

Optimising technology to unlock insights that drive better business decisions

Forest Grove Customer Conference 2023

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Optimising technology to unlock insights that drive better business decisions

[D1S3.2] KNIME functionality & value - today & tomorrow by

Presented by:

Vincenzo Tursi - Partner Director, KNIME

About the session:

Vincenzo's session will showcase some recent enhancements deployed with KNIME Developer and the latest KNIME Deployment Server technology, KNIME Business Hub.

He will also give us a window into what we can expect to see in KNIME technology over the next 12 months. KNIME is an international leader in data connectivity, data transformation and data science. As part of Vincenzo's presentation, he will provide examples of how KNIME technology is being deployed worldwide as a foundation technology to build data excellence across the business enterprise. The data partnerships Forest Grove has built locally with our customers have been enhanced considerably with the value provided by applying KNIME technology. Vincenzo's session will help communicate additional areas of data optimisation that will help drive business success.



KNIME Functionality & Value

2023 CUSTOMER CONFERENCE Forest Grove Technology

Vincenzo Tursi Partner Director @ KNIME

February 19, 2023



Forest Grove – Our Partner & Friends from Australia

- Collaboration +8 years
- Delivered high quality work across public and private sector for clients utilizing
 KNIME Software
- Contributed to the broader open-source data science community, especially in the Asia-Pacific Region
- Our top customer success partner with many happy customers over years...

















Market Trends

"Smart workflows and seamless interactions among humans and machines will likely be as standard as the corporate balance sheet"

McKinsey's prediction for 2025

26% ca

CAGR 2021-2030

Data Science Platform Market

Grand View Research

Through 2025, Gartner estimates that the majority of CDOs will fail to foster the necessary **data literacy** within the workforce to achieve their stated strategic data-driven business goals.

Executives saw less than one-third of the value that they expected from digital transformation initiatives. Worse yet, only 7% believe they can address the skills gap in next 5 years.

McKinsey & Company, 2022

Divergent Approaches...

Building
Analytic Center
of Excellence



SKILLS





TOOLS



- Standardize, Reuse
- Productionize, Automate
- Data Security, Governance
- Long Term Data Value

FOCUS

- · Agility, Time to Value
- Immediacy of Results
- Data Access & Exploration
- Depreciating Data Value (Data Decay)

Upskilling
Business &
Domain Experts

Open for Innovation KNIME

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Analytics for the Entire Enterprise

Agility

Timely access to relevant insights

- Empower business with nocode analytics
- Build a data-driven organization with apps & services
- Leverage a library of pre-built solutions to get started quickly



Operationalization

Enterprise-scale support

- Centrally administer access for data security and privacy
- Support model testing, validation, deployment & monitoring
- Enable use & reuse across the enterprise

Result: Empower anyone in the organization to learn & collaborate on data science.

Open for Innovation KNIME

Support for All Data Users

Front-line Business Users



Data & Business

Analysts

Data Scientists/ Coding Experts



Data apps for instant insights

- Gain analytic insight without need to build any models
- Inject domain expertise into advanced analytical models.
- Use for data input, dashboards, data exploration, IT monitoring, and more.

Visual workflows for deep analyses

- Perform any kind of analysis, from ETL to ML, without any coding
- Get fast access to data & insights, without IT dependence.
- Leverage library of pre-built workflows for faster start.

Extensions for advanced analysis

- Access all popular AI/ML libraries through open ecosystem
- Script in a language of your choice through pre-built integrations.
- Create custom KNIME nodes, share & re-use

Secure deployment &

centralized governance

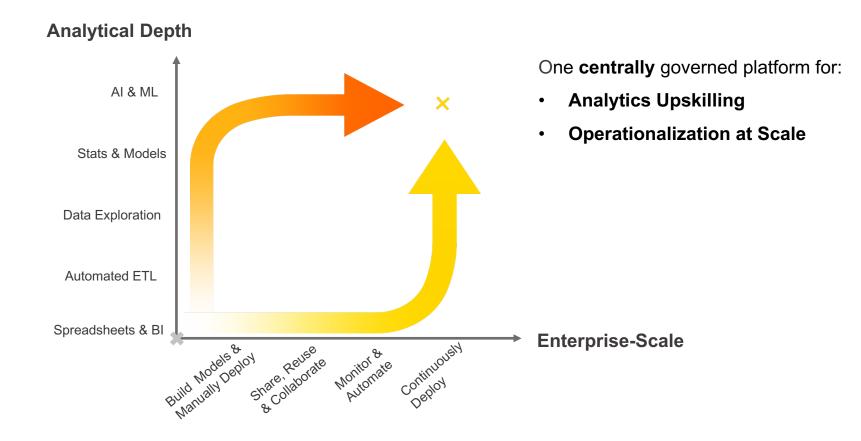
MLOps & IT

- Test, validate, deploy and monitor models in one centralized platform
- Centrally administer access for data security & governance
- Deploy on prem or in the cloud

Open for Innovation

KNIME

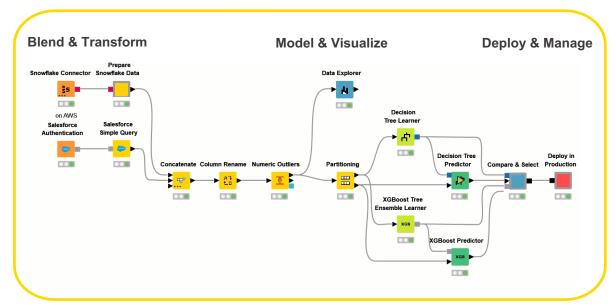
KNIME: Bringing People & Process Together



