

## Mining Script for Podcast

Kapil Nanchahal , Ram Ramachandran, Lidwin Mendonca

### **Lidwin**

Hi Everyone, welcome to the Infosys Podcast for the Mining industry. I am your host, Lidwin Mendonca and we have with us today two gentlemen, Kapil Nanchahal & Ram Ramachandran.

Its a pleasure having you here gentlemen, especially for the depth and breadth of the knowledge regarding the Mining Industry.

### **Ram**

Thanks Lidwin

### **Lidwin**

Just so our listeners to know, Kapil heads Resources Americas at Infosys, managing the growth and management of existing and new relationships in North America and Latin America. He is an industry leader focusing on advising enterprise clients on IT and business transformation.

On the other hand, Ram Ramachandran is a veteran at this industry too. while he majorly focusses on new account openings, he has been an integral part of the industry managing existing client relationships too.

Kapil, Ram, We are delighted to have you with us today. So, Lets start with you Kapil, can you please tell us what trends Infosys sees in the Mining Industry, for the next year or so..

### **Kapil**

The mining industry is one of the oldest industries that exist today, and it has crafted our history right from the bronze and iron ages to the industrial revolution.

The world is transitioning to a low carbon economy and this trend is impacting the mining industry as well. The transition to low emission energy has placed a great amount of demand on metals like Lithium, Nickel, and Cobalt. The mining companies themselves are looking at operating their mines and plants with renewable energy sources as well as integrating metal recycling as part of their value chain.

### **Ram**

Rightly said Kapil. However, what is interesting is to know that, the resources have been depleting both in terms of quality and quantity and it is challenging for mining companies to continue to operate their business profitably in this environment. Therefore, The need for automation and digitization to support targeted and efficient mining has been increasing. A huge amount of research is being done to develop new techniques of extraction and processing. The search for high-grade ore deposits is leading us to the deep sea and space. AI is being used to look for patterns in data from satellite and spectral imagery to

find new ore deposits. These technologies will continue to transform mines and processing plants to fully autonomous operations.

The mining industry is also facing a challenge in attracting and retaining millennial talent. And the new imperative is sustainability and social responsibility.

Lidwin, That was very interesting thought Ram. I am sure our listeners are thrilled to hear from both you and Kapil.

Well Kapil, as the Head of the Resources Americas account in Infosys, can you give us a glimpse of how is Infosys partnering with their clients in the mining sector?

### **Kapil**

We are partnering with our mining clients to enable them to function like Live Enterprises. A Live Enterprise is one that continuously senses, responds and evolves based on information and data at its disposal. Our digital capabilities make it happen.

For instance, we enabled a mining enterprise to achieve their vision of a Connected Worker. We invested in 5G Labs with our telecom partners to develop solutions that leverage the 5G spectrum as convergence of IT and OT becomes all pervasive in mining.

Our AI for operational excellence framework, KRTI 4.0 is very relevant for asset-intensive industries like mining. It brings together engineering knowledge from Poyry with our IoT and AI capabilities to help decision-making for reliability-based maintenance.

### **Ram**

You would be interested to know that we have partnered with academic bodies like the Indian School of Mines and University of Chile for developing solutions across the mining value chain. One of our solutions on AI-enabled blast design was a semi-finalist at Disrupt Mining, Toronto, 2018.

Infosys manages billions of dollars in annual spending for mining companies through our business process management solutions powered by our Platforms offerings.

We have been setting up Innovation Centers, Design Studios and Living Labs across the globe to bring these offerings closer to our clients and build the Living Mine of the Future.

Lidwin Thank you so much for that Ram. I hear you have been associated with this industry for more than 15 years now. Could you give some examples of digital transformation projects that Infosys has delivered for clients in the mining sector?

### **Ram**

Of course! Everytime im asked this question, I am delighted to explain how ...most of the digital transformation work that we do is centered around Mine and Plant Operations, ERP modernization and adoption of cloud.

In the theme of Digital Workforce, we've implemented Short Interval control as well as integrated planning and scheduling. Supervisors on the surface can now assign tasks to underground workers through their tablets. This helps them take corrective action quickly.

We've helped a global miner architect a data platform capable of ingesting both OT and IT data field assets to deliver operational intelligence at their copper mines. To support such use cases, we've implemented and tested underground LTE based solutions for a client who operates underground mines.

**Kapil**

We have also implemented computer vision-based advanced analytics solutions to address problems like smoke from stack, corrosion of pipes, smooth crusher operations, and human or animal intrusion in restricted areas.

On the enterprise side, we recently launched a Bot Factory with over 20,000+ micro-processes deployable across the enterprise. These have been deployed for back-office automation and mobility solutions for our mining clients. Our enterprise performance dashboards for areas like HSE, HR, Production, and Finance have eliminated 1000s of hours of effort by providing quicker access to information.

Lidwin, Wow that's quite impressive. And my last question to you- What is the Infosys value proposition for clients in the mining sector? Ram, if you can help us on that please..

**Ram**

Over the last 15 years of partnering with the mining industry, we realize that it's not about offering technological capabilities but about understanding underlying problems that need to be solved. So, we invested in a dedicated practice with talent from the industry. This practice is over 3000 people strong with capabilities in consulting, engineering, analytics, cloud & ERP.

What makes it better is that most of the large vendors like haul truck OEMs, plant equipment OEMs, fuel suppliers, and explosive suppliers are Infosys clients. This gives us enormous insights needed to architect end-to-end solutions.

Infosys has invested in a strong ecosystem of partnerships with academic institutions, hardware vendors, software platform providers, and mining consultants. This elevates Infosys from being a service provider to a problem solver.

**Kapil**

For our clients in 15 countries, we bring in the agility and outreach of a local company, along with the strength and capability of a global leader. We do this through our local innovation hubs, design studios, and living labs across the globe.

We successfully bring these capabilities into an integrated service delivery model so that our clients interact with just One Infosys.

Lidwin Wow , that was quite an insightful conversation Kapil and Ram for joining us for this podcast, I hope our listeners find your thoughts interesting.

**Ram**

Thank you for having us on the podcast Lidwin. It was wonderful chatting with you.