

MMPS

Maintenance Manufacturing Problem Solving Platform

‘Taking Predictive Maintenance
to the Next Level’

Content

1. The Challenge

2. MMPS: Manufacturing Maintenance Problem Solving

3. Business Model

4. Elara Team



REACH CHALLENGE

The challenge...

82% of
companies

37% lost
production
time

Up to
250.000\$/
hour

*Stat of the Week: The (Rising!) Cost of Downtime [ABERDEEN]
'The Real Cost of Downtime in Manufacturing [MACHINEMETRICS]

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Our Solution

Predictive Maintenance Platform

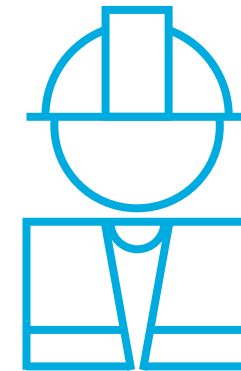
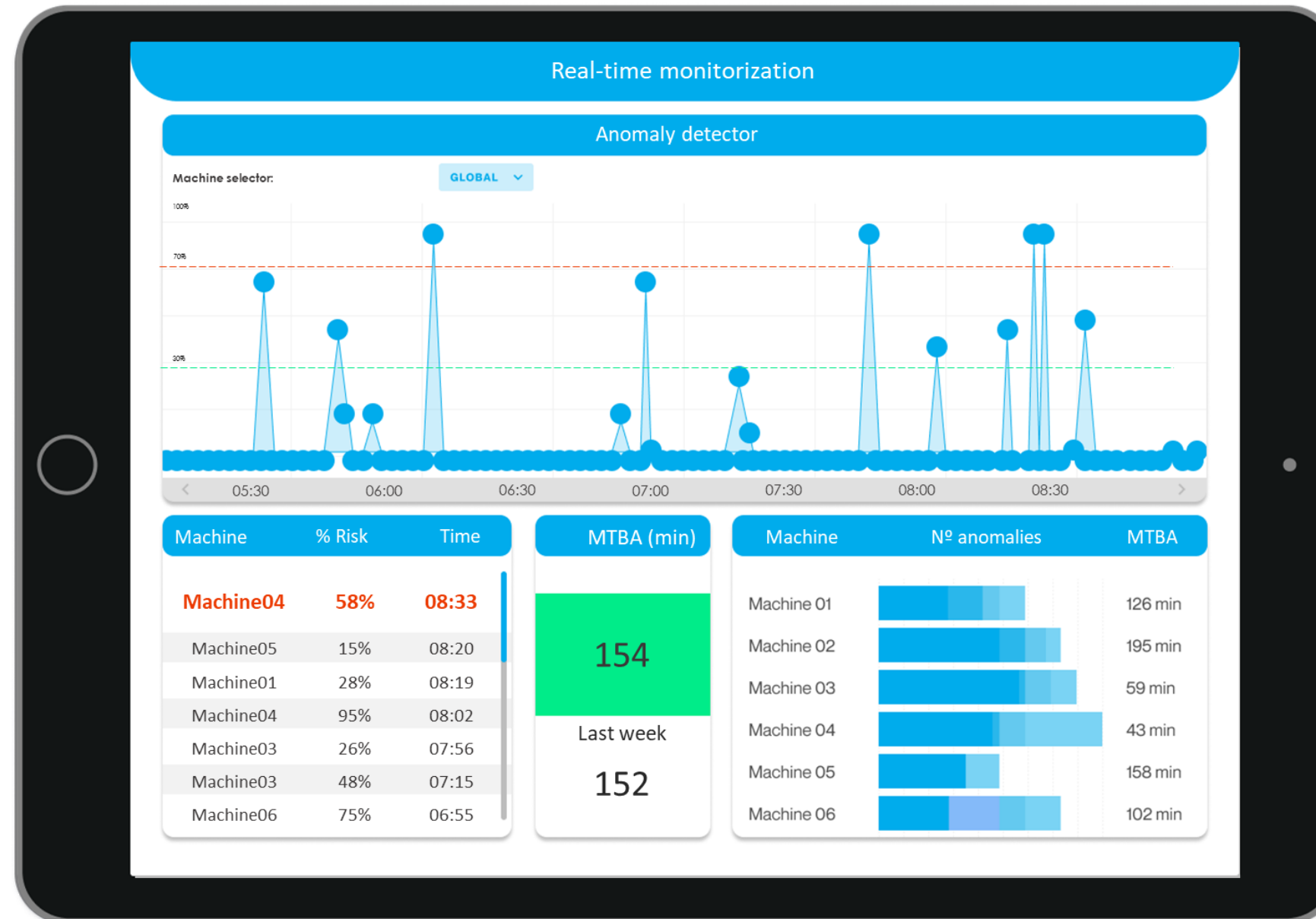
MMPS

**Manufacturing
Maintenance
Problem Solving
Platform**



How does it work?

