ZYLTER *TECH SEEKER* DEVELOPMENT + ADOPTION SUPPORT

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Capability Brief

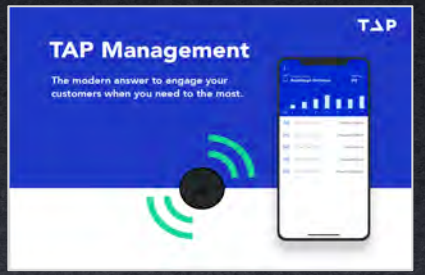
Zylter puts emerging technology *to work* in industry

We work with a range of emerging technologies to develop and expand field-ready tech solutions:

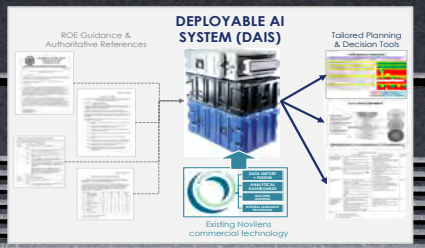
Unmanned Aerial Vehicles / Drones

Autonomous Ground Vehicles

Extended Reality



IoT / Connected Devices



Artificial Intelligence & Machine Learning

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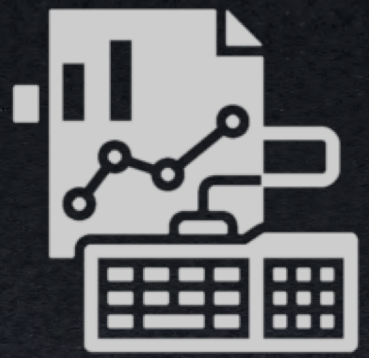
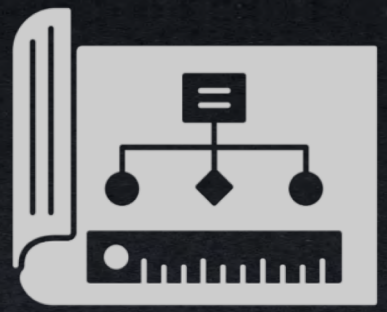
We are tech adoption experts that connect *Tech Builders* and *Tech Seekers* through…



ANALYSIS

Systematic and investor-focused research to identify, assess and prioritize your tech needs or markets.



STRATEGY

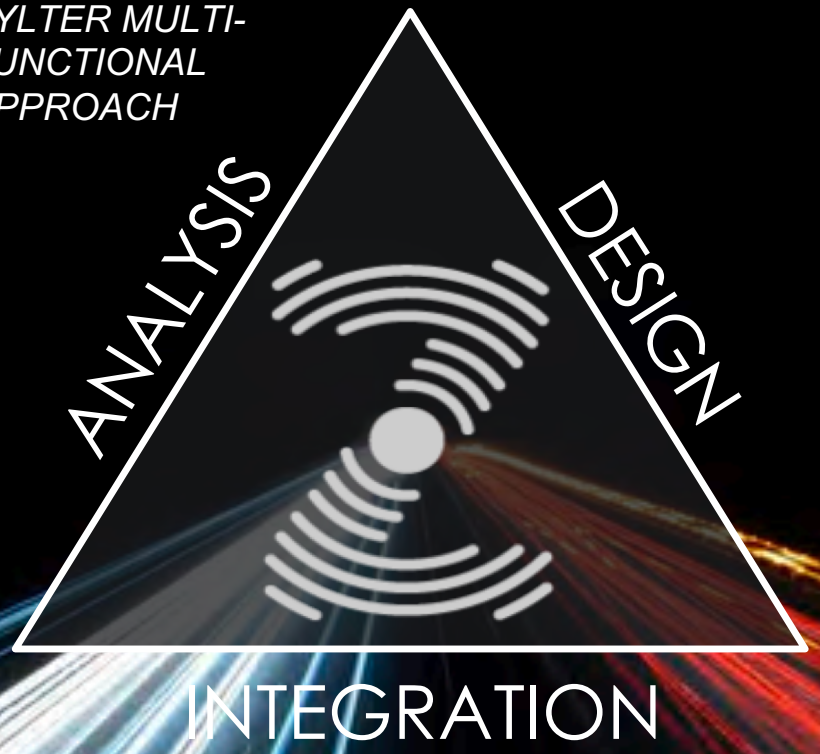
Design and guiding of long-term planning, growth and execution for commercial technology development and adoption.

IMPLEMENTATION

Project management and organizational C-Level support to create, launch and expand your tech solutions.

OUR PASSION: Addressing industrial needs through adoption of emerging technologies

ZYLTER MULTI-FUNCTIONAL APPROACH



We are passionate about putting emerging technologies *to work* in industry. We understand both the technology and its implications for operations.

Our multi-functional approach enables companies to develop, find and adopt emerging technologies that work for their complex operations.

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OUR APPROACH: Developing emerging tech use cases

Organizations use technology as part of sociotechnical systems (STS) that drive the need for and impacts of effective tech solutions.

