

# Realising value from industrial AI

What it actually takes to turn AI into bottom-line impact.

ABOUT ME

# Kjartan Nesse

CEO · Sensa

**25+ years experience** with industrial data  
and AI at scale.

Experience from, among others



# The industrial reality

01

## No two sites are alike

Every facility has its own equipment, layout and quirks.

02

## Everything changes, continuously

Conditions, equipment and operations shift day to day.

03

## Operational pragmatism rules

What people actually do is driven by what works on the ground.

To scale AI, you need a platform built to **embrace this reality** — not one that assumes it away.

# AI models are good enough. Value creation needs two things.

01

## Trusted data

Complete, correct and traceable measurements — not fragmented silos.

Oxygen [mg/l]

Temp [°C]

Feed [kg]

02

## AI-native industrial context graph

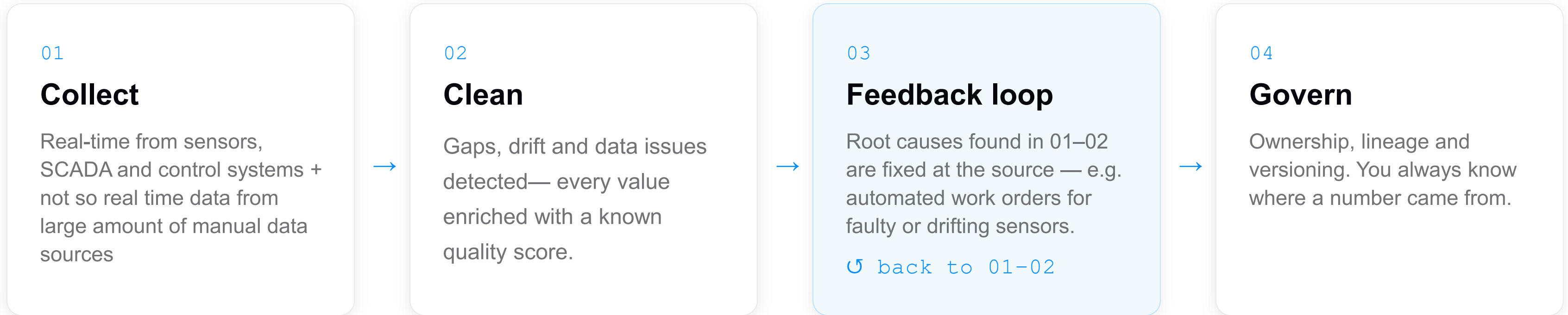
Equipment, processes and sites linked the way reality is connected.