MMPS – Maintenance Line Worker Tools



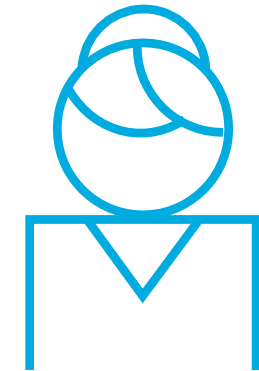
Maintenance
Line Worker

Real-time anomaly
detection notification
Preventive reactions to
failures



How does it work?

MMPS – Maintenance Manager Tools



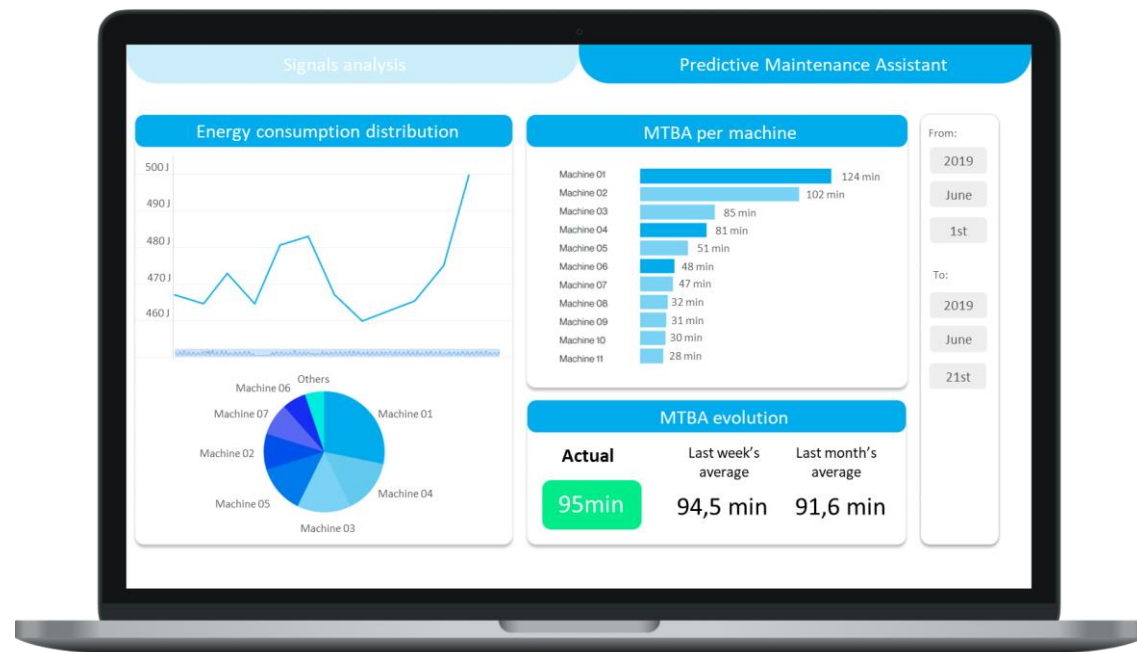
Maintenance Manager

Deep signal analysis of
raw data
Machine degradation's
pattern recognition



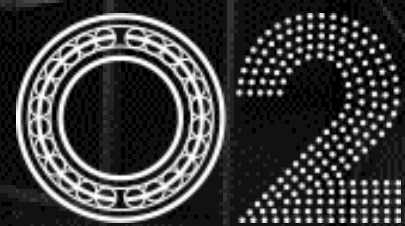
How does it work?

MMPS – Maintenance Manager Tools



Maintenance Manager

Better prioritize
maintenance schedules
Reduce maintenance
overloads



Our Solution **MMPS**

- Energy-based maintenance
- Standardized
- Cross – sector
- Scalable

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Business Model

Market Opportunity

489,3 B\$

Potential anual value
of AI in specific
advanced anufacturing
sectors

1.300

companies with
revenue of more than
15MM€/year in our
nearby area.