A Complete Analytics Platform for All Data Workers













Advanced Methods

- Automated Consolidation
- Advanced data Manipulation
- Text, Image Voice

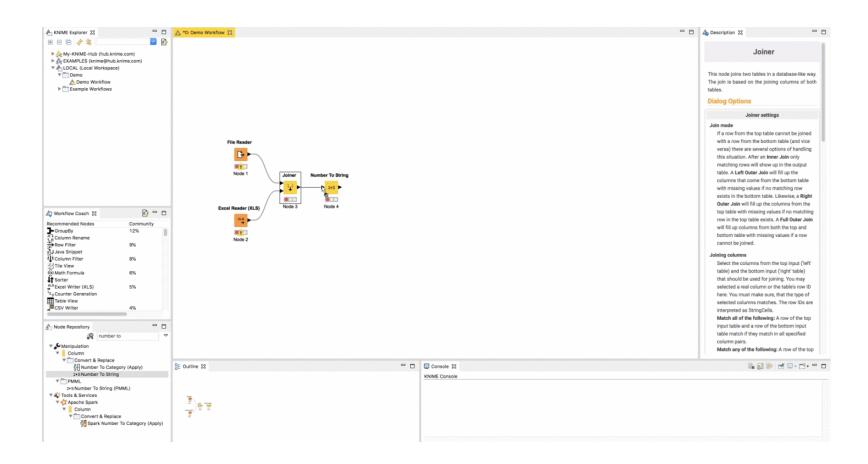






10 KNIM

Intuitive Visual Programming for Data Science





Upskilling beyond Platform











A 300k+ strong community of KNIME experts

Online, self-paced and in-class learning plus a Global Partner Network Books, cheat-sheets, and sample workflows to get you started Pre-built nodes, components & extensions to jump-start modeling User groups and Data Connects



Across industries and use cases

Verticals such as

- Financial Services e.g. Banking, Insurance
- Life Sciences e.g. Chemistry, Bioinformatics
- Manufacturing e.g. High Tech, Auto
- **Telecommunications**
- Government
- Energy
- Retail/CPG
- Etc.

Use Cases

- 'Citizen Data Scientist' enablement
- Spreadsheet and ETL automation
- FP&A and Audit
- Fraud Prevention
- Predictive Maintenance
- **Quality Control**
- Sales & Marketing
- And many many more...









DAIMLER











































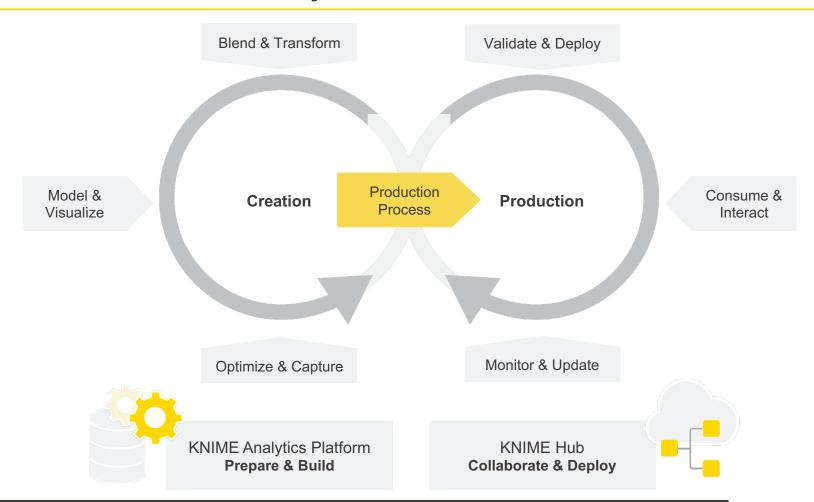
Driving Business Outcomes Across Industries

Top-Line Impact					
Revenue Gains	Risk Reduction				
\$300M Incremental Revenue	\$4M per incident				
Retail	Insurance				
Optimizing Promotional Analytics	NLP for Regulatory Compliance 'Fines are bad'				
CRINADIAN	AIG				

Bottom-Line Impact				
Efficiency	Workforce Upskilling			
90% time savings for 300 auditors	10.000+ citizen data scientists			
Financial Services	Manufacturing			
Anomaly Detection Anti-Money Laundring	Transforming the Enterprise - Data Literacy			
Rabobank	SIEMENS logewilly for life			

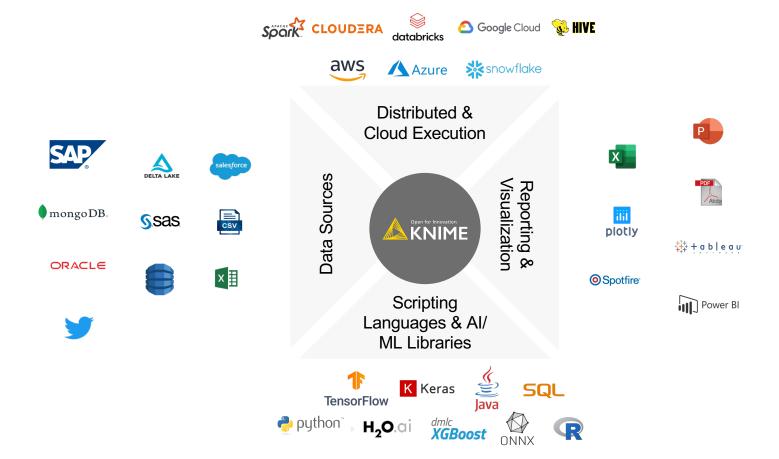


The Data Science Life Cycle & KNIME



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KNIME Technology Ecosystem – Mix and Match Approach



