



Lightning in a Bottle

Scaling One-Off Experiments into Compliant, Adopted Applications



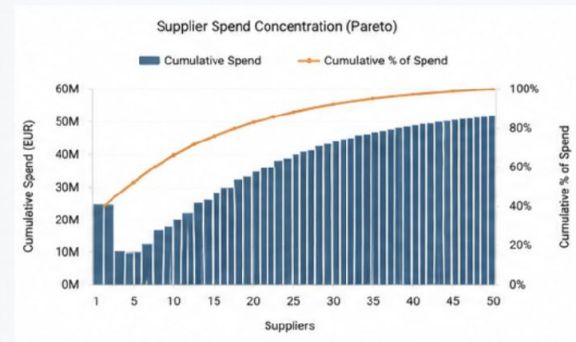
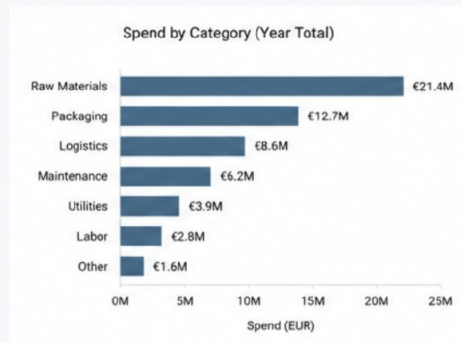
Data-driven enterprises out-innovate,
run leaner and move faster.



But how to work with data is subjective.

- Which data to include (and exclude)
- What time period to analyze
- How to summarize it (sum, average, median, variance, etc.)
- How to handle outliers and missing data
- Which comparisons or benchmarks to use
- How to interpret the results – signal, noise, proxy or causation

Different reasonable choices can lead to different conclusions.





Without agreement, data brings *discord* rather than clarity.



Across a fragmented data journey, these decisions are obscured and not intentionally communicated.

