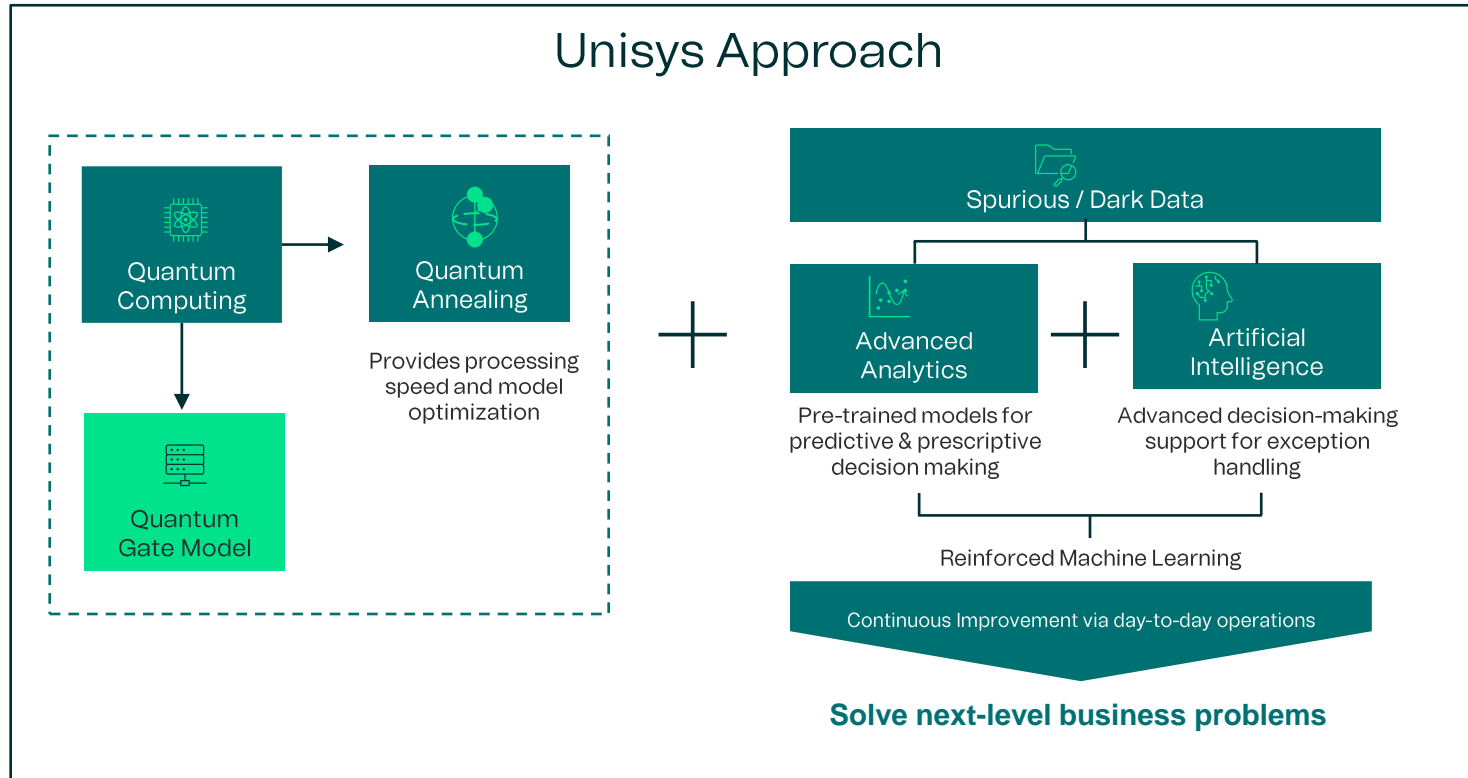


Quantum IQ: Compute Diversity

Unlocking the power of modern compute
methods to solve business problems



A quantum experiment in solving next-level business problems



7 Years
Traditional Computational Tools



7 Seconds
Pre-Trained Models
Powered by Quantum

*2⁶³⁰ possible combinations



*4,455,508,415,646,675,018,204,269,146,191,690,746,966,043,464,109,921,807,206,242,693,261,010,905,477,224,010,259,680,479,802,120,507,596,330,380,442,963,288,389,344,438,204,468,201,170,168,614,570,041,224,793,214,838,549,179,946,240,315,306,828,365,824

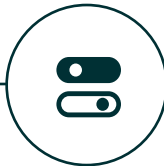
Combining 40+ years of industry experience, process and data attributes, and emerging technologies

Industry Experience



Complexity

- Desired Business Outcomes
- Process Attributes including inputs and outputs
- Business Rules and Regulatory requirements



Data

- Industry Normalization and availability
- Pre-Sorting and Prioritization
- Framing the problem
- Isolation of constraints



Time

- SLA/SLO for problem resolution
- System and Data availability
- Data extraction and storage limitations



Cost

- Infrastructure requirements
- Integration strategy and approach
- Organizational structure

Resulting in Patents Pending:

