

Live Webinar

# Industrial AI That Scales vs AI That Fails

October 29, 2025

# Agenda

1. The OT-IT data problem
2. Why industrial AI initiatives fail?
3. How to enable industrial AI at scale
4. Real world customer examples
5. Live Q&A

# Speakers



Marc Dekker

VP, Customer Success

Litmus



Dave McMorran

Field CTO

Litmus



Bill Kalogiros

VP, Marketing

Litmus

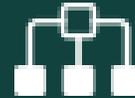
# Why Industrial AI initiatives fail?

# Our customers are asking us to help them solve two big challenges



## Enabling AI

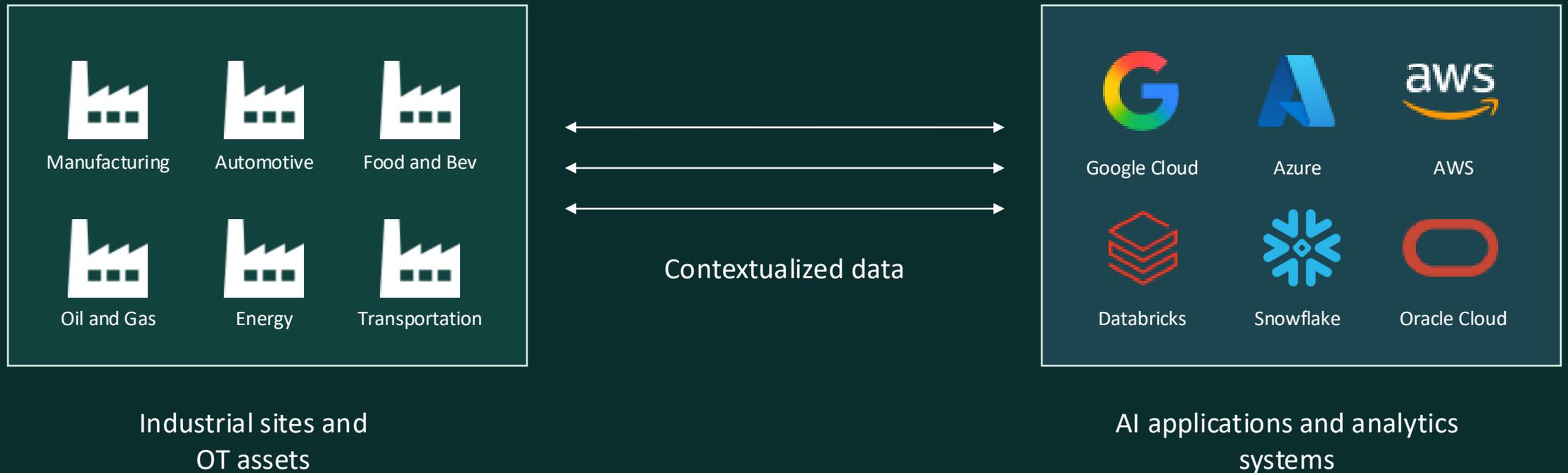
Sharing contextualized OT data in a consistent and predictable way



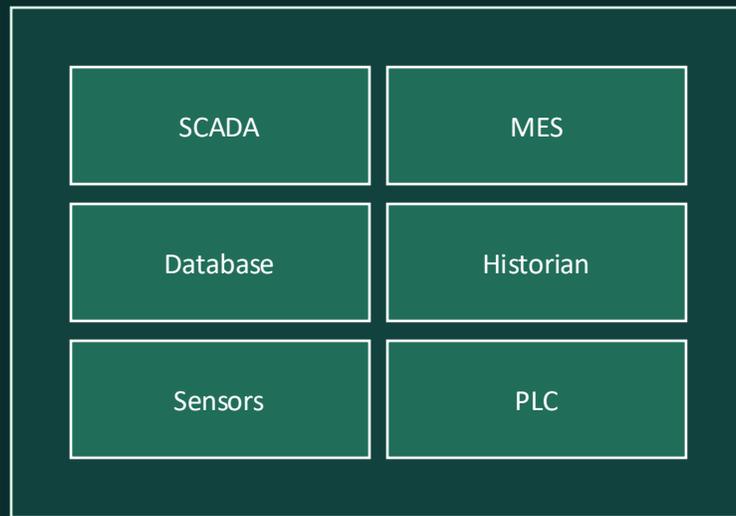
## Scaling AI

Rapidly deploying, scaling, and managing AI enablement (5-50+ sites)