Cage → Site

Sensor → Process

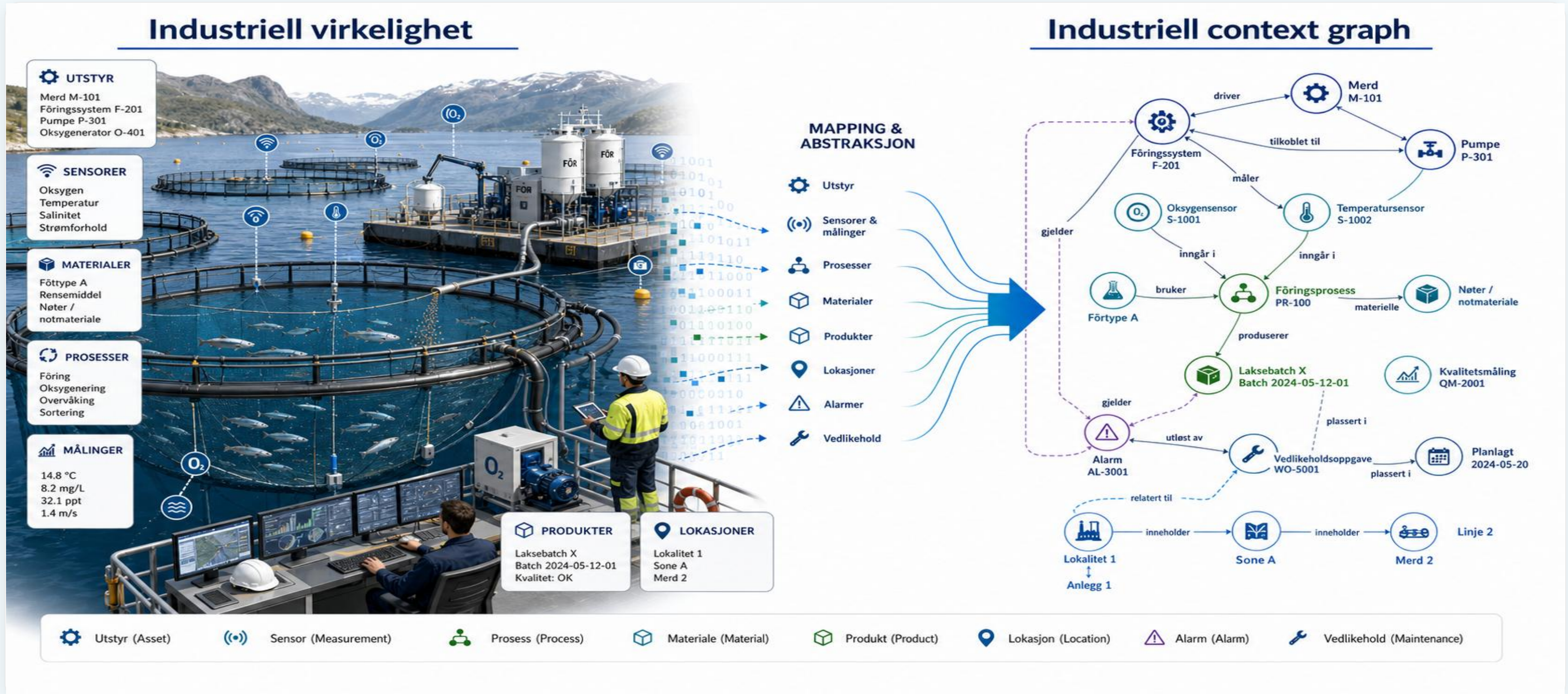
Batch → Alarm

# What it takes to get trusted industrial data



[↶](#) **Continuous** — sites change every day, so trust has to be maintained every day.

# From industrial reality to an AI-native context graph



# Sensa Unity AI — ask your data in plain language

Unity Portal
Support
Kjartan Nesse

Dashboard / Data Explorer
Schema Browser
Unity AI
Data Graph

New chat

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Recent chats

Give me an overview of the facility

Gi meg en oversikt over anlegget

### Water quality analysis — A1 - Tank (last 24 h)

**Location:** Sensa Aqua > Block A > Module A1 > A1 - Tank Area > A1 - Tank (Postsmolt phase) **Time range:** last 24 h (ending ~2026-06-01 15:xx UTC) **Source:** Clean.scada\_v1\_min (1-minute resolution) **Aggregation:** stats over 24 h + hourly AVG trend (note: returned trend covers ~12 h — second half of the window)

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#### Dissolved Oxygen — Oxygen Sensor

	Metric	Value
<b>Average</b>		<b>9.94 mg/L</b>
Min		9.39 mg/L
Max		10.54 mg/L
Range		1.15 mg/L
Samples		696

**Hourly trend (mg/L):** 9.90 → 9.90 → 9.92 → 9.96 → 9.93 → 9.96 → **10.01** → 9.92 → 9.96 → **10.00** → 9.93 → 9.91

✔ **Assessment:** Very stable and healthy. DO is comfortably in the optimal range for postsmolt salmon (typically 8-11 mg/L), with low variance (~±0.6 mg/L band) — indicating the oxygenation system is performing well and consumption is balanced by supply.

