

## INVEST IN EAMS TECHNOLOGIES INC

# Collect, Analyze, Act

### LEAD INVESTOR



#### Michael Diglio

As an investor, I'm constantly on the lookout for innovative companies that are pushing the boundaries of what's possible. In my search, I've found a remarkable organization that stands out from the rest: EAMS Technologies. EAMS Technologies is more than just a company; it's a vision for the future. Their commitment to harnessing cutting-edge technology to deliver top-notch products and services is truly impressive. The dedication, passion, and expertise they bring to their work are evident in their results. Investing in EAMS Technologies was a decision made easy by their strong leadership team, sound business strategies, and a clear vision for the future. Their team's dedication to driving forward with innovative solutions and fostering a culture of excellence is inspiring. I am confident that EAMS Technologies will continue to thrive and succeed in the marketplace. It's not just about their products or services; it's about their attitude towards innovation, their passion for their work, and their commitment to their customers. I am proud to endorse and invest in EAMS Technologies, a company that truly embodies the spirit of innovation, and I am looking forward to witnessing the amazing things they will undoubtedly accomplish in the future.

**Invested \$25,000 this round**

# Highlights

- 1 World-class team with experience scaling companies to \$25M+ ARR, 10 Exits
- 2 We're ready for scaling with a market-ready and proven product, already generating \$350K+ ARR.
- 3 The ioX platform has a proven track record, currently managing over \$3Billion worth of assets.
- 4 25,000 assets and 250,000 sensors actively managed, generating 75 million data points monthly
- 5 Over 200,000 Work Actions processed in 2022 alone
- 6 ioX is positioned to disrupt a fast-growing \$300Billion digital transformation market
- 7 Scalable technology with global reach
- 8 2022-2023: 250% projected year over year growth (not guaranteed)

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## Our Team



## **Ockert Fourie** CEO - Founder

Background in Industrial Engineering with 15+ years experience in the asset management systems, IoT, machine learning & technology space. Extensive business management and development experience.

By integrating IoT with analytics and automated business processes, organizations can achieve elevated levels of maintenance effectiveness and maturity. IoT technology facilitates the transition from manual inspections to automated data collection, reducing data quality issues and significantly improving data quantity and integrity.

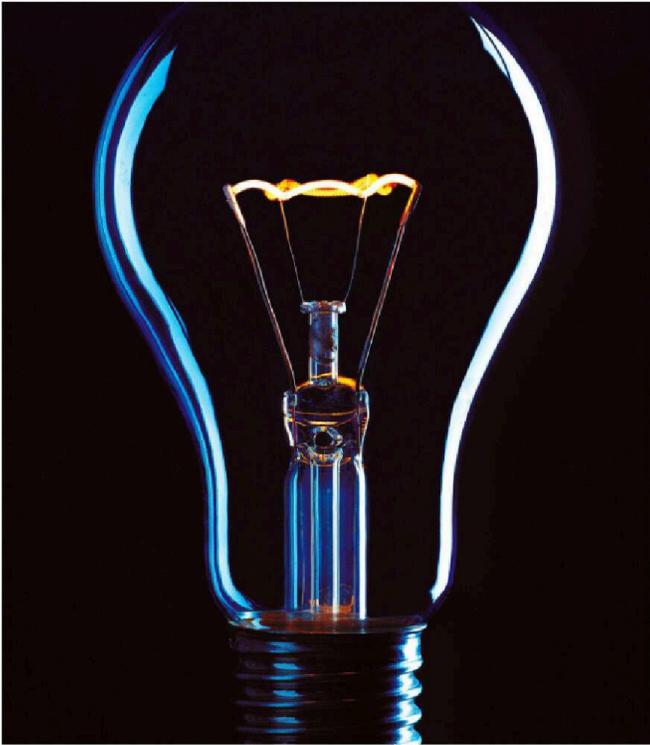


## **Donald Scaper** Director - Global Sales

Industrial Engineering with 30 years of experience in the EAM/CMMS space with 8 of the major suppliers; 15 years senior roles in Sales and Business Development. Extensive experience with start-ups leading to successful buyouts & acquisitions.