# OT is mandated to share data with IT to leverage AI and improve operations



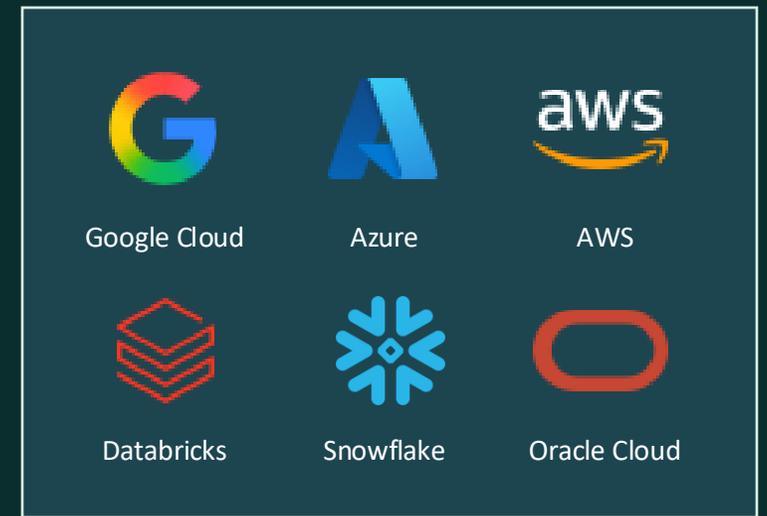
# OT is a mix of legacy and modern assets – AI is built on modern technology stack