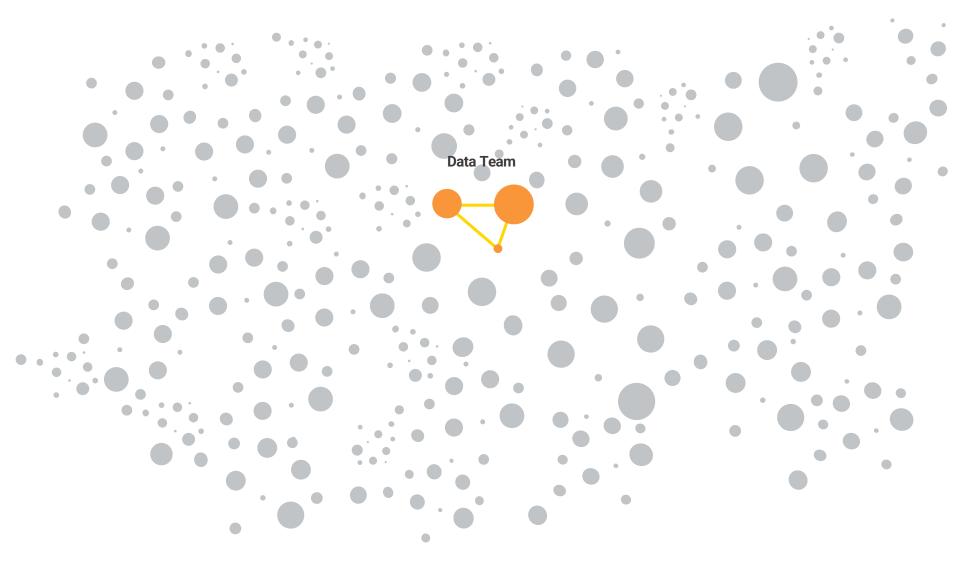


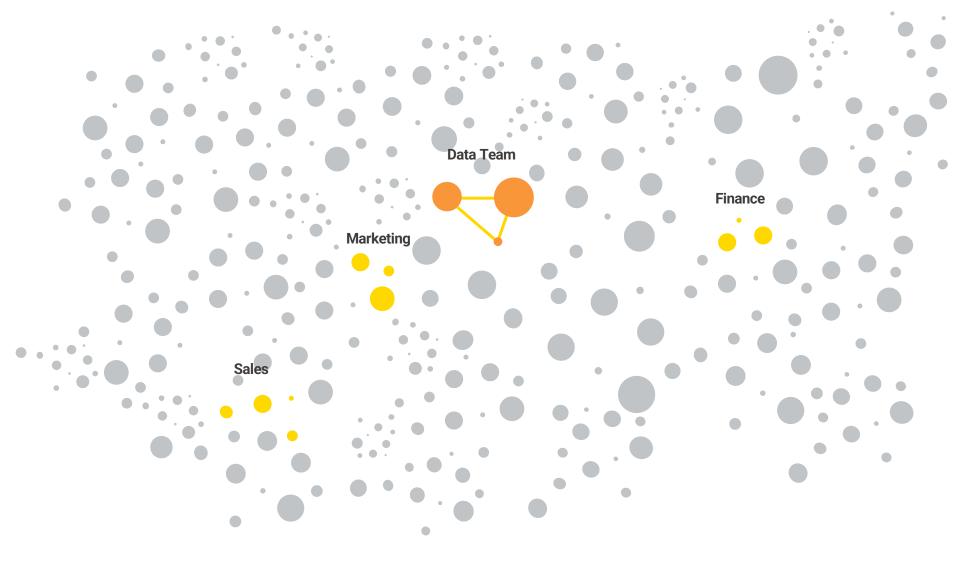


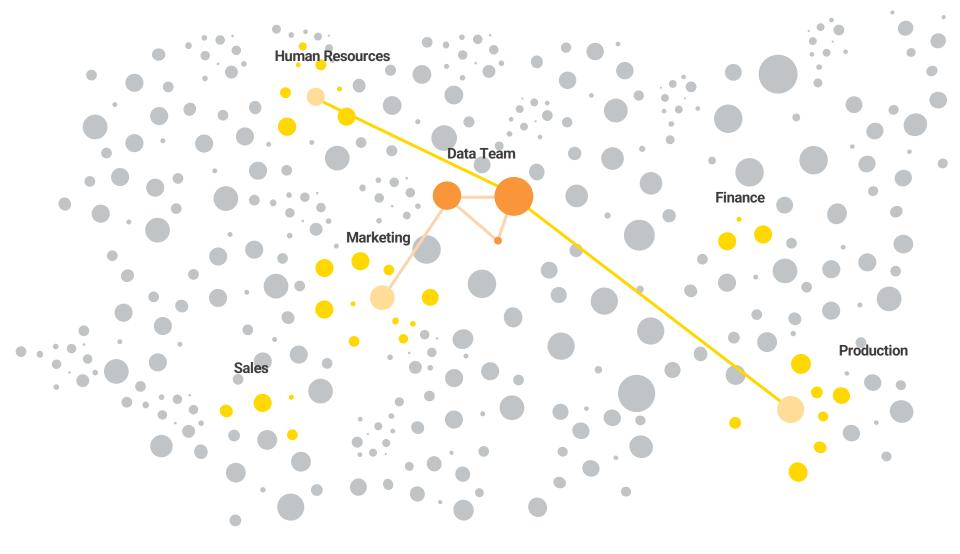


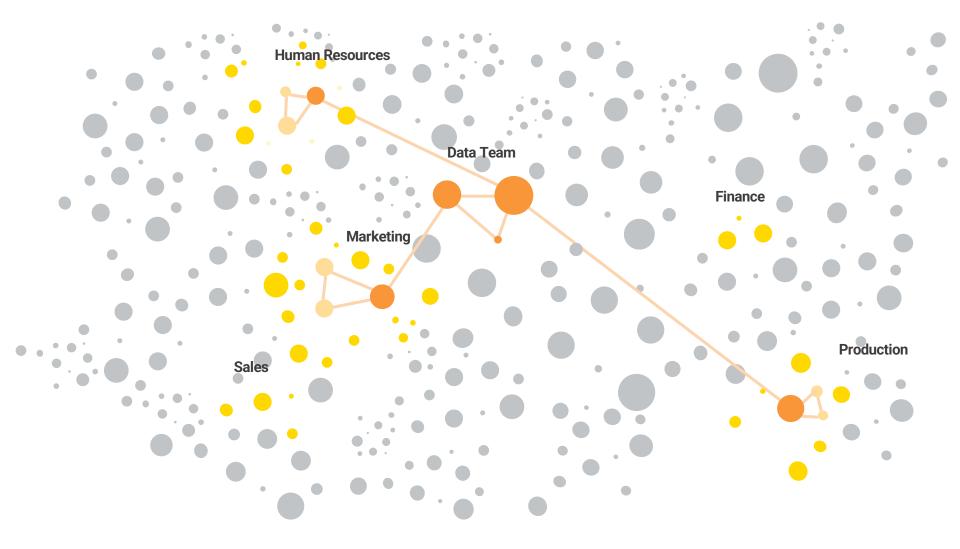
Scale Data Impact in the Enterprise

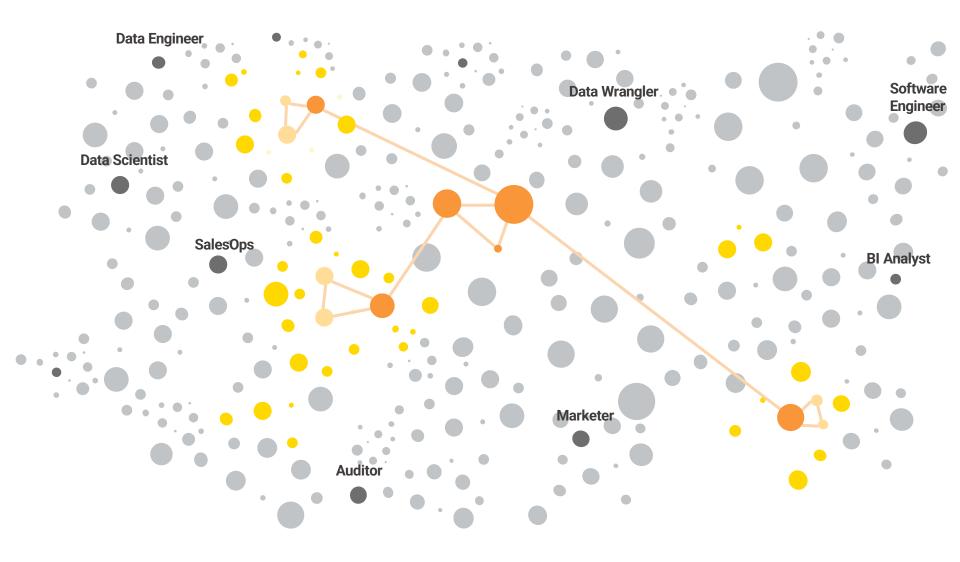


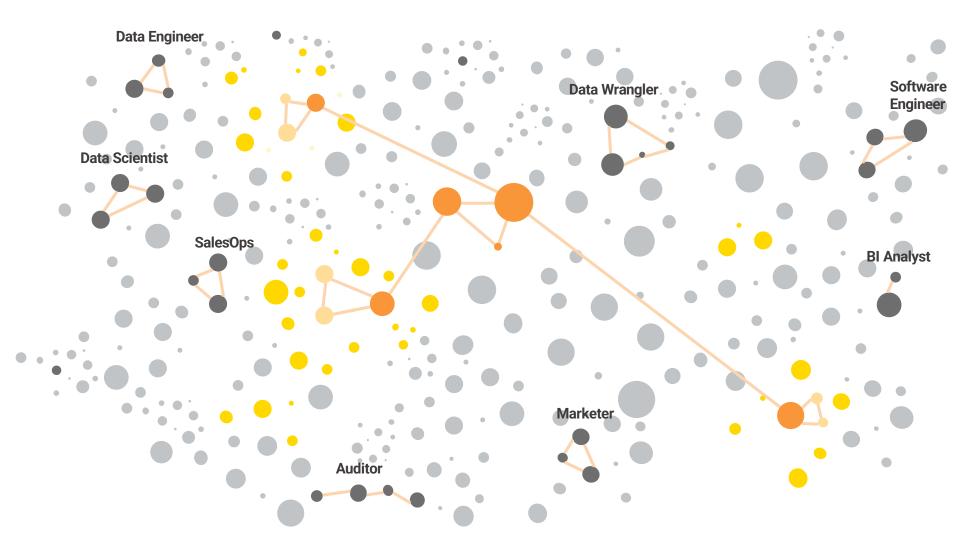


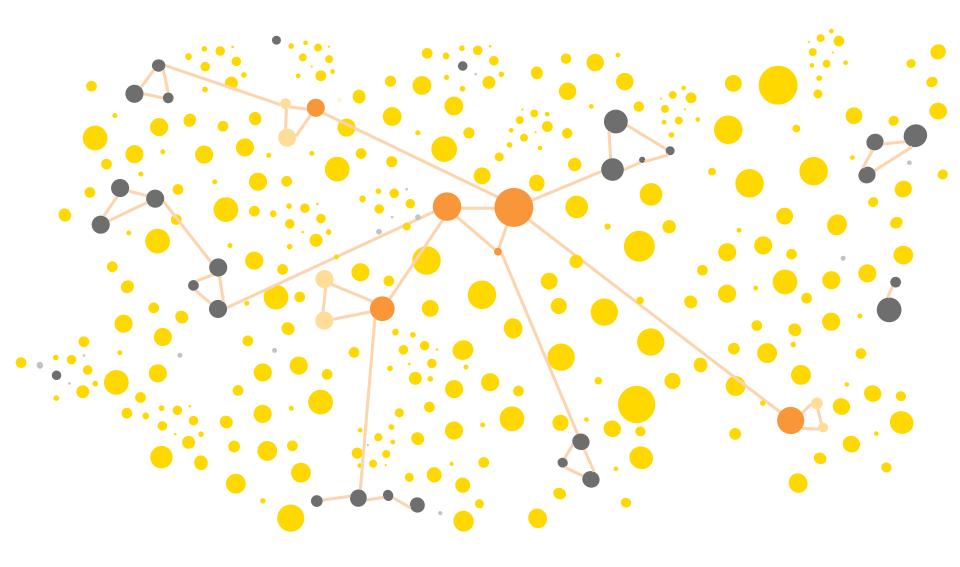












KNIME: A Single Platform for All Data Users

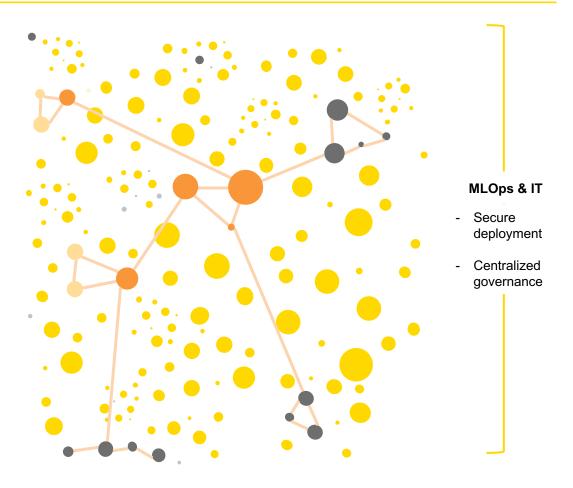
Data Experts (users)

- No-code & low-code workflows
- Create custom nodes for sharing & re-use
- Extensions for advanced analysis

Business & Domain Experts (users)

- No-code & low-code workflows
- Library of pre-built workflows for fast start
- Fast & instant access to insights, without IT

- End Users (non-users)
 - Data apps for insights
 - APIs, running behind-the-scenes
 - Automated reports



Supporting Every Path to Data-Driven Decisioning

	COLLABORATION		UPSKILLING		ENTERPRISE-WIDE SCALE
1	Collaborate between skillsets	3	Upskill themselves	5	Deliver insights for people
2	Knowledge-share across the organization	4	Upskill other business teams	6	Deliver insights for systems



Anticipating Customer Needs

Collaborate between skillsets 3 Upskill themselves 5 Deliver insights for people Knowledge-share across the organization 4 Upskill other business teams 6 Deliver insights for systems



What do we mean "Collaborate between Skillsets"?

- Empowering disparate people work together on the same analytics projects
 - e.g., Data steward & financial analyst
 - e.g., Python coder & visualization specialist
 - e.g., Synthetic chemists and computational chemists



Collaboration Between Skillsets

PAIN POINTS

KNIME SOLUTION

There's a lot of work just to communicate technical solutions—explaining, presenting, diagramming.

Self-documenting, understandable reproducible KNIME workflows.

Feedback loops for analytical solutions is slow, losing value with time.