1. EMERGING TECHNOLOGY
2. TASKS + PROCESSES
3. ORGANIZING STRUCTURE
4. USERS / WORKFORCE
5. OPERATING ENVIRONMENT

Zylter Sociotechnical Systems (STS) Approach for Industrial Tech Adoption

Zylter provides expertise, experience and approach to systematically understand and address each STS use case.

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OUR MISSION: To connect *Tech Seekers* with *Tech Builders* to address strategic use cases

Tech Seekers

Innovative commercial and Governmental organizations seeking tech-focused solutions to improve operations and address strategic opportunities.

Zylter provides *Tech Seekers* expertise and a systematic approach to:

- ✓ Identify / assess technology options
- ✓ Identify and prioritize solution requirements
- ✓ Develop an implementation strategy
- ✓ Address long-term impacts for workforce and organization

USER-SPECIFIC TECH APPLICATION

Based on a detailed sociotechnical system (STS) use case

Tech Builders

Growth companies seeking to design, develop and scale innovative tech solutions for industrial and defense applications.

Zylter helps *Tech Builders* by providing expertise and support:

- ✓ Identify and assess market opportunities for core tech solutions
- ✓ Identify and address key application requirements
- ✓ Solution development strategy and support
- ✓ Create infrastructure and processes for long-term growth

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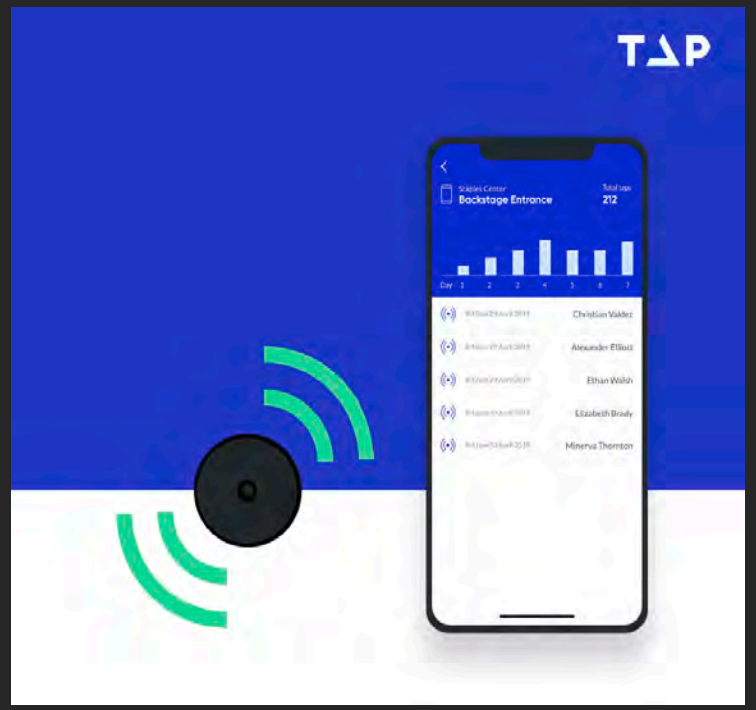
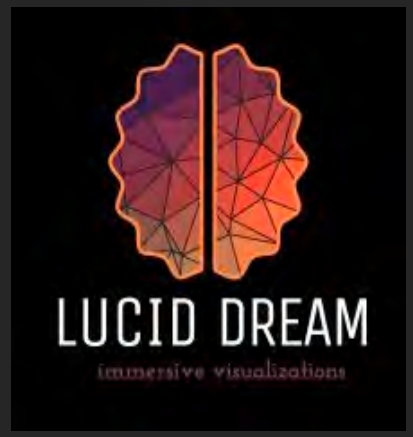
OUR WORK: Zylter clients + partners





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OUR CAPABILITIES: Key expertise + capability areas

Business & Product Strategy

Our Chief Strategy Officer (CSO) and Strategic Implementation Team (SIT) resources provide cross-functional expertise to guide sustained emerging tech strategy development, implementation and support.

Innovation Strategy

We have significant experience helping design, implement and support innovative solutions *Tech Seekers* to improve operations and address new opportunities. Our approach is built on a clear methodology, domain experience and technical expertise.

User Requirements

Our user researchers work along side our strategists and designers to identify insights that inform the design process from the perspective of the end user through both Quantitative and Qualitative research.

Technical Requirements Analysis

Through years of industrial technology assessments and product development we have development resources and methodologies to identify and prioritize solution requirements. These resources and experience enable us to develop product strategies based on rigorous analysis and deep understanding of the industrial use case.

Operating Environment Analysis

Through our field experience and expertise we understand the implications of operating conditions for technology design and employment. We send cross-functional to the field for structured assessment of your operational environment and identify key implications for solution design.

Technology Scouting + Assessment

We provide analysis and frameworks to systematically identify, evaluate and map technology-based solutions. This analysis enables our *Tech Seeker* clients to visualize available technology solutions and understand their implications for operations.

Solution Design

We lead design sprints and focused events to apply information from analyses and subject-matter expert input. Our design process guides systematic identification, assessment, refinement and documentation of solution design for prototyping, implementation and iteration.