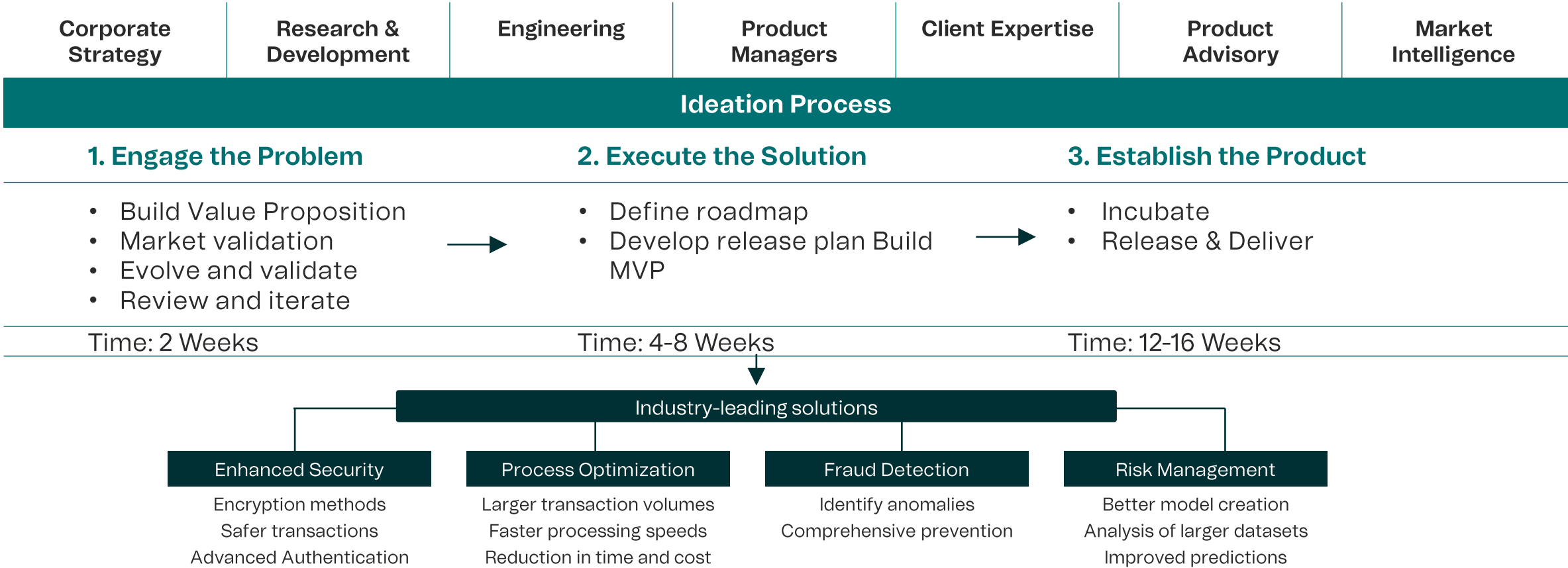
- Hybrid Solver
- Quantum Formulation Routing
- ULD packing – Quantum Annealing
- System and Method for Intelligent Cargo ULD Optimization
- Classical to Quantum multi-hop routing
- AI and how they work
- Workload determination with AI Models

Identification of industry specific Use Cases:

- Air Cargo capacity and route optimization
- Dynamic Portfolio Optimization
- Risk Management
- Risk Profiling
- Fraud Detection
- Trading Optimization

Why Unisys?

We utilize **data, industry knowledge, and a diverse compute** strategy to help **shape client solutions** that **accelerate problem solving** today and realize the value of enterprise grade AI.



The next generation of optimization solution

Partnering together to collaborate on a proof of value opportunity...

01

Pre-training data models

Optimize current processes

02

Building in machine learning

Optimize models with no data training required

03

Leveraging Diverse Compute Power

Reduce return model time parameters

04

Powered by Dell AI Factory

Add to existing client improvement projects

To deliver real business impact



On-demand power

Select use cases will require the horsepower that only quantum annealers can provide to solve problems within the required timeframe



Remove latency and provide real-time answers to critical business problems



Augment your existing application stack

Augment your existing technical investments like AI and advanced analytics by applying the appropriate computing horsepower to maximize the ROI from those initiatives.



Extend the ROI of your existing tech investments and drive incremental value to your business



MAB Kargo takes flight with Unisys



Our partnership with Unisys and the success of this product are so important to us. We're excited to stand side by side with Unisys and showcase our achievements to the world.