Sharing workflows via KNIME Business Hub public spaces.

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Collaborate Between Skillsets

PAINPOINTS

Work siloed by heterogeneous tools and languages.

Advanced solutions often inaccessible to business users.

KNIME SOLUTION

KNIME workflows are intuitive for all, and serve as lingua franca—while external tools, scripting languages or REST Services can be integrated.

components allow users to abstract complex parts from non experts - exposing only relevant parameters.

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Anticipating Customer Needs

Collaborate between skillsets Upskill themselves Upskill themselves Enterprise-wide scale Deliver insights for people Knowledge-share across the organization Upskill other business teams Deliver insights for systems



What do we mean "Knowledge Share across the Organization"?

- Empowering teams to leverage and build on the experience of others.
 - e.g., enable sharing of blueprints as examples or starting points
 - e.g., enable sharing of reusable building blocks for common tasks
 - e.g., ensure security & quality with approved & tested workflows
 - e.g., innovate more quickly by adapting or getting inspired by solutions from others

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Knowledge Share Across the Organization

PAIN POINTS

KNIME SOLUTION

Lack of change tracking and reproducibility creates risk

→ Re an

Reproducible workflows and versioning of spaces on KNIME Business Hub

Many "front end manufacturing teams" needed similar solutions built out

 \Rightarrow

Sharing commonly needed workflows and components via public spaces

Administration of solutions required too much data expert time

 \Rightarrow

KNIME Business Hub for centrally administered, but self-organizing teams

34 KN

Knowledge Share Across the Organization

PAINPOINTS

KNIME SOLUTION

Lack of knowledge transfer and change management creates risk