01.
Collect Raw
Data



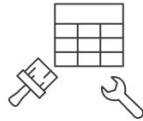
Facts collected from many sources

02.
Define scope



Choose what to include and exclude

03.
Prepare
Data



Clean, transform, reconcile & handle missing values

04.
Explore
Data



Identify patterns, anomalies, and questions

05.
Analyze
Data



Apply metrics, models, benchmarks, and comparisons

06.
Interpret &
Act

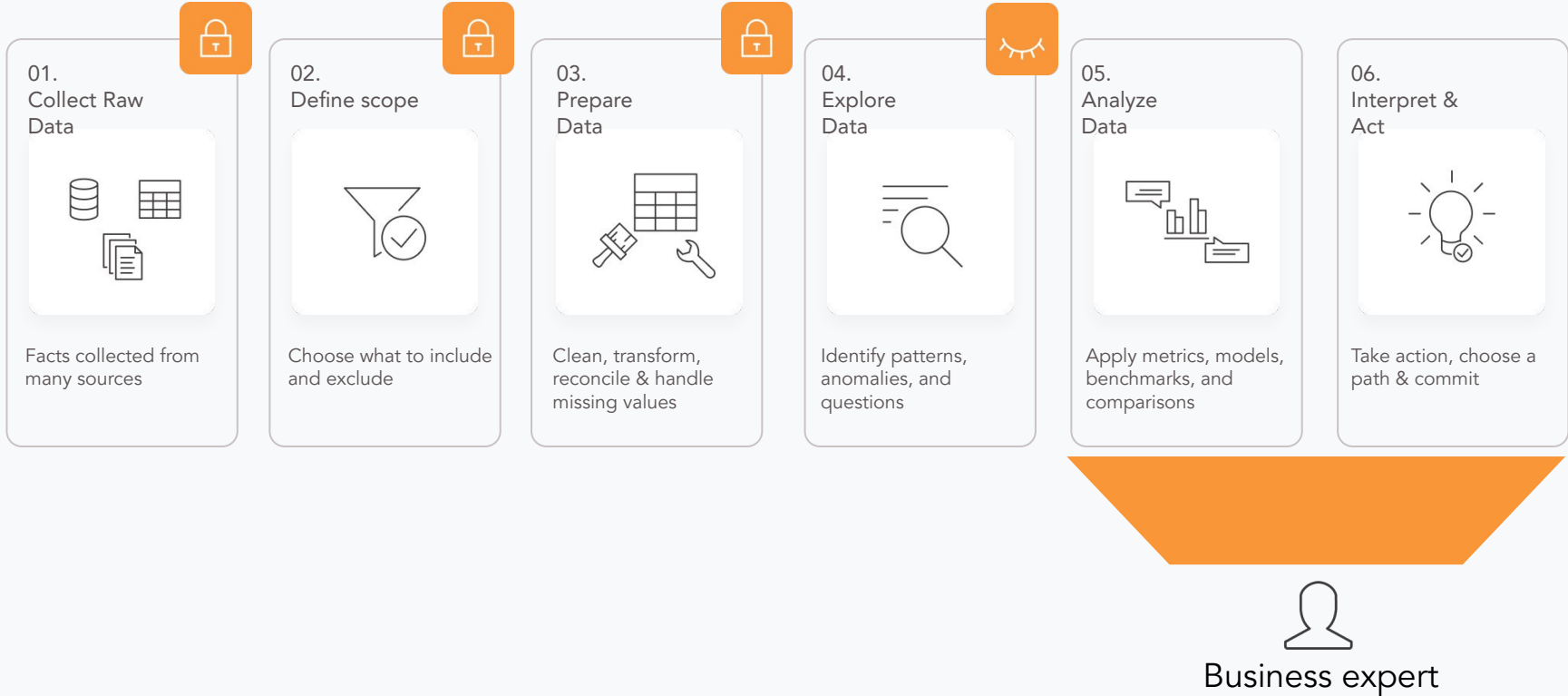


Take action, choose a path & commit



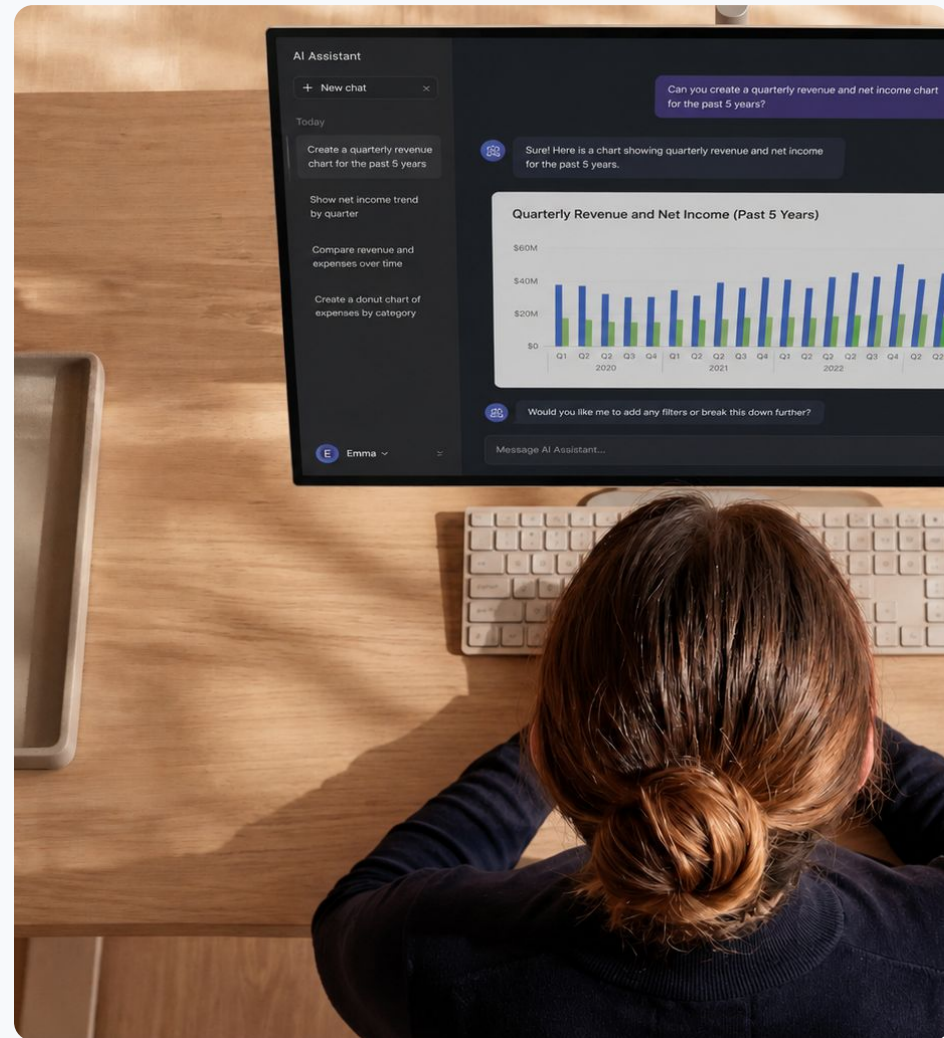
Data does not create value on its own.
Value comes from the choices made between data and decisions.

