



# VIE Technologies | Keeping machines in motion with predictive AI



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## VIE Technologies: Fast Facts



Today's industry requires motion, but with motion comes a risk of breakdown. No matter the industry and no matter the size, unexpected failure is a huge problem.

Unplanned downtime is responsible for the loss of 4% of all industrial revenue. That's a lot of money and a lot of time. More than half of unplanned downtime is caused by sudden mechanical failure. It's a \$185 billion dollar problem.

VIE Technologies solves the downtime problem before it starts. Our Runtime Solutions Suite can serve customers across a variety of industries, regardless of size or location, in cities as well as remote areas. Our Artificial Intelligence system drives human-AI collaboration to disrupt the disruption, saving time and money.



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## Highlights from VIE Technologies



**KEY HIGHLIGHTS**

-  Four patents filed with two more in progress
-  Serving the data centers of two of the top ten global banks
-  Under contract with a \$250M specialty pump manufacturer
-  Successful pilot with the world's largest data center operator
-  Accelerating pipeline of more than 20 customers and channel partners



**INDUSTRY**

Industrial operations, processing and manufacturing, facilities and building maintenance



**MARKET SIZE**

\$949 billion industrial IoT market; \$3.4 billion predictive maintenance market growing at over 28.8% CAGR



**TARGET CUSTOMER**

Industrial and site facilities; partners including manufacturers, distributors and maintenance service providers

## No time for downtime



Industry is always in motion, which means a lot of moving parts. Moving parts eventually come to a stop, and it's never a good time for that unpleasant surprise.

No matter the business, there's no time for unplanned downtime.

Unexpected interruptions can be catastrophic, resulting in facility losses of often more than \$500,000 per hour and annual industrial losses totaling \$185 billion.



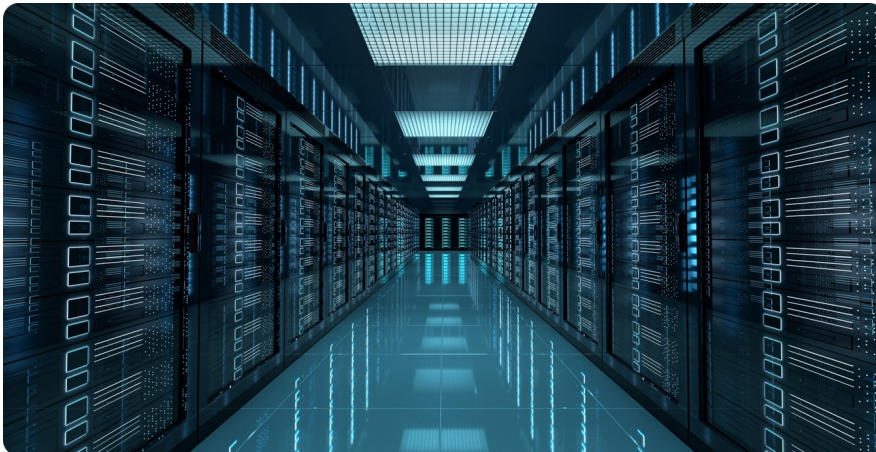
Still, companies have not found an effective, cost-efficient way to avoid surprises.

Existing approaches include reacting after equipment fails or relying on expensive preventative maintenance. Both are bad for business — and the bottom line.

What if companies could be more refined and optimized, keeping processes moving and preventing downtime without overspending?

### UNDER MAINTAINED

\$2B manufacturer of fittings for oil and gas industry has ten high-volume machining plants running 20 hours a day. A single motor failure shuts a line for 2-3 hours costing them \$70K and a cooling compressor failure shuts a plant for at least a day costing \$1.4M. Last year, they lost an average of \$500K per plant. Our solution will catch the failures before they happen saving over \$5M for the company.



### OVER MAINTAINED

A global REIT owns over 100 data centers. A single data center spends \$1.8M on maintenance. \$450K is spent on regular third-party inspections of their motors, pumps, generators, compressors, etc. Their own maintenance staff is well trained but is overstretched. Our solution will eliminate 75% of the need for third-party inspections saving them \$337.5K per data center. Their total savings will be over \$30M.

## We keep industry moving



VIE Technologies keeps business running by predicting and preventing downtime.

