

**1ST GAZELLE ACCELERATOR
ONLINE MATCHMAKING EVENT
BUSINESS PROFILES OF SMES AND
START-UPS SELECTED
JUNE 17TH > JULY 2ND**



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gazelle accelerator

Gazelle Accelerator was born from a simple analysis : European technology based companies have a high-growth potential but their expansion is often hindered by the industrial fragmentation and by their lack of visibility on the European market.

Therefore, Gazelle Accelerator, business acceleration activity of EIT Manufacturing, aims at supporting existing technology-based companies, SMEs and start-ups; by accelerating their international business and innovation capacities. Gazelle Accelerator will provide SMEs and start-ups with the network and support they need to expand and become the future European Gazelles.

27 innovative SMEs and start-ups on industry 4.0, have been selected from first Open Call of Interest (May 2020), to provide solutions to needs and challenges of manufacturing companies regarding organizational and digital technologies, and their use cases. These needs and challenges were identified through a survey run on February 2020 and distributed to EIT Manufacturing network, and consortium network.

Uses cases identified are from the following technology capability areas:

- Analytics and A.I.
- Manufacturing applications
- Internet of Things platforms, and,
- Simulation and Augmented/Virtual reality

The aim of this brochure is to provide a business profile overview of the SMEs and start-ups selected to participate to our 1st Gazelle Accelerator matchmaking event; planned from June 17th to July 2nd.

Enjoy the reading!

PROJECT PARTNERS

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GAZELLE ACCELERATOR'S TEAM IS MADE UP OF INDUSTRIAL, RESEARCH AND ACADEMIC PARTNERS.

COMPLEMENTARY EXPERTISE WILL BE USED TO GRADE UP AND ACCELERATE 50 PROMISING START-UPS OR SMES THROUGH OUR AMBITIOUS SUPPORT PROGRAMME.



Aerospace Valley

Aerospace Valley is world's first aerospace cluster, dedicated to the strategic sectors of Aeronautics, Space and Drones, in France. With its 5 excellency ecosystems – Embedded and Communicating Systems, Structures and Mechanical Systems, Propulsion and Embedded Energy, Data and Artificial Intelligence, Products and Services for the Industry, Aerospace Valley drives a supportive, competitive and attractive community, aimed at fostering innovation in view of growth. Ranking among the top three clusters for the performance of its cooperative R&T projects (among which 580 have already been financed), Aerospace Valley is in charge of animating a dynamic network of international reputation, composed of 850 members (companies, research and training centres, universities and schools, local authorities). Aerospace Valley has as a mission to support the development of the aerospace sector and to increase its competitiveness. To achieve this a critical task is to promote introduction of advanced manufacturing technologies which will improve the competitiveness of the European industry.



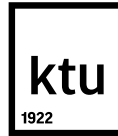
CEA

The CEA is a French public research organisation serving industry, specialising in four main areas: energy transition and low-carbon energies, digital transformation, health and biotechnologies, defence and security. It carries out the missions entrusted to it by the French government. With its 20,000 employees and 9 research centres equipped with very large infrastructures, the CEA relies on fundamental research of excellence. It is involved in national, European and international projects with a wide range of academic and industrial partners. The CEA ranks as the leading research organisation filing patents in France and Europe according to the Clarivate ranking (2019).



LINPRA

LINPRA - Engineering Industries Association of Lithuania. LINPRA is an independent business organisation, representing Lithuanian engineering industry, interests of companies, working in metal, machinery and equipment, electromechanics and electronics, plastics and rubber industry on international and national level.



KTU

Kaunas University of Technology (KTU) is the oldest technological university in Lithuania, established in 1922. KTU known for its linkages with business, leadership in scientific research, flexible interdisciplinary study programmes and unforgettable study experience. KTU's Startup Space (27 startups in 3 recent years) fosters young businesses, providing much sought-after support and knowledge needed by new enterprises. KTU is having a specialised Technology Entrepreneurship module applying Silicon Valley teaching methodologies, practically demonstrating the transformation of research and ideas into real-world businesses.