The person who knows the data best is left out of critical decisions across the data journey.



AI unlocks speed & individual ingenuity.

- **Autonomy** – front-line experts who know the business best act on their own ideas.
 - > **No waiting on other's schedules.**
- **Innovation** – Experimentation explodes when anyone can test hypotheses in minutes
 - > **Ideas become experiments.**
- **Speed** – Questions that used to take weeks, not take hours or seconds.
 - > **Time to insights is slashed.**





But continues to create siloes across the enterprise.

- No shared truth – Teams reach conflicting answers from the same data; no one knows who's right.

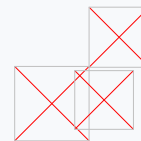
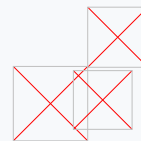
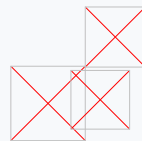
⚠ Misaligned decisions

- Security risk – Unaudited AI-generated scripts touching sensitive company data.

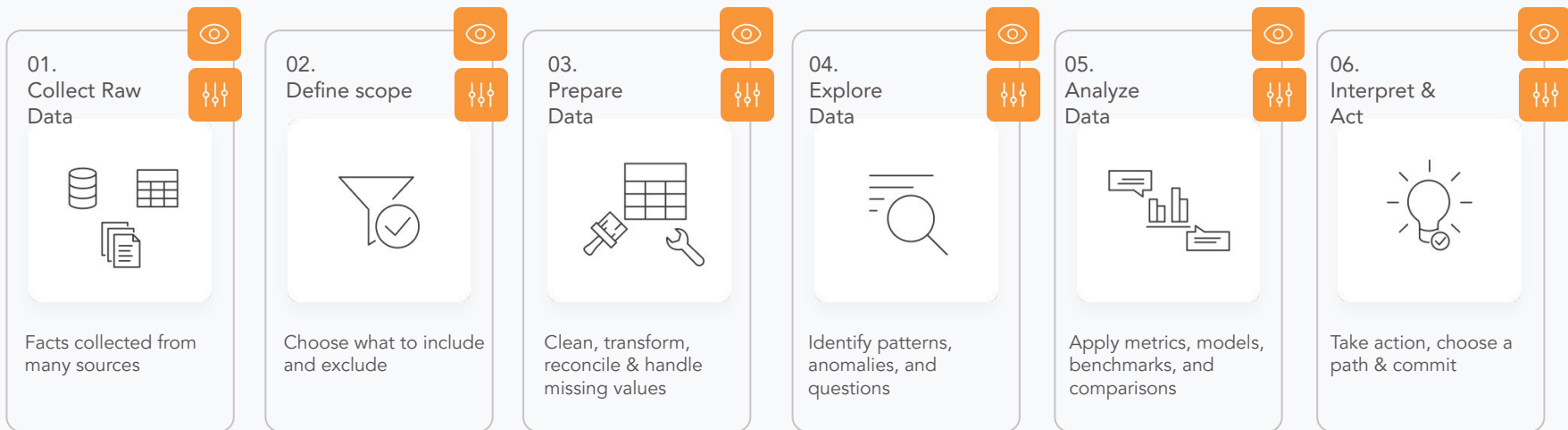
⚠ No controls or accountability, no governance

- Lack of compliance – AI outputs cannot be verified or reproduced by auditors.

