



Left to right: Yngvil Åsheim, Managing Director, BW LNG; Captain Rajesh Unni, Co-CEO, Alpha Ori Group; Hege Skryseth, President, Kongsberg Digital

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## **Kongsberg Digital, BW LNG and Alpha Ori sign strategic digitalization partnership**

Kongsberg Digital, BW LNG and Alpha Ori Technologies have signed a strategic digitalization partnership to realize digital capabilities that enhance efficiency and reduce the environmental footprint of LNG carriers (LNGCs) and floating storage and regasification units (FRSUs). The agreement encompasses several projects, including utilizing a common data management platform and developing a maritime digital twin and digital processing models to facilitate operational excellence.

The aim of the partnership is to enable the acceleration of technologies needed for future-ready LNG carriers and FSRUs by leveraging Kongsberg Digital's data infrastructure technology, Vessel Insight, together with Alpha Ori's SMARTShip™ digital applications and BW's operational expertise and assets for piloting a maritime digital twin and a real time decision support system.

*"We are very pleased to announce this strategic partnership between two maritime strongholds: digital and industrial," says Hege Skryseth, President of Kongsberg Digital and EVP KONGSBERG. "The goal of this partnership is to lead the way in the industry through reducing emissions and proving operational excellence through digitalization. Kongsberg Digital is also looking forward to developing the world's first comprehensive maritime digital twin, leveraging our digital twin expertise, data infrastructure, Vessel Insight, our digital platform Kognifai, and our maritime simulators."*

*"BW LNG is excited to further strengthen our relationship with Kongsberg and Alpha Ori through this partnership," adds Harald Martin Myhre, Head of IT and Digitalization at BW LNG. "We're confident that these digitalization initiatives will help close the information gap between ship and shore and empower us to be more data-driven in our decision making. By supplementing our extensive operational experience with well-managed data and algorithms we can create more value for all our stakeholders – increasing the safety of operations, reducing emissions to the environment, and reducing operating costs for our customers."*

Rajesh Unni, Co-CEO Alpha Ori Technologies, concludes: *"Alpha Ori is excited to bring the power of cutting-edge technologies (i.e. artificial intelligence and machine learning) through our digital applications to LNG end users and beyond. Our customers have seen outstanding results through digitalization in improving fleet operational efficiencies, fuel savings and decarbonisation. We strongly believe in partnerships and in building synergies, thereby creating enhanced value to the asset owners. The coming together of BW LNG, Kongsberg Digital and Alpha Ori will surely set a leading example of what can be achieved by collaborating with the right partners."*

## **Maritime Digital Twin**

A pilot project has been established to develop and test a maritime digital twin, aimed at promoting operational excellence, reducing emissions and costs, and increasing safety. The maritime digital twin will be developed for

the BW Magna FSRU, utilizing the Vessel Insight data infrastructure, Kognifai digital platform and maritime simulators from Kongsberg Digital, as well as value-adding expert applications from Alpha Ori. The pilot will aim to illustrate an example of the benefits of digitalization for the industry.

### **Vessel Insight infrastructure, AlphaOri applications**

Alongside the pilot project, Alpha Ori and Kongsberg Digital have agreed to enable the integration of Vessel Insight with Alpha Ori applications and the common offering of such integrated services to customers worldwide. This means customers of Vessel Insight will get complete access to all Alpha Ori applications and Alpha Ori will continue developing excellent, user-centric applications while Kongsberg Digital enables access to complete, contextualized data from vessels.

The partners will start working on the aforementioned projects immediately.

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**KONGSBERG DIGITAL**

*Kongsberg Digital, a subsidiary of KONGSBERG, is a provider of next-generation software and digital solutions, to customers within maritime, oil and gas, and renewables and utilities. The company consists of more than 500 software experts with leading competence within the internet of things, smart data, artificial intelligence, maritime simulation, automation and autonomous operations. Kongsberg Digital is the group-wide center of digital expertise for the KONGSBERG group.*

[www.kongsbergdigital.com](http://www.kongsbergdigital.com)

**KONGSBERG**

*KONGSBERG (OSE-ticker: KOG) is an international, leading global technology corporation delivering mission-critical systems and solutions with extreme performance for customers that operate under extremely challenging conditions. We work with nations, businesses and research environments to push the boundaries of technology development in industries such as space, offshore and energy, merchant marine, defence and aerospace, and more. KONGSBERG has about 11,000 employees located in more than 40 countries, creating a total revenue of NOK 25.6bn in 2020.*

**BW LNG**

*BW LNG creates floating solutions for LNG to support progress to a low carbon society. Today we own and operate a fleet of 30 LNG carriers and Floating Storage and Regasification Units from our offices in Oslo, Singapore, Beijing, Manila, Mumbai, Rio and Houston. We are constantly looking for new solutions to serve our customers and society, all the while striving for Zero Harm to people and the environment.*

*BW LNG is a part of BW Group, a leading global maritime company involved in*

*shipping, floating infrastructure, deepwater oil & gas production, and new sustainable technologies. Founded in 1955 by Sir YK Pao, BW controls a fleet of over 420 vessels transporting oil, gas and dry commodities, with its 190 LNG and LPG ships constituting the largest gas fleet in the world. In the renewables space, the group has investments in solar, wind, batteries, biofuels and water treatment.*

### **Alpha Ori**

*Alpha Ori Technologies (AOT) is a B2B Technology company headquartered in Singapore with overseas product development offices in India and the United States. Alpha Ori's vision is to digitally enable all floating enterprises with cutting edge technologies – IoT, Machine Learning and Cloud-based Big Data science – to drive remote operations, enhance operational efficiency and achieve the highest levels of safety on board ships. Alpha Ori's SMARTShip™ digital platform with AI enabled applications is a highly successful product in the shipping industry and is known for enabling fuel savings, predictive maintenance, hull efficiency etc.*