 \Rightarrow

Spaces and versioning

Lack of standardization creates risk and duplicate work



Sharing components via public spaces.



Anticipating Customer Needs

Collaborate between skillsets Upskill themselves Deliver insights for people Knowledge share across the organization Upskill other business teams Deliver insights for systems



What do we mean "Upskill Themselves"?

- Self-motivated onboarding to increase personal efficiency, quality or sophistication of insights, or general analytics know-how
 - e.g., move from manual, difficult-to-replicate, error prone spreadsheets to low-code/no-code workflows
 - e.g., work with larger amounts of data at once
 - e.g., learn and apply more sophisticated analytics techniques to data
 - e.g., make results/insights more accessible to a wider group of people

Open for Innovation

KNIME

Upskill Themselves

PAIN POINTS

Aggregating data on shift lengths, schedule types and overtime limitations is time consuming

New data means repeat work, copy & pasting between spreadsheets

Manual work in spreadsheets is error prone

KNIME SOLUTION

KNIME connectors allow users to get data out of several tools or spreadsheets at one time

Data can then be analyzed in one click, once a workflows is set up

 Workflows reduce amount of required human intervention and guarantee reproducibility

Upskill Themselves

PAINPOINTS

KNIME SOLUTION

Aggregating data from different tools or spreadsheets is extremely time-consuming

 \Rightarrow

300+ KNIME connectors remove friction from data access

Spreadsheets limit data volume & type for analysis

 \Rightarrow

KNIME can handle data sets of any size

Logic of spreadsheets is obfuscated & intransparent

 \Rightarrow

Workflows clearly reveal and document analytic process

Most tools lack advanced analytics capabilities

 \Rightarrow

KNIME offers more analytic sophistication than any spreadsheet or other LCNC vendor

