

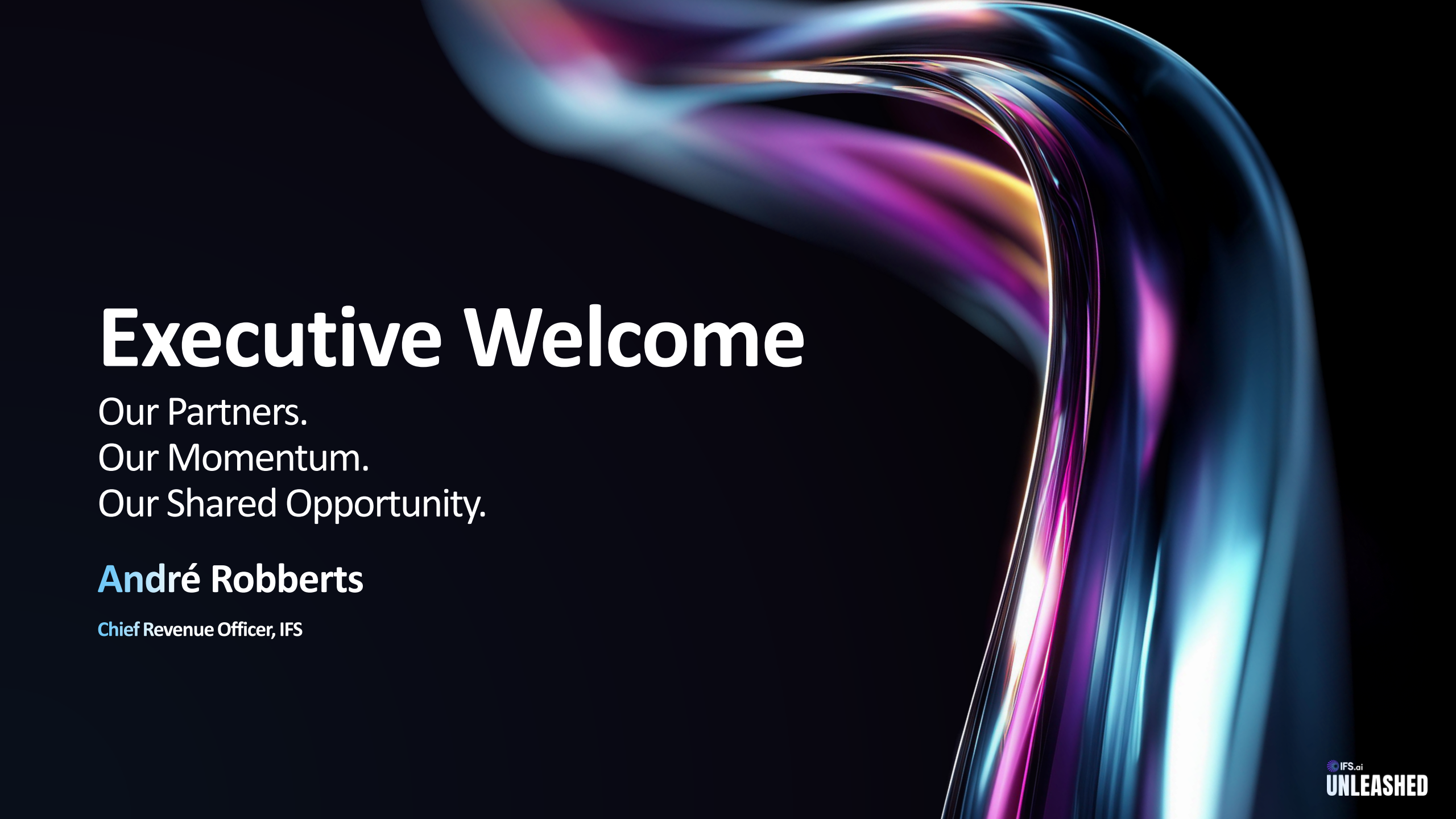


UNLEASHED



UNLEASHED





Executive Welcome

Our Partners.
Our Momentum.
Our Shared Opportunity.

André Robberts

Chief Revenue Officer, IFS

~70

Sponsoring Partners

Across the SI, Channel and ISV Ecosystem

18

Industry sessions jointly presented with partners

Across the SI, Channel and ISV Ecosystem

40+

Partner Sessions

Across the main stage, industry sessions, breakouts and other content

Our Sponsors

Marquee



Diamond



Platinum

AVEVA

bakertilly

Deloitte.

HOIST

IC
INFOCONSULTING

pwc

SIEMENS

Gold

Astra Canyon
NEC
Orchestrating a brighter world

accenture
novacura

Capgemini
Thomson Reuters

ClickLearn
TRAILD

Silver



Bronze



Momentum has continued into 2026...

25%

Annual recurring
revenue growth YoY

24%

growth in
Cloud Revenue YoY

84%

of total revenue
is recurring



€1.28B+
ARR



€1.7B
FY2025 total
revenue



6,000+
Customers



90+
Countries

Our ecosystem in action

75

Net-new logos with
partner involvement

86%

of net-new logos
involve a partner

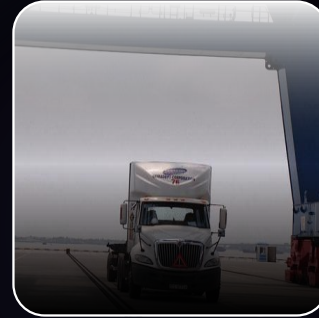
17k

Partner certifications
+103% YoY

5k

Certified individuals
+48% YoY

Across industries.
Solving what matters.



IFS Cloud + Industrial AI
From operational questions to informed action

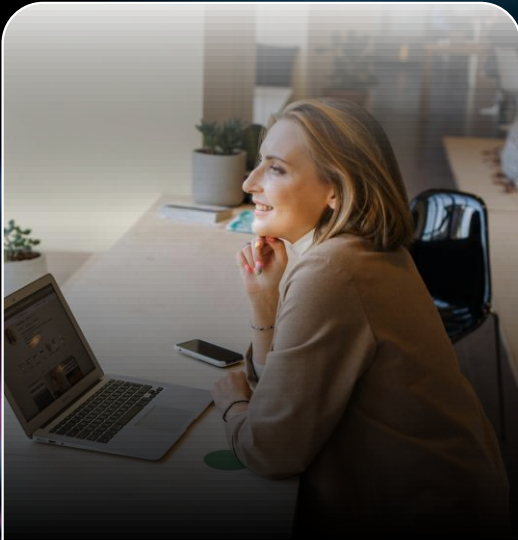
75 new customers

Real world impact



Relaunching the Partner Advisory Council

“
You said,
We did.”



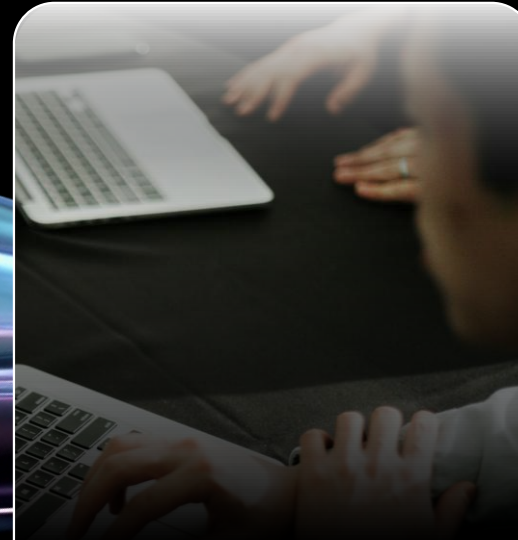
Why

Partner perspectives help shape our strategy and growth priorities



How will it work

Regular engagement, focused sessions and clear owners for follow-through



The achievement

A structured forum for strategic input, feedback and alignment



The impact

Better alignment, faster action and greater customer value

From momentum to execution...

01

Industrial AI

02

Partner Pre-sales

03

Driving Growth

04

Accelerating
time to value

05

The opportunity ahead

06

Industrial AI in action

07

Delivering
customer outcomes

08

Wrap up

Make **UNLEASHED** count...

01

Engage

Explore the sessions.
Bring your customer priorities.

02

Connect

Meet customers and IFS teams.
Build the right relationships.

03

Activate

Identify concrete opportunities.
Agree the next step together.





Finish 2026
STRONGLY

Thank you for your partnership



UNLEASHED



Industrial AI

The future & the partner opportunity

James Greaves

SVP Global Industries & Solutions, IFS

AI brings real...

OPPORTUNITY

Better decisions, acted on faster



Days of analysis in minutes



Acts within rules you set



Routine work off your people



Gains in margin, uptime, cash

RISK

AI that doesn't know your business



Generic, internet-trained AI



No governance or support



Long, disruptive projects



Black boxes, no audit trail

The businesses
we serve are
complex.

IFS INTELLIGENCE

WHAT IS IT?



Ask



Act



Delegate

WHO BUYS IT?



CEO
CFO

Decides



COO

Shapes
the case



CIO

Gatekeeps governance



SPONSORS

Transformation & operations
leaders

WHY NOW?



Complexity is
outgrowing capacity



Expertise is harder to scale



Delegation is ready
today



Moving systems, no
longer has to be slow

IFS INTELLIGENCE

ASK

Good evening, Vaibs.
What should we look at?

Which late shipments hit customers with service contracts? Pull them forward.

+

Auto

IFS Intelligence can make mistakes. IFS Cloud writes always require your approval.

ACT

Create Service Request

Approve or decline this creation.

Approve ✓

Create the Service Request with the values shown in the IFS receipt.

DELEGATE



Customer Manager 11:30 AM

Email received from Apex Supply. Processing quote now.

Exception detected: unit price changed from \$142.00 to \$158.50 due to supplier quantity variation. Outside approved threshold.

Approval required to proceed with ERP order creation.



Approve



Reject



Live business context



Recommended actions



Staged approvals



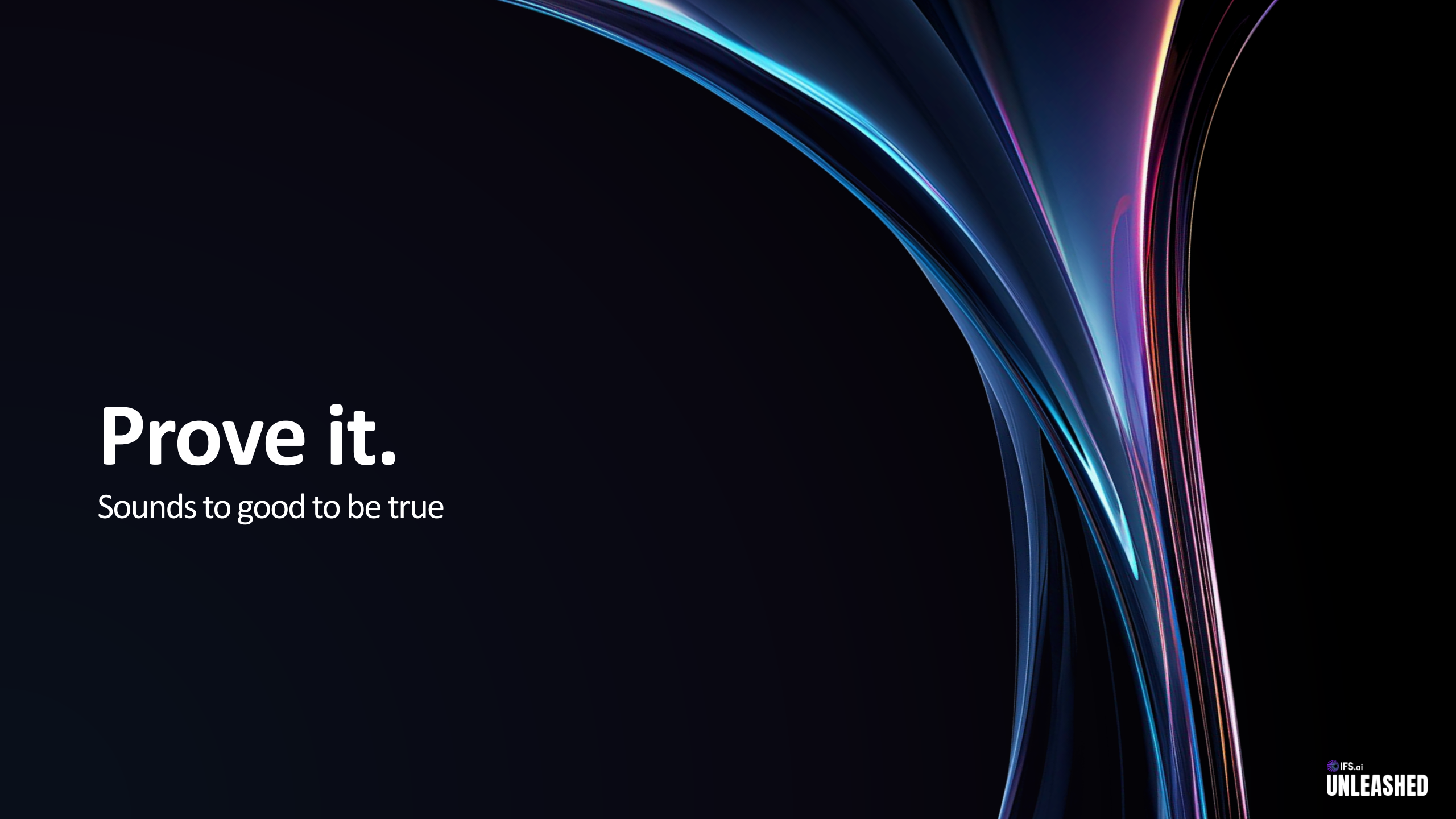
Digital workers



Permissions respected



Audit trail



Prove it.

Sounds too good to be true

INVEST & BUILD

Deliver on margin, invest where it counts

1-3%

Project Management
of revenue recovered

5-15%

Asset Investment Planning
Lower lifecycle cost

20-40%

Engineering
Faster engineering change

MARGIN EROSION SHOWS UP AFTER IT IS TOO LATE

IFS Intelligence spots at-risk projects early

THE PROBLEM

Reviews rely on monthly reports, so overruns and slipping cash show up after margin is lost

WHO CARES

COO, PMO Director, Project Controller

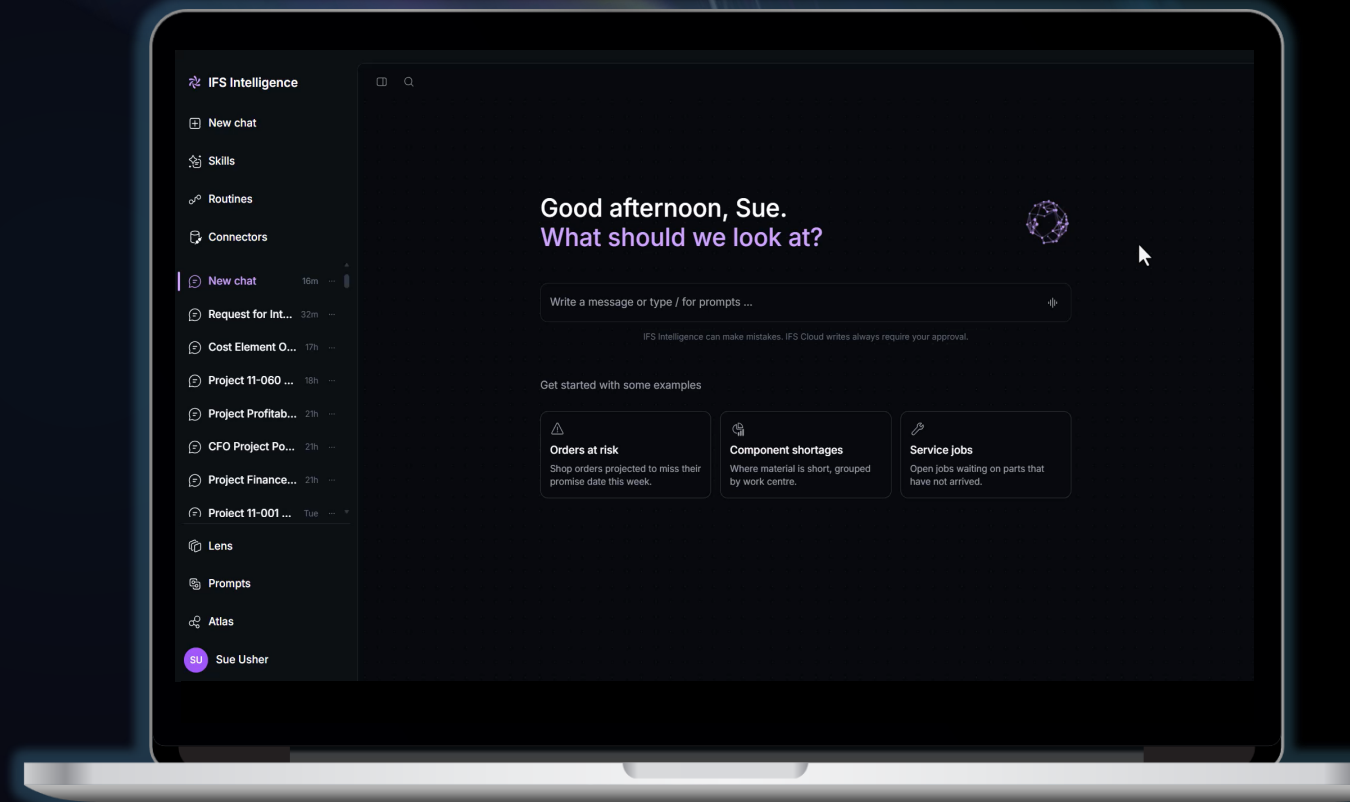
HOW IFS INTELLIGENCE SOLVES IT

Watches cost, progress and cash across the portfolio and ranks projects by margin at risk

THE BENEFIT

1–3 pts of gross margin retained

KPIs: project gross margin %, margin variance



“Which projects are most at risk of margin erosion, and why?”



Good afternoon, Sue.
What should we look at?



Write a message or type / for prompts ...

IFS Intelligence can make mistakes. IFS Cloud writes always require your approval.

Get started with some examples



Orders at risk
Shop orders projected to miss their promise date this week.



Component shortages
Where material is short, grouped by work centre.



Service jobs
Open jobs waiting on parts that have not arrived.

PRODUCE & MOVE

On time, right first time, with less stock

5–15%

Production planning
Better on-time delivery
& throughput

Up to 40%

Manufacturing Execution
Less unplanned
downtime

20-30%

Warehouse & Logistics
Higher inventory
location accuracy

SUPPLIER RECALLS CREATE IMMEDIATE PRODUCTION EXPOSURE

IFS Intelligence traces affected material and production quickly

THE PROBLEM

Supplier recalls require teams to determine where affected material was received, consumed or remains available before production and quality exposure can be contained

WHO CARES

COO, Quality Director, Plant Manager

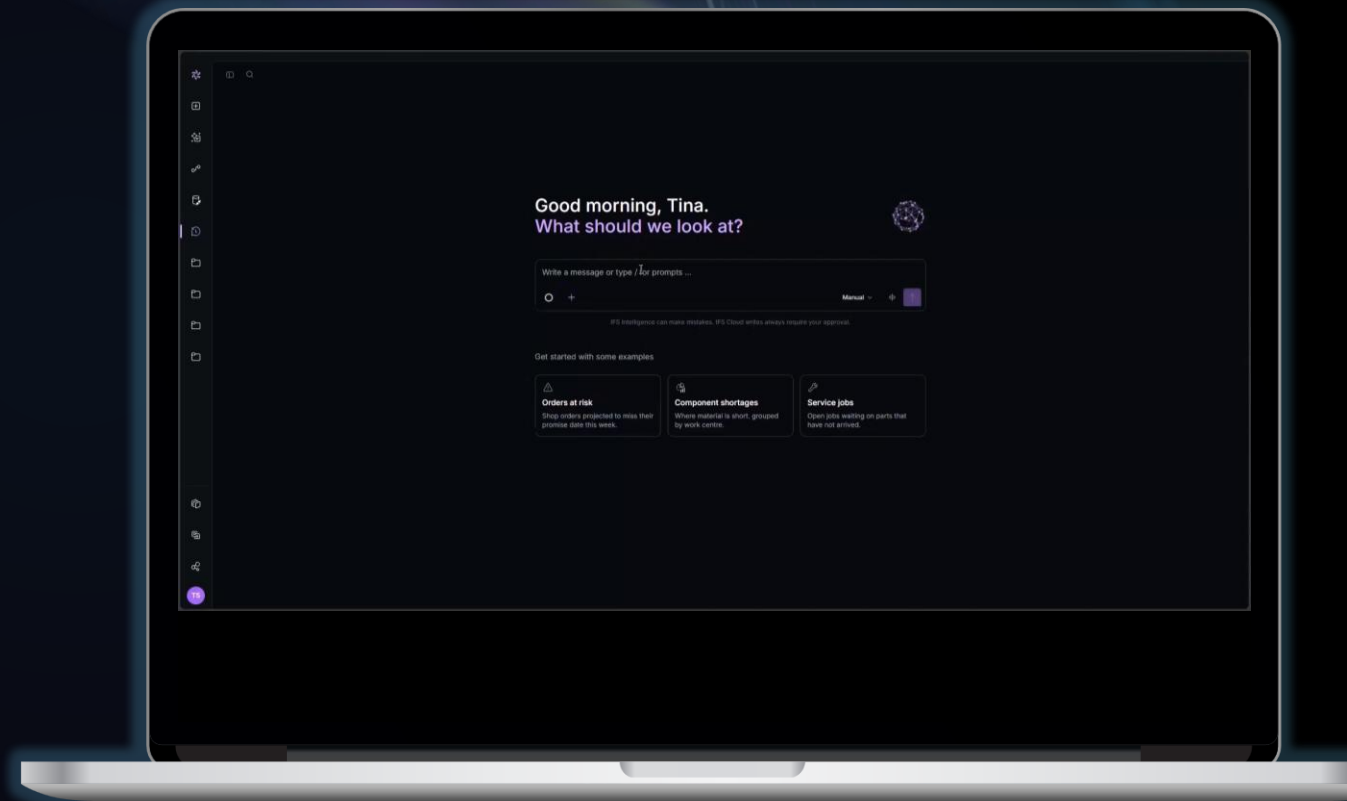
HOW IFS INTELLIGENCE SOLVES IT

Traces recalled supplier material across inventory and production records to identify affected items and focus investigation on the resulting production exposure

THE BENEFIT

Faster recall impact assessment

KPIs: recall response time, affected material identified



“Where has this recalled material affected production?”