Solution Prototyping & Testing

Our teams apply outputs from requirements analysis and solution design input to develop solution prototypes for high-fidelity user testing and iteration. These prototypes include mock-ups, wire-frames and fully functional prototypes.

Proposal + Tender Development

We have significant experience finding, assessing and designing compelling responses to Government nad commercial tenders or requests for proposals (RFPs). Proposal development includes detailed task execution planning, cost analysis and final proposal development.

Field Implementation Support

Through years of product development we've built relationships with numerous manufacturers in the US and overseas. These relationships provide flexibility and expertise in client product delivery. Our on-site experts oversee production efforts and respond to issues as they occur, ensuring the highest project yields.

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OUR RESOURCES: A free library of practical information

visit the Zylter website for more information + resources

Finding + Procuring Emerging Technology: A Guide for Industry Leaders

[download full guidebook]

Implementing Autonomous Vehicles in Commercial Operations

[download full brief]

Strategic Planning for Autonomous Vehicles: A Guide for Executive Leaders

[download full brief]

Strategic Trends in Intermodal Logistics and Rail Technology

[download full brief]

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NEXT STEPS: How we can help

- ❑ **Identify strategic innovation goals and tech-enabled outcomes**
  - Based on strategic plans and competitive environment
- ❑ **Determine actions and timeline required to address innovation goals**
  - See the Zylter Tech Adoption Journey Map
  - Contact us for a free working consultation
- ❑ **Develop a plan for adoption milestone achievement**
- ❑ **Integrate external expertise and support where essential**
  - Contact us at solution_design@Zylter.com

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ZYLTER TECH ADOPTION METHODOLOGY + PORTFOLIO EXAMPLES

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Zylter methodology for tech scouting + adoption support

TECH ADOPTION PHASES

1	2	3	4	5	6
IDENTIFY ORGANIZATIONAL + USER NEEDS	IDENTIFY + ASSESS EMERGING TECH OPTIONS	BUILD BUSINESS CASE FOR TECH ADOPTION	IDENTIFY + ASSESS SOLUTION REQUIREMENTS	SOLICIT + PROCURE EMERGING TECH	DEPLOY + SUPPORT TECH SOLUTION
					

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Enterprise Tech Adoption: Key actions + milestones

Successful enterprise tech initiatives are a journey from need to solution adoption. Each phase has milestones to validate tech opportunities and solution ROI. Tech Seeker success requires aligning user needs, emerging tech and organizational priorities

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	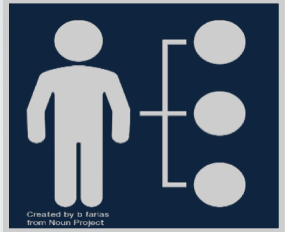				
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Zylter scouting + support for enterprise *Tech Seekers*

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		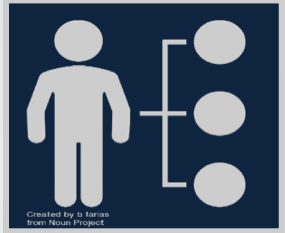				
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ZYLTER CAPABILITY AREAS

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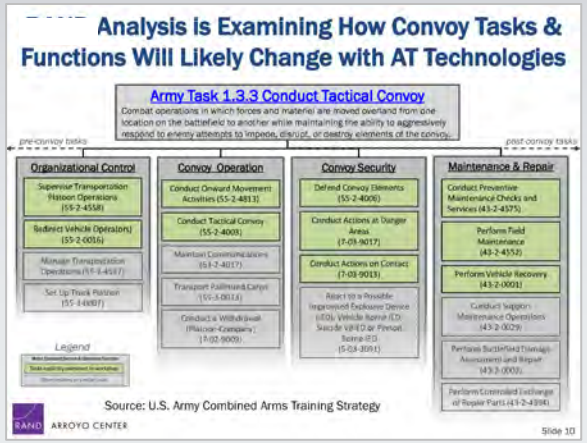
Development of Army autonomous vehicles for logistics

Concept | Identify and assess available technologies to enable ground logistics with autonomous vehicles

Purpose | Guide Army development of and investment in autonomous vehicle logistics program

Method | Detailed technology maturity and sociotechnical systems assessments to assess maturity and life-cycle implications of AVs

Outcome | Study briefing and technical report to Program Executive Officer
[Link to study brief]



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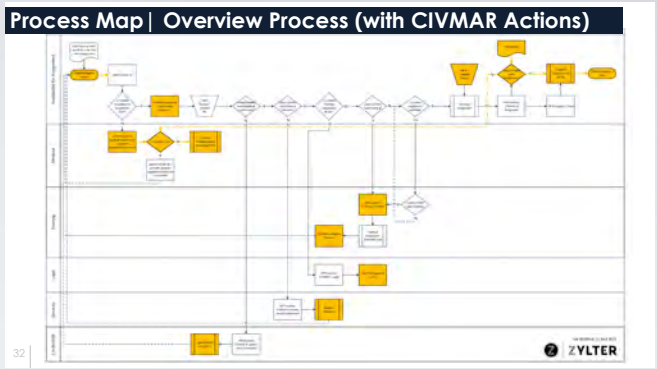
Modernize assignments for global maritime operations

