOK 30 billion through Trade sale, IPO or Private placements from companies co-founded

Crayon

2020 Crayon Key Accomplishments

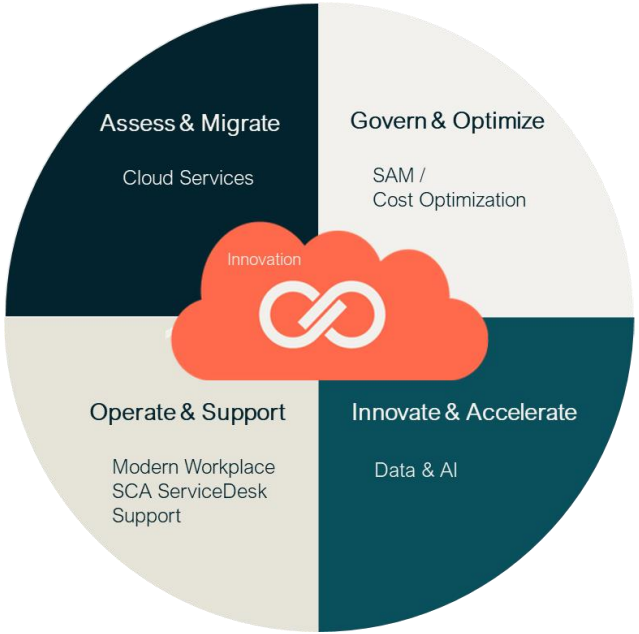
- Four record-breaking financial quarters. Delivered revenue growth of 44% YoY in 2020, from ***NOK 13.6bn*** in 2019 to ***NOK 19.6bn***
- Numerous significant public sector wins
  - USD 100 million in the Philippines
  - EUR 140 million in the Netherlands
  - Multi-million USD deals in Finland, US, Sweden, Germany, France etc.
- Ended the year with more than 58.000 customers and more than 3000 partners
- Expanded our AI Center of Excellence to deliver more world-class solutions globally
- Completed several strategic acquisitions including Sensa, Navicle and Winc
- Signed strategic agreements to strengthen our partnership with AWS and Workplace from Facebook
- Being two of the four companies named as Leaders in the Gartner Magic Quadrant for SAM Managed Services

Gartner
Magic Quadrant

Crayon

2021-2023 Key Growth Drivers

- Almost everything will need to run somewhere
- Hybrid means means a mosaic of solutions and places
- From a «Reduced No. of vendors» to «solution trumps vendor choice»
- Does it move? – Digitize it
  - Machine learning and AI has no boundaries
- Management, Security & support
  - You will need to manage everything (cloud and solutions) or your IT-cost will explode



For Crayon, ML, AI & Hybrid Cloud means $$$$

Crayon

CLOUD ECONOMICS

Aeroflot

Aeroflot is the leader of Russian national aviation, the de facto national airline

The challenge:

- Since effective cloud cost management requires specialized knowledge and expertise, Aeroflot required assistance in identifying potential opportunities to optimize costs and eliminate cloud cost overruns.

The solution:

- Crayon delivered a cloud economics service. Based on the data obtained, potential annual savings were identified, which amounted to 30% of the estimated costs of Aeroflot over the next 12 months.

https://www.crayon.com/resources/case-studies/aeroflot/

DATA & AI

Pavement inspection and monitoring

A global ISV provider for landmark inspection wanted to automate the pavement defect detection

The challenge:

- Manual inspection of pavement (e.g. parking lot) is time consuming, biased and sometimes only limited access is possible.
- Automating this process is a difficult task, due to oclusions, shadows and noise in the images (e.g. road signs).

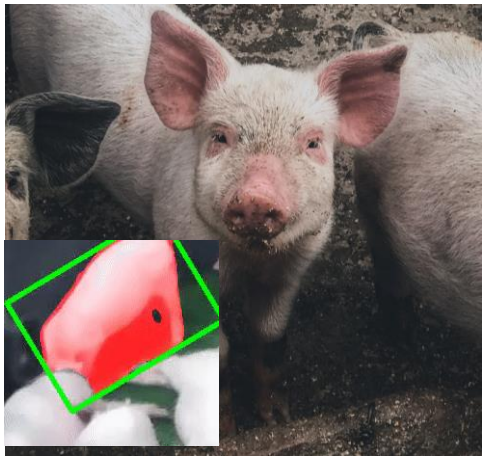
The solution:

- Developed an AI solution using imaging data collected from drones and applying Computer Vision and ML to automatically detect pavement defect.
- The solution should support experts in the decision-making process.
- Reduced time in pavement inspection, while increasing coverage of analyzed area.
- Increased accuracy and objectivity due to AI solution.

DATA & AI

Pig Weight Estimation

A leader in livestock and meat production wants to improve efficiency of pig farms



The challenge:

- Measuring the weight of the pig is currently manual, involves a lot of resources and is highly inaccurate.
- Increased pig stress during measurements which affects the eating habits.

The solution:

- Improve efficiency and productivity of pig farms by automating the pig weight estimation during the growth stage.
- Use Computer Vision algorithms to identify and track pigs.
- Estimate pig weight based on imaging data using Machine Learning.
- Reduced pig stress, maintained eating habits towards target growth rate.
- Efficient meat production.
- Reduced staff costs by 50%, increased profits up to 15%.


Q&A