Anticipating Customer Needs

Collaborate across skillsets

3 Upskill themselves
5 Deliver insights for people

Build in-house communities
4 Upskill other business teams
6 Deliver insights for systems



What do we mean "Upskill Other Business Teams"

- Organization-led initiatives to upskill business teams for increased self-sufficiency
 - e.g., CoE upskilling finance analysts (spreadsheet-users) to automate data tasks
 - e.g., Data team upskilling mechanical engineers in the field of data analytics

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Upskill Other Business Teams

PAIN POINTS

Many more automation opportunities than data experts

Different data users needed varying levels of complexity

Difficult to onboard large #s of users around the world efficiently

KNIME SOLUTION

Intuitive low-code/no-code make automation and reporting accessible to all

Range of analytic sophistication available in AP

Sharing workflows and components with AP community on KNIME **Business Hub**



Upskill Other Business Teams

PAINPOINTS

Data team is spending too much time on automation or basic reporting

Digitization posing risk to workforce

Specialized, expensive labor wastes time on data wrangling

Reliance on data experts for advanced analysis, slows time to value

KNIME SOLUTION

Intuitive, LCNC platform empowers self-sufficiency to a certain extent

Range of techniques enable onboarding to advanced analytics work

Automation of data tasks & reproducibility of workflows

Intuitive low-code/no-code allows for self-sufficiency

Anticipating Customer Needs

Collaborate across skillsets

3 Upskill themselves 5 Deliver insights for people

Build in-house communities

4 Upskill other business teams

6 Deliver insights for systems

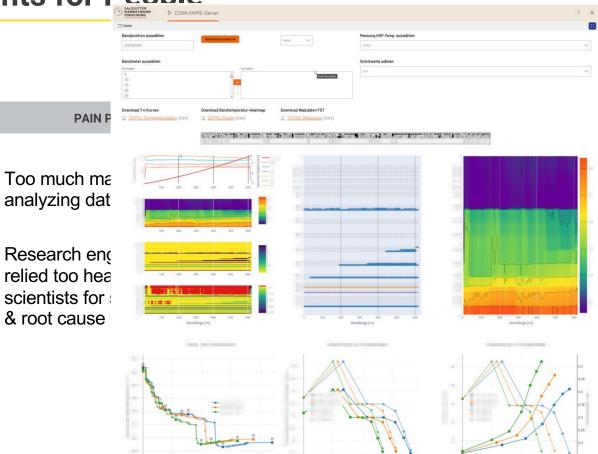


What do we mean "Deliver Insights for People"

- Make analysis available to anyone through dynamic, parameterized data apps
 - e.g., dashboard for sales people monitoring progress towards
 ARR goal
 - e.g., static report for HR, available on-demand, showing employees hired/month
 - e.g., self-service data app that allows nurses to properly dose medicine, based on inputs with prior medical history

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Deliver Insights for People





Deliver Insights for People

PAINPOINTS

Models need significant input from domain (but non-data) experts

Data science team requires data entry into analysis

KNIME SOLUTION

Data apps parameterize analysis of any level of complexity, while never revealing underlying workflow

Forms on data apps allow input from non experts



Anticipating Customer Needs

Collaborate across skillsets

3 Upskill themselves
5 Deliver insights for people

Build in-house communities
4 Upskill other business teams
6 Deliver insights for systems



What do we mean "Deliver Insights for Systems"?

- Make analytics available as REST services that can be consumed by other applications
 - e.g., fraud detection API triggered by a web application to check credit data
 - e.g., API that triggers model to run on machine sensor data and alert on disaster
 - e.g., API to enrich CRM data every evening



Deliver Insights for Systems

PAIN POINTS

KNIME SOLUTION

If service goes down, other systems are affected and can't operate anymore.

High-availability of KNIME Edge

Many requests to service require scalability.

Scalability of KNIME Edge.

Deliver Insights for Systems

PAINPOINTS

KNIME SOLUTION

Integration with other applications oftentimes requires custom code



KNIME can deploy workflows as REST interfaces

Deployment of analytics as REST often requires IT



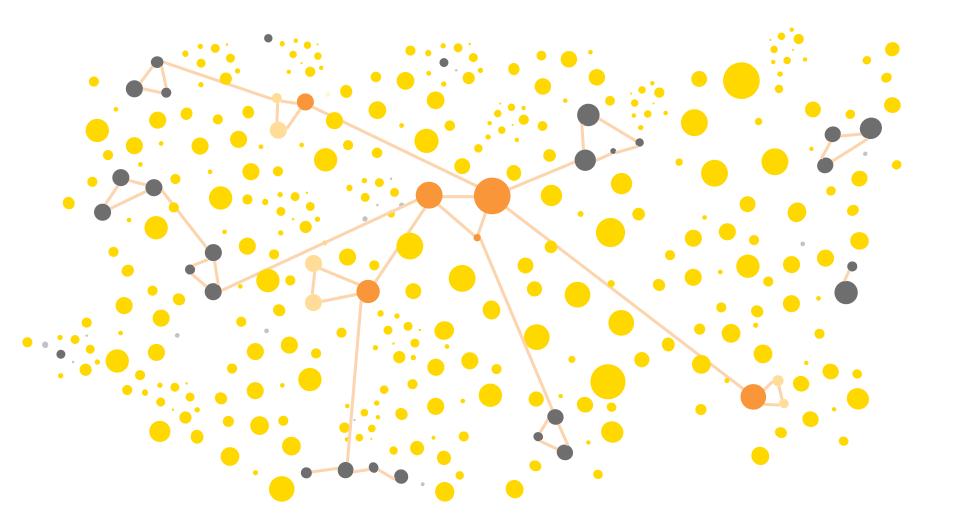
KNIME automates
deployment, removing
reliance on software team