Legacy and modern OT systems

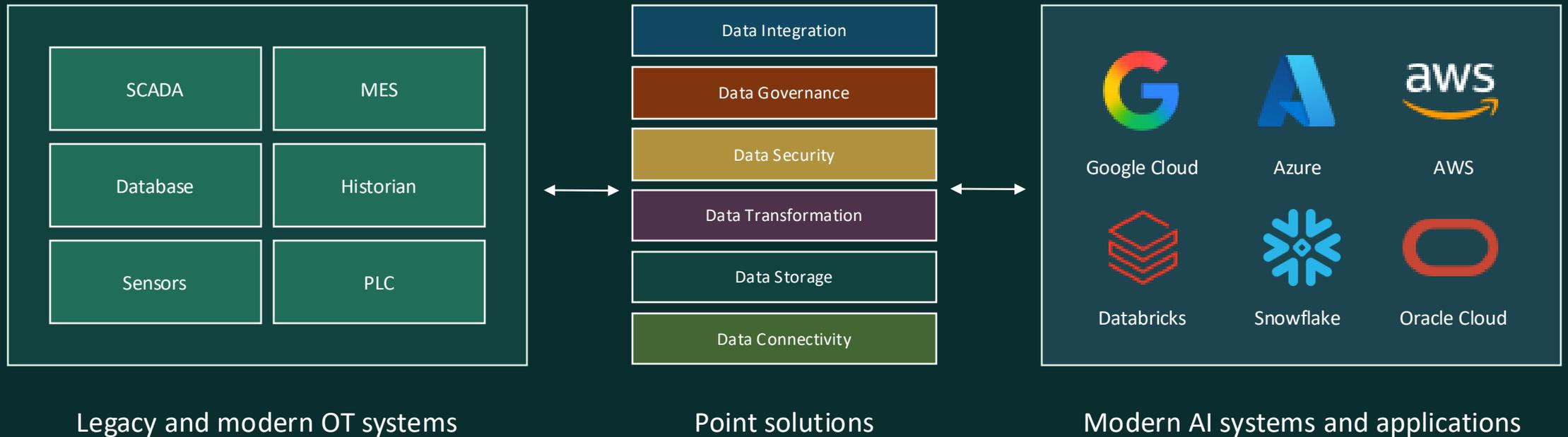


20-year innovation gap

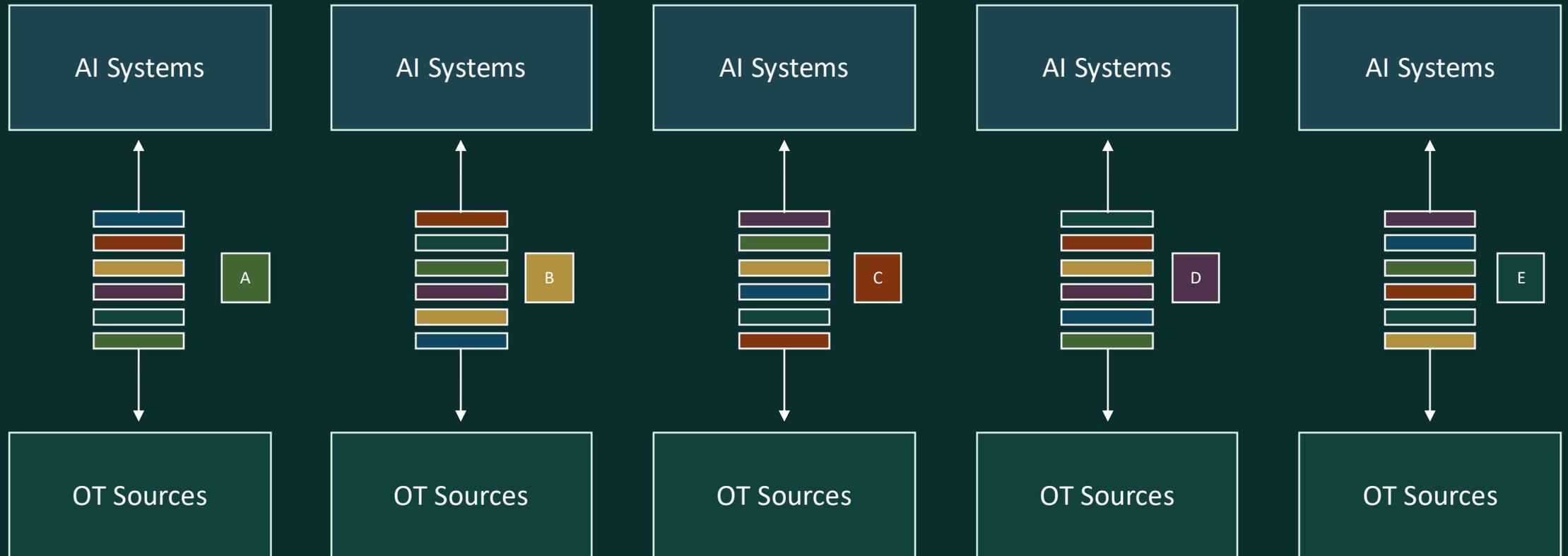


Modern AI systems and applications

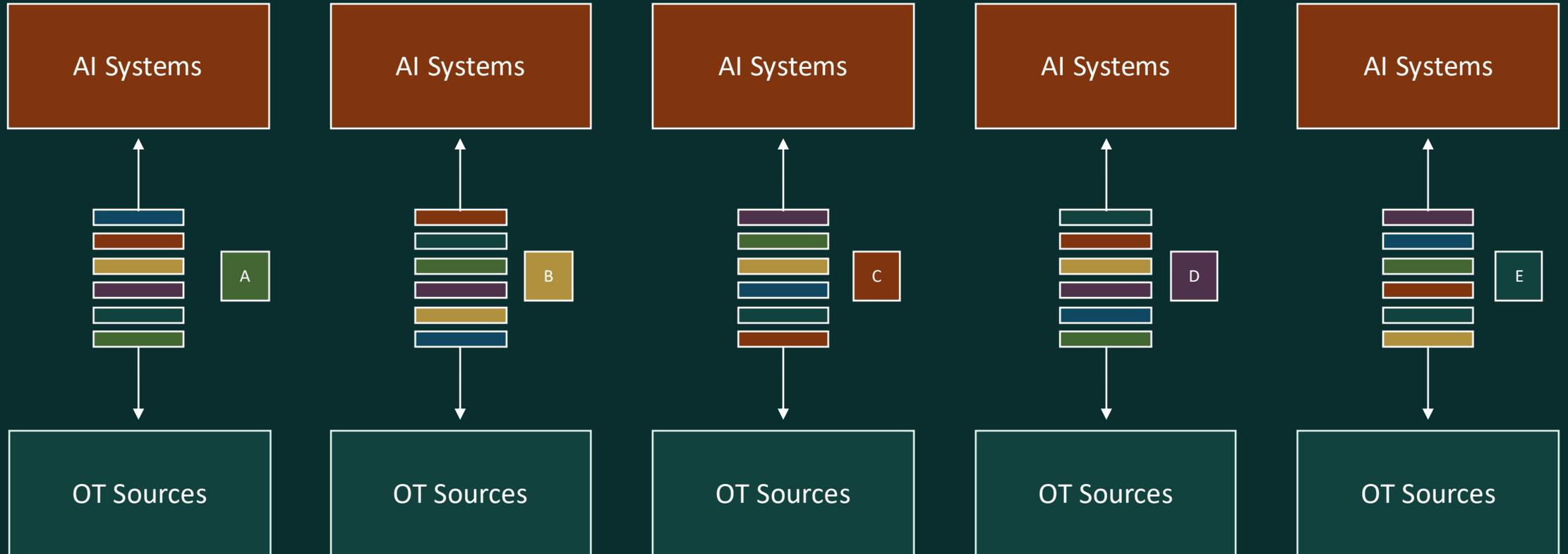
# Many are attempting to solve the data problem by leveraging a series of point solutions