Good morning, Tina.
What should we look at?



Write a message or type / for prompts ...



Manual



IFS Intelligence can make mistakes. IFS Cloud writes always require your approval.

Get started with some examples



Orders at risk

Shop orders projected to miss their promise date this week.



Component shortages

Where material is short, grouped by work centre.



Service jobs

Open jobs waiting on parts that have not arrived.

MAINTAIN & SERVE

Keep assets running, fix it first time

20–40%

Asset Performance Mgmt
Fewer unplanned
equipment failures

10-20%

Field Service
Higher SLA
adherence

2-4pts

Scheduling & Optimization
Higher crew
utilization

RISK AND COMPLIANCE EXPOSURE REMAIN FRAGMENTED

IFS Intelligence creates a unified risk view

THE PROBLEM

Maintenance, safety and compliance obligations are spread across multiple systems, making unmanaged exposure difficult to identify early

WHO CARES

COO, Asset Integrity Director, Asset Integrity Manager

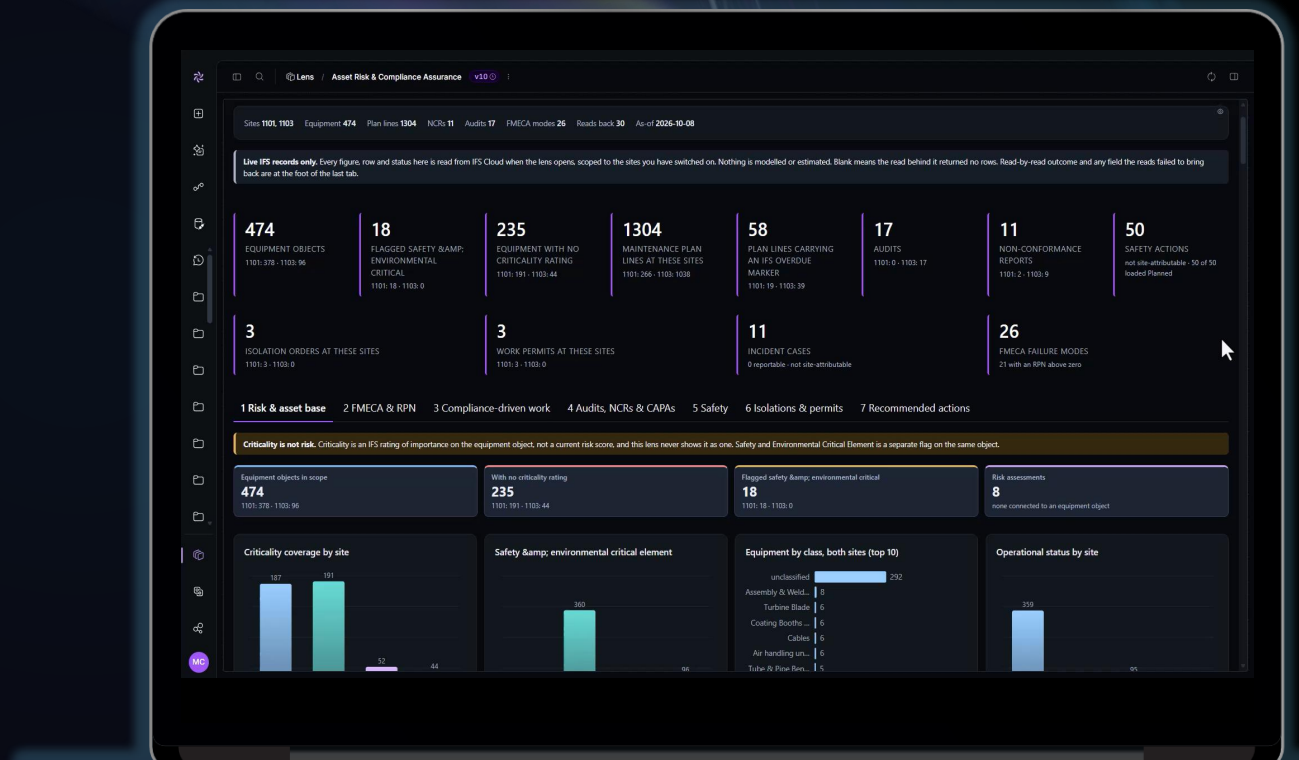
HOW IFS INTELLIGENCE SOLVES IT

Connects asset criticality, maintenance obligations and compliance records to identify overdue controls and prioritize unmanaged risk

THE BENEFIT

Near 100% Asset risk visibility

KPIs: Overdue compliance actions, open risk items



“Which compliance risks need attention first?”

Sites 1101, 1103 Equipment 474 Plan lines 1304 NCRs 11 Audits 17 FMECA modes 26 Reads back 30 As-of 2026-10-08

Live IFS records only. Every figure, row and status here is read from IFS Cloud when the lens opens, scoped to the sites you have switched on. Nothing is modelled or estimated. Blank means the read behind it returned no rows. Read-by-read outcome and any field the reads failed to bring back are at the foot of the last tab.

474
EQUIPMENT OBJECTS
1101: 378 · 1103: 96

18
FLAGGED SAFETY & ENVIRONMENTAL CRITICAL
1101: 18 · 1103: 0

235
EQUIPMENT WITH NO CRITICALITY RATING
1101: 191 · 1103: 44

1304
MAINTENANCE PLAN LINES AT THESE SITES
1101: 266 · 1103: 1038

58
PLAN LINES CARRYING AN IFS OVERDUE MARKER
1101: 19 · 1103: 39

17
AUDITS
1101: 0 · 1103: 17

11
NON-CONFORMANCE REPORTS
1101: 2 · 1103: 9

50
SAFETY ACTIONS
not site-attributable · 50 of 50 loaded Planned

3
ISOLATION ORDERS AT THESE SITES
1101: 3 · 1103: 0

3
WORK PERMITS AT THESE SITES
1101: 3 · 1103: 0

11
INCIDENT CASES
0 reportable · not site-attributable

26
FMECA FAILURE MODES
21 with an RPN above zero

- 1 Risk & asset base
- 2 FMECA & RPN
- 3 Compliance-driven work
- 4 Audits, NCRs & CAPAs
- 5 Safety
- 6 Isolations & permits
- 7 Recommended actions

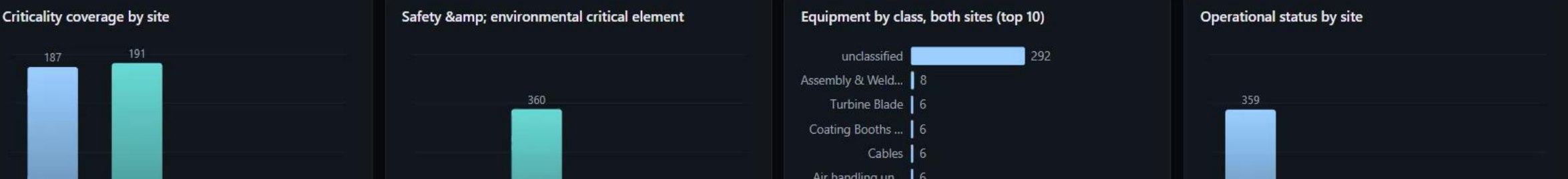
Criticality is not risk. Criticality is an IFS rating of importance on the equipment object, not a current risk score, and this lens never shows it as one. Safety and Environmental Critical Element is a separate flag on the same object.

Equipment objects in scope
474
1101: 378 · 1103: 96

With no criticality rating
235
1101: 191 · 1103: 44

Flagged safety & environmental critical
18
1101: 18 · 1103: 0

Risk assessments
8
none connected to an equipment object



OPERATE

Protect margin, cash and supply

30–50%

Finance
Faster financial close

10-15%

Procurement
Lower purchase value

50%

Human Capital Mgmt
Faster payroll readiness

INTERCOMPANY DIFFERENCES SLOW FINANCIAL CLOSE

IFS Intelligence explains differences before close

THE PROBLEM

Finance teams spend significant effort investigating differences between intercompany balances before month-end close activities can proceed.

WHO CARES

CFO, Group Controller, Controller

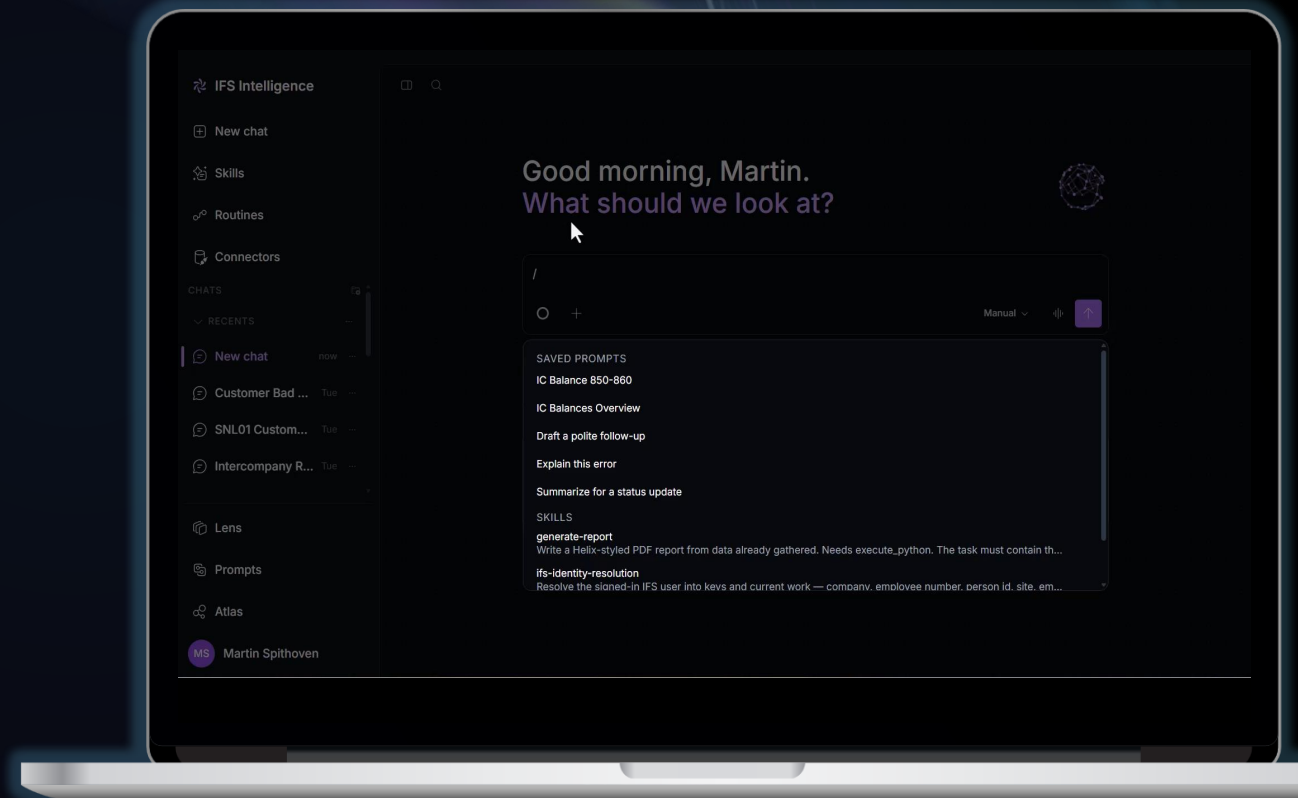
HOW IFS INTELLIGENCE SOLVES IT

Compares reciprocal balances, identifies unreconciled transactions and prepares matched balances for controlled netting

THE BENEFIT

30-50% Faster Financial close

KPIs: Intercompany reconciliation time, close cycle time



“What is causing these intercompany differences?”

New chat

Skills

Routines

Connectors

CHATS

RECENTS

New chat now ...

Customer Bad ... Tue ...

SNL01 Custom... Tue ...

Intercompany R... Tue ...

Lens

Prompts

Atlas

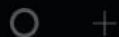
MS Martin Spithoven



Good morning, Martin.
What should we look at?



/



Manual



SAVED PROMPTS

IC Balance 850-860

IC Balances Overview

Draft a polite follow-up

Explain this error

Summarize for a status update

SKILLS

generate-report

Write a Helix-styled PDF report from data already gathered. Needs execute_python. The task must contain th...

ifs-identity-resolution

Resolve the signed-in IFS user into keys and current work — company, employee number, person id, site, em...

GETTING THERE **FASTER**

Applying AI to the implementation itself

77%

Security in hours
Roles and SoD
rules in a day

80%

Data cleanup
Clean data loads,
first time

99%+

Integration design
Specs in minutes,
not days

99%

Go-live & hypercare
Issues fixed before
users notice

Role design for each department takes days

IFS Intelligence sets up users and roles

THE PROBLEM

Building users, end user roles and functional roles by hand is slow and hard to document.

WHO CARES

Security lead, Procurement manager

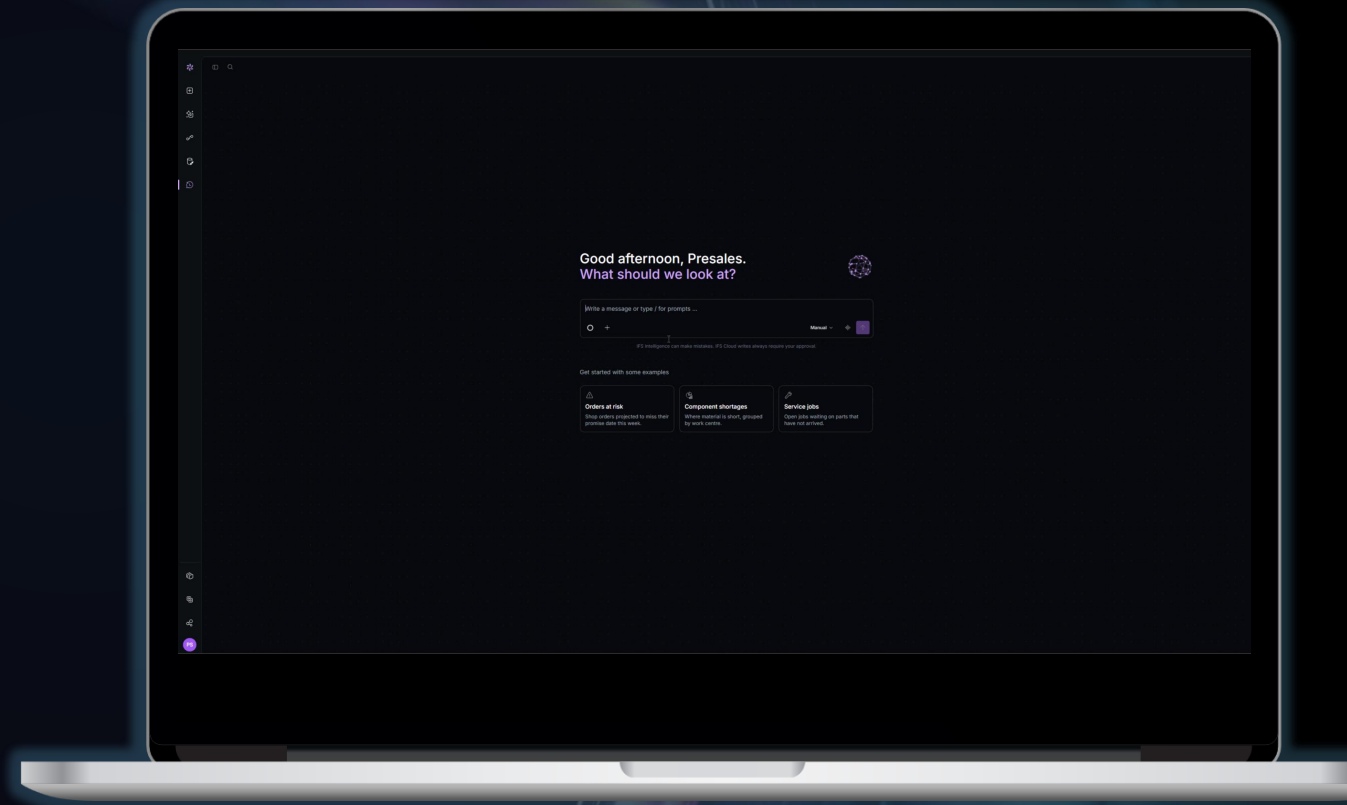
HOW IFS INTELLIGENCE SOLVES IT

Creates the user, role structure and permission model, and explains the design.

THE BENEFIT

5-60min vs 1–2 days today

KPIs: time to provision users, access tickets



“Create user PROCBUYER and a permission model for a procurement buyer, with 3 functional roles.”

Good afternoon, Presales.
What should we look at?



Write a message or type / for prompts ...

+

Manual ▾

IFS Intelligence can make mistakes. IFS Cloud writes always require your approval.

Get started with some examples

- Orders at risk**
Shop orders projected to miss their promise date this week.
- Component shortages**
Where material is short, grouped by work centre.
- Service jobs**
Open jobs waiting on parts that have not arrived.

Intelligence Timeline

IFS INTELLIGENCE AT UNLEASHED

SEPTEMBER | DONE



Pilot

Early customer proof of concept

OCT 1 | DONE



Internal launch

IFS teams trained to demo and sell

OCTOBER | NOW



External launch at Unleashed

EA Partner Collaboration

Net New: Sell
Existing customers: trial

NOVEMBER



General availability

Partner Onboarding + Enablement Nov/Dec

Full go-to-market

Existing customers:
full access

READY AT GENERAL AVAILABILITY



Full documentation



ROI calculator



Success stories



Whitepapers

PARTNER VALUE WITH IFS INTELLIGENCE

Shorter projects, a customization layer you own, recurring engagements



SPEED TO PRODUCTION

2x

customers delivered
in the time it took for 1



OWN THE CUSTOMIZATION LAYER

YOUR CAPABILITIES

skills, dashboards &
workflows you monetize



RECURRING RELATIONSHIP

QUARTERLY

new Intelligence use
cases to upsell



What this changes?

FOUR DOMAINS, POWERED BY AI

43 YEARS IN YOUR INDUSTRY

ASK

Good evening, Vaibs.
What should we look at?



Which late shipments hit customers with service contracts? Pull them forward.

+

Auto

1

IFS Intelligence can make mistakes. IFS Cloud writes always require your approval.

ACT

Create Service Request

Approve or decline this creation.

Approve ✓

Create the Service Request with the values shown in the IFS receipt.

DELEGATE



Customer Manager 11:30 AM

Email received from Apex Supply. Processing quote now.

Exception detected: unit price changed from \$142.00 to \$158.50 due to supplier quantity variation. Outside approved threshold.

Approval required to proceed with ERP order creation.



Approve



Reject



INVEST & BUILD



PRODUCE & MOVE



MAINTAIN & SERVE



OPERATE

GETTING YOU TO THE NEW WAY OF WORKING

84%

less effort across
15 implementation tasks



Security
in hours

~77%
less effort



Data cleaned as it
loads

~80%
less effort



Integration
in minutes

~99%
less effort



Go-live you
can see

~99%
less effort

GROUNDING IN TRUST



Data
leakage

Zero

copies of
your data



Auditable
decisions

100%

of changes previewed and
confirmed first



Governed access

1:1

access matches each user's
IFS permissions



Commercial
certainty

Up front

terms for IFS Intelligence and
digital workers

GROUNDING IN TRUST



Invest
& build

1-3%

of revenue recovered from
unbilled work



Produce
& move

5-15%

better on-time delivery and
throughput



Maintain
& serve

20-40%

fewer unplanned
equipment failures



Operate

30-50%

fewer days to
close the month



**What do
we have to help?**

WHAT DO WE HAVE TO HELP?

INDUSTRY HUB

EXEC HIGHLIGHTS

SALES DECKS

VALUE METRICS

Home Industries Solution Domains Sales Plays Capabilities Customers Partners

Home Sales Plays IFS Intelligence

IFS Intelligence

AI-CENTRIC ERP EAM FSM

Bringing intelligence to the point of work in a world where the work doesn't change. How it gets done does.

IFS Intelligence lets your people ask, act and delegate across their IFS environment, with trust built in

- Sales Playbook Highlights
- Core Value
- Content Finder
- Customers & Buying Context
- Enablingment
- Challenges & Value
- How to Execute
- Where this play applies

Core Value

The challenge is no longer capturing information. Enterprises already record every asset movement, work order, project transaction, maintenance event and financial transaction. The challenge is knowing what it means, where value or risk sits, and acting on it without compromising governance.