# Collect. Analyze. Act





## Introduction

In today's business climate, digital transformation is a necessity. ioX-Connect's single cost-effective platform drives this change by building on the three pillars of IoT digital transformation:

### Collect. Analyze. Act.

The ioX Solutions Ecosystem allows businesses to seamlessly deploy, collect, analyze and act on multiple sets and sources of IoT data inside one cloud-based solution suite, alerting users to issues, analysis, trends, and response actions based on these insights.



## The Problem

Industries that heavily rely on assets often face a shared challenge: efficiently managing **vast amounts of performance data that are dispersed across multiple systems, data silos, and aging infrastructure**. This task is frequently accomplished through manual, non-standard, and outdated processes.

This results in **higher maintenance costs, unpredictable asset performance, limited operational visibility**, diminished data integrity and loss of context.

The Problem  
The Data Show...

Deferred maintenance due to poor operational visibility costs **10x** more than regular maintenance

**20%** loss of production capacity due to poor maintenance practices

**\$22,000** per minute, the average cost of unplanned downtime in asset intensive industries

**40%** maintenance cost reduction when performing predictive maintenance compared to reactive

**43% of all technology spending will be towards digital transformation to address these issues**

## Elements of the Problem



Most companies still use manual processes, spreadsheets and logs to record asset data.



Dispersed and siloed software solutions that do not interact/communicate with each other.



Accessing real-time asset data requires implementing multiple systems with limited reporting/analytical capabilities.



Complex systems that are not user friendly and difficult to navigate resulting in poor user adoption, poor data and poor reporting.



Most solutions offer no customization, forcing companies to fit into a particular "box"

## Collect. Analyze. Act.

**ioX-Connect™** | Digital Transformation Platform empowers customers to:

### Collect Asset Data using ioX Sensors

- 1 The sensor catalog provided by ioX enables operators to install, track, and monitor essential operational data sources using ioX Wireless Sensors.
- 2 Integrate data from a variety of business tools, such as ERP, BIM, Production Systems, DCS, PLC, SCADA, and collect information from condition inspections like IR Thermography, Lubrication Analysis, and External Maintenance Activities.

### Analyze Asset Data through ioX Analytics

- 1 Analyzing asset data by leveraging business rules, Machine Learning (ML), employing Artificial Intelligence (AI) techniques, and incorporating business processes.
- 2 Tracks KPIs, interact with asset data through Asset Health Dashboards, Reports and the ioX-Analytics Module.

### Act on Asset Data with ioX CMMS

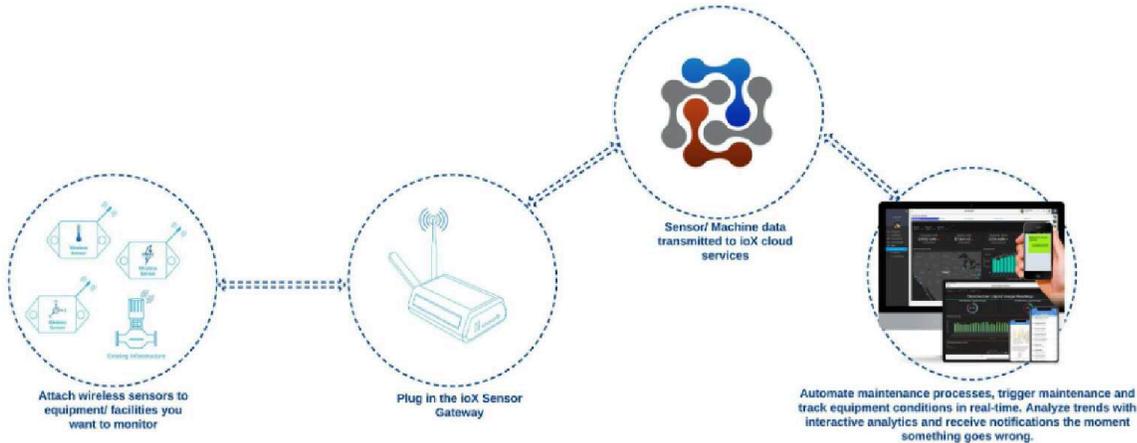


- 1 AI-generated actions, events, notifications, and workflows support predictive, preventative, prescriptive, and other enterprise asset management activities, as well as work order management.