# Scaling this inconsistent data stack only compounds the complexity problem

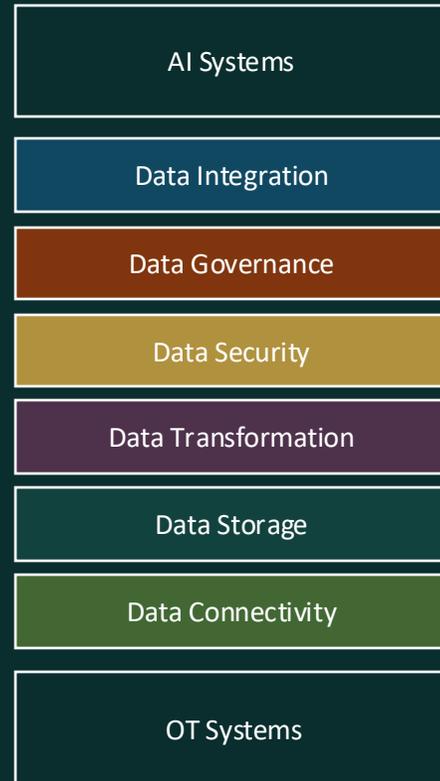


# With no unified way to solve the data problem, AI initiatives ultimately fail



# Point solutions vs unified data platform

- Different vendors and tools
- Custom integrations per site
- No centralized management
- Configuration drift over time
- Months to deploy per site
- Scaling = starting from scratch



- Single vendor and stack
- Template-based deployment
- Centralized management
- Consistent data models
- Days to deploy per site
- Scaling = replication