⚠ Regulatory exposure



Knime brings transparency (and alignment) across the data journey.



Bring AI into every step along the way.



Knime is an Enterprise Data Empowerment Platform.



Governed Virality Formula

Provide your data entrepreneurs with the right conditions.



THE TOOLS

A Glass Box Environment

✗ Hidden Logic

- Spreadsheets hide logic in cells across hundreds of files.
- Code hides logic behind 1000s of lines of code. Even experts can't easily debug.

✓ K-AI + Visual Workflows

- Self-documenting; intuitively auditable
- Business experts, auditors, compliance officers all see the same map.

Safe by design.



THE ACCESS

Broad Access & Fast Start

✗ Gatekept Seats & Simple Tools

- Lengthy sales cycles and procurement blockers to data innovation.
- Simple tools reduce sophistication of output.

✓ Free to Start, Easy to Grow

- No procurement gatekeeping at experimentation phase.
- Powerful capabilities, no limit on data work

Turn business experts into data experts.



THE SCALE

A Governed Collaboration Hub

✗ Shadow AI

- Single user experience keeps innovation siloed and risky
- Because of dubious and unclear logic, limited impact of entrepreneurial talent.

✓ Centralized Governance for Workflows

- Governed environment, centrally managed by IT, as a safe sandbox
- Collaboration, built in – easy to reuse workflows across the business.

Workflows as corporate assets.

The workflow is the audit trail

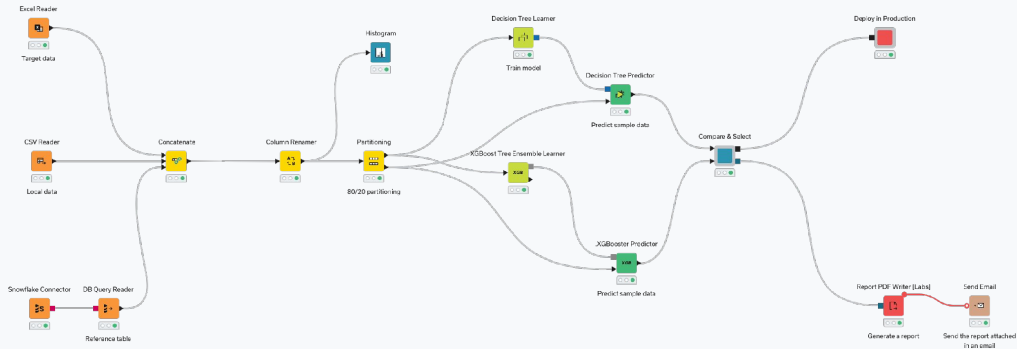
Every data task is visible, reproducible, and owned by your org

K-AI
Prompt >_

300+ Data Sources



The KNIME workflow



AI Agents &
REST API



Data
Apps



BI & Report



A community of data entrepreneurs built around auditable and shareable workflows for AI & data applications

The global community of 300,000+ accelerates the next one. Questions answered, templates shared, solutions adapted.

The enterprise owns it. Every workflow is auditable, reproducible, and stored on your infrastructure. The value stays inside the organisation.

The data entrepreneur creates the workflow. One person, one problem, one solution.

The data entrepreneur drives collaboration and **scale**. Reusable workflows spread through the enterprise community: what one team builds, every team benefits from.

How to build your community to go from local innovation to scaled enterprise impact

Find Them

There is no job title – data entrepreneurs could sit anywhere.

