

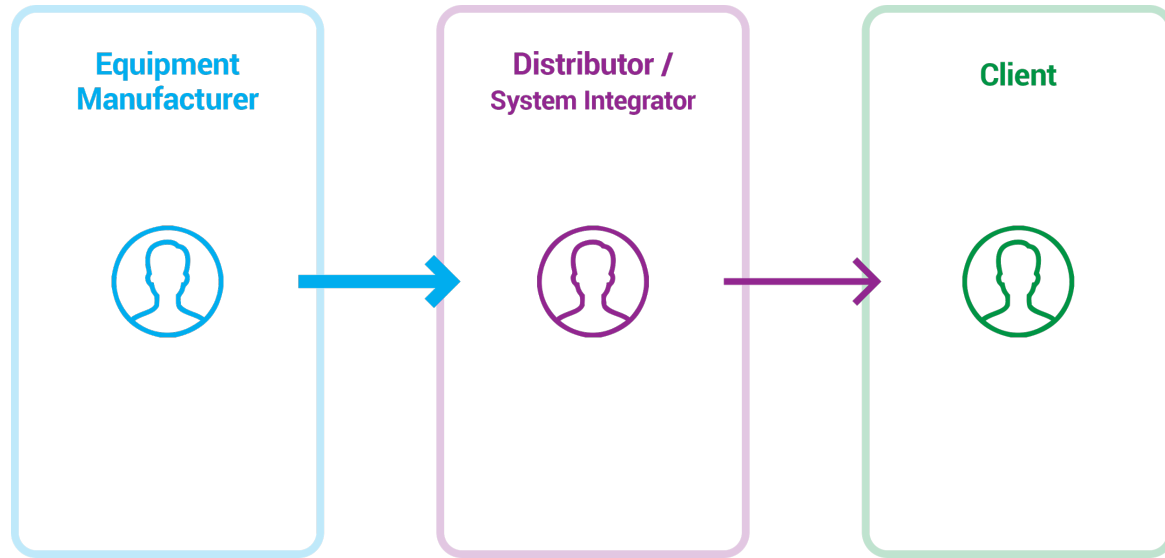
HutGrip

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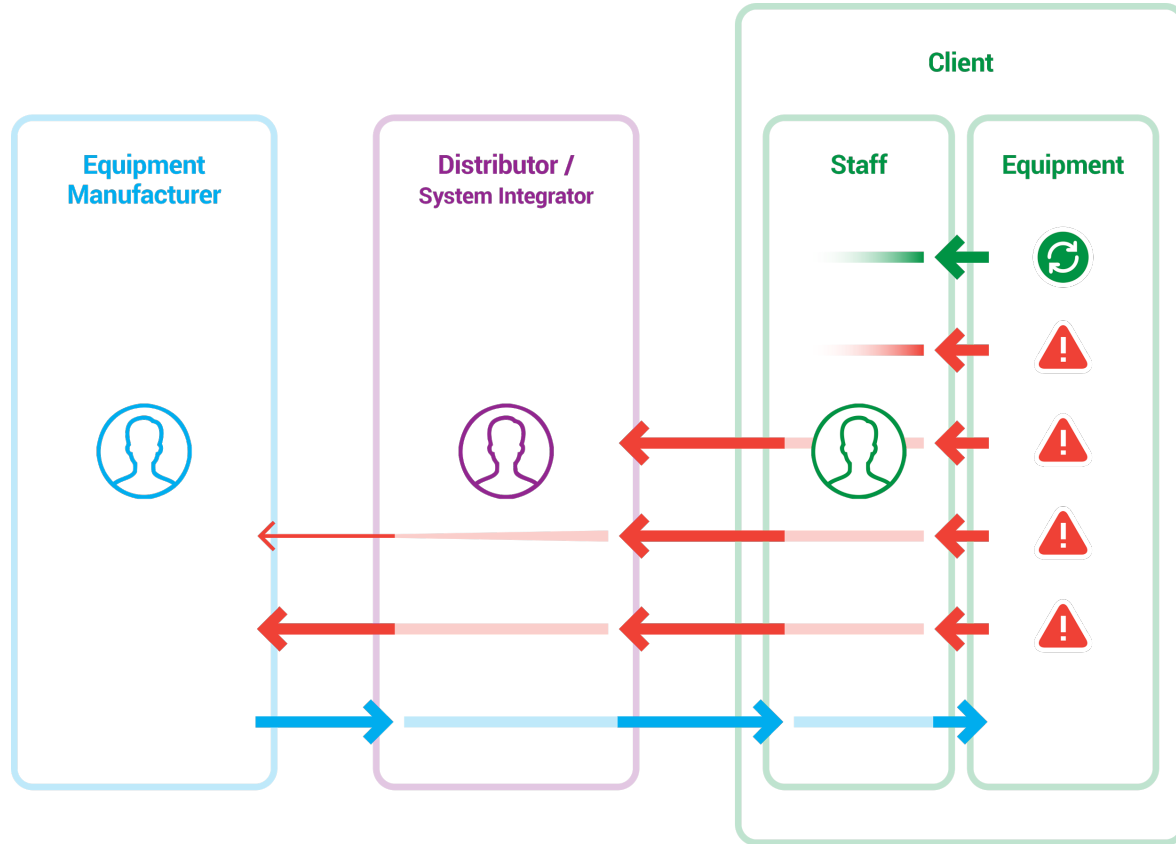
Topics