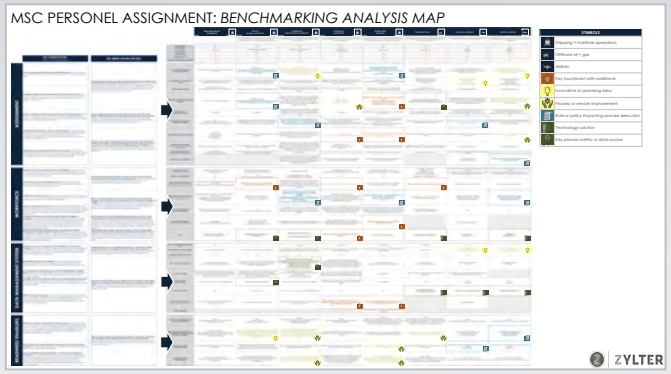
Concept| Redesign the civilian mariner global assignment experience through service innovation and technology

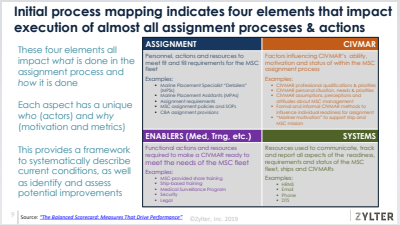
Purpose| Improve operational readiness and global support by reducing preparation and assignment times

Method| Detailed processes mapping, analysis and design sprints to guide improvement

Outcome| Strategic recommendations and pilot project to test new process design improvements







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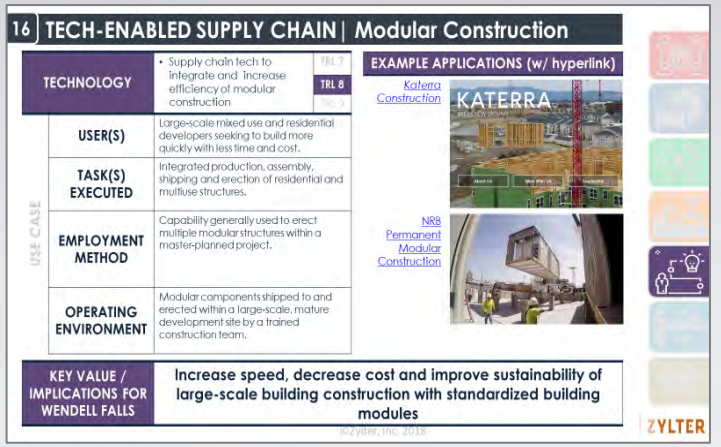
Scouting + assessment of neighborhood tech applications

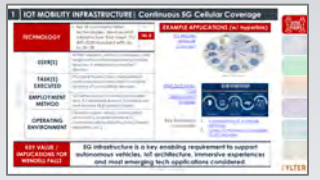
Concept | Identify and prioritize tech applications for further analysis + assessment

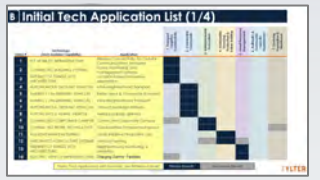
Purpose | Provide a diverse set of potential tech applications for Newland consideration

Method | Develop detailed use case descriptions for priority tech applications based on their ability to address tech enabled outcomes

Outcome | A set of 22 detailed use cases for support assessment + prioritization







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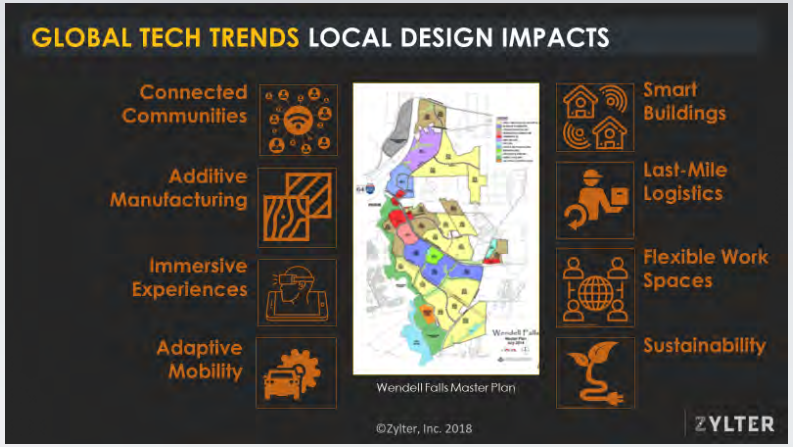
Global technology trends for neighborhood design

Concept | Identify promising tech concepts to guide urban design

Purpose | Articulate promising concepts ot engage strategic leaders and resources

Method | Review and synthesis of information from technology analysis and stakeholder interviews

Outcome | A set of technology use concepts to build support for detailed research and assessment