LMS

The Laboratory for Manufacturing Systems & Automation (LMS) is oriented on research and development in cutting edge scientific and technological fields. LMS is involved in a number of research projects funded by the CEU and European industrial partners. Particular emphasis is given to the co-operation with the European industry as well as with a number of "hi-tech" firms. LMS is organized in three different groups: 1) Manufacturing Processes Modelling and Energy Efficiency, 2) Robots, Automation and Virtual Reality in Manufacturing, 3) Manufacturing Systems and it has a fully equipped machine shop that contains high payload industrial robots, collaborative robots and machine tools.



RoboValley

RoboValley is a centre for robotics, headquartered in Delft, Netherlands. RoboValley is powered by the Robotics Institute of Delft University of Technology. RoboValley aims to facilitate collaboration between researchers, governments and enterprises. Currently, RoboValley is looking to attract robotics companies and researchers in the field of robotics in order to facilitate this collaboration.



Tecnalia Ventures

At TECNALIA Ventures we focus our efforts on the creation of a venture building ecosystem in order to help TECNALIA transfer its technology to the market. We connect the three fundamental pillars of any innovation ecosystem: minds, management and money. We aim to turn innovative technological assets into new profitable and sustainable businesses. We do all this by identifying technologically disruptive solutions, exposing them from early stages of development to investment criteria, focusing the efforts on the business opportunities with highest commercialization potential.



TU Delft

Top education and research are at the heart of the oldest and largest technical university in the Netherlands. Our 8 faculties offer 16 bachelor's and more than 30 master's programmes. Our more than 25,000 students and 6,000 employees share a fascination for science, design and technology. Our common mission: impact for a better society.

BUSINESS PROFILES OF SMES AND START-UPS SELECTED TO 1ST GAZELLE ACCELERATOR ONLINE MATCHMAKING EVENT

Company identification

- Name : AccessHub BV
- Website : www.access-hub.com

Company history

- Year founded : 2018
- Founders : Maxim Kostin, Egbert Ottevanger
- Headquarters : Parkstraat 20, 2514JK The Hague, Netherlands
- Location : The Hague, Netherlands, Tallinn, Estonia

Contact details

- Name and last name of first contact person : Maxim Kostin
- Role of contact person : CEO, Founder
- Phone number : +31 626099784
- Email : mkostin@access-hub.com

References

- Our award-winning solution « [SecureZone for Business communications](#) » is already on the market



AccessHub

Company presentation

SecureGate is a protected hardware appliance with a pre-integrated AccessHub Agent Software and connected to AccessHub SecureZone Services for providing our customers with a secure remote maintenance and monitoring solution for industrial equipment, connected devices and manufacturing assets. It helps companies to implement and deploy digital approaches for the management of manufacturing processes, based on utilizing innovative technologies in the digital economy and data control (smart contracts, blockchain, Industry 4.0) without needs to change existing infrastructure, upgrade legacy equipment or heavily invest in cybersecurity. SecureGate allows customers to implement following use-cases :

- 1 - On-fly encryption and digital signing of data transferred from manufacturing devices and sensors,
- 2 - Secure MQTT implementation with strong mutual authentication, access control, encryption and signing of the payload,
- 3 - Protected remote access to connected assets from everywhere.

Competitive advantages

The SecureGate solution assumes usage of the best innovative solutions in the area of cybersecurity but adapted for industrial use. This solution covers maximum spectre of targeted issues and allows customers to implement new digital approaches but it is easy to use and deploy and does not require changes in existing infrastructure and/or installed software. The deployment of this solution does not require manufacturing companies to change production workflows, network architecture, or upgrade legacy equipment. The solution is cost-effective and fully independent of large production systems provided by major vendors, which makes it very attractive to small and medium manufacturing companies.

ACCESSHUB

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Technologies and Use Cases

Internet of Things platforms

- Utility and energy management
- Production process performance tracking and remote factory monitoring
- Real-time asset (equipment, fleet) performance management

Target markets

Manufacturing SMEs looking for cost-effective solutions for the remote management of connected industrial assets. Innovative companies of different sizes implementing new digital approaches for the manufacturing management (Industry 4.0., Industrial IoT, Blockchains, Smart SCADA, etc.)