- The Current Industry Model
- Problems with the Current Model
- Business Reflections of the Problems
- The Solution: HutGrip – Connected Equipment and Real-time Data Analytics
- HutGrip – Model, Advantages, Details, Integration, Subscriptions and Services
- Security and Confidentiality of Data

The Current Industry Model



Problems with the Current Model



acting **after** the problem has already occurred

limited and slow feedback to manufacturer

no files kept on the historical performance of the equipment

human errors may not be eliminated

Business Reflections of the Problems

- **damage to company reputation**
problems are addressed slowly *after* they have occurred, equipment is updated slowly, new equipment releases are far-apart
- **loss of customers**
machine breakdowns lead to production downtimes that result in losses for the customers, they decide against using future products and services from the manufacturer
- **missed business opportunities**
damage to the company reputation and the loss of clients results in missed business opportunities
- **high costs for technical support**
the identification of problems requires more time, maintaining a large and qualified team is required, in many cases deployment of support staff on-site is needed
- **high costs for research and development**
there is no data on equipment performance (during routine utilization or in case of breakdowns), this increases the time needed for research and development and updates to existing equipment

Solution: HutGrip – Connected Equipment and Real-time Data Analytics

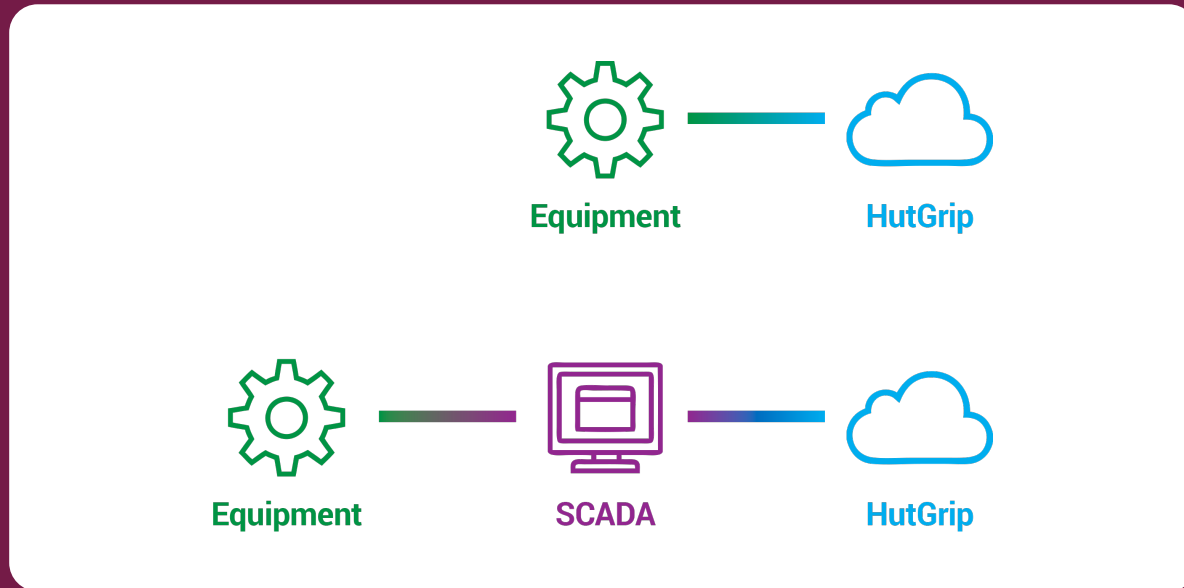
HutGrip is an internet-based (cloud) system created for the needs of equipment manufacturers (OEM), which provides a constant connection and feedback between the equipment on the floor and the manufacturer. The system analyses the received data and generates actionable feedback.