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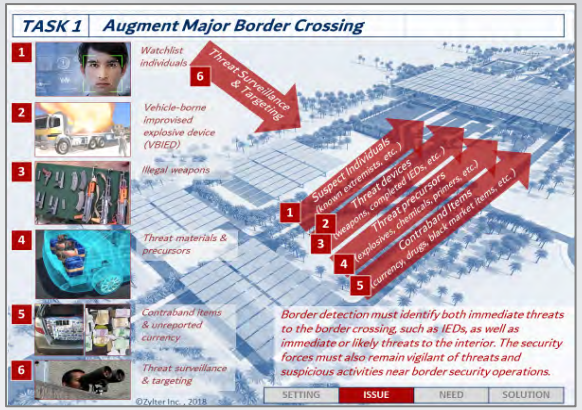
Border security use case + need identification

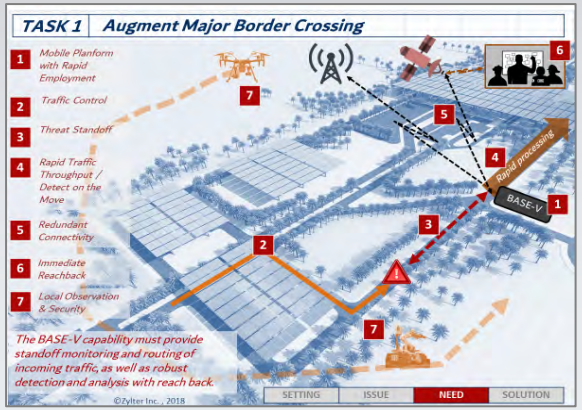
Concept | Identify, describe + assess priority use cases to

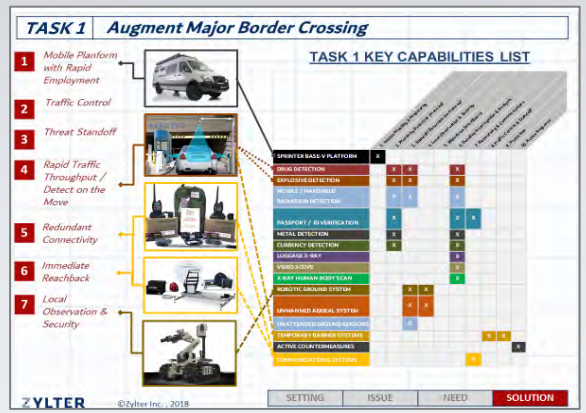
Purpose | Guide design of mobile security platform for UAE Federal Customs Authority

Method | Develop detailed use cases for identification of required capabilities based on tactical expertise

Outcome | A set of four detailed use cases to identify and prioritize key capabilities for inclusion in the Border Area Security Enhancement Vehicle (BASE-V)







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Autonomous vehicle research database

Concept | Database to compile, categorize + code qualitative data on the autonomous vehicle development + use

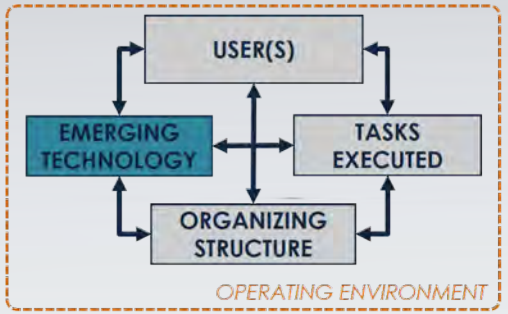
Purpose | Guide identification + prioritization of emerging opportunities in the emerging AV tech landscape

Method | Design + application of a qualitative database design (right) to enable rapid coding + sorting of harvested qualitative info

Outcome | Over 350 qualitative entries from over 100 sources

Zylter Autonomous Vehicle Market Research Database

Industry Verticals	Socio-Technical System Areas	Technology Capability Areas	Support Capability Areas	Motivating Factors	System Design Considerations
▪ Engineering ▪ Logistics ▪ Energy	▪ AV technology ▪ Tasks ▪ Workforce ▪ Work structure ▪ Operating environment ▪ General	▪ Technology business case ▪ Computing / cognition ▪ Software ▪ Proximity awareness ▪ Navigation / positioning ▪ Environment ▪ Telematics ▪ Obstacle avoidance ▪ Autonomous operation ▪ General	▪ Communications ▪ Infrastructure ▪ Maintenance ▪ Sustainment ▪ Training ▪ Fleet management ▪ Data analysis / diagnostics ▪ General	▪ Safety ▪ Economy ▪ Efficiency ▪ Productivity ▪ Workforce requirements ▪ Enviro impacts ▪ Speed	▪ Interoperability ▪ System performance ▪ Human-machine interaction (teaming) ▪ Site development ▪ Testing & validation ▪ Task selection ▪ General