Why IFS

- Built for your industry.** 43 years of domain expertise across Invest & Build, Produce & Move, Maintain & Serve and Operate.
- Faster to value.** AI applied to implementation itself: security in hours, data cleaned as it loads, test scripts in minutes.
- Grounded in trust.** Sovereign models, auditable decisions, governed access and commercial certainty

Watch the video

Customers & Buying Context

WHO TO TARGET

Industry: All industries where operations are complex

KEY PERSONAS

Decision Makers

IFS Intelligence

IFS Intelligence brings intelligence to the point of work.

The work doesn't change. How it gets done does. IFS Intelligence lets your people ask, act and delegate across their IFS environment, with trust built in.

The opportunity

The challenge is no longer capturing information. Enterprises already record every asset movement, work order, project transaction, maintenance event and financial transaction. The challenge is knowing what it means, where value or risk sits, and acting on it without compromising governance.

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- Grounded in trust.** Sovereign models, auditable decisions, governed access and commercial certainty.

Who it's for

Strongest where operations are complex and mission-critical, decisions cross functions, and a meaningful IFS footprint already holds the operational context. Relevant across six industries and 35 sub-industries.

Seven board-level issues we solve

- 1. Complexity has outrun decision-making**
Risks and bottlenecks stay hidden until they've already impacted performance.
- 2. Insight arrives too late to change anything**
Knowing isn't acting. Coordination and approvals decide whether a response lands in time.
- 3. Critical expertise doesn't scale**
A few people know how assets, processes and outcomes connect, and that becomes the ceiling.
- 4. AI is arriving without governance**
Boards expect an AI strategy, but tools outside enterprise controls create exposure.
- 5. Work is still navigated, not delegated**
People search screens and chase follow-ups that digital workers could run.
- 6. Funded systems aren't returning their value**
The information is captured and paid for, but its value stays trapped between functions.
- 7. System change is slow and disruptive**
Long implementations delay the value AI promises, and honest patience.

Readiness you can prove. Margin you can keep.

IFS lets A&D leaders ask, act and delegate across programs, fleets and supply chains, with people in control.

September 2024 • 6 sub-industries • 30 personas • 302 prioritized use cases

The challenge

Aerospace and defense companies build, operate and sustain complex platforms rising faster than capacity, skilled labor is scarce and the supply base is fragile. Warranty claims and late EAC surprises. With defense budgets rising and fleet quarter end.

The value at stake

Indicative impact from the highest-value use cases in this industry.

- 20-40%** more warranty value recovered from suppliers (indicative)
- 1-3%** of revenue recovered from unbilled work (indicative)

Where the value is

Use cases that rank in a personal's top five across the most sub-industries:

USE CASE	LEAD PERSONA
Repairables, returns and warranty recovery	Head of Supply Chain / Procurement
Decarbonization roadmap and capital alignment	Sustainability / ESG Lead
Fleet airworthiness and life-limited part watch	Maintenance Planner / Scheduler
Inbound supply follow-up and touchless receiving	Warehouse / Logistics Manager
Certification expiry and assignment compliance	HR / Workforce Director

IFS Intelligence

Ask. Act. Delegate.

Ask

Generate insight. Create the right UX on demand

Good evening, Valbt. What should we look at?

Act

Take action safely in the system

Create Service Request

Approve to decline this creation.

Create the Service Request with the values shown in the IFS message.

Delegate

Combine reasoning and action to hand off work

Good evening, Valbt. What should we look at?

Approved: approved with price changed from \$145.00 to \$150.00. Ask to register warranty number. Please ensure completed.

Approved: approved to proceed, you can't undo creation.

Approve Reject

Supply Chain Finance Assets Projects Service

People Manufacturing

Live business context Recommended actions Staged approvals Digital workers Permissions respected Audit trail



What's next?

WHAT IFS AI MEANS FOR YOU



A launch
you lead

Free through Dec

- Build implementations, methods and your own Collateral at no cost
- IFS Intelligence brings AI to the point of work
- You lead the launch with us, not behind us



A portfolio
you sell

3 to sell today

- Resell and implement IFS.ai, Operational Intelligence and IFS Zero now
- IFS Intelligence, Loops, Logistics and Resolve follow
- Every IFS AI product opens early 2027



Your business
grows with it

Recurring revenue

- Ask, Act, Delegate cuts implementation time
- Own the customization layer: personas, dashboards, workflows
- One-time projects become long-term partnerships

Nov 2026
Partner onboarding

Through Dec
Free build access

Jan 2027
Pricing and certification

Early 2027
Full AI resale

The
opportunity
is there.
Start now.

IFS INTELLIGENCE



IFS.ai for IFS Cloud



IFS.ai Operational Intelligence



IFS Zero



IFS.ai Logistics



Digital Workers



Agent Studio



NxB Resolve



Partner Presales

Everything you need to know

Mirko Scheepers

Global Partner Presales Lead

Agenda

01

Use Industry Hub & Sales Plays

02

Explore, Demonstrate and Build

03

Participate in Bootcamps

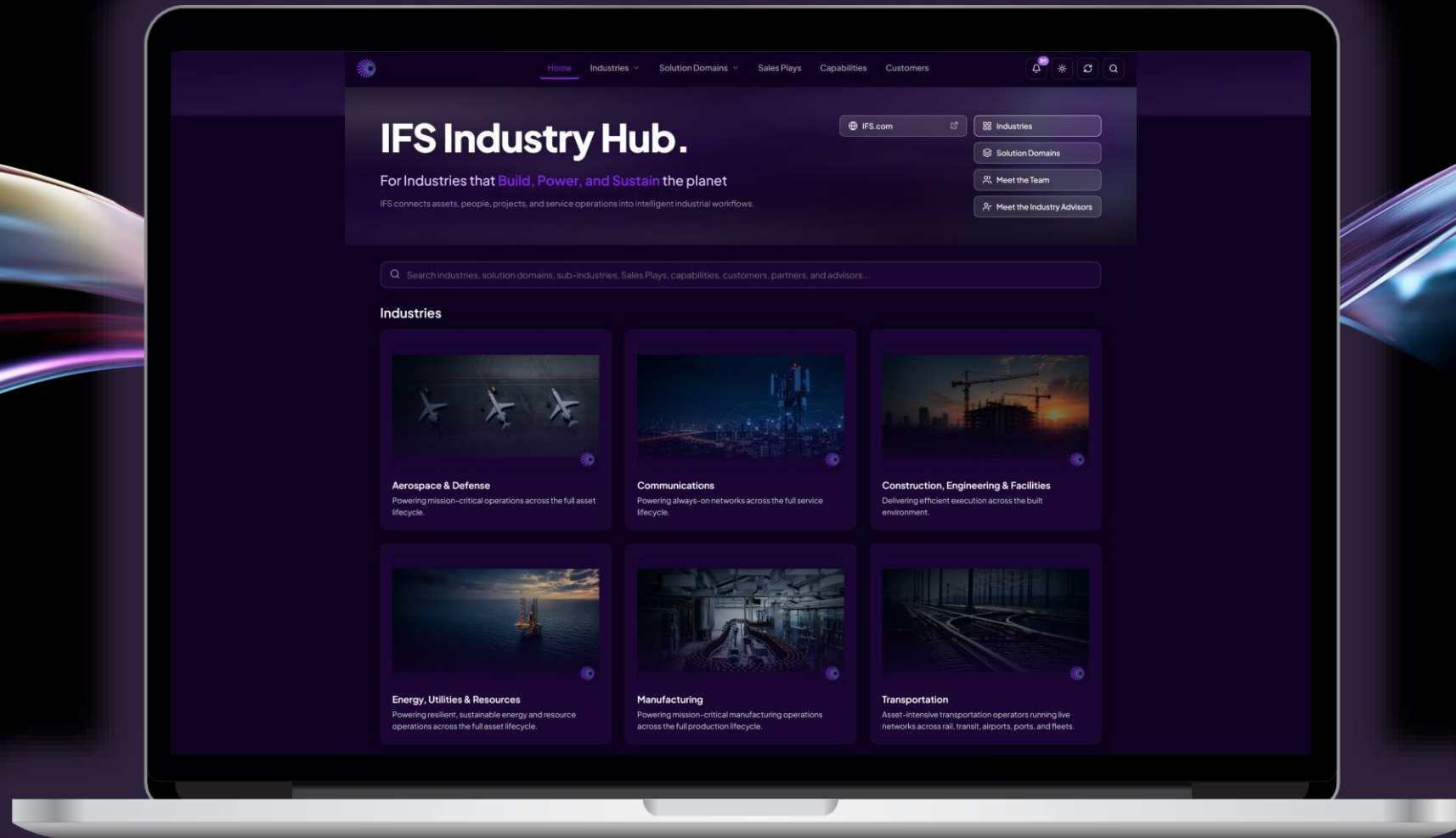
04

Experience Center Exposure



Industry Hub & Sales plays

An introduction





Machinery & Industrial Equipment

Machinery and industrial equipment manufacturers design and produce complex equipment and systems for industrial, infrastructure, and energy applications, supplying customers across global markets. Operating in highly configurable, order-driven environments, they must manage long lead times, engineering change, and reliable delivery while protecting margins.

IFS.com

IFS positioning

Value Statements

Strategic Priorities

Customers

Key sales plays

Explore other sub-industries

IFS Positioning

IFS enables machinery manufacturers to manage complex, order-driven operations by connecting engineering, manufacturing, service, and financial control in a single platform.

Differentiators

- Strong support for ETO and project-driven manufacturing
- Cost and margin visibility at order and project level
- Planning and execution alignment for reliable delivery
- Integrated service and installed base capabilities



CHALLENGES

- High ETO/CTO complexity and frequent change
- Long lead times and schedule variability
- Margin leakage across orders and projects
- Capacity bottlenecks and resource constraints
- Limited visibility across installed base and service

IFS VALUE

- Improved margin through real-time cost visibility
- Integrated engineering-to-manufacturing execution
- More reliable delivery and promise dates
- Stronger installed base and service alignment
- Unified ERP, manufacturing, and service platform

SUB INDUSTRY SNAPSHOT

- High mix, low volume manufacturing is common
- Delivery depends on material availability and capacity
- Engineering change impacts cost and timelines
- Installed base and service represent a major growth lever
- Project and order execution discipline drives profitability

KEY MACRO DRIVERS

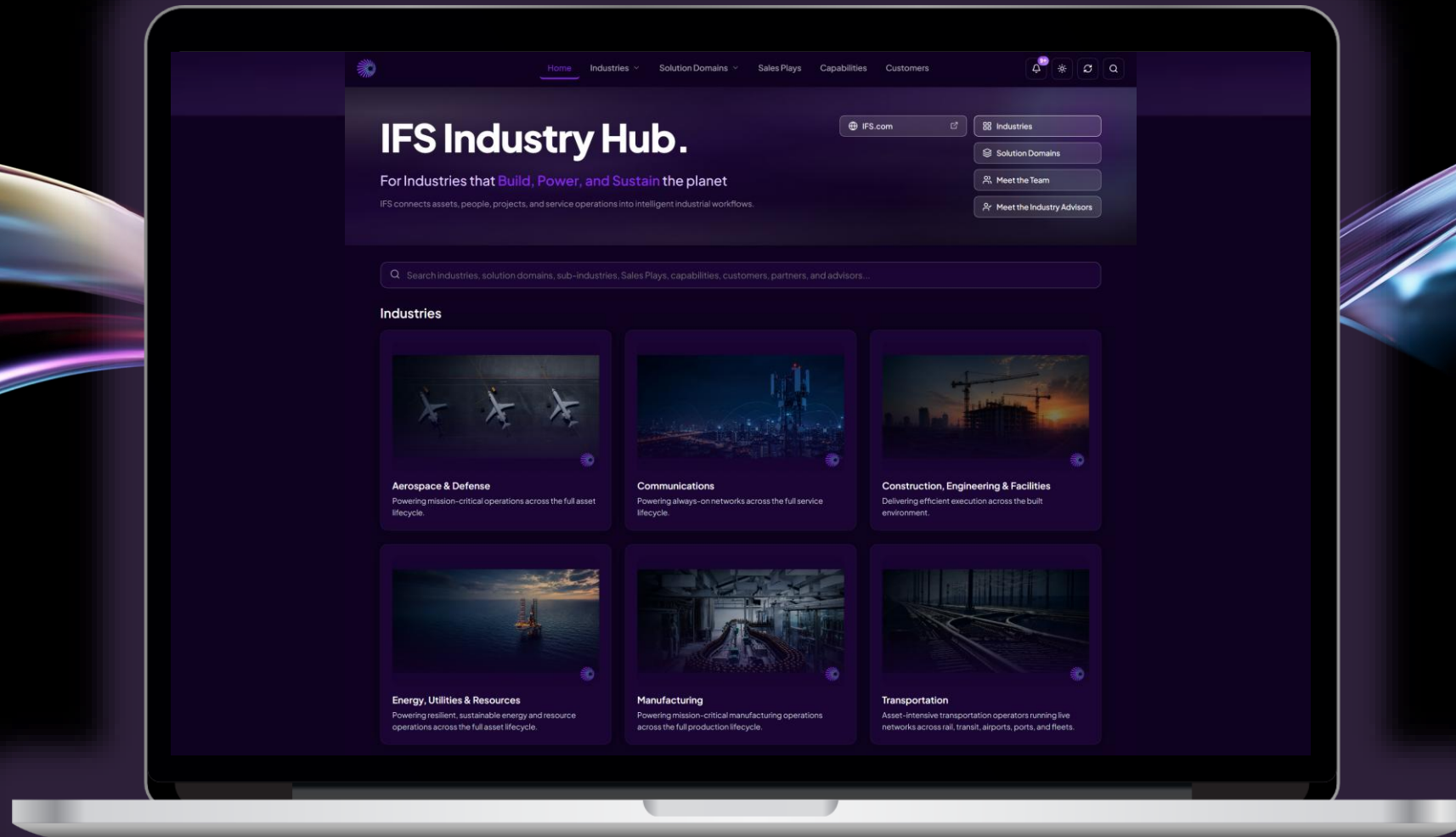
- Infrastructure and energy transition demand
- Increasing need for customized solutions
- Skilled labor shortages in engineering and production
- Customer shift toward uptime and service models
- Pressure to reduce lead times and improve reliability

Industry Hub & Sales plays

An introduction

 <https://industryhub.ifs.com>

Access via Partner or
Channel manager



Explore free. Demonstrate fast. Build your IP.

GLOBAL EARLY ACCESS &
GLOBAL PARTNER ENVIRONMENTS

DEMONSTRATION STUDIO
5 DEMO ENVIRONMENTS

PARTNER BUILD PLACE
HOSTED IN IFS AZURE CLOUD

01

EXPLORE

Early access
Quick try-outs
Test data available

FREE OF CHARGE

02

DEMONSTRATE

Always up to date
Full IFS Cloud + AI pass
Ultra-fast demo creation

STUDIO FEE

03

BUILD

Build your own configurations
Modifications and IP
Production-grade platform

BUILD PLACE FEE



Contact Partner or Channel Manager for access

Partner Bootcamps



GTM Bootcamp

GTM Strategy, Industry Value Messaging,
Solution Showcases, Tools, Pricing and
more



AI Bootcamp

AI Strategy, Embedded AI,
IFS.ai, IFS Loops,
Nexus Black

VALUE DELIVERED

4.49

Overall satisfaction (out of 5)

89%

Value messaging reach

70%

Equipped to position IFS

Experience center exposure

Generate qualified pipeline through direct access to prospects and customers.

Increase win rates by validating customer outcomes before investment decisions are made.

Accelerate sales cycles by bringing business value to life through immersive experiences.





Thank you for your attention

Meet me at the Inspire Your Success lounge



Driving Growth

Partner Demand Gen

**Oliver
Pilgerstorfer**

CMO, IFS

**Susannah
Richardson**

VP, Global Campaigns, ABM & Partner Marketing, IFS



UNLEASHED

over the next 4 days

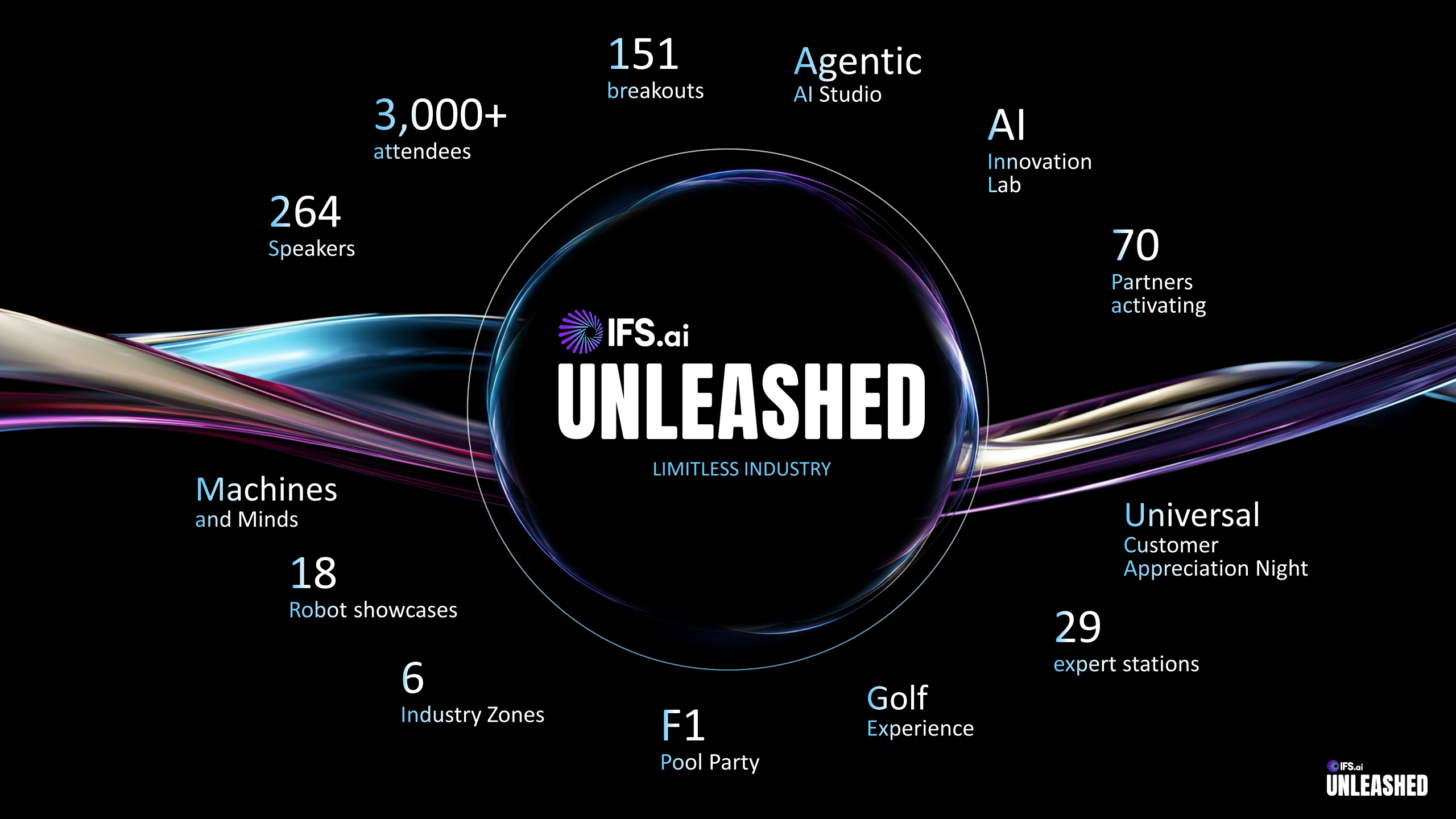
PLEASE DO NOT DELETE THIS SLIDE, IT'S A TRANSITION SLIDE FOR NEXT SLIDE.
THIS BOX WILL NOT SHOW IN SHOW MODE





UNLEASHED

LIMITLESS INDUSTRY



151
breakouts

Agentic
AI Studio

AI
Innovation
Lab

70
Partners
activating

Universal
Customer
Appreciation Night

29
expert stations

Golf
Experience

F1
Pool Party

6
Industry Zones

Machines
and Minds

18
Robot showcases

264
Speakers

3,000+
attendees

 IFS.ai
brand & sponsorship
investments



2027 events

A vertical, flowing, translucent ribbon-like graphic in shades of purple, blue, and white, positioned centrally between the two main text blocks.

 IFS.ai
Connect

 IFS.ai
UNLEASHED

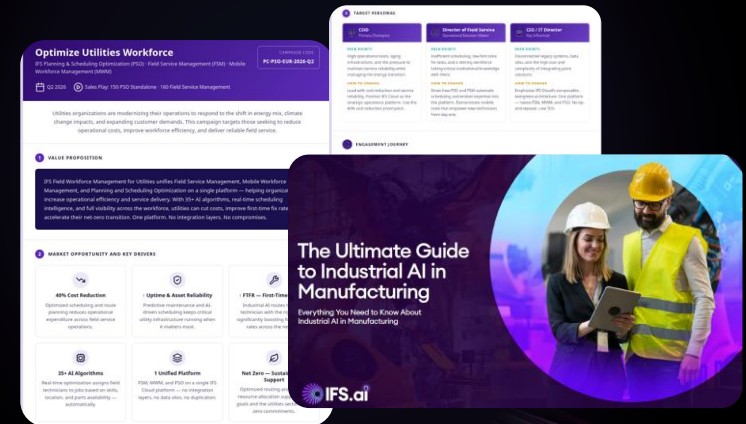


Pipeline growth through the Partner ecosystem

Training & Workshops



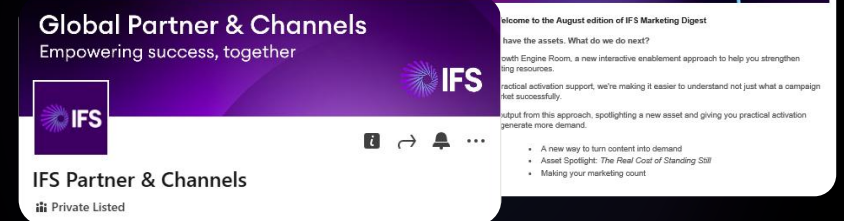
Micro Campaigns



EVOLVING DEMAND GEN



MDF Growth initiative



Comms & Self-Serv hub



Where are we
seeing success,
What's working?