HutGrip allows:

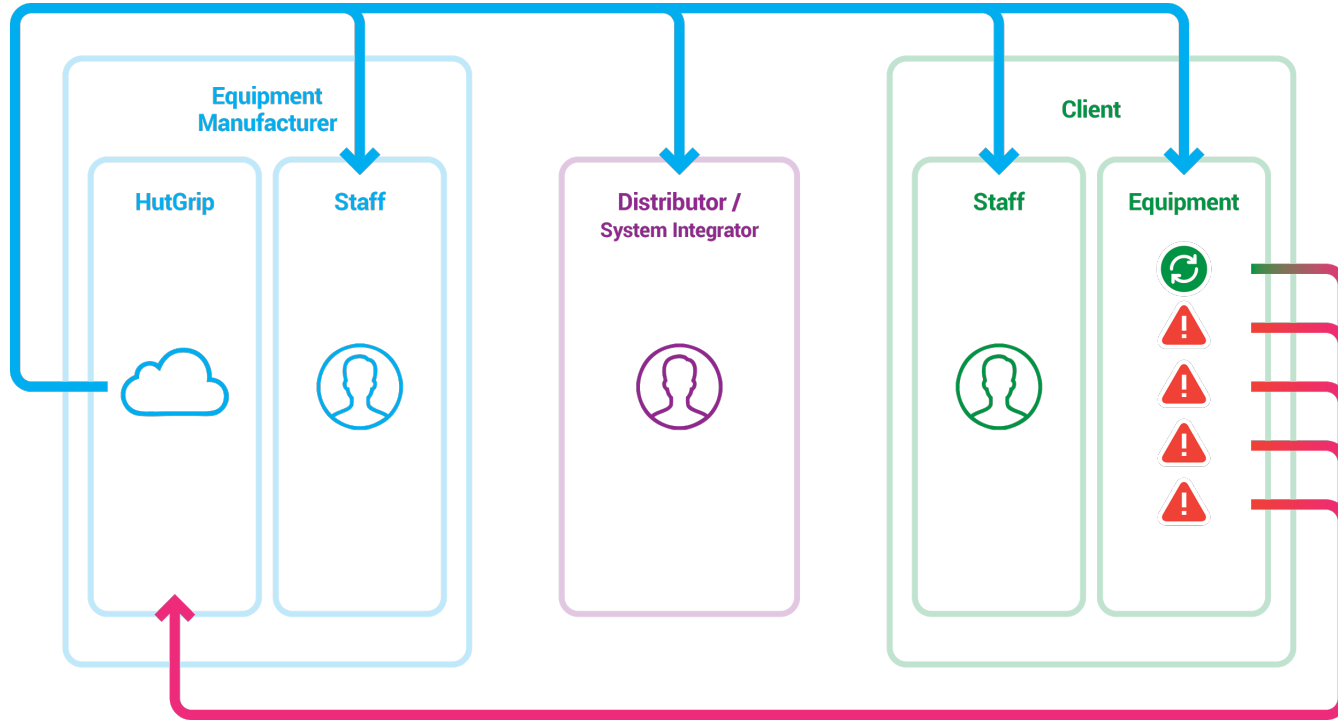
- uninterrupted remote monitoring
- collection and analysis of data
- generation of reports
- predictions and warnings for potential problems
- notifications based on predefined rules and events
- evolution from a reactive approach to breakdowns to a proactive / preventive approach

HutGrip – Integration

HutGrip connect the equipment to the cloud using standard protocols for communication with the “brain” of the machines (PLC controller) and/or industrial automation systems (SCADA).



HutGrip – Model



all data from the equipment (during routine utilization or in case of breakdowns) is sent to the centralized system

analysed data and actionable feedback are sent to all parties

data is anonymous

HutGrip – Advantages

Technical Support:

- fast access to data
- fast identification of the problem
- reduced reaction time

Research & Development:

- based on real performance data
- plenty of data
- shortened product modification period