Anticipating Customer Needs

	COLLABORATION		UPSKILLING		ENTERPRISE-WIDE SCALE
1	Collaborate between skillsets	3	Upskill themselves	5	Deliver insights for people
2	Knowledge-share across the organization	4	Upskill other business teams	6	Deliver insights for systems









Research Institutions



Manufacturers



Scientists



Pharma Companies



Data Scientists



Financial Institutions













Research Institutions





















Data **Scientists**





































Boehringer Ingelheim



NOVARTIS







Manufacturers

















Fidelity

























































































How KNIME Hub Scales Data Science Impact

Ease of Deployment Built for Scale Ease of Onboarding Ease of Collaboration Get started quickly with a Work between disciplines & Enables data experts to easily Cloud-native, no limit to users. community-built library of expert levels. Share & reuse deploy data apps and services Easy to administrate & solutions. expertise. to end users. maintain. Open-source approach ensures frictionless adoption, low barrier to entry and low TCO

KNIME Hub Key User Concepts

Relevant to
KNIME Business Hub *

Relevant to KNIME Community Hu

- User builds data science solutions & shares them
- Teams are units of users. They collaborate on spaces.
- Spaces store a team's files, components & workflows
 - Spaces can be public or private to a team
 - Spaces are versioned
- Execution resources (vCores) are specific to teams
 - Explicit deployments of data apps and REST services
 - Ad hoc execution, scheduled execution
 - Execution context to configure where workflows are executed

Individuals

Free.

What's Included:

- ✓ Browse, download & share workflows & components with community
- ✓ Store workflows in private spaces
- ✓ Collaborate with others

Teams

(3 users)
Subscription on Community Hub

What's Included:

- ✓ Browse, download & share workflows & components with community
- ✓ Store workflows in private spaces
- ✓ Collaborate with team members in public spaces or private spaces
- ✓ Centralized billing, on team level
- Option to extend disk space for your spaces

Basic

(5 users, 4 vCores)

Installed into customer infrastructure

What's Included:

- ✓ Single Team
- ✓ Browse, download & share workflows & components just with your team in a dedicated instance
- Deploy and manage workflows as scalable apps and services
- ✓ Single execution context
- ✓ Enterprise authentication via e.g., LDAP or OIDC

Standard

(5 users. 8 vCores)

Installed into customer infrastructure

What's Included:

All from Basic, plus

- ✓ Supports up to three teams
- Collaborate with other teams through public spaces
- Unlimited Data App and REST API Access for consumers
- Advanced permission management (support for internal / external groups)
- ✓ Unlimited execution context
- Edge for highly scalable REST API deployments

Enterprise

(20 users, 16 vCores)

Installed into customer infrastructure

What's Included:

All from Standard, plus

- ✓ Anonymous (read-only) user support
- ✓ Supports unlimited teams
- ✓ Several KNIME Hub installs possible
- ✓ Installation into existing Kubernetes clusters

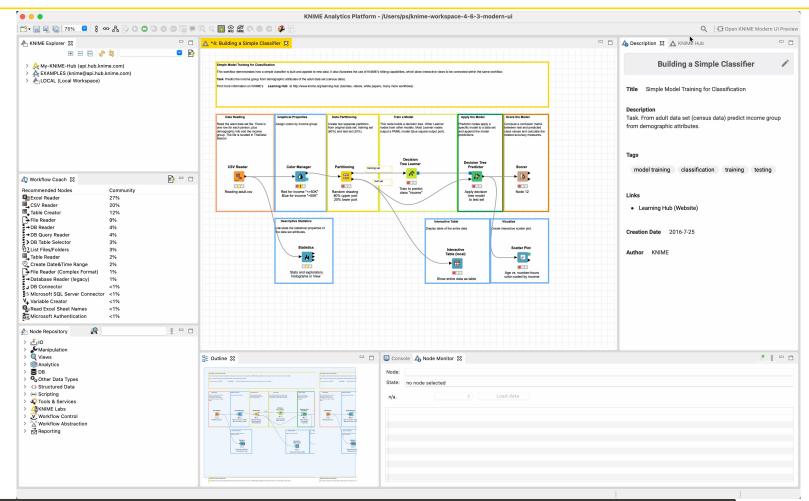
KNIME-managed KNIME Community Hub Customer-managed KNIME Business Hub



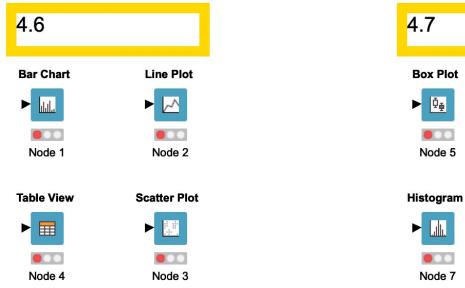
And What is New in KNIME Analytics Platform?

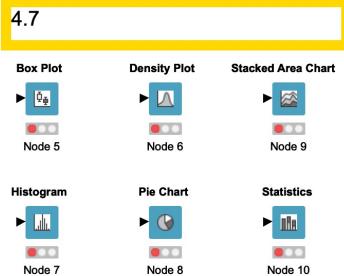


4.7 Modern UI Preview

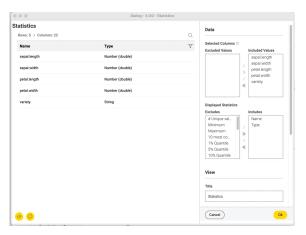


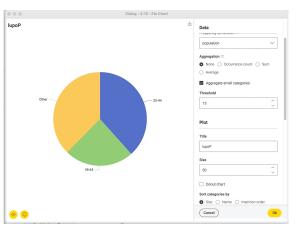
Extra: Views

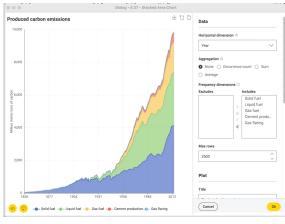


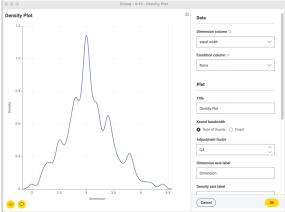


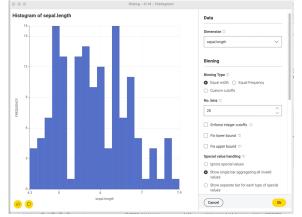
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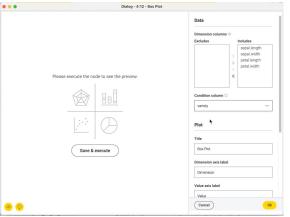