Targeted-Demand Gen



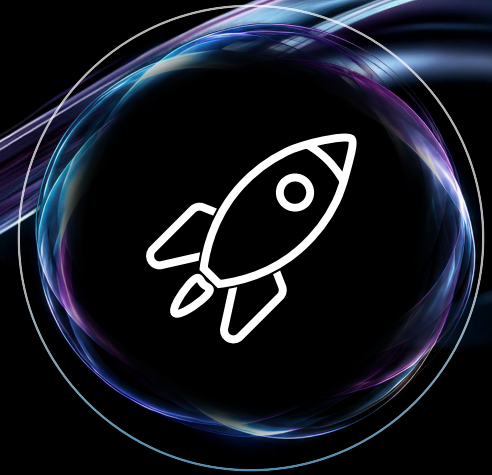
Focus &
intentionality



Joint value
proposition



Precision
Targeting



Digital
Presence



What's next
for the team?

AI Campaigns

Q4 2026

IFS Intelligence
IFS.ai OI
IFS Zero

Q1 2027

NxB Resolve
Digital Workers



UNLEASHED

THE INSIDE TRACK

Stay
up to
date

IFS Marketing Digest

Subscribe to our monthly newsletter to see the latest campaigns, assets & enablement updates



IFS Partner LinkedIn Group

Join this closed group to stay connected with the latest IFS partner updates



Subscribe to see the latest marketing news & updates



UNLEASHED





Accelerating time to value

How IFS and partners deliver faster, improve
outcomes and grow together

Lloyd Andrews

VP Global Partner Delivery Strategy, IFS

Tony Johnson

SVP, Customer AI Experience, IFS

The ground is shifting

Three forces are rewriting the delivery model

PLEASE DO NOT DELETE THIS SLIDE.
THIS SLIDE IS FOR ANIMATION AND AUTO TRANSITIONS
TO THE NEXT SLIDE.
THIS BOX WILL NOT SHOW IN SHOW MODE.

01

What
customers buy

Outcomes and confidence, not a
static scope document

02

How work
gets done

AI is compressing manual effort
across the whole journey

03

What good looks
like

Better, faster and cheaper is
becoming the baseline

The ground is shifting

Three forces are rewriting the delivery model

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CUSTOMER

01

Time to value is a
growth engine

The value compounds
across the ecosystem

IFS

03

02

PARTNER

CUSTOMER

Earlier outcomes, stronger
adoption

01

Time to value is a
growth engine

The value compounds
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IFS

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02

PARTNER

CUSTOMER

Earlier outcomes, stronger
adoption

01

Time to value is a
growth engine

The value compounds
across the ecosystem

IFS

03

02

PARTNER

More capacity, repeatable
delivery, lifecycle services

CUSTOMER

Earlier outcomes, stronger adoption

01

Time to value is a
growth engine

The value compounds
across the ecosystem

02

PARTNER

More capacity, repeatable
delivery, lifecycle services

03

IFS

Earlier expansion, lower
delivery risk, more innovation
adopted

A flywheel, not a one-off efficiency gain

More value realized

VALUE

CONFIDENCE

ADOPTION

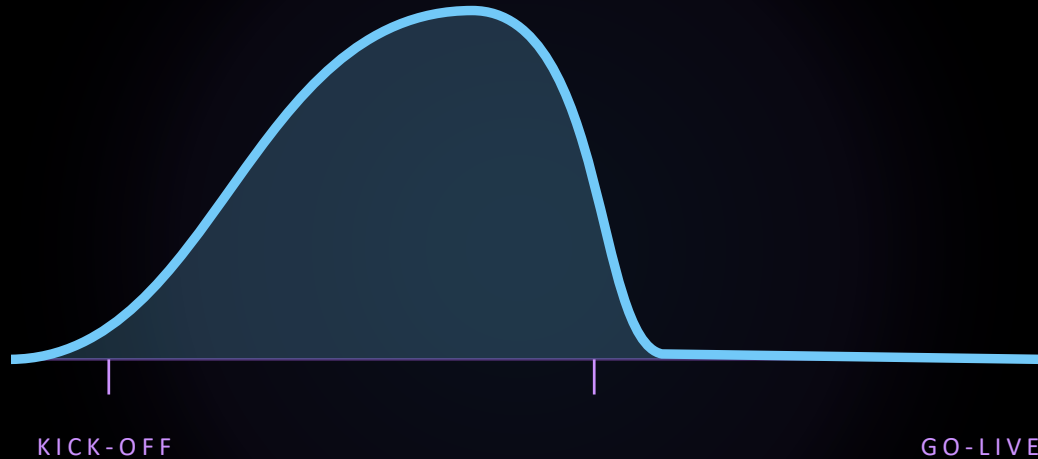
OPPORTUNITY

ADVOCACY & CONTINUOUS IMPROVEMENT

From one implementation peak to recurring value

The winners will be the partners who evolve with it

TRADITIONAL MODEL

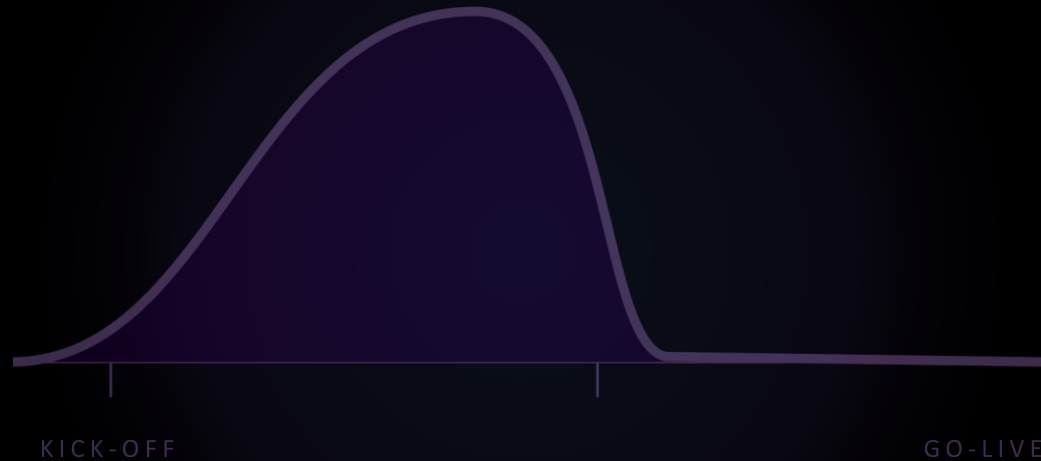


EVOLVING MODEL

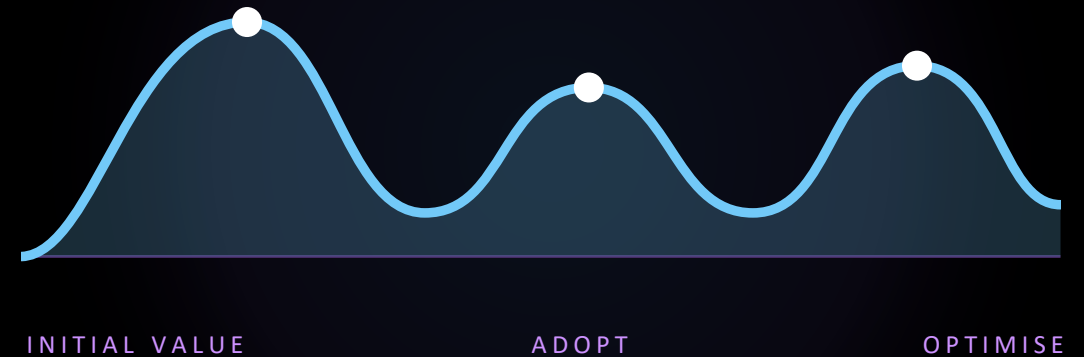
From one implementation peak to recurring value

The winners will be the partners who evolve with it

TRADITIONAL MODEL



EVOLVING MODEL



Most of your customer's value is **yours to build**

We invest in the platform underneath. You build the business on top of it.

WHAT WE INVEST IN

Software, standards, tools

IFS

AI

WHAT YOU BUILD

Services, skills, your own IP

YOU



Time to Value
is the elapsed time until a
customer can realize usable
value

TRACKED BUSINESS VALUE

+€6m
YTD

value saved inside IFS

Faster value is now expected

EXPECTATION

Value earlier, not only
at final completion

MEASUREMENT

To improve something,
we first need to measure it

One outcome, two separate motions

Implementation projects and release updates use different clocks.

IMPLEMENTATION / UPGRADE

Deployment
Completed



Initial
Go-Live

RELEASE UPDATE

Request Update



Complete

Current Upgrade or Implementation Projects

NEW · PORTFOLIO MEDIAN

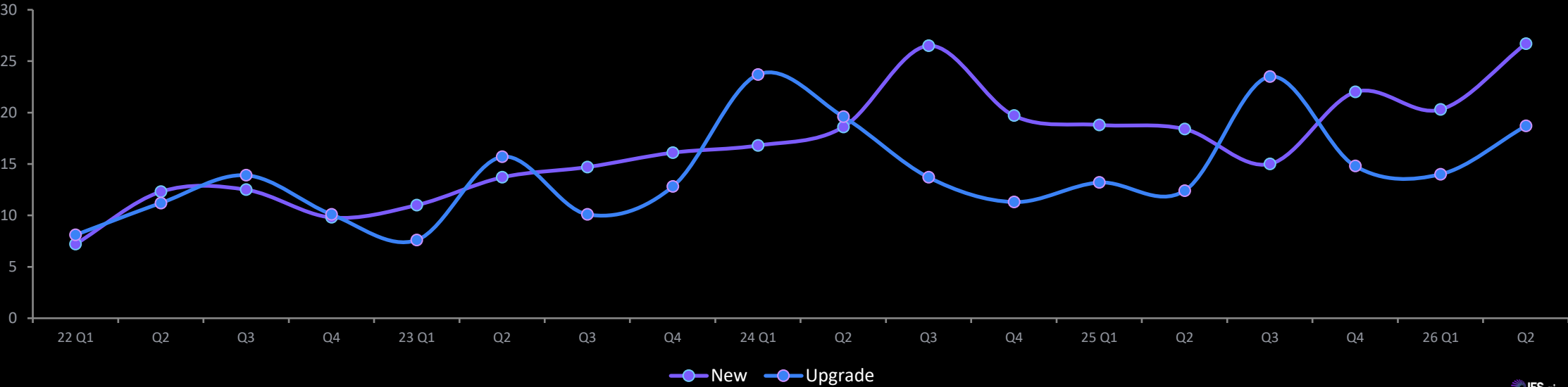
17.5 months

UPGRADE · PORTFOLIO MEDIAN

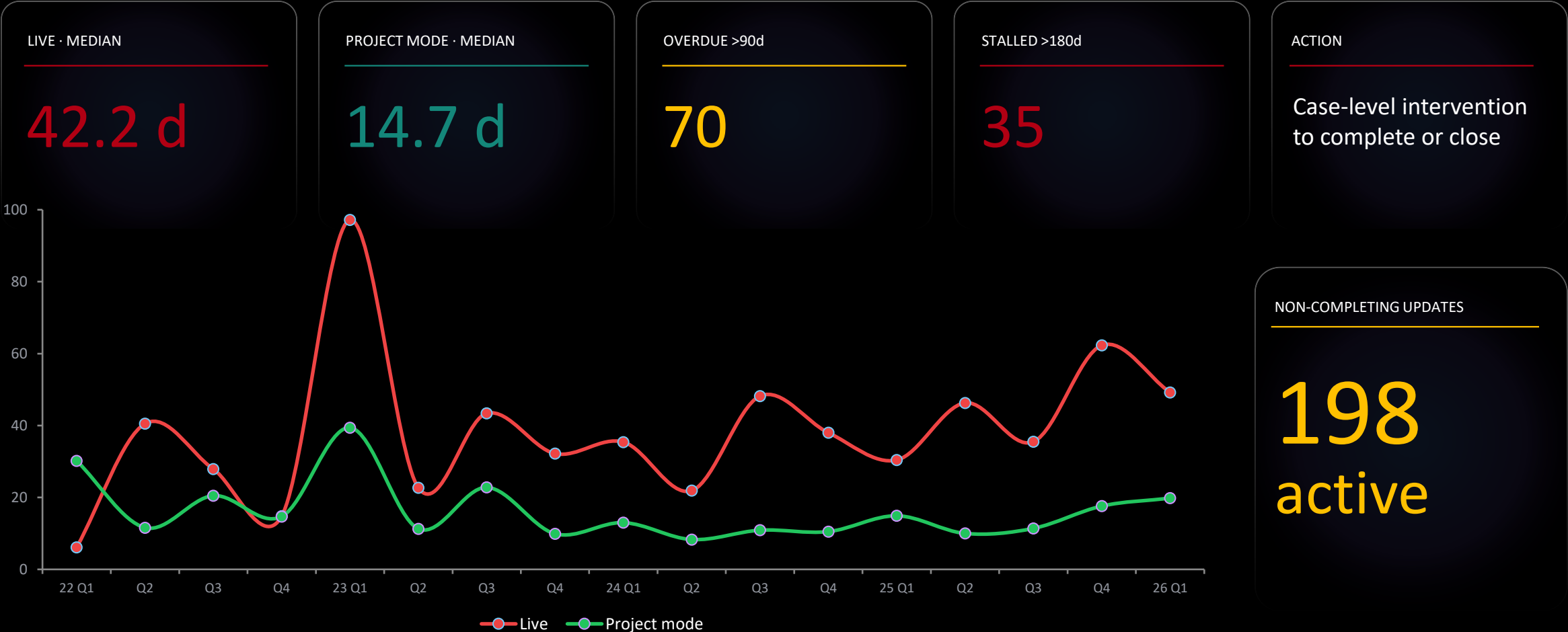
14.4 months

ACTION

Pull first usable value forward



Release updates



Three pillars to pull value forward

ValueFirst delivery

GOAL
EARLIER, REPEATED VALUE

Remove delivery friction

GOAL
RESILIENT, PREDICTABLE DELIVERY

Migration Highway

GOAL
FASTER TIME TO VALUE



The Opportunity Ahead

15% of IFS Revenue, channel-led

Nick Dent

Global Head of Channel, IFS

The opportunity ahead...

20%

Annual
IFS Growth

15%

Channel
attribution

€300m+

Partner-led
ARR a year

2-3x

Services
pull-through

1% = €3m+ ARR

Where the money is...

WHAT YOU ALREADY OWN



Customer relationships & local
market knowledge



Industry expertise & delivery
experience



A working
foundation with IFS

HOW IT TURNS INTO REVENUE



Source your own
pipeline & you sell it



Lead the sale, with
IFS behind you



Attach services,
renewals & expansion

YOUR EXPERTISE.
IFS SUPPORT.
REVENUE YOU OWN.

Six moves that make you money



**BUILD THE CAPABILITY.
CREATE THE PIPELINE.
BANK THE VALUE.**

CHANNEL MANAGER

YOUR GROWTH PLAN

Build the joint plan
& agree priorities

Target the markets
that fit your strengths

Plan demand
generation & capability

Review partner-led
pipeline & progress

Connect you into
IFS regional teams

TWO CONTRACTS

Who to
work with
to win

CHANNEL SALES MANAGER

YOUR DEALS

Progress live
opportunities with you

Sourced by you
means sold by you

Support qualification
& next steps

Navigate IFS as
the deal advances

Pull in regional sales
when it counts

How we both know it's working...

QUALITY PIPELINE

Build

Opportunities with
a clear path to
close

ACTIVE PARTNERS

Win

More partners
sourcing &
winning

READY TO DELIVER

Grow

Skills that
strengthen
your offer

CUSTOMER VALUE

Value

Adoption that
funds lasting
growth

Your voice.
**Shared
priorities.**

PARTNER ADVISORY COUNCIL

Your Voice

Help shape go-to-market priorities,
programs,
tools & enablement

12-15

Strategic partners
across regions, industries
& partner types

Quarterly

Virtual meetings &
focused working groups

Channel growth, led by partners



Originate

Source it
& you sell it



Win

Lead the deal,
own the customer



Deliver

Attach services
& renewals

Time for a lunch break

Please be back here in 60 mins



UNLEASHED





Industrial AI in action

From opportunity to execution – Deep dive

Mirko Scheepers

Global Partner Presales Lead

Agenda

01

IFS Industrial AI GTM Strategy

02

IFS Resolve

03

IFS Zero

04

What's next?



FOUR DOMAINS, POWERED BY AI

43 YEARS IN YOUR INDUSTRY

ASK

Good evening, Vaibs.
What should we look at?



Which late shipments hit customers with service contracts? Pull them forward.

+

Auto

1

IFS Intelligence can make mistakes. IFS Cloud writes always require your approval.

ACT

Create Service Request

Approve or decline this creation.

Approve ✓

Create the Service Request with the values shown in the IFS receipt.

DELEGATE



Customer Manager 11:30 AM

Email received from Apex Supply. Processing quote now.

Exception detected: unit price changed from \$142.00 to \$158.50 due to supplier quantity variation. Outside approved threshold.

Approval required to proceed with ERP order creation.



Approve



Reject



INVEST & BUILD



PRODUCE & MOVE



MAINTAIN & SERVE



OPERATE

Industries who we sell to



Aerospace
& Defense



Construction
& Engineering



Energy
& Utilities



Manufacturing



Transportation



Communications

Solutions we sell

ERP Enterprise Resource Planning

EAM Enterprise Asset Management

FSM Field Service Management

MRO Maintenance, Repair & Overhaul

AIP Asset Investment Planning

Connected Worker Poka

Primary Play



Secondary Play



Industries who we sell to



Aerospace
& Defense



Construction
& Engineering



Energy
& Utilities



Manufacturing



Transportation



Communications

Solutions we sell

IFS.ai Industrial AI

ERP Enterprise Resource Planning

EAM Enterprise Asset Management

FSM Field Service Management

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Connected Worker Poka

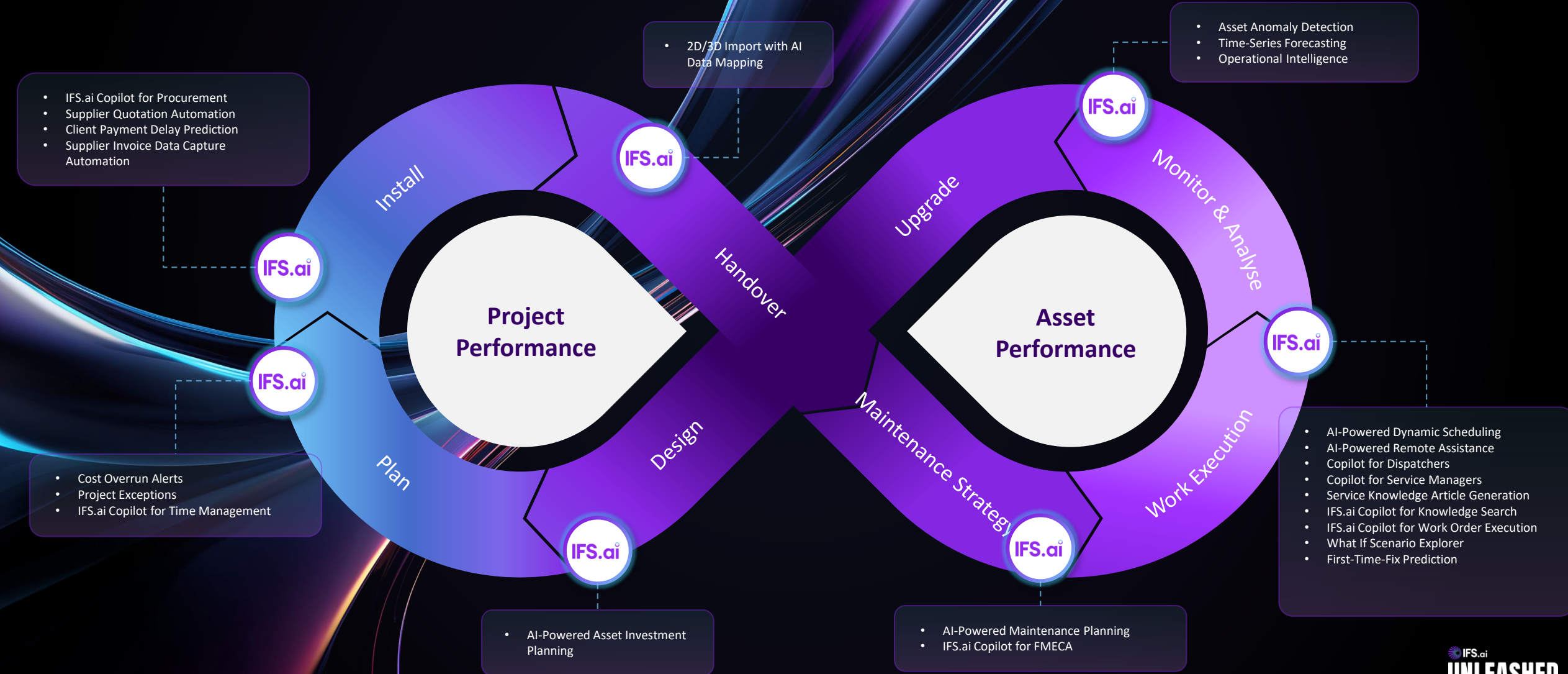
Primary Play



Secondary Play



IFS.ai Powered Asset Lifecycle Management



The value of Industrial AI

Higher uptime, stronger resilience
and better margins



Each time a rig needs to stop drilling for maintenance, the cost of lost production is immense.