The Solution

# How it Works



ioX-Connect Remote Monitoring Systems enable “things/ equipment” to speak. Wireless sensors, gateways and software give a voice to the IoT (Internet of Things) and allow businesses to leverage data, protect resources, save time & money.

The ioX Digital Transformation Solution

# ioX Platform

80+ Different sensor types allows for almost any monitoring scenario

Easy to use, IoT network up and running in <15mins

Allow technicians, contractors & 3rd parties to request work

Assign & track all maintenance activities & work orders



Automatically trigger maintenance from sensor readings/ alarms

Easily plan & schedule preventative maintenance

Utilize built-in analytics to drill-down into operational performance

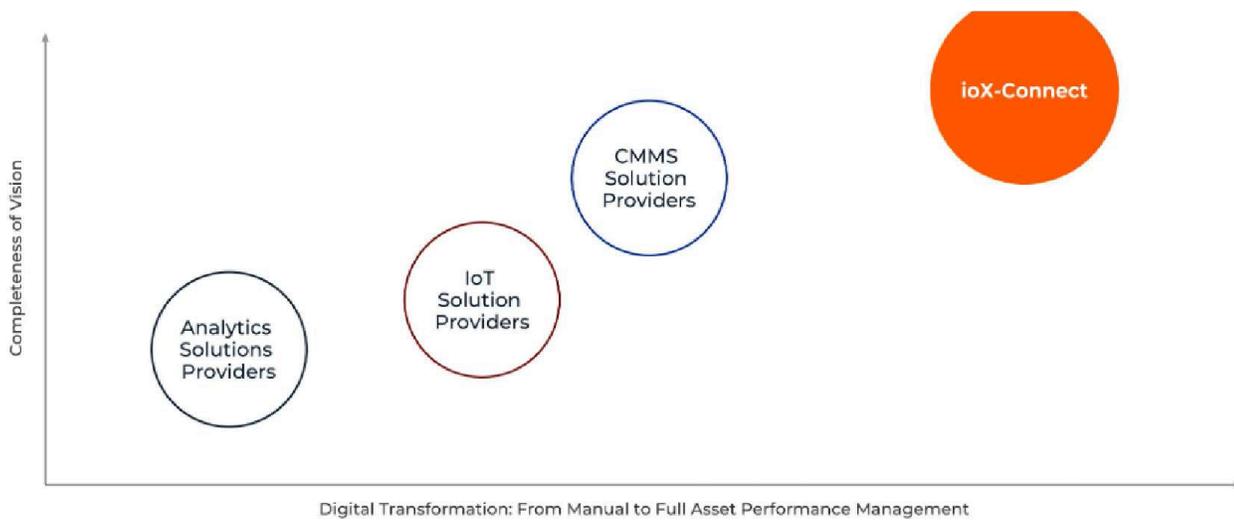
A single solution that covers IoT, Maintenance & Analytics - No need for multiple providers

ioX-Connect modules can be implemented as stand-alone/ targeted solutions, addressing specific operational and asset reliability concerns or as an end-to-end platform for asset performance management potentially saving customers thousands if not hundreds of thousands of \$\$ annually

The Competition

# Digital Transformation Journey





## Why now?

### 1 Growth

The digital transformation market is growing at an exponential rate year on year with a predicted market size exceeding **\$1.1 trillion by 2028**

### 2 Market Interest

**65%** of companies have a positive outlook on digital transformation and their ability to use it for improved productivity

### 3 Inflection Point

Heavy industry is at an inflection point where digital transformation and the need to fast track to a smarter way of doing maintenance is vital to remain competitive in the next few years

### 4 Massive Gap

Only **39%** of maintenance managers are using a digital solution to track and manage maintenance activities