63%

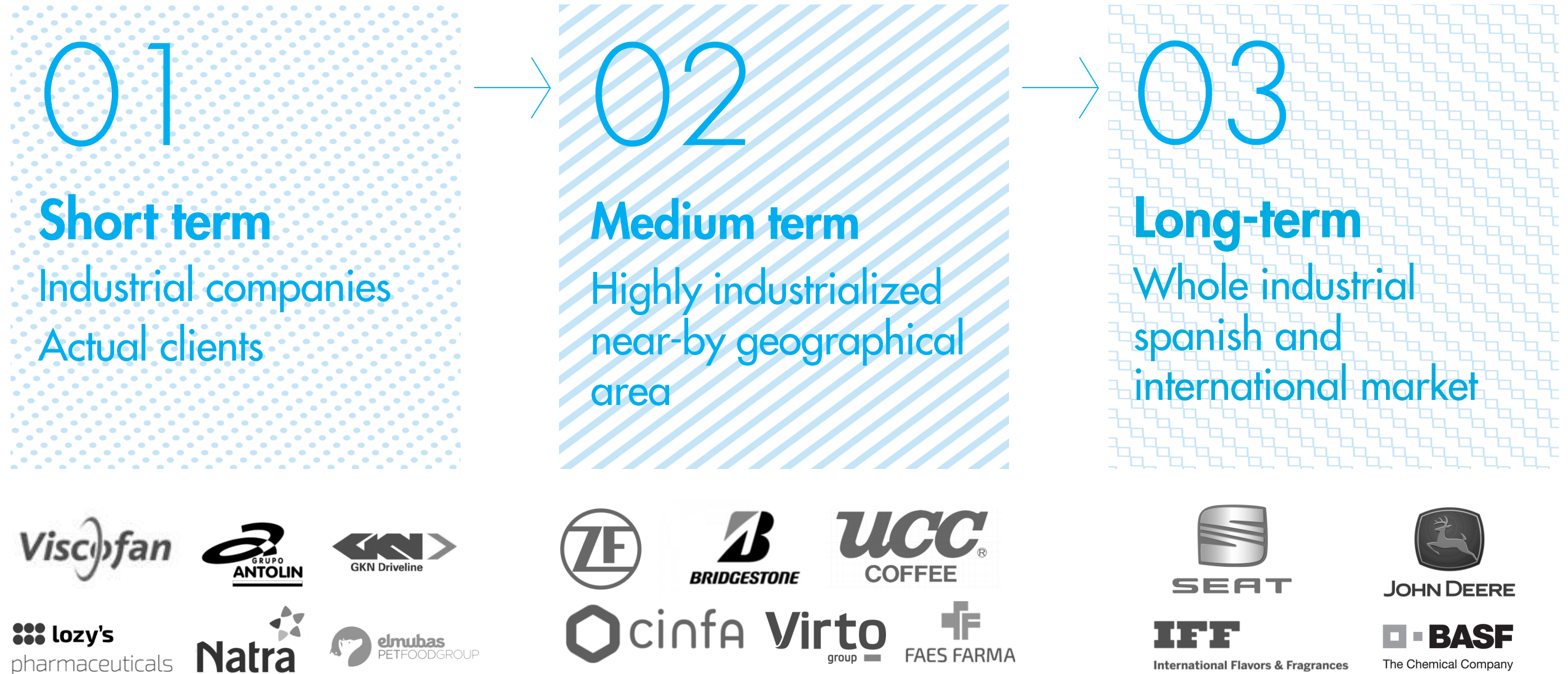
Advanced industrial sectors:
AUTOMOTIVE
PHARMA
FOOD INDUSTRY - FMCG

*Potential total annual value of AI and analytics across industries [MCKINSEY]
<https://www.mckinsey.com/business-functions/mckinsey-analytics/our-insights/the-executives-ai-playbook?page=industries/consumer-packaged-goods/supply-chain-management-manufacturing/>
*Mapping Countries Manufacturing Output [HOWMUCH]



Business Model

Sales Strategy & Target Market





Business Model

Revenue model

Light

Monitoring and analysis platform



Income per use (SaaS) or license fees (on-premise)



Standard

Monitoring and analysis platform including basic customization.

Basic maintenance consulting services for data retrieval.



Income per use, consulting services and customization.



Premium

Monitoring and analysis platform including integration and customization.

Advanced consulting services for improving maintenance and operations.