How we help customers solve the  
OT-IT data problem and enable AI at  
scale

# Most AI initiatives never scale beyond 2-3 sites

**1** Manual scaling  
not sustainable

Each site requires months  
of custom work

**2** KPI definitions  
drift

Without consistent  
management, metrics  
become incomparable

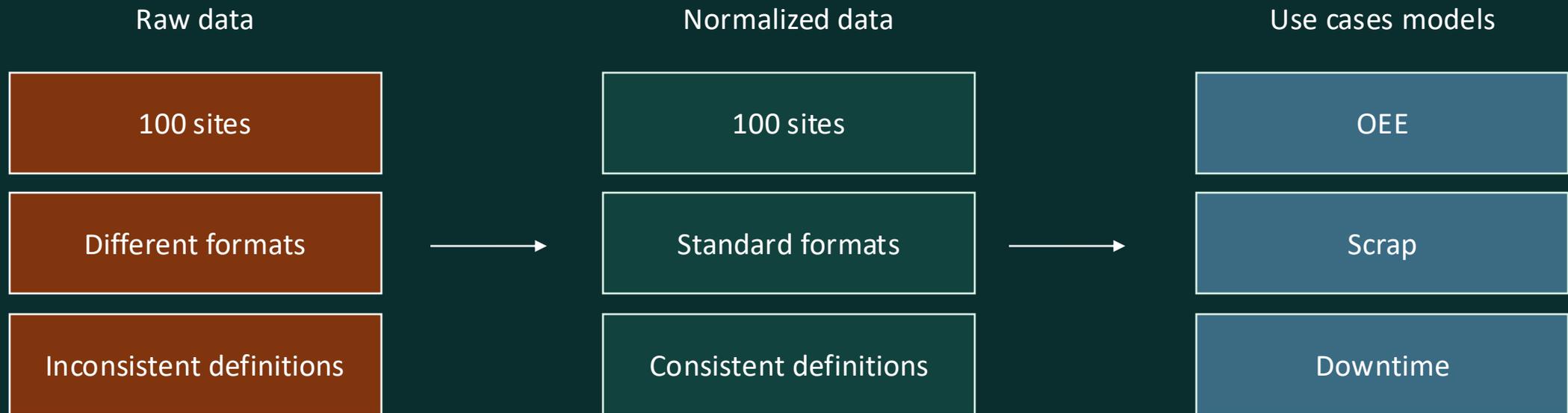
**3** Use cases stay  
local

Use cases work in one site  
but can't be replicated  
elsewhere

**4** ROI never  
materializes

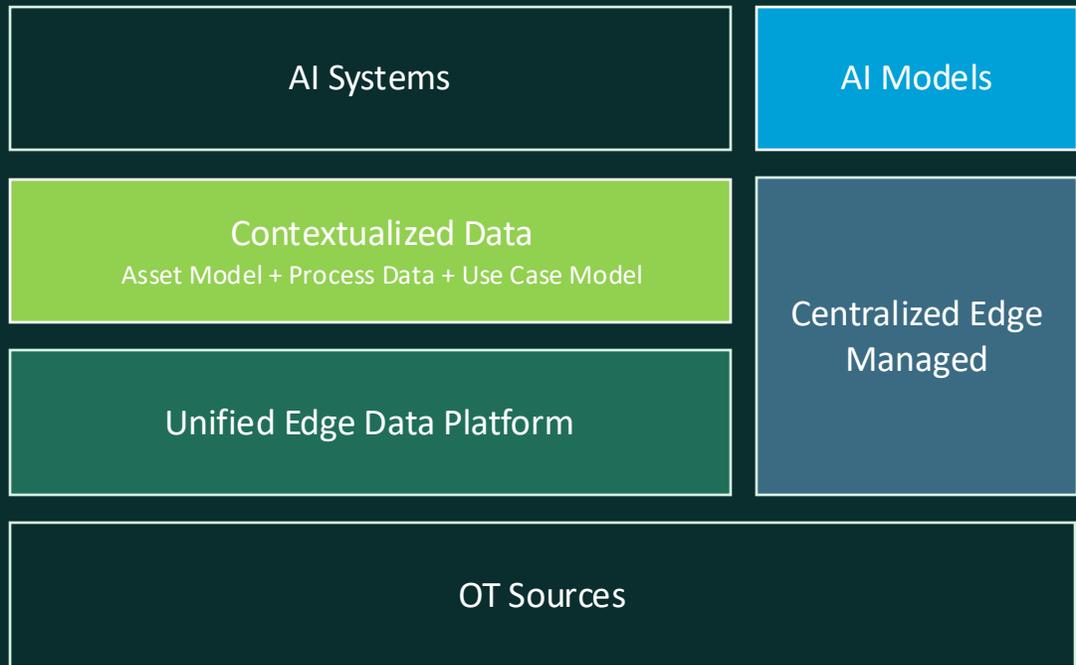
Pilot success doesn't  
translate to enterprise value

# Scale needs a consistent, contextualized data that supports AI outcomes



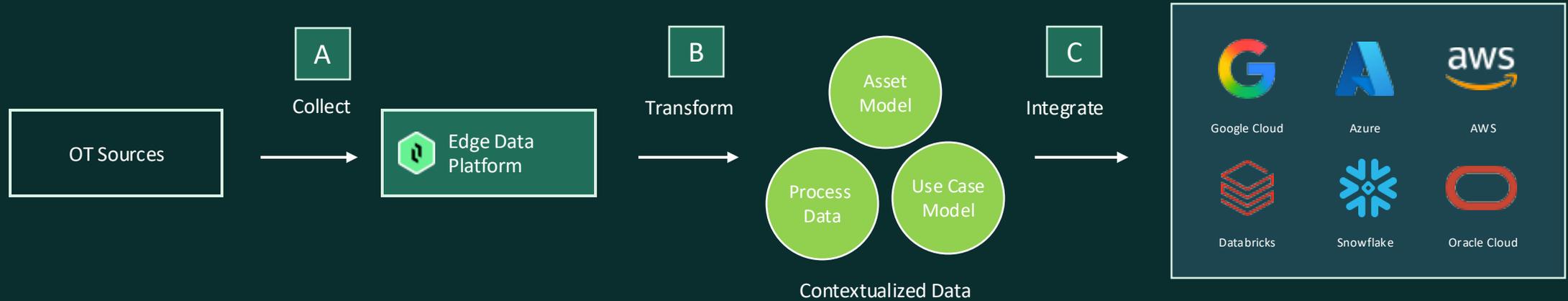
Data must be consistent across locations, contextualized with meaning, and comparable for AI to work.

