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## **KONGSBERG and MAN Energy Solutions sign MoU for collaboration on common data infrastructure for maritime sector**

**(Asker, October 9, 2019) KONGSBERG and MAN Energy Solutions have signed a Memorandum of Understanding with the purpose of exploring the potential for collaboration on a common data infrastructure for the maritime sector. The collaboration will broaden the value offering to vessel operators, improve return on investment in digital solutions and increase the adoption of secure connectivity.**

Under the MoU, MAN Energy Solutions is set to investigate the possibility of

using Kongsberg Digital's data-infrastructure solution, Vessel Insight, to securely collect and transmit data using MAN Energy Solution's digital platform, MAN CEON. A successful trial would allow MAN Energy Solutions to use advanced services such as PrimeServ Assist, its remote monitoring and optimization package, to better serve customers.

“The complexity of data capture and transfer drives up the cost of these essentially non-core activities and prevents efficient development of value adding solutions to the market. Collaboration between vendors in the industrial digital value chain is therefore a win-win for vendors, who can focus on digital development within their core competencies, and customers, who will get faster access to better and more cost-efficient solutions,” says Hege Skryseth, President of Kongsberg Digital and EVP of Kongsberg.

The collaboration between the industrial software company and the world-leading engine and marine solution provider aims to solve a key challenge for the broader adoption of digital solutions, namely the high cost of capturing quality data from the vessels, which leaves vessel owners and operators with an unattractive ROI on their digital investments. This could help accelerate the maritime transformation, where new technology and digital solutions enable a move towards smarter, more efficient, safer and greener operations.

Per Hansson, Head of Digital and Strategy at MAN Energy Solutions, says: “Our commitment is to help our customers increase the safety, reliability and predictability of their individual vessel performance and overall fleet. Through this co-operation, we aim to securely onboard our customers faster to provide our new digital services, advanced analytics and support – areas where we can provide unique benefits to their business. As an additional benefit, I also expect faster development of our core functionality, supported by a stronger focus and customer interaction.”

The MoU was signed in September.

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**Kongsberg Digital** 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 subsidiary of KONGSBERG (OSE-ticker: KOG), an international, knowledge-based group delivering high-technology systems and solutions to clients within the oil and gas industry, subsea, merchant marine, defence and aerospace. KONGSBERG has 11.000 employees located in more than 40 countries.

**MAN Energy Solutions** enables its customers to achieve sustainable value creation in the transition towards a carbon neutral future. Addressing tomorrow's challenges within the marine, energy and industrial sectors, we improve efficiency and performance at a systemic level. Leading the way in advanced engineering for more than 250 years, we provide a unique portfolio of technologies. Headquartered in Germany, MAN Energy Solutions employs some 14,000 people at over 120 sites globally. Our after-sales brand, MAN PrimeServ, offers a vast network of service centres to our customers all over the world.