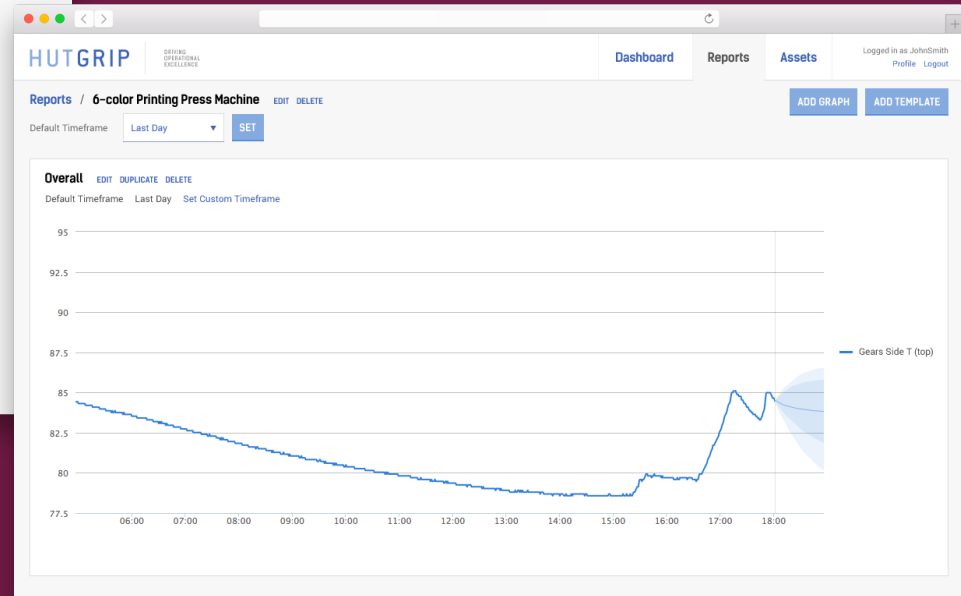
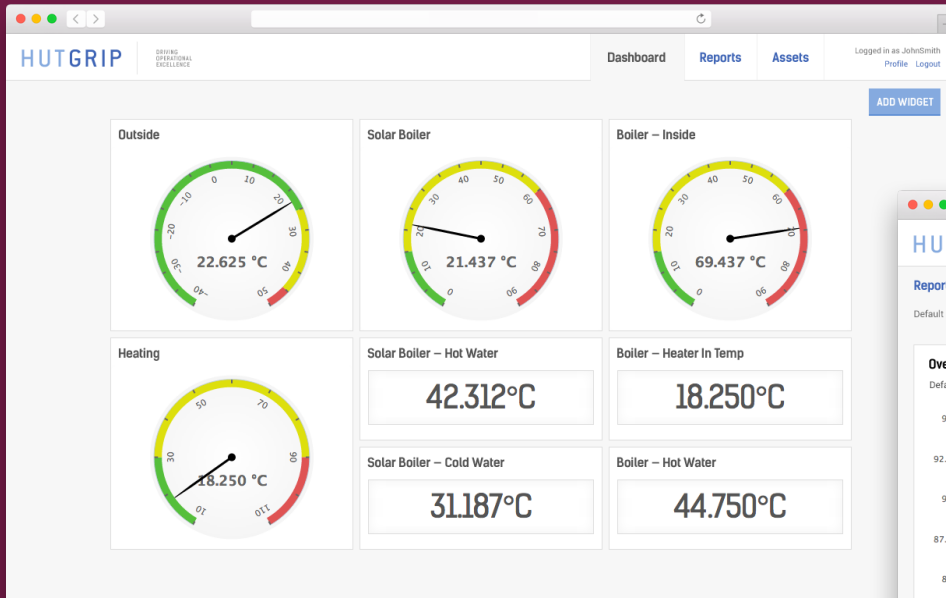
Business:

- operational instead of capital expenditures
- lower costs for tech support and R&D
- improved brand reputation
thanks to improved quality of the products and services
- new services as competitive advantage
extended warranty, buy-back plans, performance analyses, maintenance-as-a-service, bundled repairs and spare parts kits, machine-as-a-service

Customers:

- increased equipment uptime
- prevention of potential failures
- preventive maintenance / proactive approach
- repair / maintenance on demand

HutGrip – Details



HutGrip – Integration

- 1. audit of the manufacturer**
we analyse current processes and related technologies, we prepare a tailored solution, we estimate the financial benefits, we determine the steps for implementation, we plan time and budget
- 2. preparing and connecting the equipment**
we identify the appropriate way to connect the equipment to the cloud and we provide assistance if technical changes are required
- 3. setup accounts, notifications and analytics in HutGrip**
we create the required accounts for the users, we set rules for check and notifications and we tune the system to perform the necessary data analyses
- 4. results analysis and actions for further improvements**
after a period of time we analyse the results of the integration, we compare them to the planned goals and expected results and we prepare recommendations for possible improvements

HutGrip – Subscription and Services

Subscription

- prices starting at 50 EUR per machine per month
- unlimited user accounts
- basic data analytics tools

Additional services

- data analytics using specific/custom algorithms
- consulting services

Security and Confidentiality of Data

Security

- secure data transport and storage
- security-certified data centers managed by certified professionals

Confidentiality

- the data is owned by the customer and is not shared with third parties
- the data is anonymous – we encourage the use of internal-to-the-organization naming conventions and codes for the equipment. This makes it hard to use the obtained data unlawfully and to reveal industrial secrets

Comparison

current model

- problems are solved after their occurrence
- obtaining data is hard and slow
- insufficient performance data
- significant human factor
- expensive technical support and large support teams
- slow and expensive research and development
- loss of customers and damaged company reputation

new model

- preventive actions
- fast access to data
- complete current and historical performance data
- high level of automation
- fast, high-quality technical support at lower costs
- higher efficiency of the research and development
- improved quality of the products and services
- new services

Thank you!

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