Mark Jason Thomas
CEO MAB Kargo



Client overview

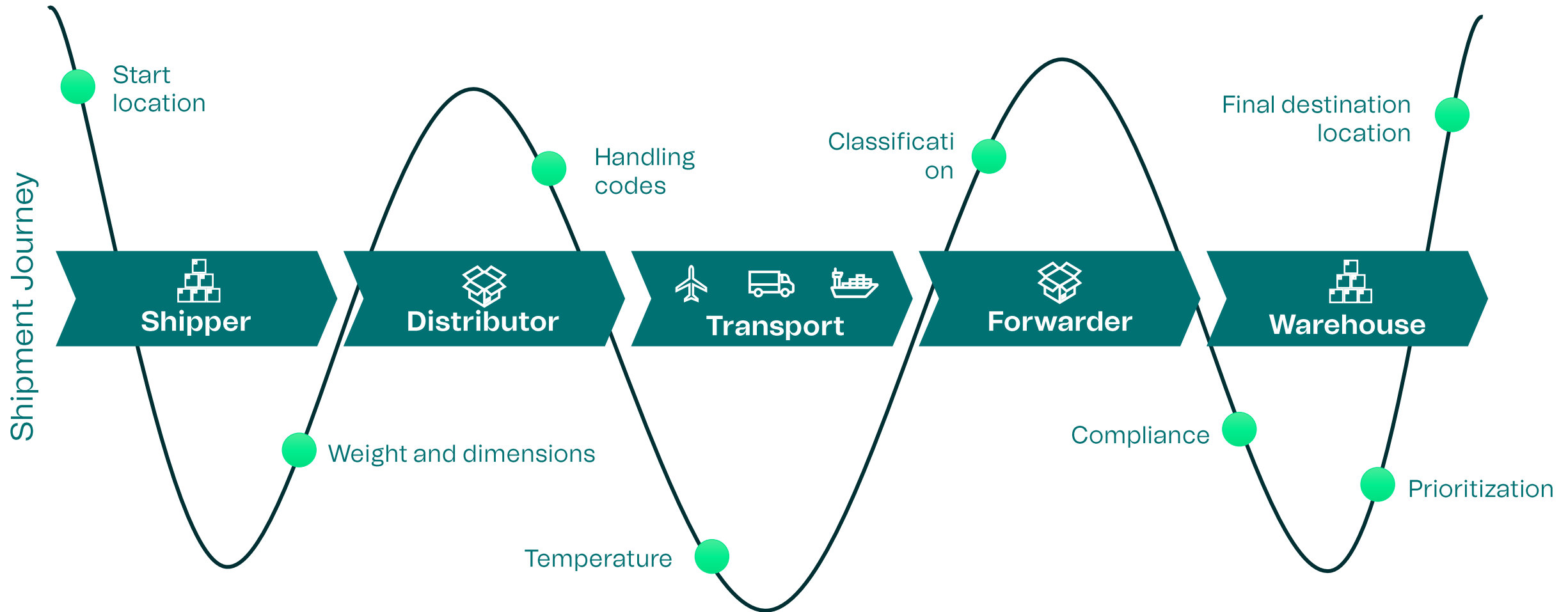
MAB Kargo, also known as MABKargo, is the air cargo arm and subsidiary of the Malaysia Aviation Group (MAG) that provides scheduled freighter services, ground handling and airport services to more than 100 destinations worldwide.

MAB Kargo aims to reinvent itself and capture additional market share in the air cargo industry, with a goal to increase sold capacity by 40% over the next five years.

Objectives

- Optimize air cargo space utilization by upgrading manual pallet and unit load device (ULD) build planning and loading processes that result in underutilized assets, missed revenue opportunities and shipment damage.
- Cement position as an industry leader by investing in advanced technologies and solutions to capture greater global market share through process and technology improvements
- Boost efficiency and growth by maximizing capacity and revenue by working with a solution provider who can help the company overcome industry challenges.

The complexities with multi-modal shipping



Unisys Quantum IQ™ optimizes



Capacity

- Multi-modal capacity optimization solution
- Creates build and load plans for all asset and vehicle types
- Identifies carrier revenue opportunities
- Recognizes unused space



Routing

- Multi-modal SaaS solution
- Tailored for freight forwarders, airlines, and ground handlers
- Provides forecast, rate, schedules, in-transit visibility, and predictive ETA
- Continuously analyzes multiple sources
- Develops a shared understanding of situation awareness
- Enables prediction of deviant behaviors and patterns



Inventory

- Multi-modal inventory optimization solution
- Predicts and prescribes locations, packaging requirements, inventory amounts, and freight sensitivity
- Determines locations based on anticipated volumes and seasonal demand
- Efficiently utilizes space and maximizes thruput

Our Solution

- Implementing Unisys Logistics Optimization™, which combines pre-trained AI models with a diverse compute program that includes quantum and classical computing, to generate highly efficient cargo configurations in near-real-time
- Integrating the logistics planning solution into the company's operational workflow to optimize capacity, safety and on-time performance
- Using pre-trained AI models to automate manual planning processes while considering a range of factors — weight, product-specific handling requirements, delivery service level agreements (SLAs) and more — when creating build plans
- Leveraging diverse computing methods that apply the appropriate compute platform for each use case, optimizing for accurate results in near-real-time

83%

Reduction in flight planning time

5%

Increase in capacity utilization

166,250

Planning team hours freed

\$5.5M

In potential annual revenue uplift





Appendix

Thank you



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