Strategic Value + Development Implications

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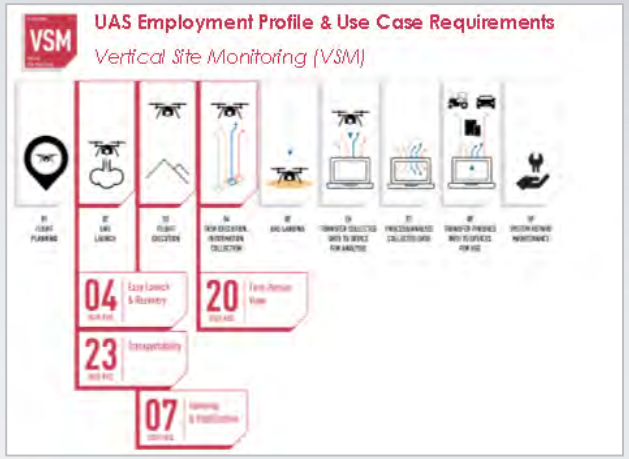
Zylter Commercial Drone Assessment Database

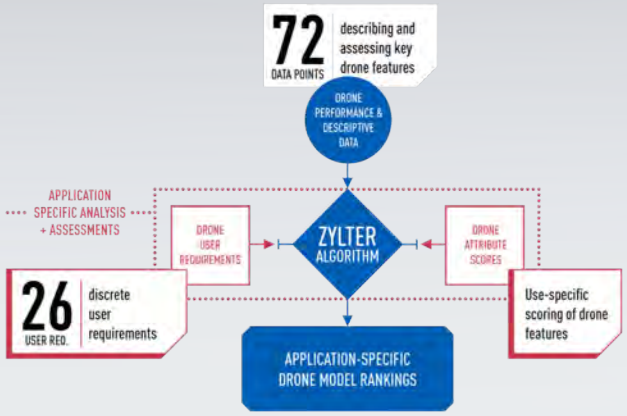
Concept | A data-driven algorithm to assess drones for commercial use cases based on user requirements and drone performance

Purpose | Provide commercial tech seekers an objective resource to assess and compare drone options

Method | Apply algorithm with 26 user requirements + 72 performance attributes to assess + rank options

Outcome | Interactive + publicly-available database resource





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ZYLTER

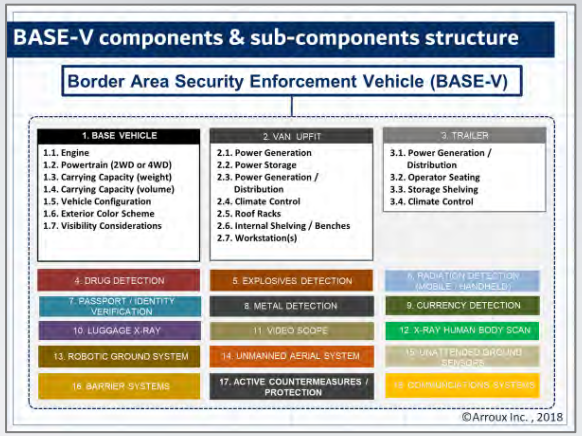
Security technology assessment + selection

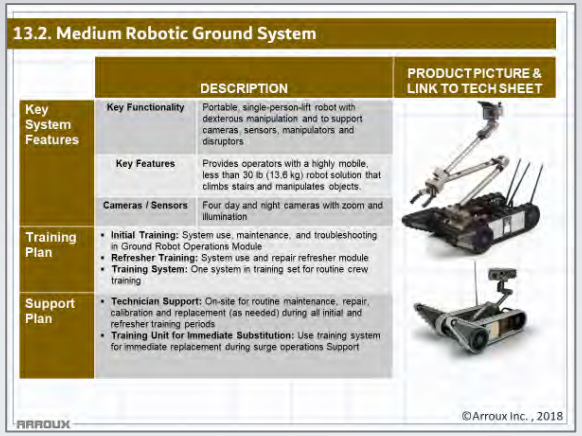
Concept | Identify and describe tech systems required to address key capability areas

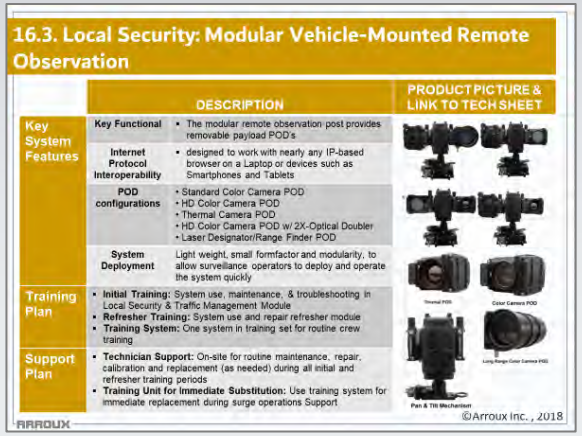
Purpose | Define capability sets required to address Federal Customs Authority use cases

Method | Detailed technology scan to identify existing systems (TRL 8-9) to address key capability areas required

Outcome | Detailed description and specification of over 20 systems for integration into the BASE-V design