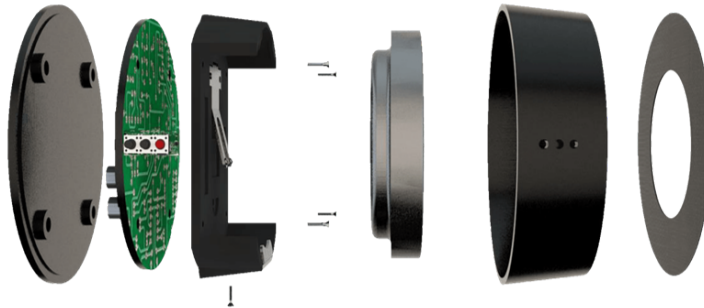
With our OPA Runtime Management Suite™, a self-contained, predictive maintenance solution, industrial facilities can achieve unprecedented operational excellence and efficiency.

This end-to-end solution is a complete Industry 4.0 process-in-a-box designed to meet customer needs. The OPA Prediction-as-a-Service is a system with the power to predict and manage maintenance and repair needs in rotating industrial equipment like pumps, motors, compressors, generators, turbines, and fans.

By transmitting smart sensor data via our FCC licensed spectrum and harnessing the value of human-AI interaction, VIE Technologies enables industry to improve resource governance, reduce maintenance costs and increase availability.



VIE Technologies disrupts the downtime disruption.



## VIE Technologies revolutionizes maintenance



VIE Technologies is committed to revolutionizing maintenance by making unexpected downtime a thing of the past. Our Industrial Internet of Things (IIoT) is a complete process, closing the loop from prediction to dispatch, repair, and validation.

Each industry is unique, so we don't feature a one-size-fits-all approach. We created our Open Platform for All (OPA) to be adaptable and easily modified for practically any location or need.

OPA ensures an innovative combination of time-tested science, Artificial Intelligence, advanced sensing and cloud computing in a single, easy-to-deploy, and easy to use solution with four modifiable parts:



**SENSING**

collecting data



**TRANSPORT**

moving information



**ANALYTICS**

drawing conclusions



**APPLICATION**

delivering results



# Our solution at work

Things break down due to vibration, but our technology relies on the science of small vibrations to predict and prevent downtime. We have combined edge-learning and cloud AI, reducing the data by 1000 times, thereby increasing efficiency and the ability to scale.



**SENSOR**

Wireless module with 10-year battery life is installed on new or existing equipment in minutes.



**CONNECTION**

Secure connection through our gateway. No need to access customer's IT network.



**AI**

Patent-pending, on-sensor learning significantly lessens bandwidth and cost necessary to connect to our cloud.



**CLOUD**

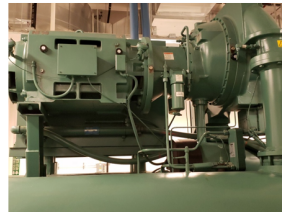
Continuous asset monitoring and condition prognosis.

**OPA**

Provides 24/7 monitoring and the ability to detect asset deterioration, predicts likely failures and makes inspection, maintenance and repair suggestions prior to risk of failure.

**APP**

OPA shares details with operations staff via an intuitive, social-media type app.





# VIE Technologies has been on the move

At VIE Technologies, we don't believe in downtime. Since our incorporation in November 2017, we've been moving forward with a focus on disrupting the disruption:



Fully developed and deployed first-gen end-to-end solution



Adding innovative, high-value features by market need



Four patents filed with two more in progress



Pipeline of more than 20 high-value customers and channel partners



High channel partnership potential among industrial service providers



Successful pilot with the world's largest data center operator; a significant order is expected



Financial industry customers include two of the top ten global banks.



Our solution is installed on and protecting the highest-selling line of one of the largest specialty pump manufacturers in the world.



Establishing U.S. manufacturing to support potential government orders



Expect positive EBITDA by the fourth quarter of 2020

## Meet the VIE Technologies team



### Rahul Chaturvedi

FOUNDER AND CHIEF EXECUTIVE OFFICER

Chaturvedi invented and commercialized the 3G USB stick and the mobile hotspot technology, both multi-billion dollar global products, under the brand name MIFI. He held a senior leadership position at Nantworks, a startup that was later listed on the Nasdaq.



### Rudy Kraus

CHIEF COMMERCIAL OFFICER

Kraus is a successful serial entrepreneur. His innovative companies include Validus DC Systems, Quality Uptime Systems, Harmonics Limited and Horizon Line Technologies.



### Avinash Jain

CHIEF TECHNOLOGY OFFICER

Jain is one of the most prolific inventors in the wireless industry. He has more than 50 patents and three journal publications, most notably on quantum networks.



### David Gell

CHIEF MARKETING OFFICER

Gell built his expertise as a serial entrepreneur with executive positions in marketing, R&D and operations in the wireless, telecom and consumer electronics industries. He is responsible for more than 30 product and service launches, as well as more than 65 patents issued and pending.

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