# Building the right data foundation that solves the data problem

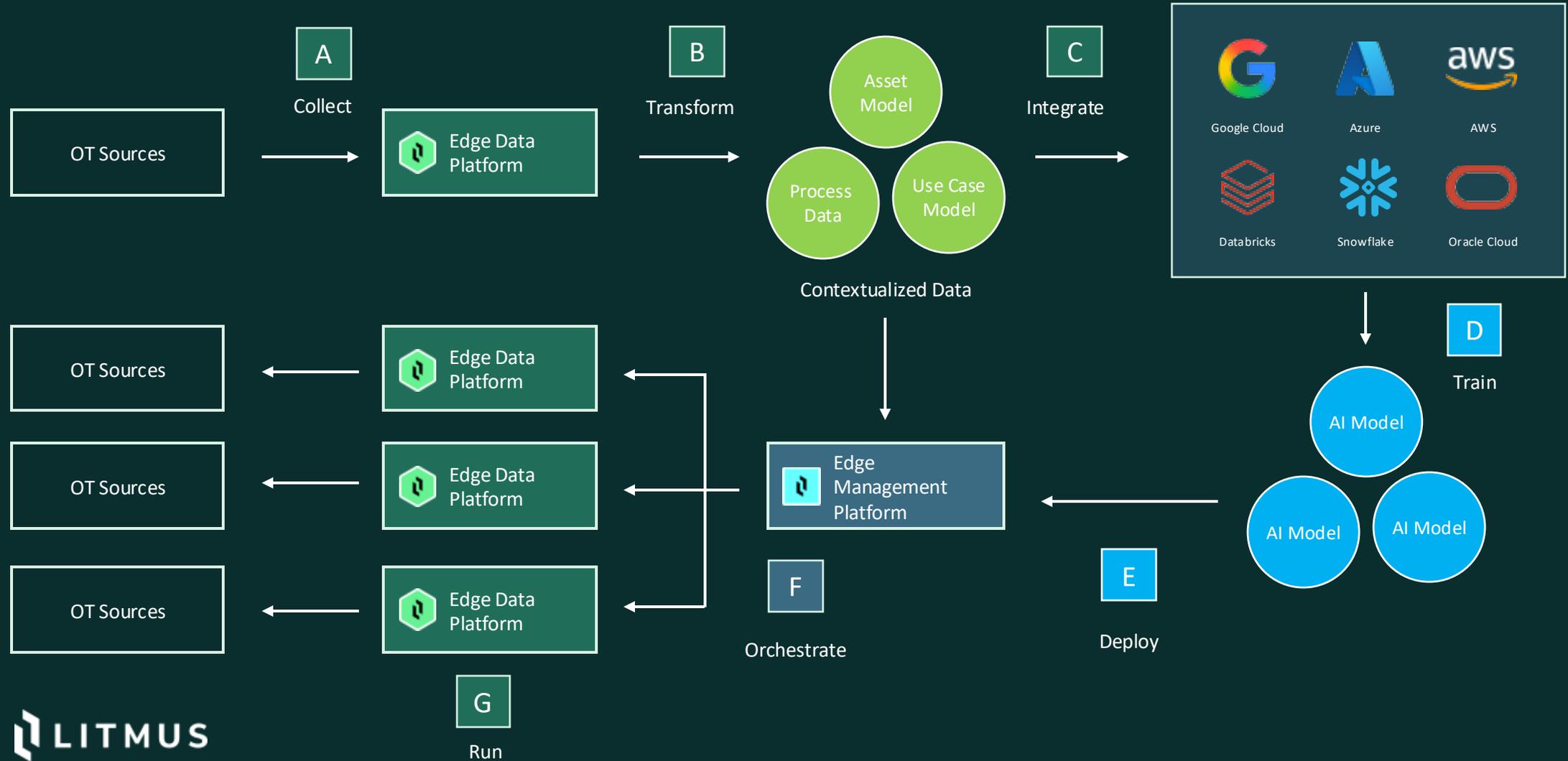


- Connect to OT data sources
- Standardize and manage data in one layer with a unified platform
- Add meaning to data—link to assets, lines, and KPIs
- Feed consistent, trusted data into AI models to scale
- Centrally manage models, devices, and deployments