- Invest in people already experimenting with AI, automation, or analytics
- Run (and reward) use case challenges, hackathons, etc

Tip: The workflow they already built is the signal. You are not recruiting, you are recognising.

Empower Them

Enable them to feel success quickly.

- Provide starter workflows and reusable use cases
- Help them learn from real business problems
- Create spaces to share and discuss solutions

Tip: A colleague's workflow teaches faster than any course. The community is the curriculum.

Amplify Them

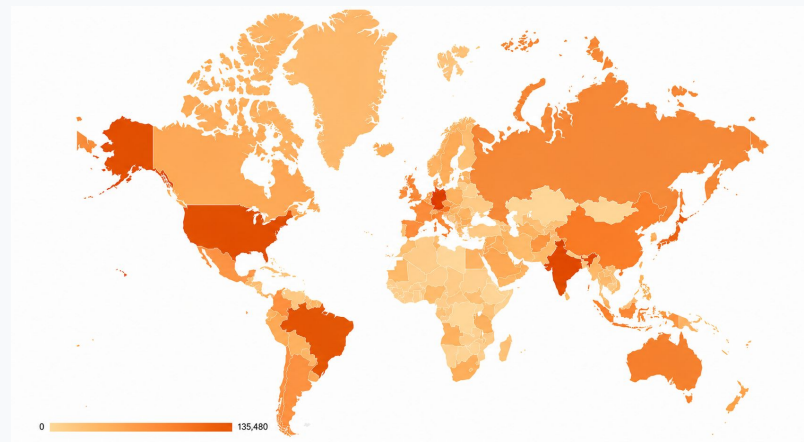
Turn local wins into enterprise assets.

- Publish production-ready, reusable workflows in a shared marketplace
- Create champion networks across sites and functions
- Share success stories and business impact

Tip: One workflow published to a shared hub can be reused by hundreds. You are not celebrating one person – you are compounding their impact.

Knime Overview

TRUSTED BY:



Origins in critical drug discovery.

- Designed for high-stakes, highly regulated environments
- Transparency and auditability is non-negotiable
- Eli Lilly, Novartis + Johnson & Johnson as first customers in 2006

Largest user footprint in the market.

- 500k+ users across over 40 solution areas
- 350+ enterprise clients
- Trusted by global market leaders (Citibank, Procter & Gamble, Verizon and the FDA), as well as leading edge manufacturers (BMW, Audi, Continental, Bosch)

Global userbase, and world-wide coverage.

- Adopted in 60+ countries across all continents
- Backed by a global ecosystem of strategic partners for implementation, training and specialized industry consulting

The Data Entrepreneur in Action



Torsten Glas, Bosch Mobility

- Started by working on production line analytics, supporting decision on the factory floor and managing Excel based reporting and analytics.



BOSCH



Visual Workflows

90% faster debugging

7,000 global installations

Context

- Business logic buried in fragile Excel files across dozens of spreadsheets
- For more complex analyses, his ticket was stuck in a queue