IFS.ai is the difference in our teams spending just 10 hours every five years to change a part or spending one hour every single day to inspect it

Kristian Mortensen
Engineer
Noble Corporation



By choosing IFS, we are investing in a partner that **not only understands our industry challenges, but also the opportunities** for us to grow and deliver value to our business as we scale and develop with a newfound agility

Jon Stannah
Managing Director
Stannah



What IFS is doing today is exactly where the basis of competition is shifting.

Large language models on their own aren't enough; **companies need Industrial AI products that change how work gets done**, not just make old processes more efficient

Mohammed Kandi
Global Chairman
PwC



Seeing IFS's digital workers turn all that data into real, preventive insight is incredible. Instead of relying solely on human experience that rotates.

We can finally surface the right answers at the right time, predict failures before they happen, and keep these assets running safely and efficiently

Jason Moffat
VP and CIO
Noble Corporation



AI-driven capabilities in IFS Cloud, including demand forecasting, planning and production scheduling, **help us raise productivity by 50%**

Anders Jonsson
IT Manager
Suzuki Garphyttan

The
opportunity
is there.
Start now.

IFS INTELLIGENCE



IFS.ai for IFS Cloud



IFS.ai Operational Intelligence



IFS Zero



IFS.ai Logistics



Digital Workers



Agent Studio



NxB Resolve

The
opportunity
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Start now.

IFS INTELLIGENCE



IFS.ai for IFS Cloud



IFS.ai Operational Intelligence



IFS Zero



IFS.ai Logistics



Digital Workers



Agent Studio



NxB Resolve



AI Solutions

Resolve

Federico Sensi

Presales Consultant – AI Growth & Adoption, IFS

Resolve service issues faster...

FIVE CHALLENGES RESHAPING SERVICE OPERATIONS

1

Workforce &
Knowledge gaps: “Do
more with less”

2

Reactive,
Inconsistent Service

3

Limited Operational
Visibility

4

Margin & Scalability
Pressure

5

Safety &
AI Governance

LIVE GUIDE

How Resolve guides the technician to the right fix the first time

Resolve
in action

LIVE FAULT

from report-in to close-out

Where partners fit four roles, one journey

01

ADVISE

Customers need your
Industry knowledge

02

RESELL

Resell Resolve
to new prospects

03

INTEGRATE

Build the customer
knowledge live

04

DELIVER

Support
to delivery

Resolve

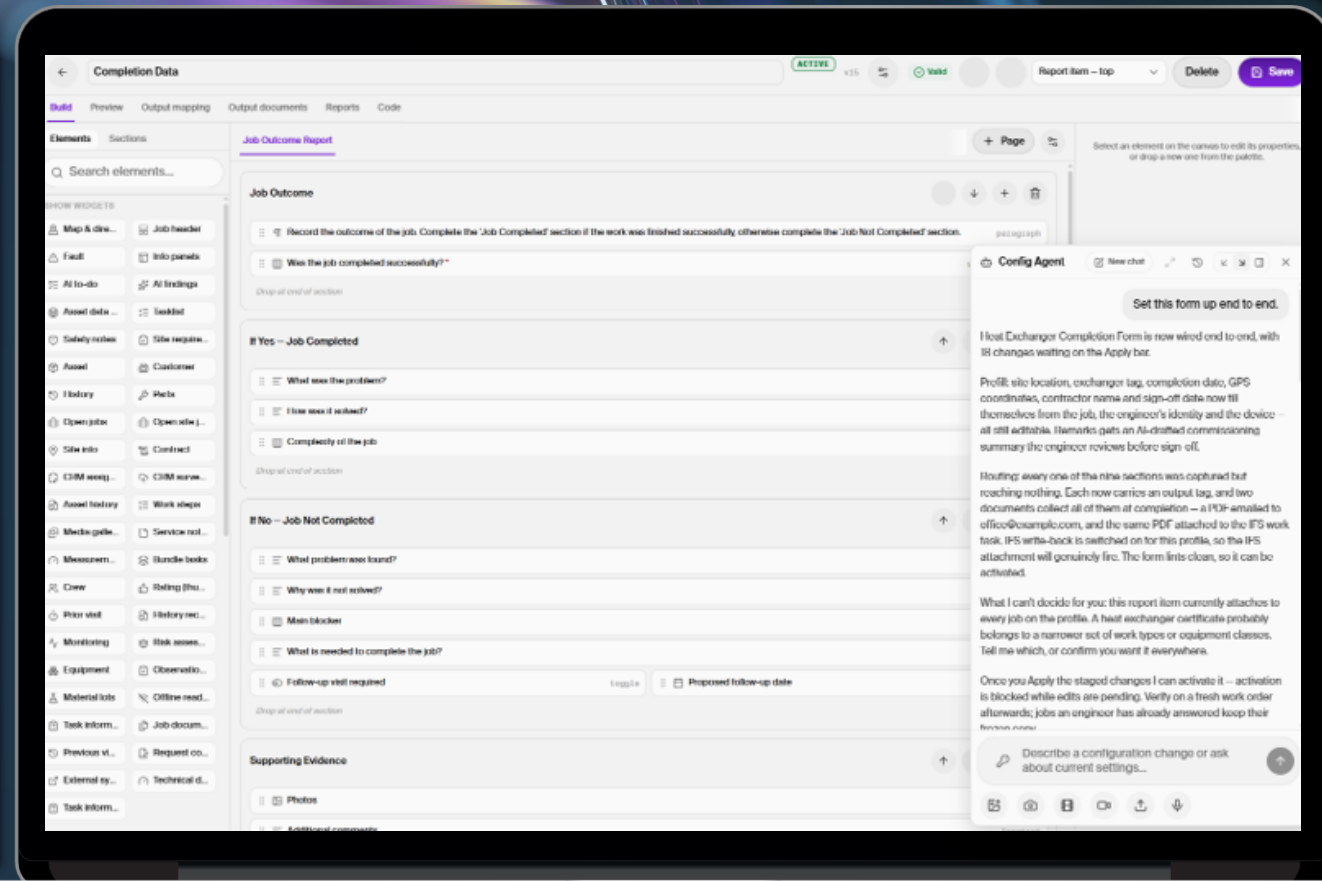
CONFIGURATION AGENT

BUILT IN

Describe it in
plain language

Refine by conversation

Deliver
faster





Let's continue this conversation

Visit us at the [Nexus Black](#) booth

Tuesday 13:00
RESOLVE

William
Grant & Sons

Wednesday 13:00
COREY OUELLETE

'AI Powered
technician
enablement'

Wednesday 17:00
COREY OUELLETE

'Watch a CIO run
Resolve on his own
jobs'



Let's build
what's next,
together.



AI Solutions

IFS Zero

Harris Karim

Senior Product Manager for
Sustainability Applications, IFS

Chloe Wills

AI Solutions Associate, IFS

Industrial Sustainability Platform

HORIZON

Corporate Sustainability Reporting module

HORIZON

Agentic emissions operating system for Industrial Organizations for emissions reporting

Future modules include:



Energy



Air



Water



Waste



Pollution



Biodiversity

IFS CLOUD

ERP

Enterprise Asset
Management

Service Management

Aviation
Maintenance

The \$60B opportunity in emissions management

01

Total Addressable Market (TAM)

The global emissions software market is projected to reach **\$60B** by 2029

02

Serviceable Addressable Market (SAM)

Asset-heavy industries represent 80% of the market, estimated at \$48B by 2029

03

Target Market (SOM)

Our accessible 1% of asset-heavy industries is expected to reach \$480M by 2029, driven by energy efficiency and regulation

\$60B*

by 2029

\$48B**

by 2029

\$480M

by 2029

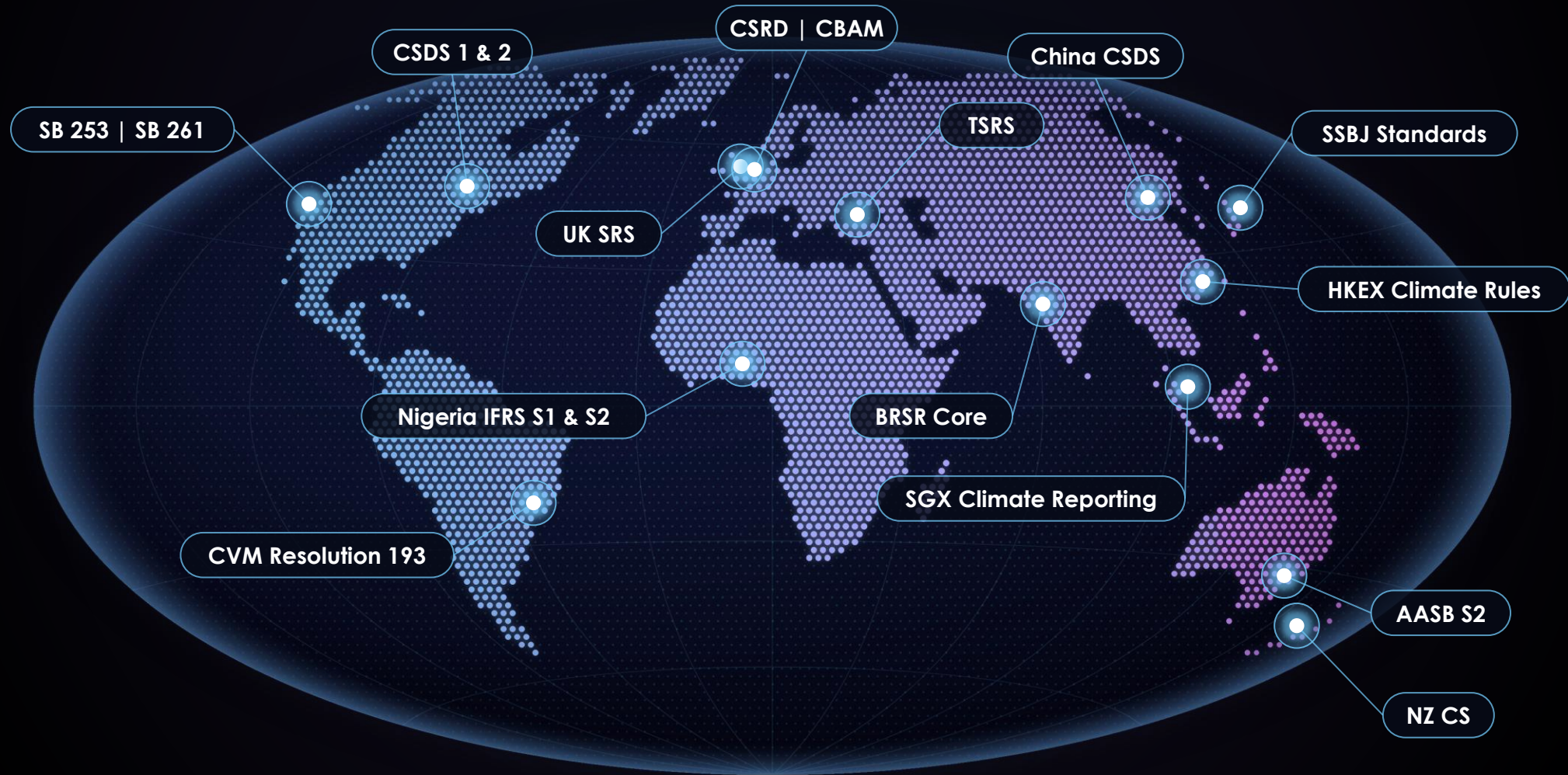
*The Business Research Company, Emission Management Software Global Market Report

**Maia Research, emission management software market press release

Why now?

The problem we're solving now

Disclosure & transparency are global requirements



Data is fragmented across the business

7%

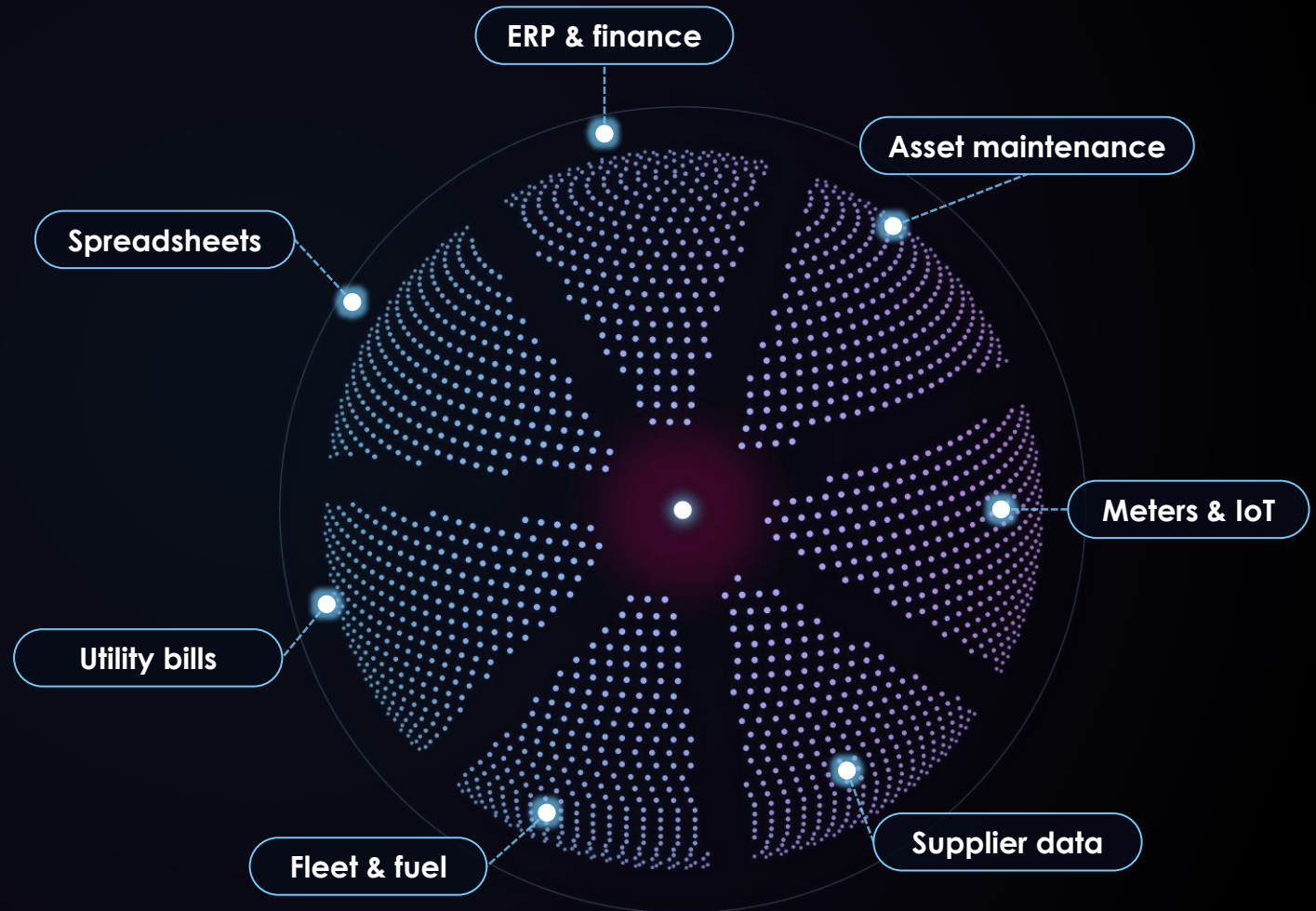
of companies measure their
emissions comprehensively across
Scopes 1, 2 and 3

BCG & CO2 AI, 2025

Over half

still don't use dedicated sustainability
software

Sphera, 2026



What IFS Zero enables

Measure. Disclose. Optimize

IFS Zero

Agentic Emissions Operating System



MEASURE

Automated, source-connected
emissions data



DISCLOSE

Audit-ready data with a full
trail, from day one



OPTIMIZE

From what happened to what
to do next

Why IFS ZERO?



Native to the IFS
Cloud ecosystem



Customer-led
innovation



Governed AI across the
entire workflow

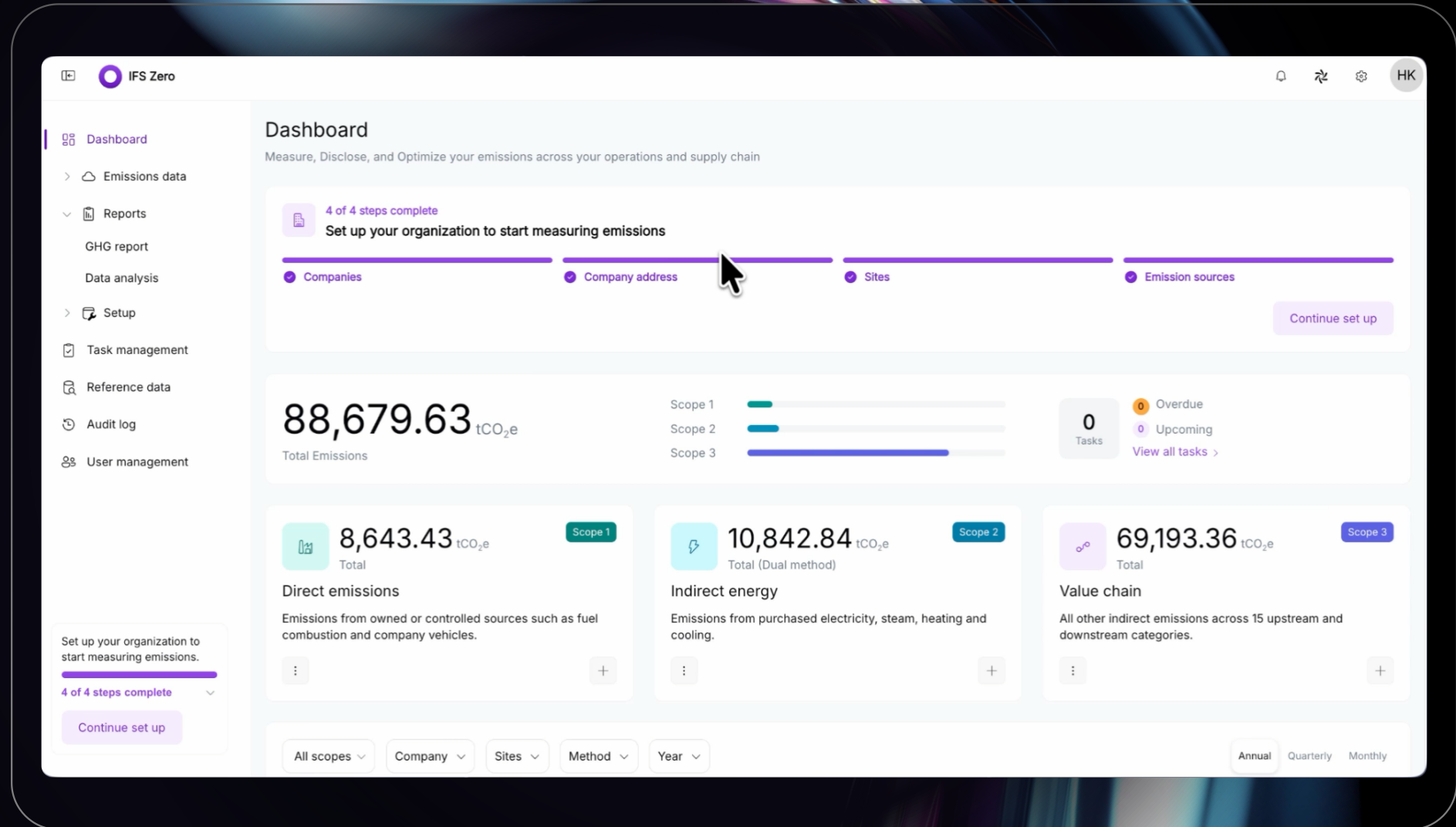


Built for industrial
organizations

Demo

Key capabilities of the emissions operating system

- ✓ Emissions calculated **automatically** alongside day-to-day operations
- ✓ **AI agents** remove manual process
- ✓ Supports corporate **disclosures**
- ✓ Full **Scope 3** coverage
- ✓ Talk in **Conversational language**



The Future Operational Decarbonization

FUTURE RELEASE

Operational Sensor Data

Time-series asset data,
brought in by Operational Intelligence

Continuous insight,
not retrospective understanding

WHERE WE NEED YOU

Integrate IFS Zero with your customers'
sensors

• Asset runtime LIVE

• Energy use LIVE

• Fuel flow LIVE



Your role & the skills to win

IFS Zero is ready to resell & implement today

Where partners fit four roles, one journey

01

ADVISE

Customers often lack
sustainability maturity

02

RESELL

Resell & deploy
IFS Zero

03

INTEGRATE

Data is
fragmented

04

DELIVER

Support complex
multinationals

Value lands with three buyers in every account



CSOS AND SUSTAINABILITY TEAMS

Time back for important work

Less manual, repetitive work.
More time for decarbonization



COMPLIANCE, BOARDS, INVESTORS

Trusted numbers

Source-traced, auditable emissions



CFOS, COOS, OPERATIONS

Emissions next to cost

Emissions in the same system as cost and throughput, turning pressure into margin.