### 5 COVID-19

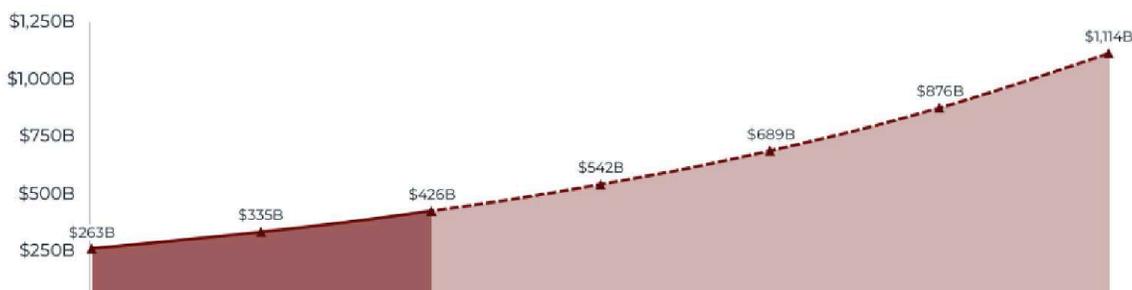
Few organizations were ready to face the challenges, others were not ready at all due to a **lack of digital strategy** and other important tools or infrastructure required for smooth functioning.

### 6 Other Movements

- Microsoft investing over **\$5 billion** in intelligent edge technologies
- Over **\$20 billion** in recent acquisitions to merge multiple technologies that ioX-Connect offers as standard