Pilot

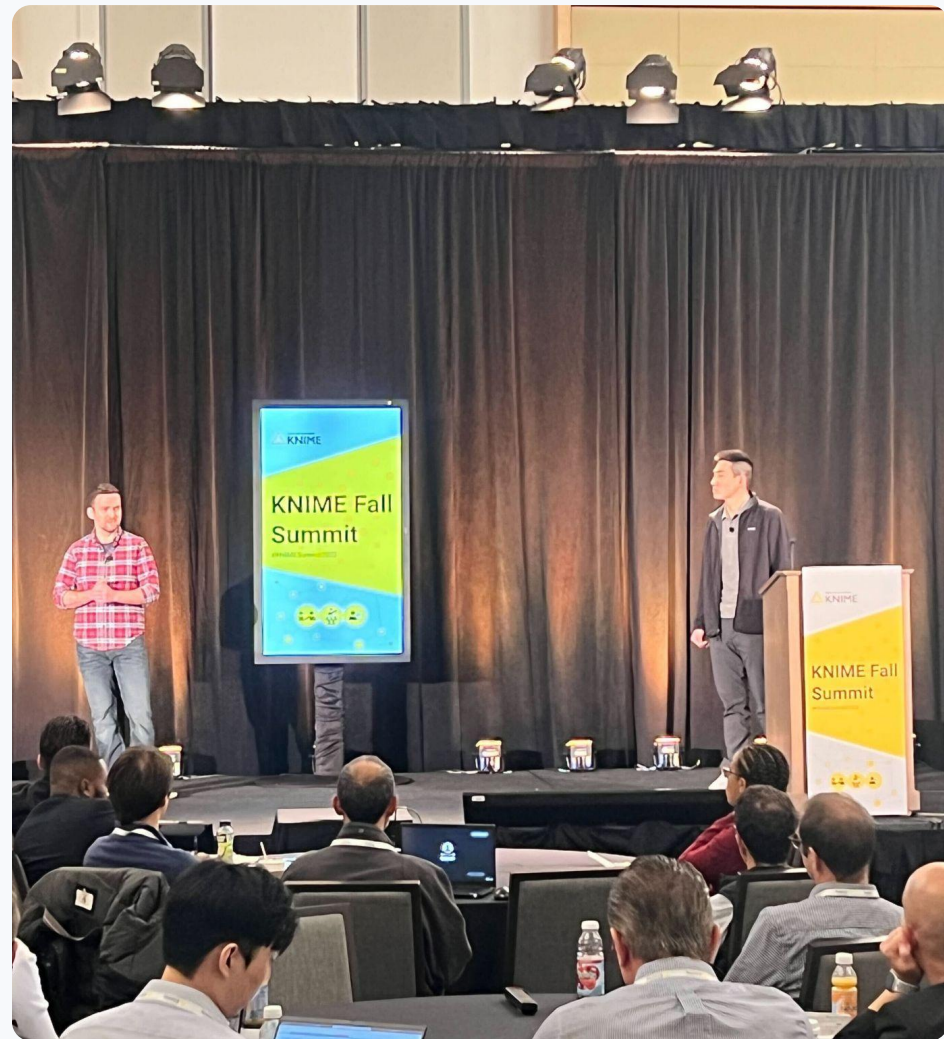
- Downloaded a visual workflow tool and mapped the logic himself
- Cut his team debugging time by 90% in the first project
- His division re-used & standardized his solutions

Scale

- After automating one use case after another, Torsten was eventually moved into an enterprise platform owner for KNIME – empowering others across departments.
- Today, he oversees 7,000 installations, 2,400 users across every Bosch continent, with 18000 jobs running a day.

Brennon Sessions, Procter and Gamble

- Started out responsible for R&D data integration across a one of the world's most complex supply chains





COVID-proof supply chain

Zero rewriting of code

8,000 active users

Context

- 5,000 products, 22,000 components, dozens of global suppliers, and manufacturing plants
- Manual data integration requires up to 10 types of expertise, taking hours every day

Pivot

- R&D scientists and supply chain experts built fully automated data collection merging supply, lab, manufacturing and quality data into one story
- Daily regional meetings replaced by one global decision meeting with live data

Impact

- When COVID fractured global supply chains, these user-built apps became the survival mechanism
- Real-time forecasting with zero code rewriting when disruption hit
- From hours to seconds for supply and demand insight



Atanas Bosakov, IGT

- Responsible for continuous auditing across SAP enterprise databases





85% time savings

11M+ records automated

One global audit standard

Context


- SAP enterprise databases with 11M+ records
- Manual processes in Excel, outdated tools like ACL, no integrated data pipeline
- Reproducibility non-negotiable in a highly regulated global audit environment


Pivot


- Connected SAP directly to visual workflows for end-to-end continuous auditing
- Anomaly detection, stratified sampling, automated report generation all scheduled and reproducible
- No IT dependency. The domain expert became the builder

Impact


- 4x increase in annual audit project throughput
- Smoother external audit process through workflow transparency and version control
- Single verified standard of truth across a multi-billion dollar regulated global operation

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Thank you