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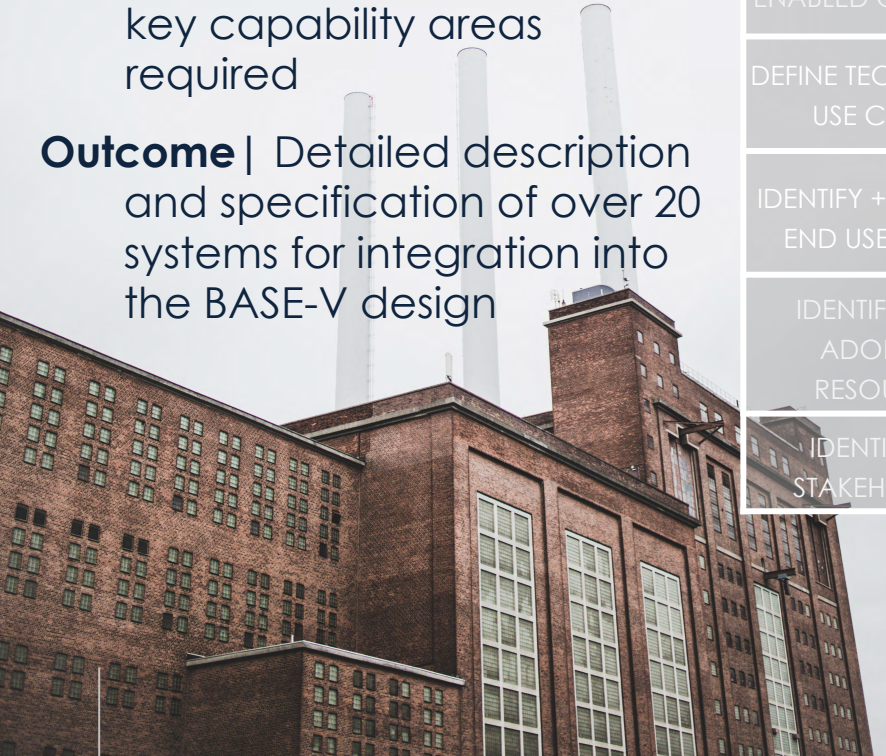

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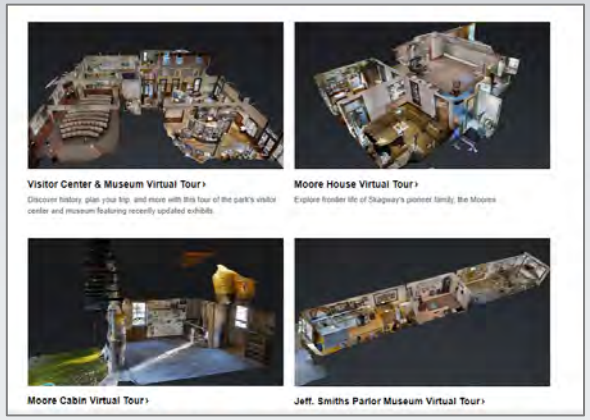
3D virtual tours for Shenandoah + Sitka National Parks

Concept | Develop 3-demension virtual tours of Shenandoah and Sitka National Parks

Purpose | Enable widespread ability to experience locations of interest within U.S. national parks

Method | On-site filming and follow-on production using the Matterport technology

Outcome | 12 virtual tours of with narration and close-captioning providing detailed description of key locations of interest



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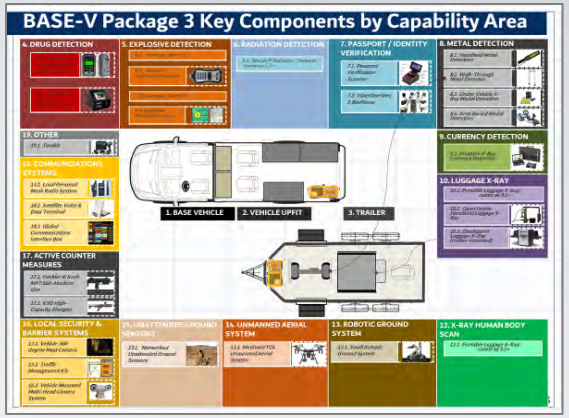
BASE-V deployment + support plan

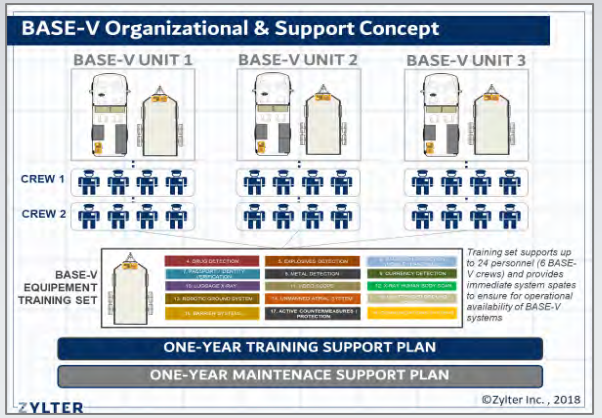
Concept| Provide plan to deploy, use + support the BASE-V system and associated technologies