Four plays to bring IFS Zero in...

01

Displace the
standalone tool

TRIGGER

“We already have a sustainability
solution but it's not working for us”

02

Support a
sustainability goal

TRIGGER

“We've got a decarbonization goal
set out by our board”

03

Lead with compliance &
transparency

TRIGGER

“Our first report is due next year and
we're not ready” or “our customers
are asking for our numbers”

04

Cross-sell with the ERP
deal

TRIGGER

“A net-new IFS Cloud deal, renewal
or upgrade, or a buyer looking to
consolidate their tech stack”

IFS Intelligence

+ New chat

Skills

Routines

Connectors

CHATS

RECENTS

New chats land here

Lens

Prompts

Atlas



Good afternoon, Chloe.
What should we look at?



Provide a summary of my emissions from Acme Manufacturing last quarter.



Manual



IFS Intelligence can make mistakes. IFS Cloud writes always require your approval.

Get started with some examples



Orders at risk

Shop orders projected to miss their promise date this week.



Component shortages

Where material is short, grouped by work centre.

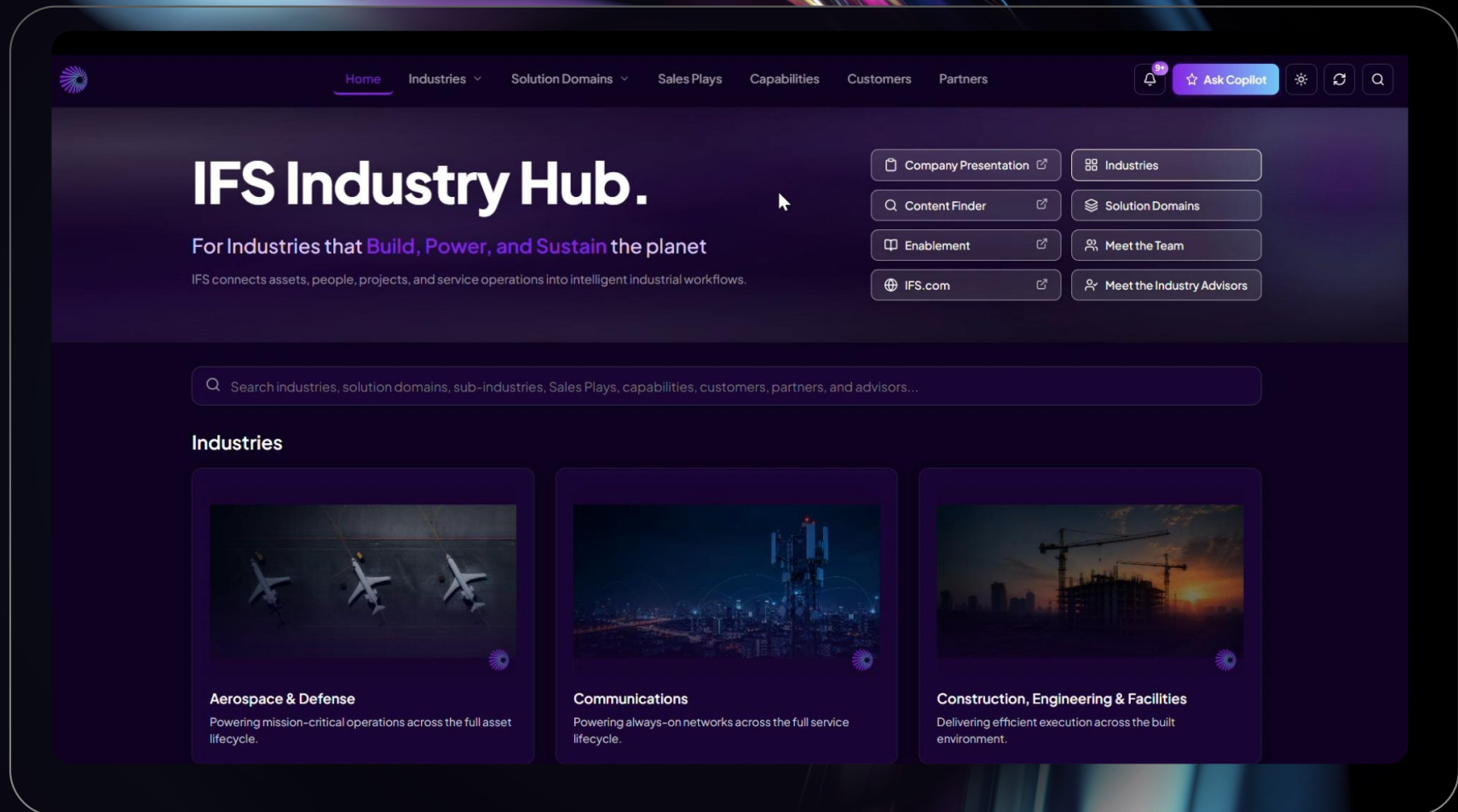


Service jobs

Open jobs waiting on parts that have not arrived.

Get ready to sell & deliver IFS Zero

- ✓ Explore on the IFS Industry Hub
- ✓ Take the course on IFS Academy
- ✓ Bring leads to the IFS Zero team for support





Let's continue this conversation

Please visit us at the Sustainability booth and attend
the breakout sessions!



UNLEASHED





What's next?

The Industrial AI opportunity

Mirko Scheepers

Global Partner Presales Lead

Agenda

01

IFS Industrial AI GTM Strategy

02

IFS Resolve

03

IFS Zero

04

What's next?



Agenda

01 IFS Industrial AI GTM Strategy

02 IFS Resolve

03 IFS Zero

04 What's next?



WHAT DO WE HAVE TO HELP?

INDUSTRY HUB

The screenshot shows the IFS Intelligence website. The header includes navigation links: Home, Industries, Solution Domains, Sales Plays, Capabilities, and Customers. The main content area is titled "IFS Intelligence" and features a "Core Value" section with a video player and a "Customers & Buying Context" section with a list of key personas and their roles. The footer includes a "Challenges & Value" section with a list of top challenges.

industryhub.ifs.com

PRESALES STANDARD CONTENT

The screenshot shows the IFS Presales Standard Content SharePoint site. The header includes navigation links: Home, Documents, ISV & OEM Partners, Recycle bin, and Edit. The main content area is titled "Presales Standard Content" and features a "Customer Facing Content" section with a list of presentations, documents, and demo videos. The footer includes a "Standard Content" section with a list of documents and a "Most Recent Videos" section with a list of videos.

ifs.sharepoint.com

IFS PARTNER CONNECT

The screenshot shows the IFS Partner Connect website. The header includes navigation links: Login and Partner Network. The main content area is titled "Welcome to IFS Partner Connect" and features a "Login" form with fields for Email Address and Password. Below the login form is a section titled "Explore the tools and resources available in our Partner Portal." with a list of resources. The footer includes a section titled "Are you generating new, exciting leads?" with a list of resources.

www.ifspartnerconnect.com

PARTNER LEARNING JOURNEY

Addressing all aspects of the Sales, Presales & Marketing roles



The IFS Academy helps individuals gain the knowledge they need for their roles, offering continuous learning through role-based learning plans and product-specific training



Access is available to all partners with a Partner ID

Partner – Sales Essentials

Self-pace e-learning

1

Partner – Presales Essentials

Self-pace e-learning

2

Partner – Marketing Essentials

Self-pace e-learning, 4 mandatory modules

3

Global Partner GTM Bootcamp

GTM enablement & Presentation skills

4

Global Partner AI Bootcamp

Industrial Intelligence, Agentic AI & Nexus Black

5

The Champ' Challenge

Sales & Presales - Live stand & deliver a demo/presentation

6

Marketing - Deliver campaign plan and present results



=



Partner Bootcamps



GTM Bootcamp

GTM Strategy, Industry Value Messaging,
Solution Showcases, Tools, Pricing and
more



AI Bootcamp

AI Strategy, Embedded AI,
IFS.ai, IFS Loops,
Nexus Black

VALUE DELIVERED

4.49

Overall satisfaction (out of 5)

89%

Value messaging reach

70%

Equipped to position IFS



UNLEASHED



Delivering Customer Outcomes

Lloyd Andrews

VP Global Partner Delivery Strategy, IFS

The next step of customer engagement

HOIST

Brent Fisher

Chief Technology Officer

Addovation

Martin Gunnarsson

SVP Growth & Innovation

Infosys[®]
Navigate your next

Ravi Appayya

Global IFS Practice Head

accenture

Timo Schwarz

Alliance Partner

The next step of customer engagement





UNLEASHED



Delivering Customer Outcomes

Jeff Kugler

VP Quality & Tooling, IFS

Agenda

1

Why we're changing

2

What IFS ValueFirst is

3

The lifecycle and the gates

4

What's different in practice

5

The ValueFirst platform in Jira

6

Adjacent tooling

7

What's further out

8

What we're asking of you

The hard parts have
always been the same...

LATE

Value

Designing the whole solution up front
forces scope wider and pushes value to
the end

MANUAL

Reporting

Reporting is assembled by hand, from
documents and workbooks that sit apart
from the work

REACTIVE

Control

Without detail underneath it, risk is hard
to see early, so management ends up
reactive

One connected truth.
Three outcomes.

1

TRUST

Evidence of progress
from the start

2

CONTROL

Live visibility,
straight from the work

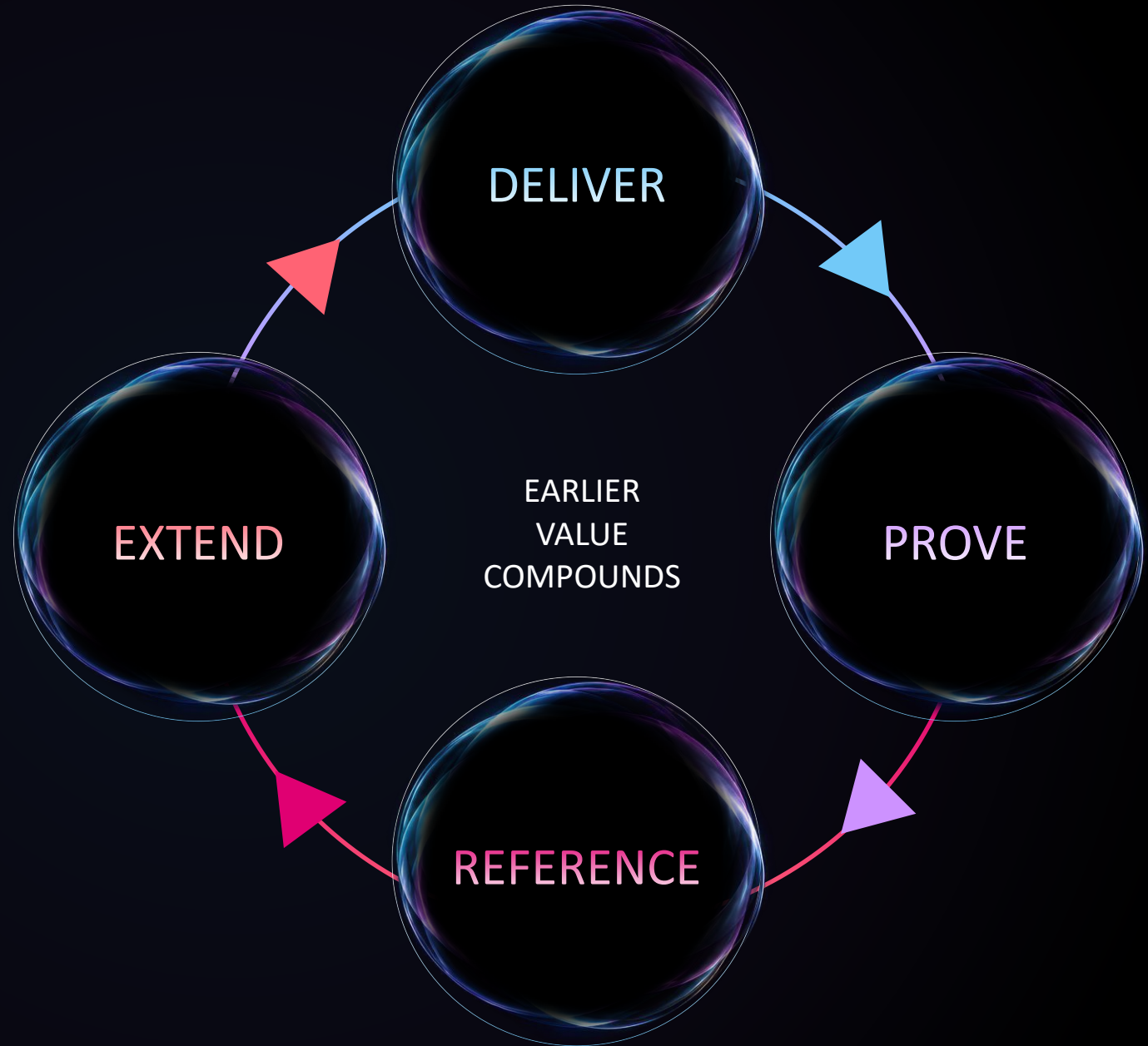
3

VALUE

Delivery linked
to business outcomes

THE WORK CARRIES ITS OWN EVIDENCE

Earlier value creates a
stronger
growth story



Two things... built as one change.

THE METHOD

Iterative increments in place of one long build phase

Objectives set per increment using OKR concepts

Continuous backlog refinement to hold scope

Every increment validated on
working end-to-end processes

Readiness assessed as you go, not at the end

THE PLATFORM

A full IFS configuration of Jira, not a blank project

Built around the existing Scope Tool structure

Predefined user stories for standard functionality

Predefined tasks that follow the methodology

An IFS add-in for planning, sprints and issue creation

A reporting add-in with real-time
progress for management

Inside one build increment

THE BUILD PATTERN

BUILD INCREMENT

BUILD SPRINT

3 weeks

Configure and tailor against the stories planned for the sprint.
Migrate data. Unit test.

BUILD SPRINT

3 weeks

Configure and tailor against the stories planned for the sprint.
Migrate data. Unit test.

TEST SPRINT

2 weeks

End-to-end process testing across everything the increment built.

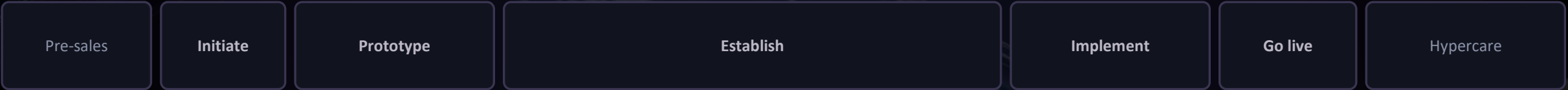
WE ARE READY TO RELEASE

The increment closes on a working solution, not a status update.

Value arrives earlier. Then it keeps arriving...

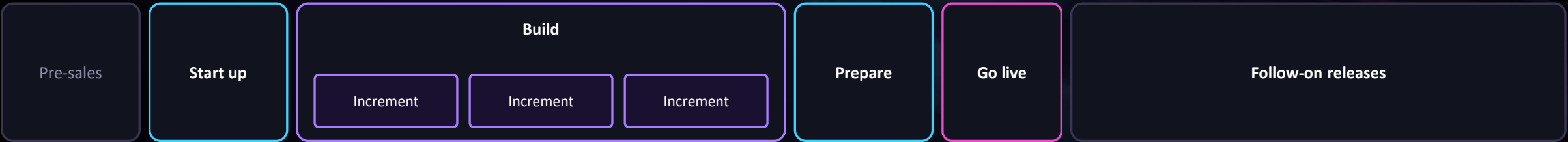
THE SHAPE OF THE PROJECT CHANGES

TODAY



◆ First value — one go live, at the end

WITH IFS VALUEFIRST



◆ First value — Foundation Release



Value pulled forward

The gates are still here...

START UP

Completed

BUILD

Completed

PREPARE

Authorized

GO LIVE

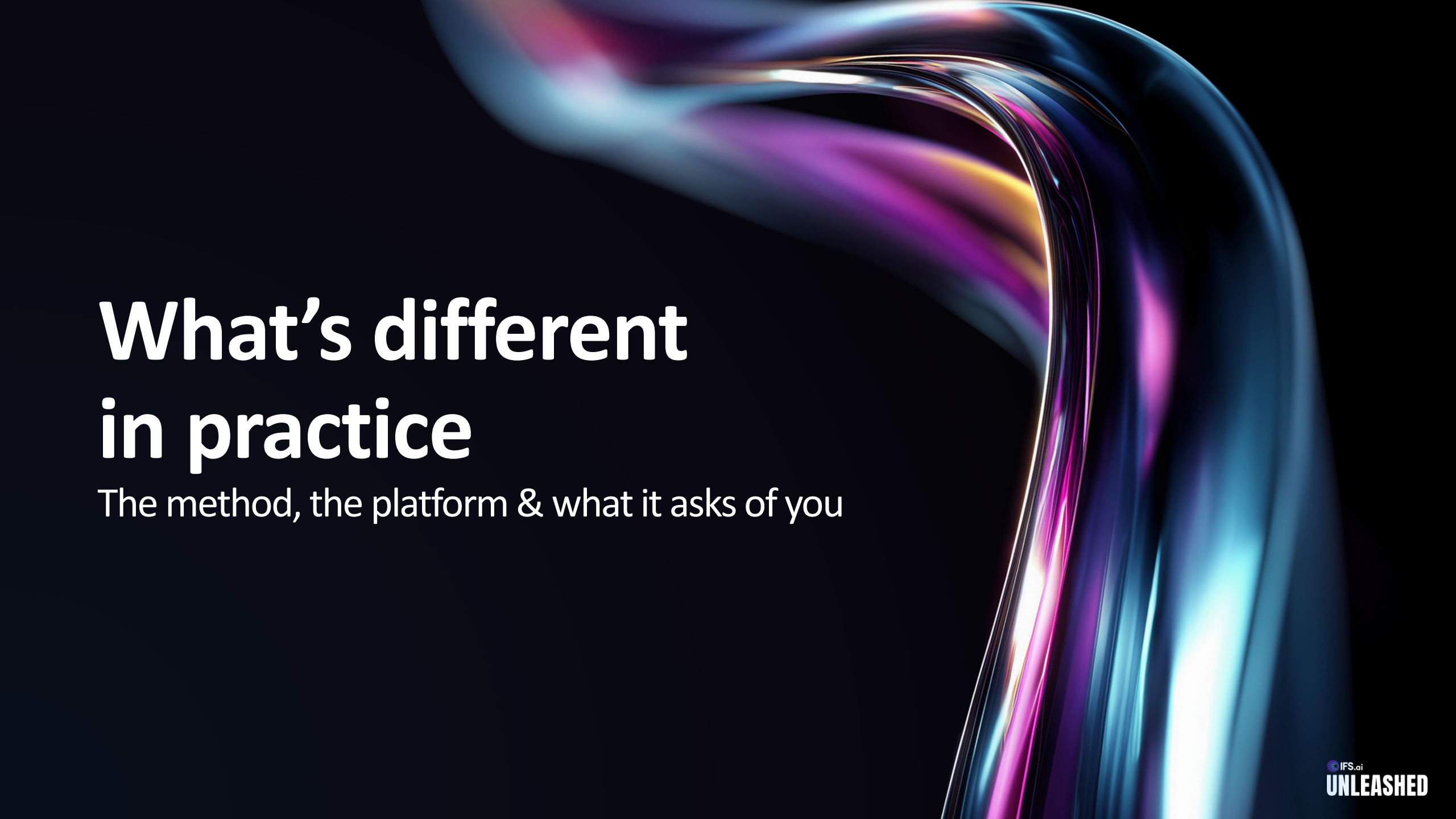
Project closed

THE AGILE MYTH

An open-ended chain of sprints.
Scope and end date emerge as you go.

IFS VALUEFIRST

Sprints inside Build, with formal phase transitions and qualification gates around them.
Planned from a baselined scope.



What's different in practice

The method, the platform & what it asks of you

From scope to a sized plan

PLANNING

BASELINE

Processes



Data



Tailoring



Story points per workstream,
estimated from the scope.

VELOCITY



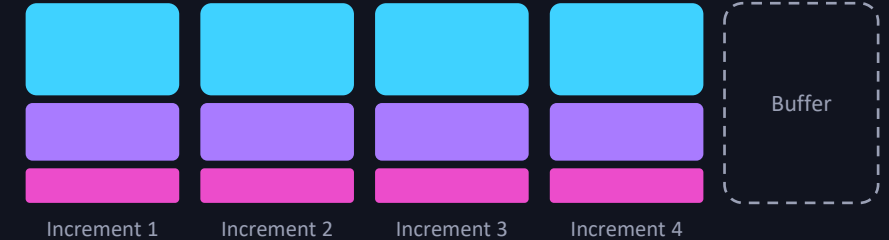
Sprint

Sprint

Sprint

What the team delivers
per sprint.

PLAN



Increment 1

Increment 2

Increment 3

Increment 4

Buffer

Increments, resource plan and milestones,
with buffer planned in from the start.

Every increment has an objective

OBJECTIVES

INCREMENT 1

Happy path

OBJECTIVE

A full make-to-order flow, end to end, for a standard product.

DEMONSTRATED BY

Processing orders through MRP, shop orders, shipping and invoicing. No exception handling.