Company identification

- Name: ADMOX OÜ (ready in the end of June/ first week of July)
- Website: www.admox-tech.ee (ready in the end of June)

Company history

- Year founded: 2020
- Founders: Kingsley EZEJI
- Headquarters: Tallinn Estonia
- Location: Tallinn

Contact details

- Name and last name of first contact person: Kingsley EZEJI
- Role of contact person: CEO - Technical lead
- Phone number: +420776532465
- Email: ezekings03@gmail.com



Company presentation

ADMox is a technology company that is bringing in a disruptive enterprise-wide transformation programs and solutions with a focus on artificial intelligence for advanced smart and sustainable manufacturing systems. By providing an end-to end AI platform, ADMox will enable customers to create, deploy and scale our AI-powered industrial artificial intelligence applications faster and with higher accuracy. With its unique value proposition, ADMox aims to help companies guide their operations towards optimization, and higher productivity.

Our current project involves building a smart MES web application that will help manufacturers plan the manufacturing process, simulate the workflow of the planned process, track the events of the actual production line and finally generate a report of the actual process. This will help manufacturers build a more effective production line as well as reduce and prevent potential problems that can occur throughout the manufacturing process.

Competitive Advantages

- Helping workers calculate and select the most suitable job priority for managing process scheduling.
- Increasing the degree of automation and digitization of production, manufacturing and industrial processes.
- Improving efficiency in the production and planning processes by managing the entire value chain process.

ADMox

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Technologies and Use Cases

Analytics and A.I.

- Real-time re-planning (including MRP and factory scheduling)
- Predictive maintenance

Target markets

- Applicable for a wide variety of industries including packaging goods, metal or plastic production, electronics, food and beverage, chemical, oil and gas.



Company identification

- Name: AerobTec
- Website: www.aerobtec.com

Company history

- Year founded: 2011
- Founders: Lukáš Palkovič, Jozef Rodina
- Headquarters: Bratislava, Slovakia
- Location: Bratislava, Slovakia

Contact details

- Name and last name of first contact person: Lukáš Palkovič
- Role of contact person: Co-CEO
- Phone number: +421 949 244 437
- Email: lukas.palkovic@aerobtec.com



Company presentation

AerobTec develops technology for autonomous drones suitable for applications in indoor industrial environments. Traditionally, drones are controlled by pilots. This approach is costly and the efficiency of drone use is low. Recently, autonomous drones are being developed. It means that there is very little human interaction needed. Outdoor autonomy is relatively simple from a technological point of view because of drone localization based on available GPS signals. Indoor applications are still challenging because more advanced technological approaches must be used to localize the drone.

AerobTec develops drones for (not only) indoor autonomous applications. These drones get high level instructions from the operator and triggering event from an outer system. Then they perform their task on their own. They do not only fly a predefined trajectory. They make their own decisions in order to perform the task in tAerobTec aims to deploy the technology on at least European level addressing geographically close markets as first due to logistic reasons. Later, deployment on a global level is envisioned best way possible using artificial intelligence.

Competitive advantages

AerobTec drone's advantages compare to competitors are:

- Flying both indoor and outdoor
- Drone Core computing system 384GPU & 48 Tensor cores
- Docking station for autonomous battery and payload swapping
- Navigation using AI - autonomous flight path generation and decision making
- Advanced vision system with 7 cameras and 8 laser sensors.

AEROBTEC

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Technologies and Use Cases

Analytics and A.I.

- Inventory and parts optimization
- Predictive maintenance
- Logistics network and warehouse optimization
- Workforce productivity and efficiency

Target markets

AerobTec autonomous drones will find its market at companies which can benefit from their periodical use and 24/7 availability.

- Strong automotive sector – in Slovakia
- Logistic companies – large warehouses, including fully autonomous warehouses (people cannot enter the warehouse during operation)
- Energy sector – a lot of inspections needed, emergency response
- Chemical and metallurgical industry – many inspections needed, emergency response



Company identification

- Name: APONI s.r.o
- Website: www.aponi.sk

Company history

- Year founded: 2017
- Founders: Ing. Ivana Nováková,
Cofounder-Ing. Bc Tomáš Jaroš,
Cofounder-Filip Ryšavý
- Headquarters: Ing. Ivana Nováková
CEO, Ing. Bc Tomáš Jaroš -CIO, Filip
Ryšavý-CTO
- Location: Košice, Slovakia