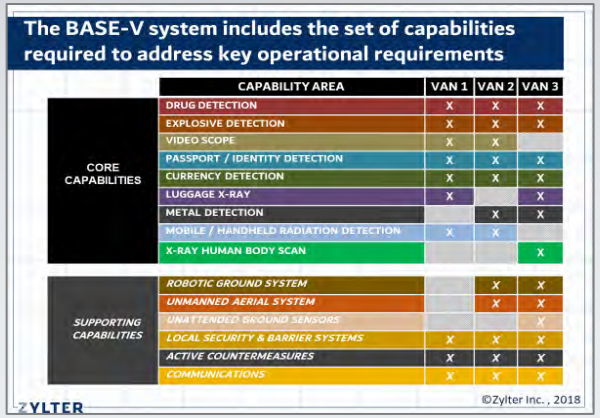
Purpose| Enable immediate and effective use of BASE-V by UAE Federal Customs Authority (FCA)

Method| Design of integrated platform and support concept based on user, technical and SME input

Outcome| Detailed vehicle design plan with training + maintenance support packages







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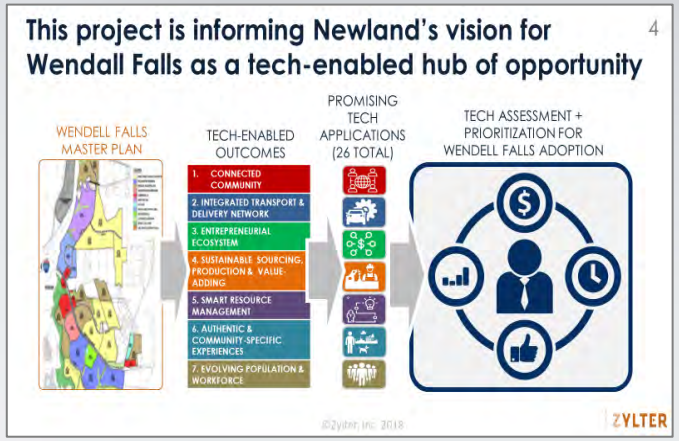
Definition of tech-enabled outcomes for urban design

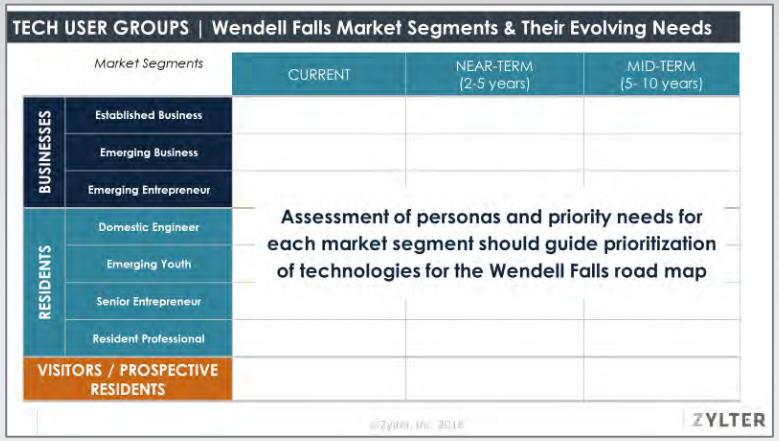
Concept| Provide systematic analysis for key elements of the Series-A pitch

Purpose| Guide integration of emerging tech into Newland strategic vision + design

Method| Detailed review of Wendell Falls design vision and development plan to identify and define priority tech-enabled outcomes

Outcome| A tech prioritization strategy based on seven tech-enabled outcomes and definition of user groups





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Design requirements for Army ultralight tactical mobility

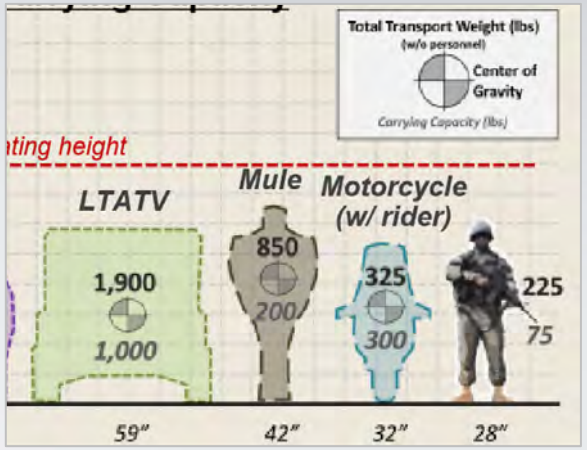
Concept | Provide systematic assessment of key user groups and requirements

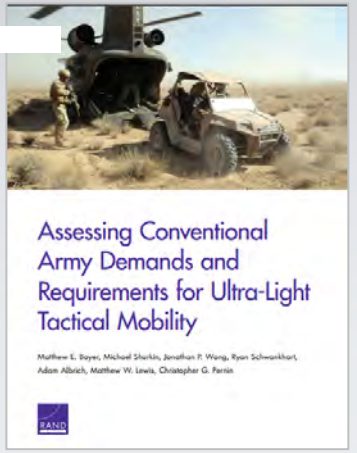
Purpose | Guide program development and technology investment to address tactical needs

Method | Analysis of historical and contemporary Army requirements, as well as emerging technologies to address priority needs

Outcome | 200-page technical report with detailed analysis of mobility trends and requirements

- Link to full report





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