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#### Tank Level — Level Sensor

	Metric	Value
<b>Average</b>		<b>1804.9 mm</b>
Min		1775.3 mm
Max		1837.5 mm
Range		62.2 mm

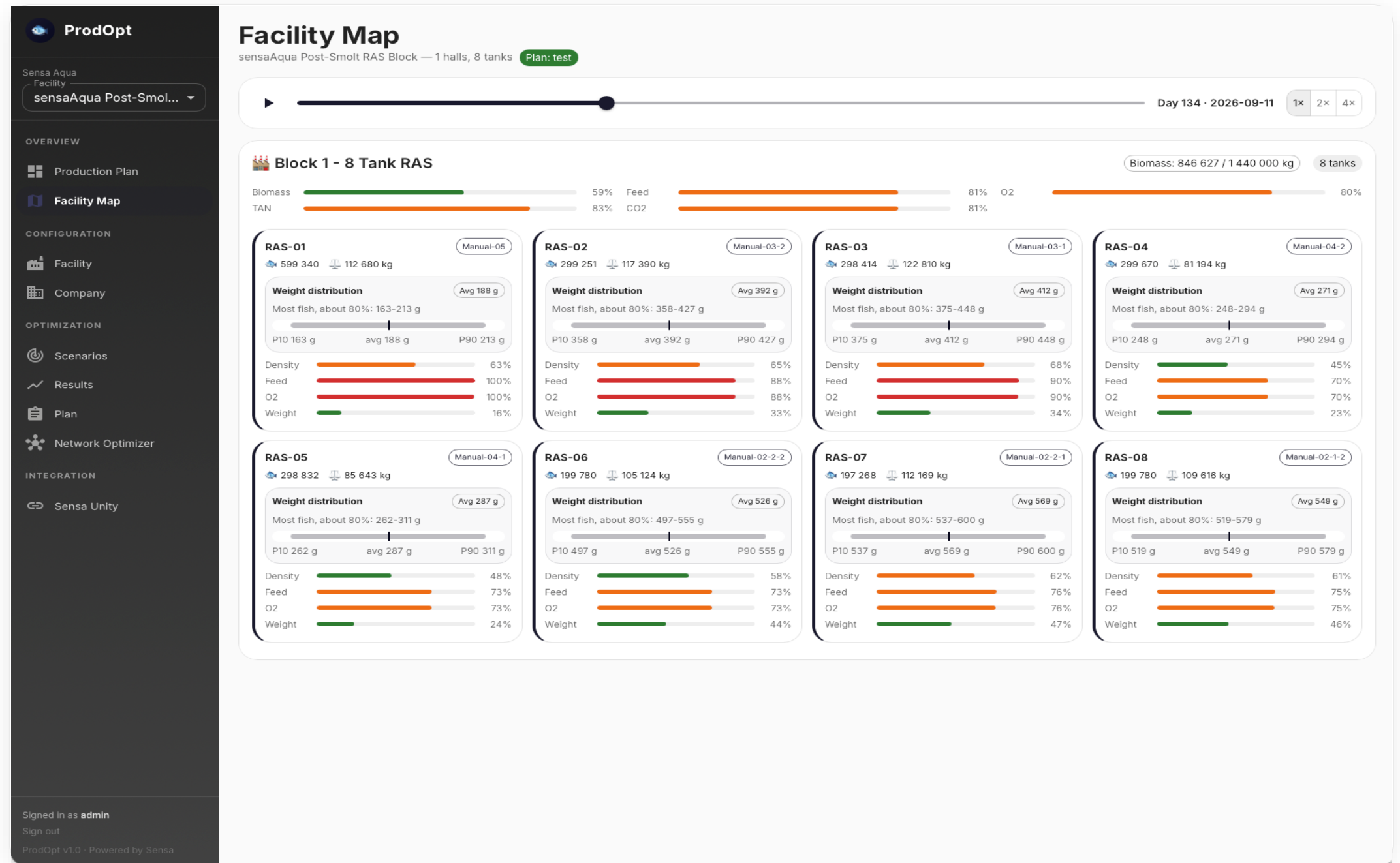
+ Ask your query
🔊

# Turning trusted data and context into a production plan

**Sensa Unity**  
**Trusted data + context**  
The reliable, connected picture of the operation.



**Axiom optimizer**  
**Constraint-based optimisation**  
Finds the best plan within real operational limits.





WHY WE EXIST

# Data & AI superpowers for the SMB market

Sensa was founded to bring trusted data and AI-native context to small and mid-size industry. Come talk to us at the stand.