# How to scale contextualized data and AI models across 5-50+ sites

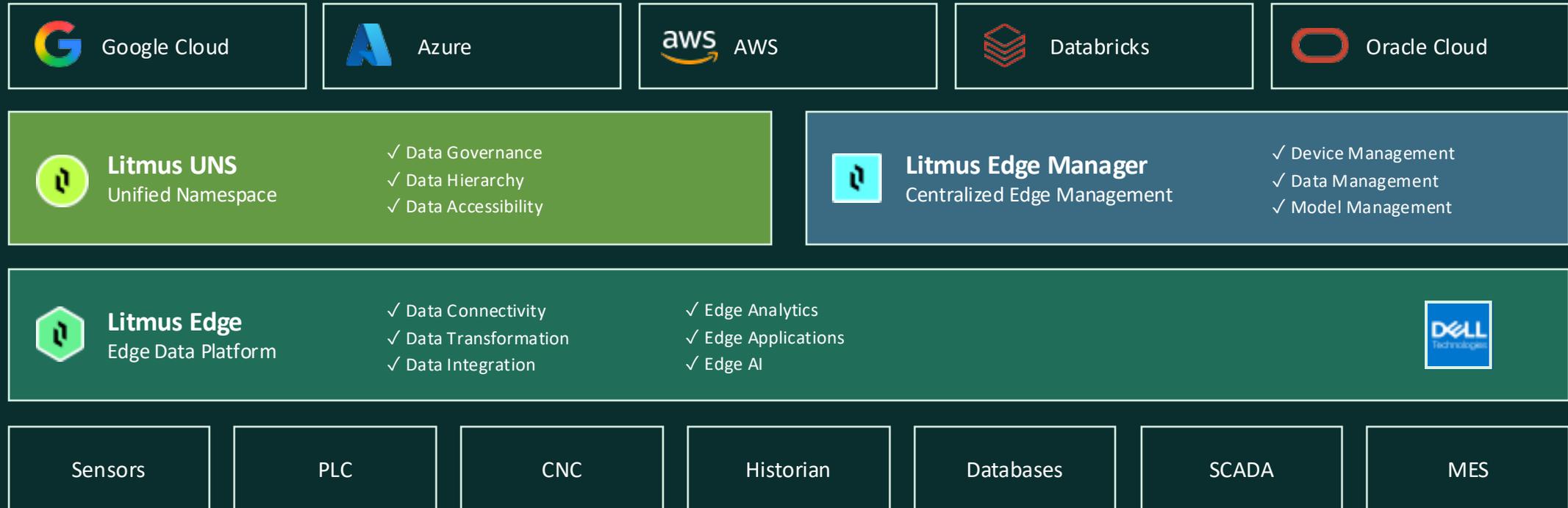


# How to scale contextualized data and AI models across 5-50+ sites



# Litmus edge data platform for Industrial AI

## Certified Data Connectivity Solutions



250+ Pre-Built Drivers

# The Litmus Data Platform for Industrial AI

## Connect to OT data sources

- 250+ pre-built OT drivers
- Legacy & modern systems
- Any protocol, any manufacturer
- Instant connectivity

## Process data at the source

- Real-time data transformation
- Contextualization at the source
- Edge analytics

## Integrate with any AI system

- Pre-built IT connectors
- Cloud, on-prem, hybrid
- Standard APIs for AI applications

## Centrally manage deployments

- Template-based configuration
- Remote monitoring and updates
- Single pane of glass

# Litmus = Unmatched time to value

## Rapid Data Connectivity



**1 Hour**  
to put data to work

At the edge and in the cloud

## Built for Scale



**10 Days**

to connect 5 sites

Deploy centrally and scale faster

## Unmatched ROI



**10 Weeks**

to realize ROI

Time to value and low TCO

# Real world customer examples



Multinational  
Brewery

92 Sites  
6 Months



Commercial Water  
Corporation

13 Sites  
6 Months



Beverage Producer for  
Private Label Brands

32 Sites  
6 Months

# Next Steps



**Try Litmus  
for Free**



**Connect with  
Litmus Expert**



# Questions

## Litmus named a **Challenger** in 2025

Gartner® Magic Quadrant™  
for Global Industrial IoT Platforms