Geospatial Analytics for All











Geospatial Analytics Extension for KNIME

- Support for most common vector data e.g., points, lines, polygons, collections
- Joined development with the Center for Geographic Analysis from Harvard
- We will continue to work together to add more functionality and improve the usability
- Easy installation via drag and drop from KNIME Community Hub
 - Batteries included no additional setup and installation steps required
- Feedback is always welcome via <u>KNIME Forum</u>° or <u>Github</u>*



[°]https://forum.knime.com/c/community-extensions/geospatial

^{*}https://github.com/spatial-data-lab/knime-geospatial-extension



Spatial IO

🔕 GeoFile Reader

🔕 GeoFile Writer

🚺 GeoPackage Reader

GeoPackage Writer



Open Datasets

OSM Boundary Map

OSM POIs

OSM Road Network

US ACS 5-Year Estimates

US2020 Census Data

SUS2020 TIGER Map



Spatial Conversion

GeoJSON to Geometry

Geometry to GeoJSON

Geometry to Lat/Long

Geometry to WKT

Lat/Lon to Geometry

WKT to Geometry





Spatial

Calculation



Area

Bounding Box



Bounds



Convex Hull



Coordinates XYZ



Length



Total Bounds



Unary Union



Spatial

Manipulation



Buffer



Clip

Create Grid



Dissolve



Euclidean Distance



Haversine Distance



Multiple Ring Buffer



Nearest Join



Overlay



Simplify



Spatial Join



Spatial

Transformation



Geometry To Point



•• Line To MultiPoint Multipart To Singlepart



Points To Line



Polygon To Line



Projection





Exploratory Spatial Data Analysis



Global Geary's C



Global Getis-Ord G



Global Moran's I



Local Getis-Ord G



Local Moran's I



Spatial Weights



Spatial Modelling



2SLS with Spatial Test



GWR Model



GWR Predictor



MGWR Model



OLS with Spatial Test



Err Spatial Error Model



Spatial Error Panel Model



Lag Spatial Lag Model



Spatial Lag Panel Model



Location Analysis



✓ LSCP



- P-median





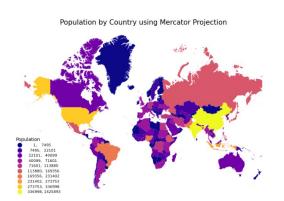
Spatial Visualization

Geospatial View

Ospatial View Static

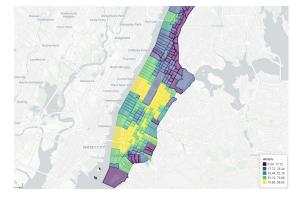
Kepler.gl Geoview

Spatial Heatmap











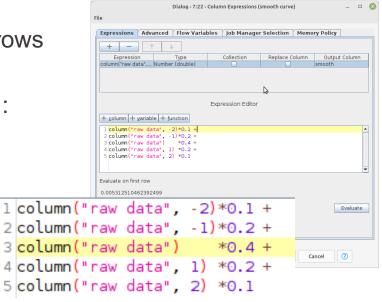
Column Expressions - Multi-row Formula

 Swiss army knife to run custom snippets on table rows (combining String Manipulation, Math Formula, Rule Engine)





- Powerful but until 4.5 limited in ability to access data outside the current row
- New in 4.6: Access to previous/subsequent rows (multi-row formula)
- Crucial for "between rows" calculations, e.g.:
 - Time Series Calculation
 - Diffs to previous/subsequent rows
 - Data Smoothing

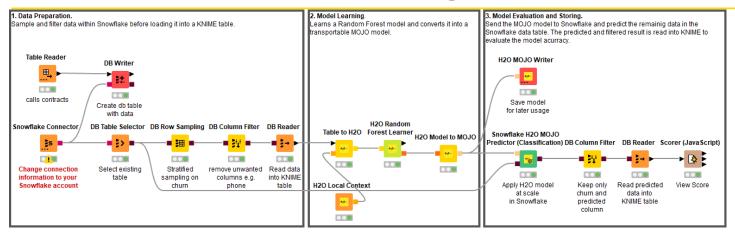


Other Noteworthy Additions

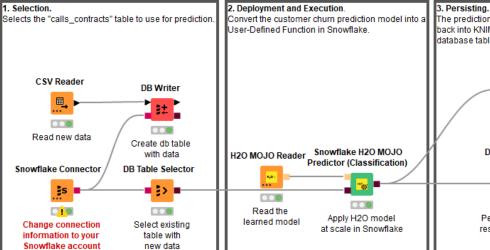
- Extended Microsoft Azure Services
 - Azure Synapse Analytics, SharePoint Online List, Azure Active Directory
- DB Framework Enhancements
 - DB Concatenate, DB Looping, DB Delete, DB Date Spec Extract
 - Updated JDBC drivers (Redshift, H2, MS Access, MySQL, PostgreSQL, SQLite)
 - Enhanced Oracle DB Support



Snowflake Machine Learning Model Push-Down



https://www.knime.com/blog/ churn-predictor-knime-snowflake



The prediction result can either be read back into KNIME or persisted as new database table within Snowflake.

DB Reader

Read data into KNIME

DB Connection Table Writer

Persist prediction result in Snowflake

Open for Innovation KNIME



Thank you!