INCREMENT 2

Broader and deeper

OBJECTIVE

Realistic execution, with the common variations and exceptions.

DEMONSTRATED BY

Configure-to-order and complex quotes, amendments, re-planning, rescheduling, partial deliveries and invoicing.

INCREMENT 3

Complete and release-ready

OBJECTIVE

The full make-to-order scope for the unit, ready to release.

DEMONSTRATED BY

Subcontracted operations, product costing and variances, returns and warranty, tested end to end.

BUILT IN EVERY INCREMENT

Integrations, workflows, reports and data, alongside the functions they support.

The backlog is where scope is controlled

BACKLOG MANAGEMENT

SOLUTION BACKLOG

User stories, organized by process

INCREMENT 1

Baseline, happy path

INCREMENT 2

Common variations

INCREMENT 3

Customer-specific needs

Ordered by importance. Baseline first, customer-specific needs after.

WORK BACKLOG

Tasks, organized by work package

Onboard the project team

Refine the data management scope

Refine the build plan

Migrate data

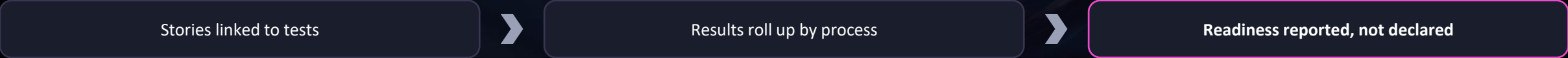
Prepare cut-over

Every increment proves itself

VALIDATION AND READINESS



READINESS IS REPORTED FROM THE WORK



Out of the box, not a blank project

Work types, workflows and fields built for the method

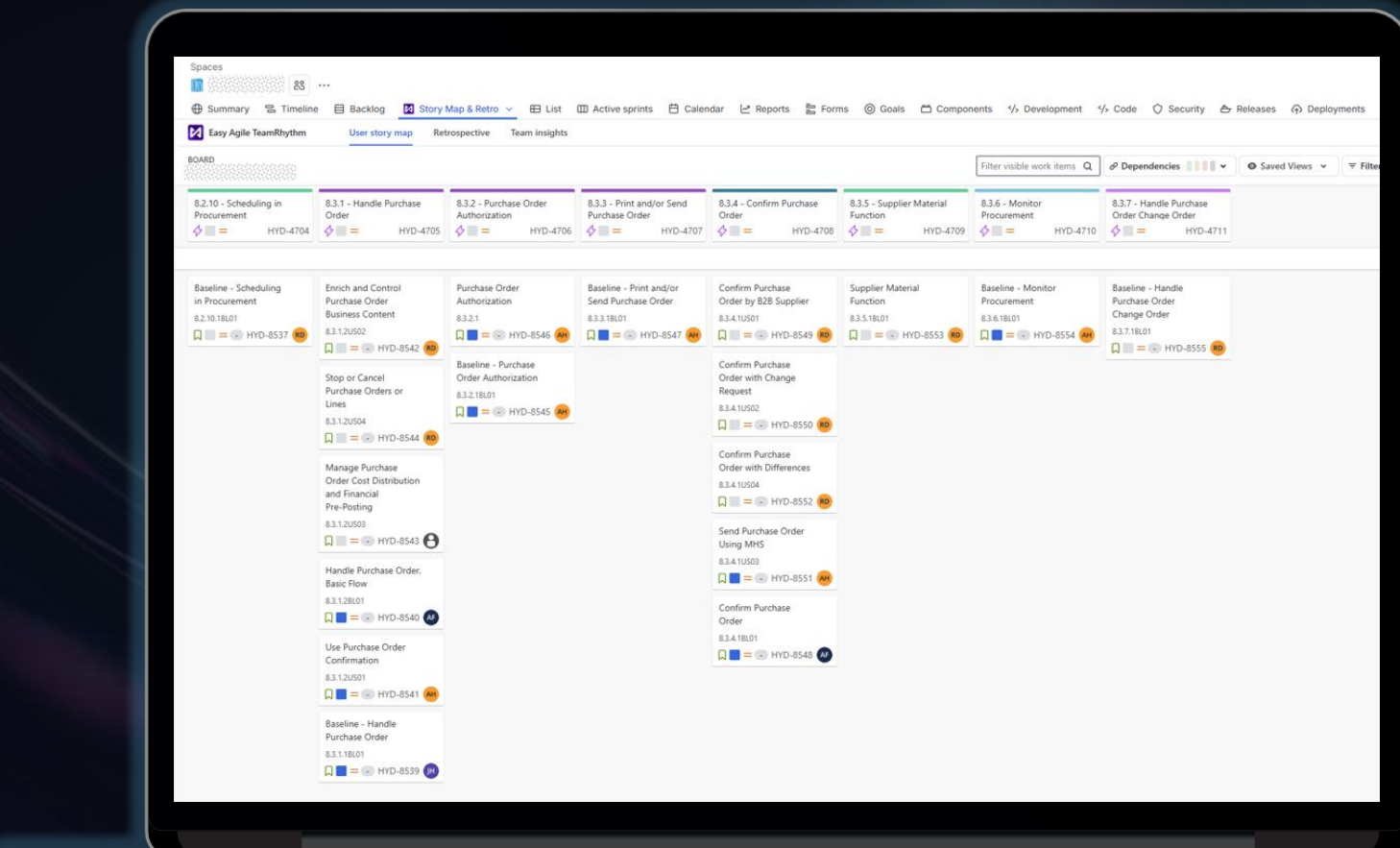
The Scope Tool process structure, ready for scope

Predefined user stories for standard functionality

Predefined tasks that follow the methodology

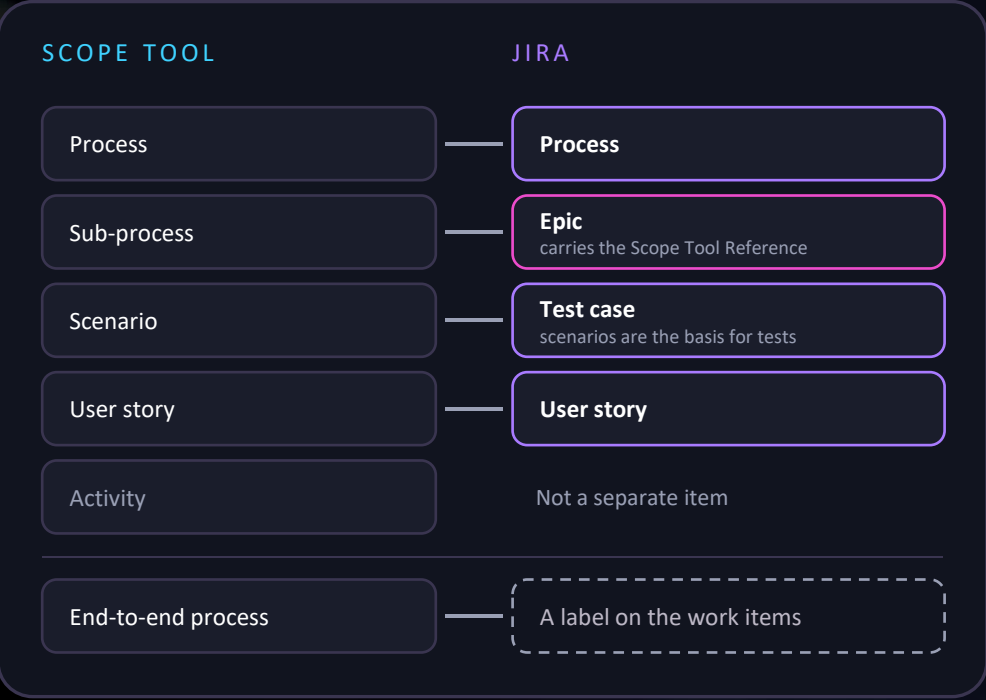
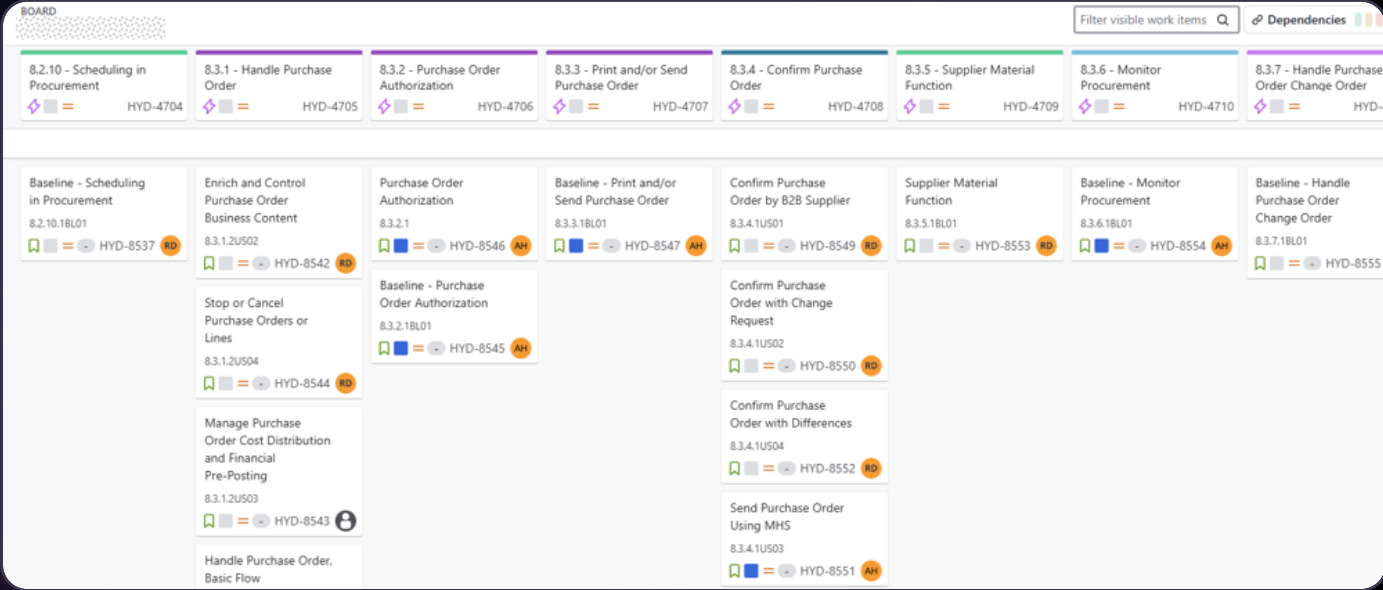
Automations and templated content

A dedicated Jira site for each customer implementation



From Scope Tool to story

SCOPE TO BACKLOG



Story map: one column per sub-process, stories underneath.

The admin work, handled.

THE DELIVERY ADD-IN

An IFS-built add-in that runs the build and test pattern inside Jira

PLANNING

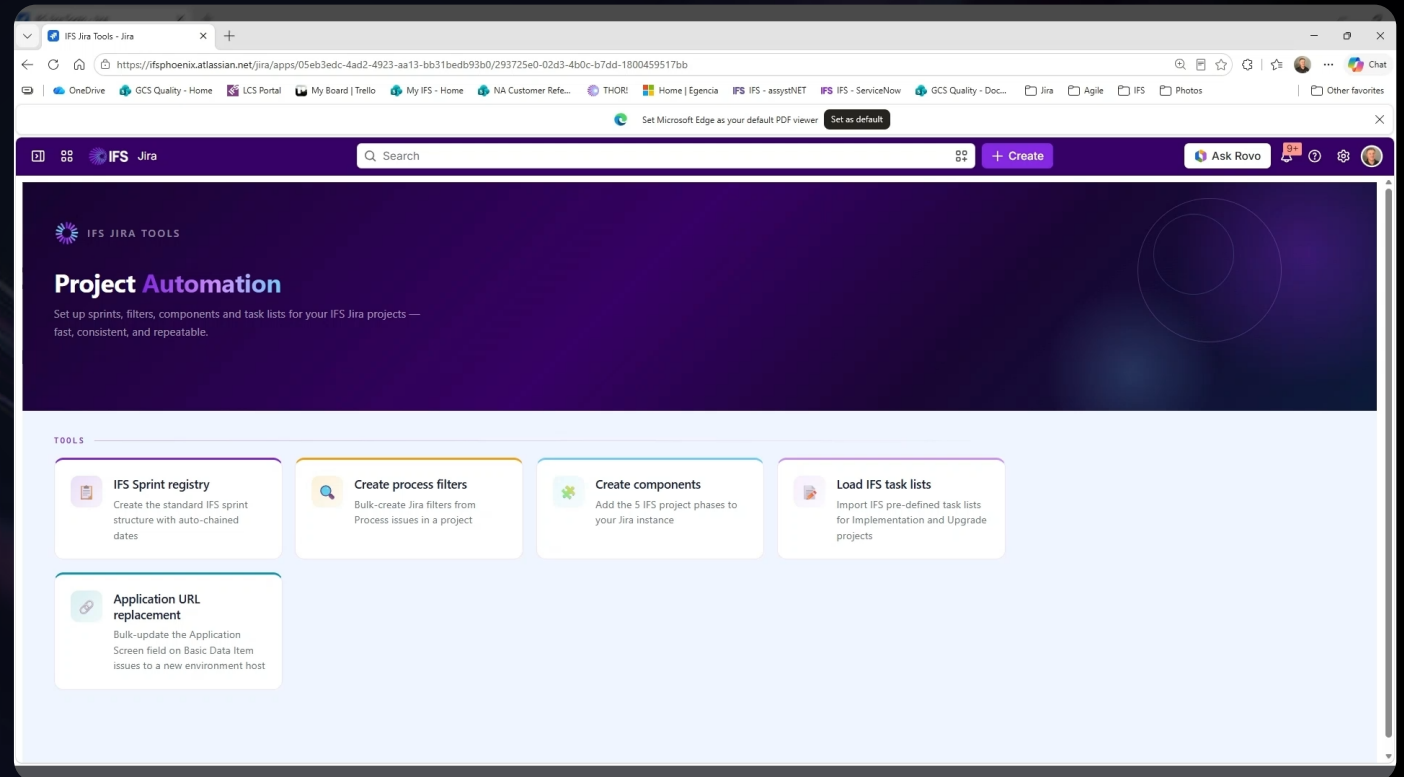
Lay the backlog across increments and sprints

SPRINT MANAGEMENT

Create and run sprints to the build-test pattern

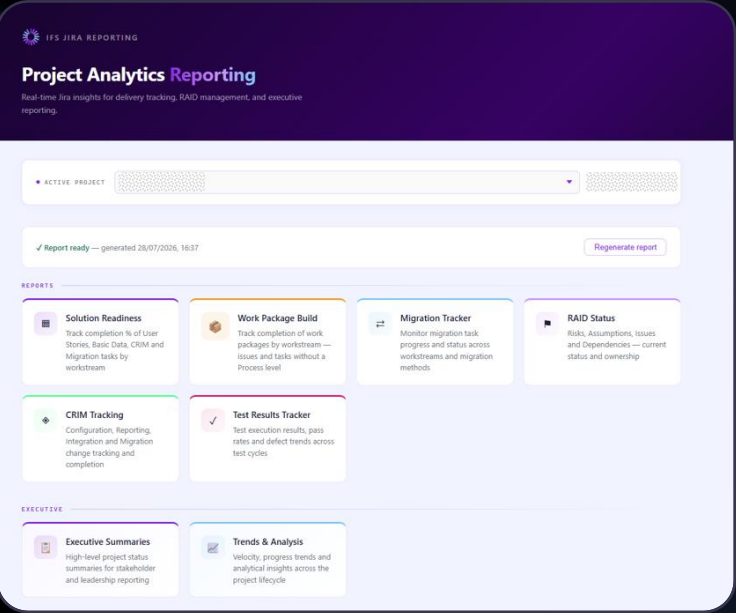
ISSUE CREATION

New items arrive with the fields the method needs

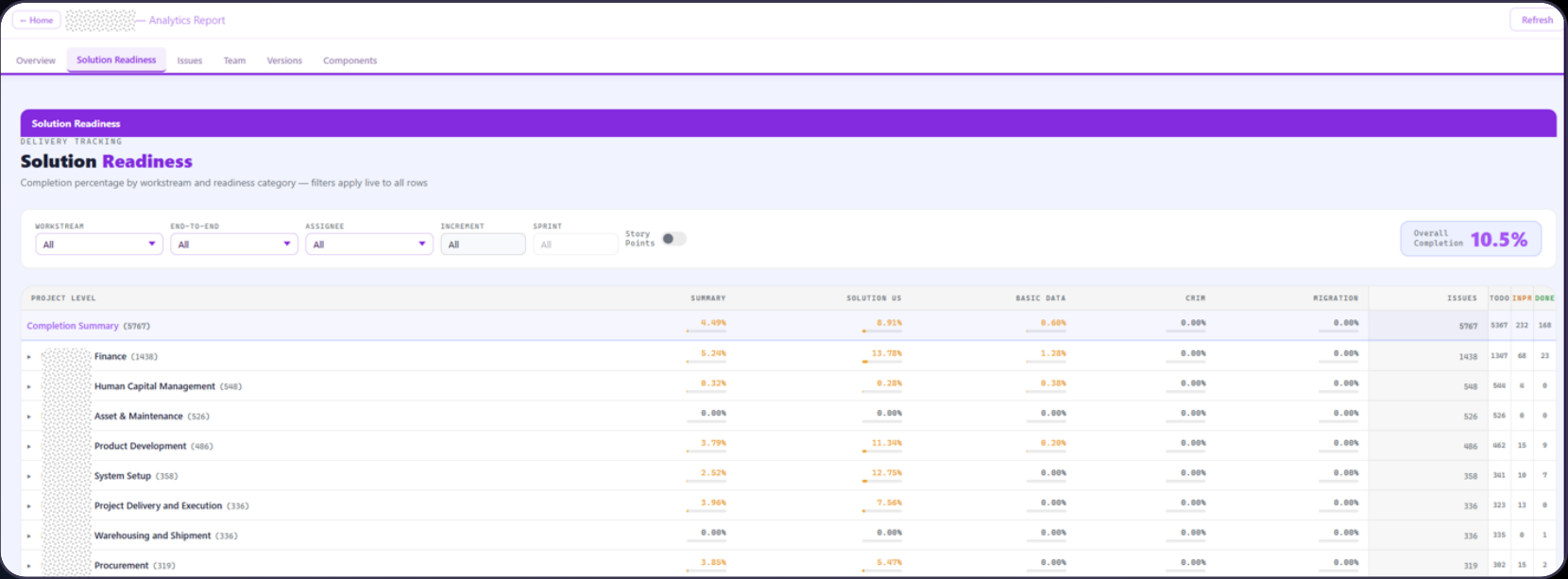


Reporting replaces the status pack

THE REPORTING ADD-IN



The report kit



Solution readiness, by workstream and category

More rigor. A record that lasts

WHAT CHANGES FOR YOUR TEAM



WHAT IT ASKS

- Work tracked at the story level, not the phase level
- Design decisions recorded in the stories, and updated when they change
- A backlog kept current as the project moves



WHAT YOU GET BACK

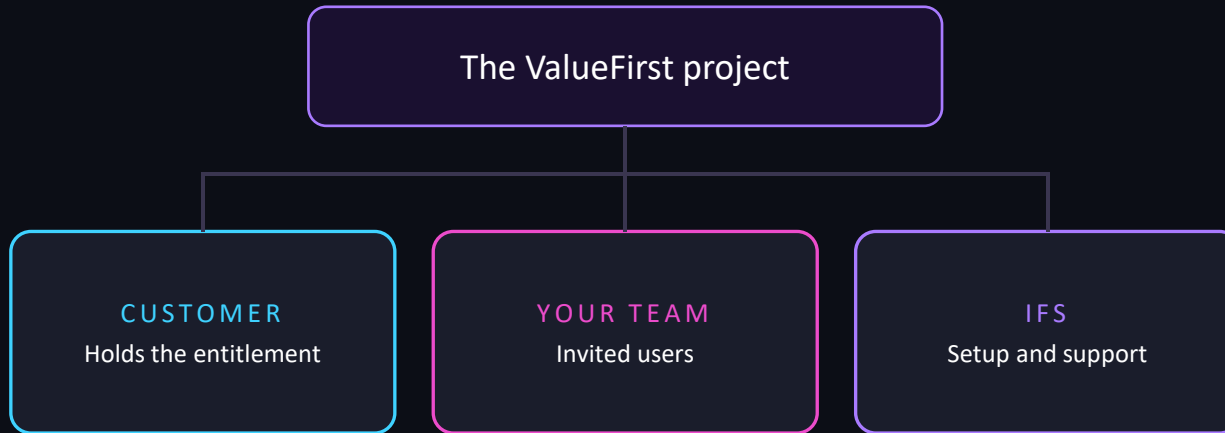
- Solution documentation that is structured and connected to the build
- A record that stays current as the solution is extended
- Far easier to keep in step than a set of documents and workbooks

It's the change pilot teams notice most, and it's why enablement comes with every early project.