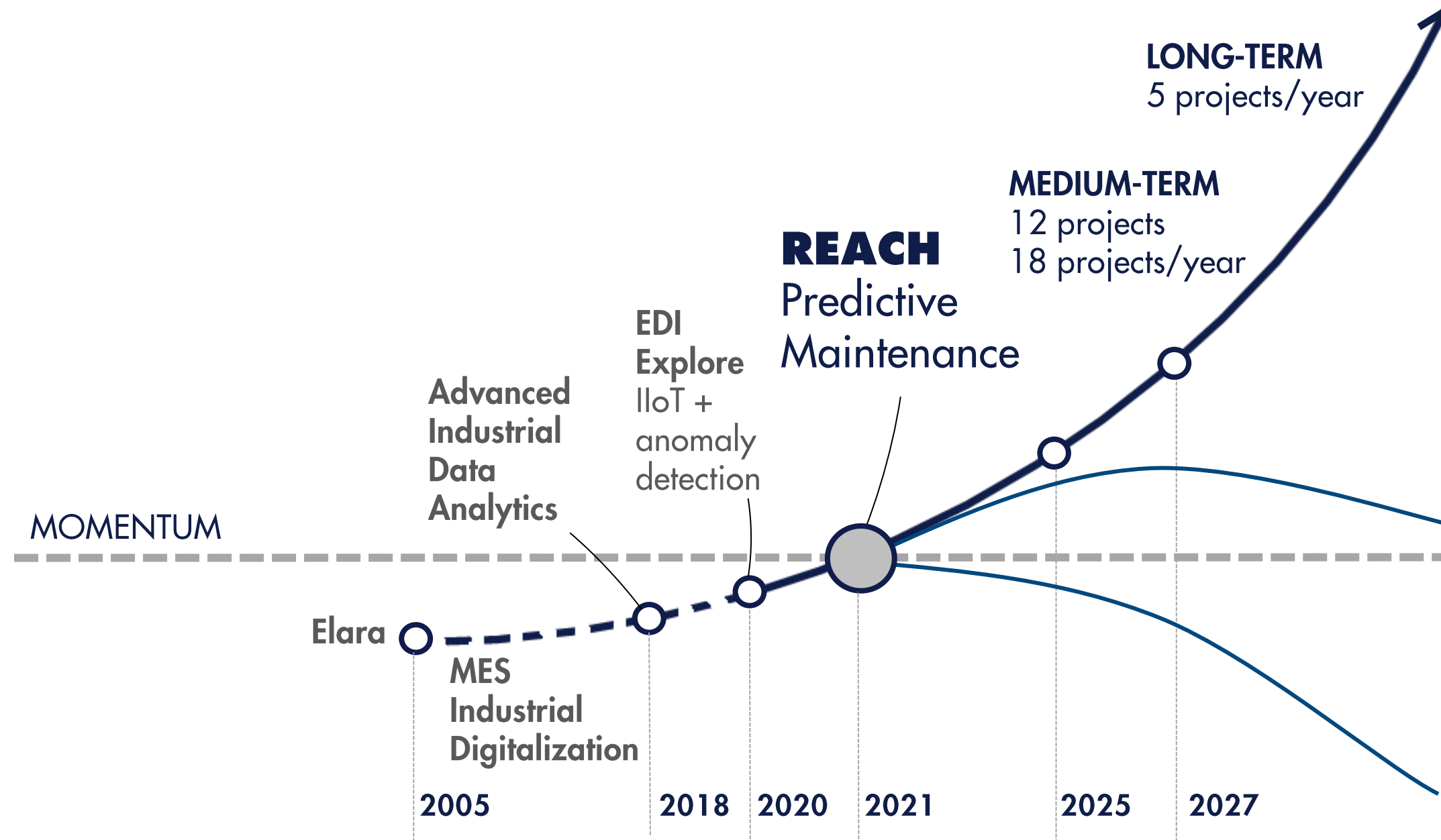


Income per use, integrations, customizations and services



Business Model

The right moment...



- **Pipeline:** 8 projects
- **Hot Leads:** 2 companies
- **Internal pilots:** 2

License fees + Professional services: **600K€** at first year

Total internal investment from 2018-2021: **118K€**

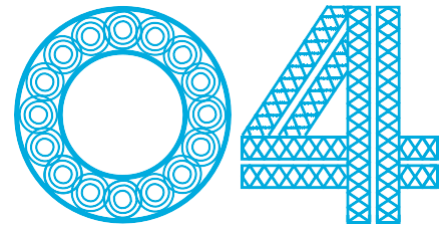
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Elara Team **Who we are**



**Iñigo
Navarro**

Chief Technical
Officer and
Industrial Consultant



**Agustín
Centelles**

Business
Development



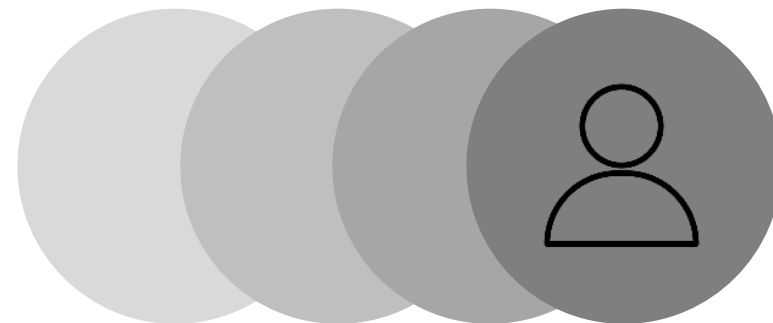
**Rafael
Zúñiga**

CEO &
Founder



**Natalia
Armendariz**

Industrial
Data Analytics
Expert



Additional Elara profiles:

- Industrial software developers
- Data Solution Architect

*See you in the
experiment phase.*

Thanks!

Contact:

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