## Why Now?

# Internet of Things (IoT) Digital Transformation Market Growth

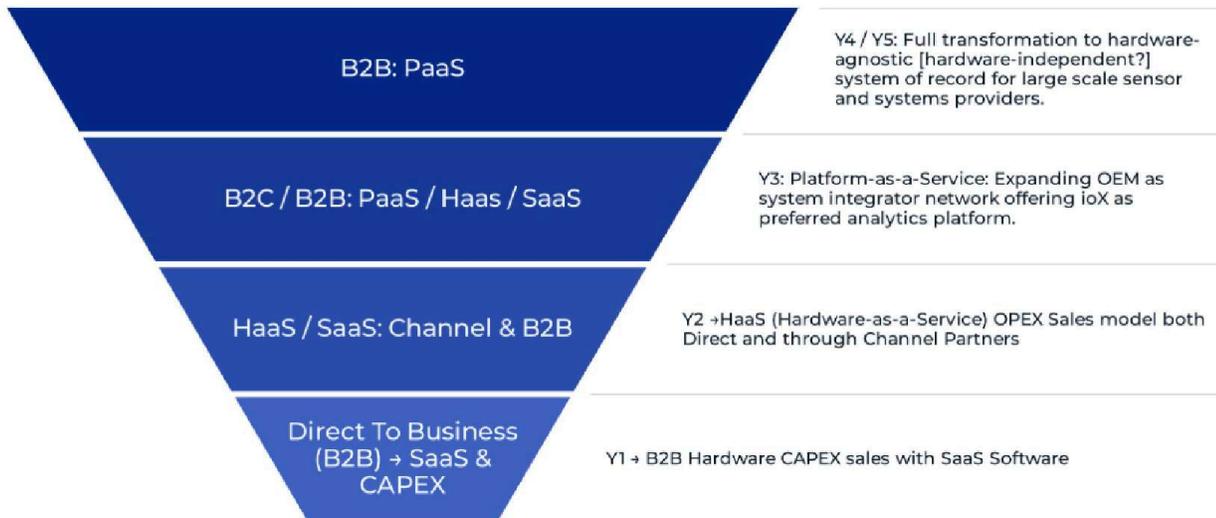




## Business Model

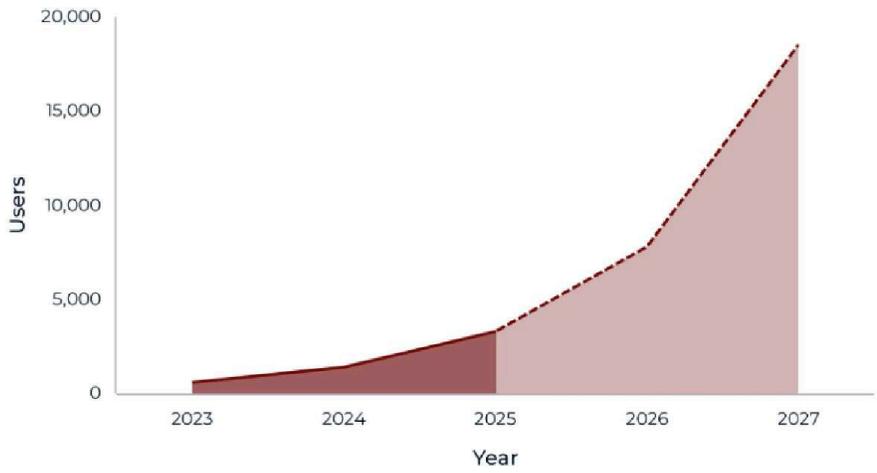
**Our primary revenue model revolves around a subscription-based Software-as-a-Service (SaaS)** that caters to the specific needs of our customers across the three essential aspects of Digital Transformation: collecting, analyzing, and acting upon operational data. With a flexible solutions architecture that prioritizes meeting our customers' requirements and budget, ioX-Connect goes above and beyond our clients' expectations. Our professional services division employs years of experience in implementing and providing training in various industries to assist and guide customers in their journey towards excellence, from conception to execution and utilization.

## Forward-Looking Revenue Channels



SaaS Traction

Up and to the right



KEY TAKEAWAY:

**>225%**

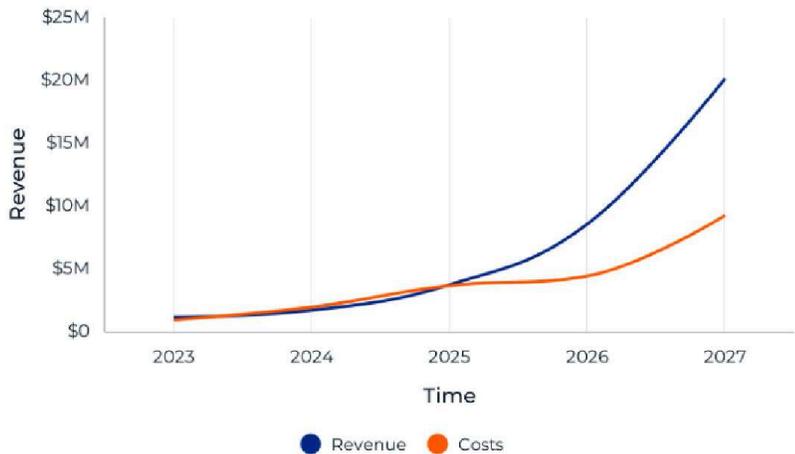
growth in user-base  
year-on-year

\*Growth expected by end of 2023 based on current forward order book and deferred revenue.

Forward-looking financials are projections and not guaranteed.

Business Model

Cost/Revenue Model to full escalation



**>200%**

Year over Year Growth

Max burn of ~200k at conservative escalation with base (300k) investment.

\*Growth expected by end of 2023 based on current forward order book and deferred revenue..

Forward-looking financials are projections and not guaranteed.