How your team gets in

ACCESS

A DEDICATED JIRA SITE FOR THE IMPLEMENTATION



1

The customer holds the entitlement to the site

2

The customer invites the partner users working on the project

3

IFS works with the customer to prepare and set up the site

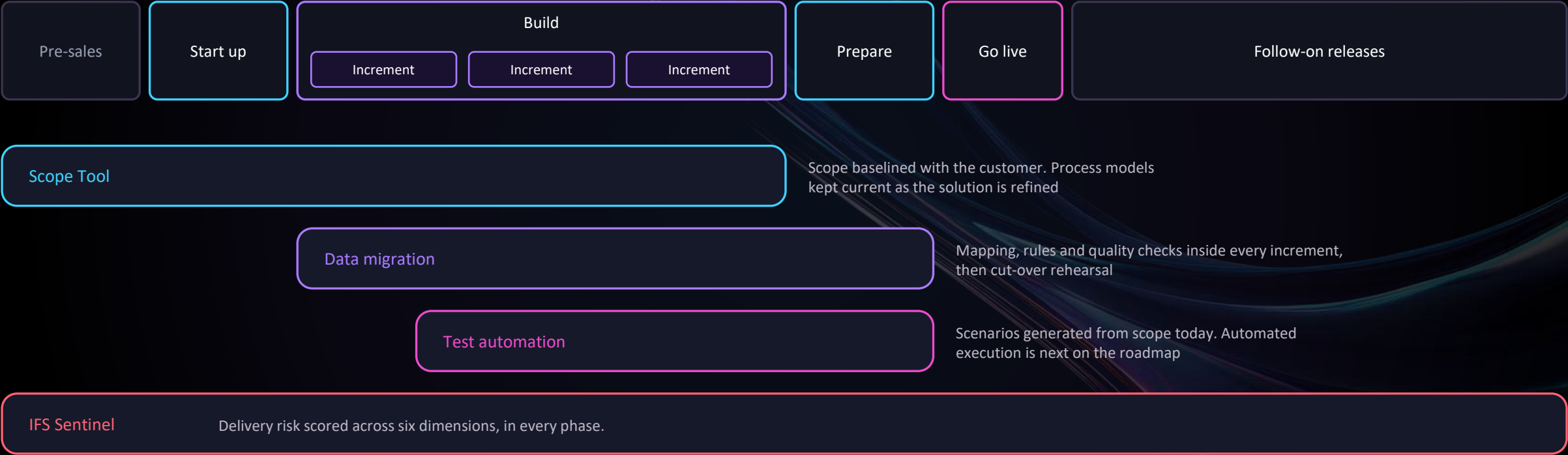


Adjacent tooling

Scope tool, IFS Sentinel & what's further out

Where the tools plug in

THE MAP



Scoping moves closer to the customer

SCOPE TOOL

01

NEXT

CUSTOMER ACCESS

Scope Tool in the customer's own 2c8-hosted repository, instead of IFS Citrix infrastructure. Real access to the modeling, not an export of it.

FOR YOU

Same access model as the Jira site: the customer invites your team.

02

NEXT

PREBURNER 2.0

A full rebuild from Excel to a web application, connected to IFS product catalog SKUs and straight into 2c8.

FOR YOU

Available to partners.

03

LATER

SCOPE TOOL 2.0

The Scope Tool plug-in redeveloped alongside 2c8's re-platformed modeler, with an optimized set of capabilities.

FOR YOU

Built for collaboration and integration.

Scope Tool



ValueFirst

NEXT

A direct connection replaces today's extract, ahead of the full re-platforming.

PreBurner, rebuilt.

PREBURNER 2.0

A full rebuild from Excel to a web application. Not a lift and shift



CATALOG SKUS

Scope connected to IFS product catalog SKUs



SHARED SCOPES

Teams work on the same scope, not copies of it

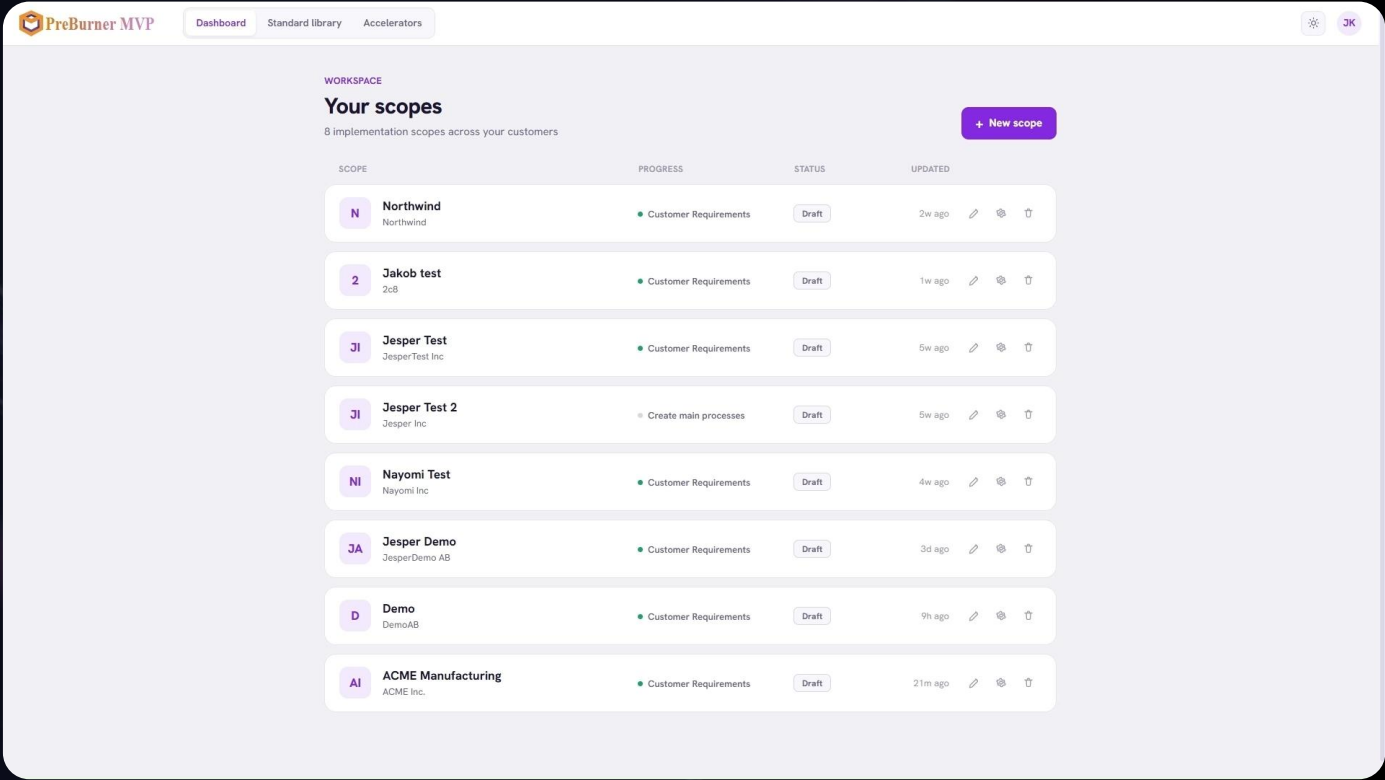


STRAIGHT INTO 2C8

No more CSV exports and imports

Available to partners.

NEXT



Built on 2c8's new modeler

SCOPE TOOL 2.0

The Scope Tool plug-in, redeveloped alongside the re-platformed modeling tool

COLLABORATION

Customer, partner and IFS modeling in the same repository

INTEGRATION

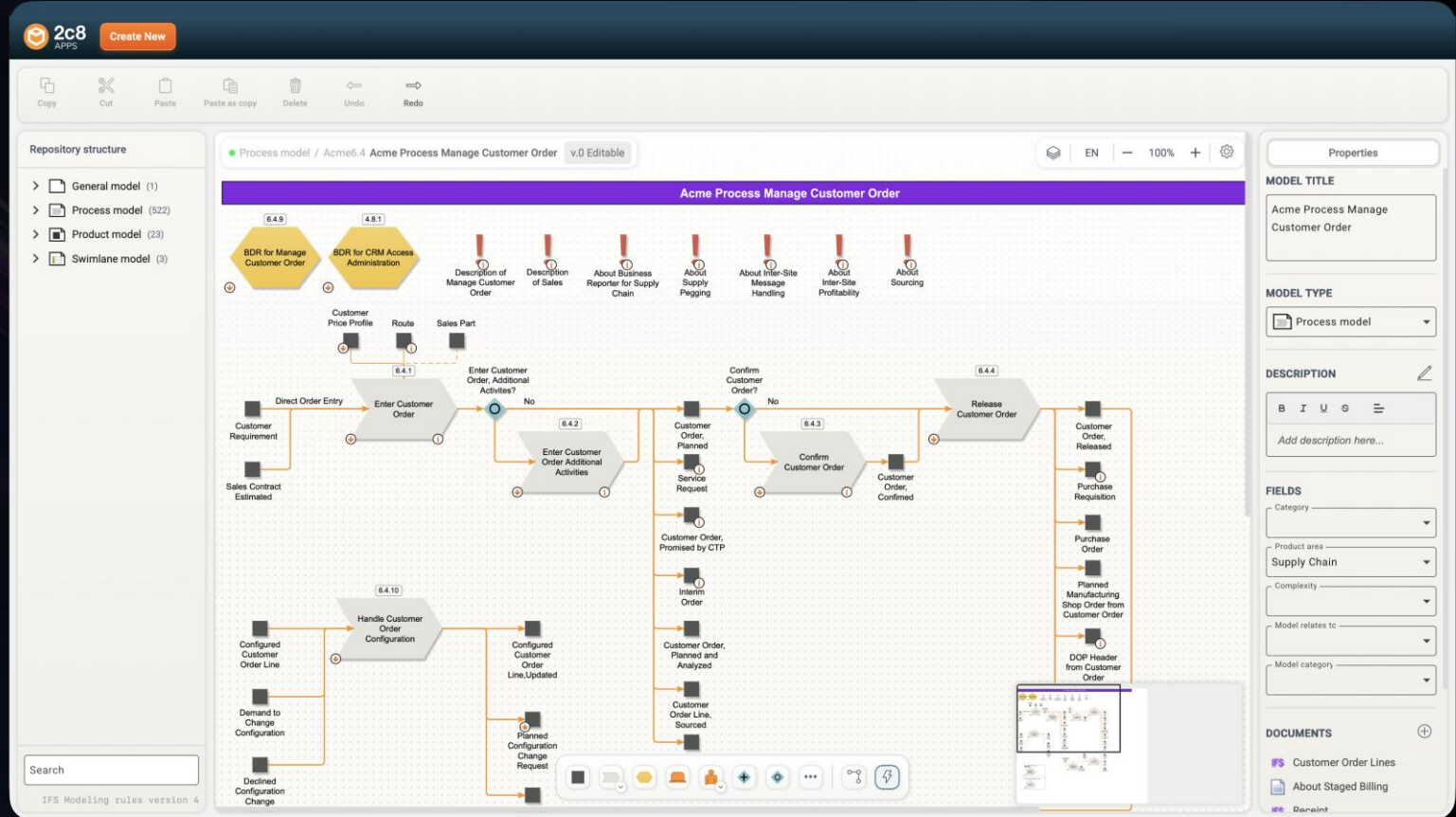
Connected directly to the ValueFirst platform

FOCUS

An optimized set of Scope Tool capabilities

In development with 2c8.

LATER



2c8's new modeler, in development, showing a Scope Tool process model.

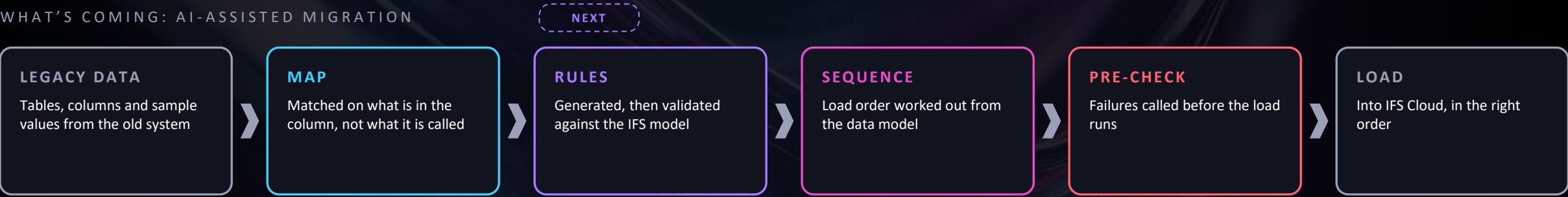
Move the data once, and prove it

DATA MIGRATION

WHERE IT HAPPENS



WHAT'S COMING: AI-ASSISTED MIGRATION



Low-confidence mappings go to an expert, never guessed. Every mapping records where it came from.

Prove the solution as it's built

TEST AUTOMATION

NOW

Scenarios become test cases

Test scenarios generated from the customer's own scope and process models



NEXT

Automated execution

Across the test sprints and preparation for go live



LATER

Test what changed

Change impact analysis narrows testing to the areas affected

WHAT IT SAVES

Less time writing test cases from scratch

WHAT IT SAVES

Less time running the same tests by hand every sprint

WHAT IT SAVES

Smaller regression runs when the solution or IFS Cloud changes

From project data to early warning

IFS SENTINEL

WHAT GOES IN

THE SCORING ENGINE

WHAT COMES OUT



What it looks like today

IFS SENTINEL

1

ACME Industries

AMBER

Open

Initial implementation of IFS Cloud - with IFS Logistics AI and Loops.

IFS-led

Type: Implementation

Phase: Confirm Prototype

Sch

Bud

Res

Qua

Sta

Sco

48

RISK SCORE

Start: 2026-06-01

Next Planned Go-Live: 2027-09-30

9 milestones - 5 risks

AT A GLANCE

Score, status and all six dimensions for every project.

BEHIND THE SCORE

Each open risk raises the dimensions it touches.
Close it and its contribution goes.

2

DIMENSION IMPACT FROM OPEN RISKS

Schedule	71 · Red	measures 26 · +45 from 3 open risks
Resource	54 · Amber	measures 12 · +42 from 2 open risks
Quality	57 · Amber	measures 19 · +38 from 2 open risks
Stakeholder Engagement	30 · Green	measures 7 · +23 from 1 open risk
Scope	48 · Amber	measures 0 · +48 from 2 open risks

The register only ever raises a dimension score. Closing a risk removes its contribution.

Customer Resource availability

New

Resource · Low

Schedule · Low

Probability 20% Owner Customer

Mitigation: Monitor during Steerco.

Running on IFS-led projects now. Yours next.

SENTINEL AND YOU

NOW

Every IFS-led project scored in Sentinel: milestones, risks and measures.



NEXT

Partner-led projects reported on the same basis.

01

PREDICT EARLIER

See emerging delivery risk before a milestone slips.

02

PRIORITIZE ACTION

Put attention on the projects and dimensions where impact is highest.

03

REDUCE OVERHEAD

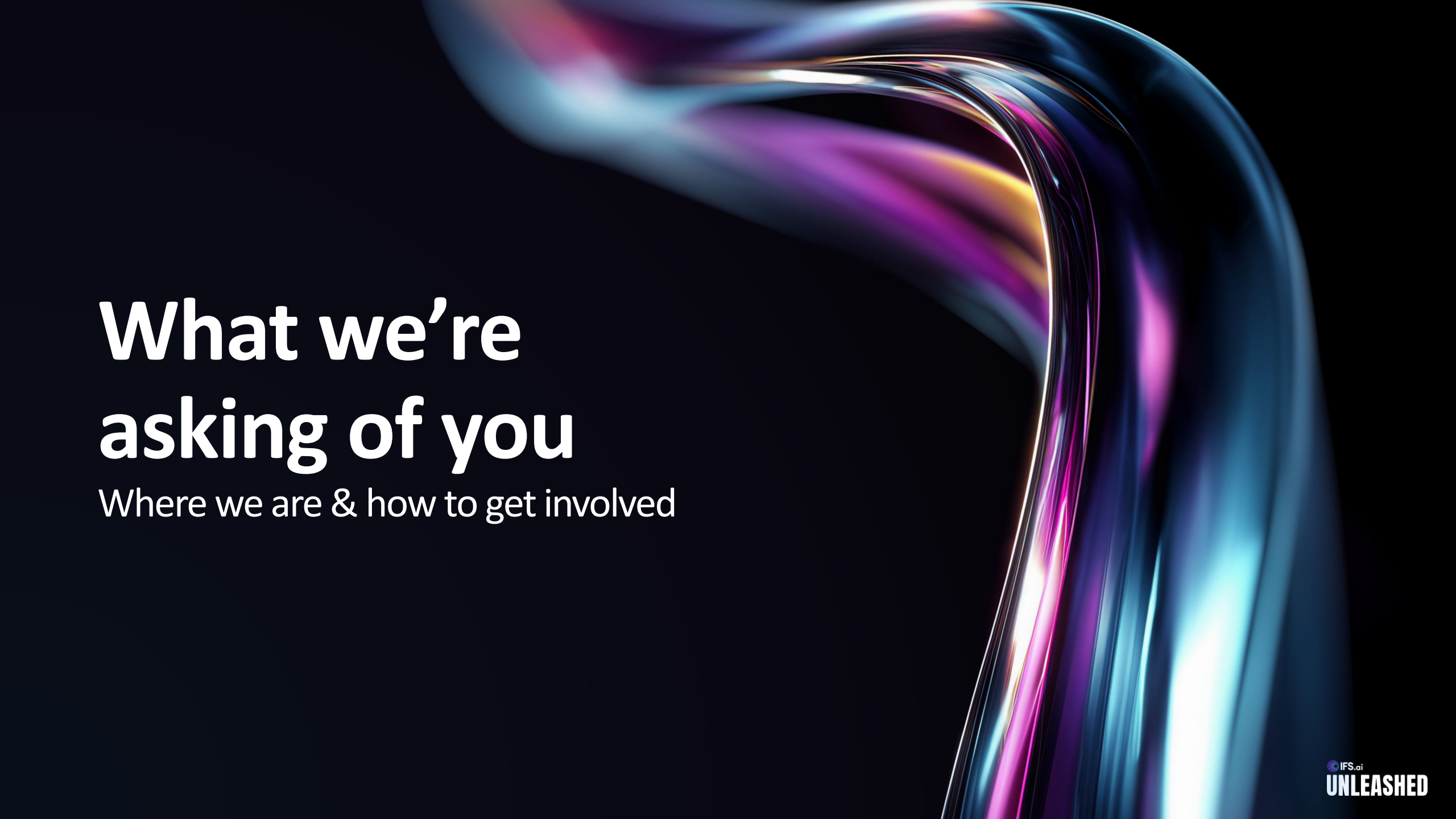
Once connected to ValueFirst, the data comes from the work. No duplicate status updates.

SEE • INTERPRET • INTERVENE

What comes next

ROADMAP

	NOW	NEXT	LATER
SCOPE AND ESTIMATE Know the scope before you commit	<ul style="list-style-type: none">+ Process models kept current every release, with scoping moving out of Excel into the Scope Tool	<ul style="list-style-type: none">+ Customer access to Scope Tool in the customer's own 2c8 repository+ PreBurner 2.0, and Scope Tool connected directly to ValueFirst	<ul style="list-style-type: none">+ Scope Tool 2.0 on 2c8's re-platformed modeler+ AI matches customer requirements to IFS process models and proposes the scope
DELIVERY PLATFORM One place where delivery runs	<ul style="list-style-type: none">+ The IFS configuration of Jira, with the delivery and reporting add-ins	<ul style="list-style-type: none">+ Workshop and solution content generated from the project's own models and stories+ AI-assisted guidance inside the user stories	<ul style="list-style-type: none">+ IFS Intelligence automates build work against each customer's own requirements
DATA AND MIGRATION Move the data once, and prove it	<ul style="list-style-type: none">+ Migration inside the build increments, not left as a late-stage project	<ul style="list-style-type: none">+ AI-assisted mapping, rule generation and error checking before data is loaded	<ul style="list-style-type: none">+ The IFS data model published at build time, so mapping starts from a known target
TEST AUTOMATION Prove the solution as it's built	<ul style="list-style-type: none">+ Test scenarios generated from the customer's own scope and process models	<ul style="list-style-type: none">+ Automated test execution across the test sprints and preparation for go live	<ul style="list-style-type: none">+ Change impact analysis targets testing at what actually changed
ASSURANCE AND RISK See the risk before it lands	<ul style="list-style-type: none">+ IFS Sentinel scores delivery risk across six dimensions on IFS-led projects	<ul style="list-style-type: none">+ AI-assisted guidance that keeps projects on track+ Partner-led projects reported on the same basis	<ul style="list-style-type: none">+ Portfolio-wide oversight, with customers seeing project health directly



What we're asking of you

Where we are & how to get involved

Where we are, and when

TIMING

TODAY



Pilots running

A small set of IFS-led and partner-led projects, across a mix of industries.

Q4 2026



Early adopters start

New projects chosen with partners begin on ValueFirst.

Q1 2027



Broad rollout

ValueFirst becomes the approach for new projects.

NEXT



Certification

Partner certification training.

ENABLEMENT

Project by project today, with IFS alongside your team until certification is available.

Bring us your next project

THE ASK

We're moving past pilots. Help us choose the early adopters.

A GOOD CANDIDATE

- A new implementation, not one already underway
- Starting in Q4 2026 or early 2027
- A customer ready to make decisions every increment
- A team you can keep together through the project

WHAT YOU GET

- Enablement for your team on the project
- IFS alongside you to set it up and run it
- A direct say in how the method and tools develop

Talk to us after the session, or contact Jeff Kugler or Tony Johnson

Wrap up

Nick Dent

Global Head of Channel, IFS

What we take forward

Together, put Industrial AI to work

1

IFS Intelligence

2

Turn opportunity into pipeline

3

Deliver customer value, faster

4

Build on our channel momentum

THANK YOU

Questions after the Summit?
Scan to submit your question.



We'll connect you with the
right IFS team



UNLEASHED