Q1 post-funding

RevOps team expansion, marketing budget to 10k/mo



Q3 post-funding

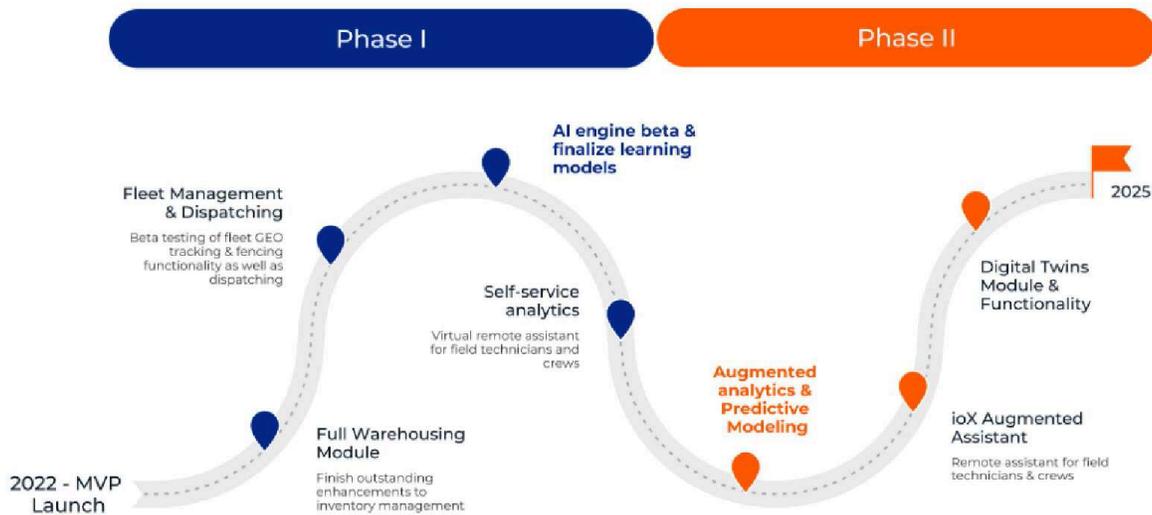
RevOps channel team launches; dev on ioX Ecosystem app store begins



## Fundraising Goal and Deliverables

Forward-looking financials are projections and not guaranteed.

## What's Next for Product Development?



Forward-looking financials are projections and not guaranteed.

## Leadership Team



### Ockert Fourie

Founder & CEO, Industrial Engineer with 15+ years experience in the A&M technology space and a passion for solving customer problems.



### Don Scraper

VP - Global Products and Services, 30+ years of experience in the CMMS/EAM/SaaS/PaaS space. Six prior start-up to exit rounds.



### Tito vd Walt

CTO & Lead Engineer, leads the EAMS Dev team and plays a critical role in core product development. Spent several years with a large ERP provider as lead developer.



### Matt Gilvey

Director - Revenue Operations, Startup generalist with 20+ years experience in SaaS start-ups and go-to-market strategy. Three prior start-up to exit / funded ventures.

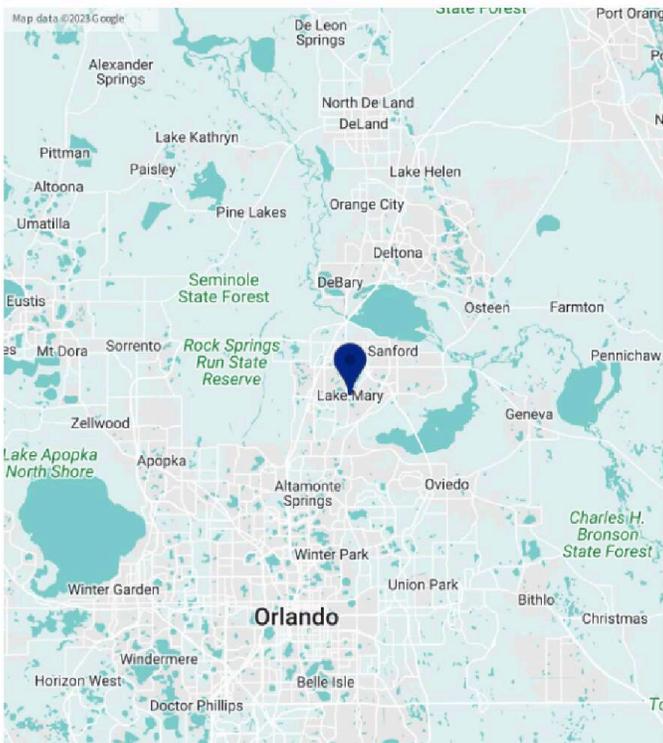
We are here to create remarkable experiences. We get things done. Above all, we have passion for what we do, and we are proud of what we accomplish. We are relentless and driven.

### Traction

## Don't take it from us



We are customer centric, focusing on the specific and unique needs of each individual customer. We've had a 0% customer churn rate since the company's inception



## Contact Us

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# Downloads



[ioX Monitoring System General Overview.pdf](#)



[Brochure - Sensors Overview.pdf](#)



[ioX-Connect 2023 Hardware Catalog.pdf](#)