Contact details

- Name and last name of first contact
person: Ivana Nováková
- Role of contact person: CEO- project
manager
- Phone number: +421 903 209 565
- Email: ivana.novakova@aponi.sk

APONI

Company presentation

The proposed solution is the implementation of the intelligent SW solution APONI view, which provides companies with a constant overview and intelligent monitoring of transparent processes, which allows them to react flexibly and quickly to changes in the market. The system is modular and provides customers with variability and the ability to put together a solution according to their own needs. Modules are constantly expanding applications designed for a specific area of interest in the company. The aim is to bring comprehensive solutions for companies in the evaluation, processing, and integration of critical information about business processes in an interactive form, to optimize them. The biggest advantage is the complexity of all processes, from the training to complicated process tasks directly in production within the entire product life cycle.

Competitive advantages

As a young innovative company, we follow the analysis of the competition at regular intervals so that we can move in the market. The added value of our service compared to competing companies is complexity and simplicity. An analysis of the competition revealed that most companies involved in the implementation of augmented reality focus on partial operations that are not linked to the established systems in the company and are therefore perceived only as an additional service, not a working tool.

APONI

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Technologies and Use Cases

Simulation and Augmented/Virtual reality

- Use of augmented reality (e.g., google glass) for support of works tasks by providing information and advice
- Simulation techniques to organize factory layout and production flow

Target markets

We have a targeted focus on large industrial manufacturing companies.

References

- Exhibitor at Slovakia Tech Expo 2019 and in the hall of the prototype and innovation center in Košice on the Hologens platform for individual machines.
- Presentation of a functional prototype to the President of the Slovak Republic 02/2020
- Cooperation in progress: Moravia (Brno, Cz)
- Closed cooperation: Enertig - partner, Technical University in Košice.



Company identification

- Name : AR-Experts GmbH
- Website : ar-experts.de

Company history

- Year founded : 2019
- Founders : Dr. Björn Schwerdtfeger, Joaquin Soucheiron
- Headquarters : Rutesheim (Germany)
- Location : AR-Experts GmbH, Erlenweg 16, 71277 Rutesheim, Showroom München : c/o Impact Hub München, Gotzingerstr. 8, 81371 München

Contact details

- Name and last name of first contact person : Joaquin Soucheiron
- Role of contact person : CEO
- Phone number : +49 1718690526
- Email : joaquin@ar-experts.de

References

- Sales to most DAX30 companies in "metal" manufacturing
- ESA BIC grant
- Techfounders
- Invest Horizon Accelerator
- Up2B Firecamp Accelerator
- Techtour XR Accelerator
- LOI's from medical and space technologies
- already on the market



Company presentation

"Intuitive Augmented Reality instructions for everyone". Our GIRI boosts people in Production, Field Service & Healthcare, assisting them to create intuitive work instructions.

WHY AUGMENTED REALITY (AR) ? -> INCREASE YOUR PRODUCTIVITY

AR enables your workers instantly top perform any job you want, some would call it "superpowers". We call it a "true to live industry 4.0 solution". AR takes you from 0 to 100 in seconds - just put your AR glasses on or get your smartphone out. You can proudly say "now I can assemble an engine on my own !" AR gives the worker 70% more memory effect and he performs with 70% less mistakes.

Competitive advantages

We are the pioneers for easy data preparation. In a typical setup the trainer plays an information ping-pong with the augmented reality content programmer and if something changes, everything needs to be re-programmed. Content Creation is the bottleneck to solve and is THE problem of all digital and AR based training. But not anymore, not with GIRI. From start of recording to world wide publishing, in just 90 seconds. Anyone can do it. No IT skills needed. On the spot. No need to rework the data.

AR EXPERTS



Technologies and Use Cases

Manufacturing applications

- Replacement of paper-work instructions, procedures with interactive work instructions

Simulation and Augmented/Virtual reality

- Creating and running manufacturing applications

Target markets

Assembly training, Maintenance, Field service, Infrastructure



Company identification

- Name : Asystem SAS
- Website : www.asystem.com

Company history

- Year founded : 2016
- Founders : Pierre Naccache, Stéphane Lhuisset, Bernard Feurer, André Naccache
- Headquarters :
287 avenue Jean Fourastié
11400 Castelnaudary, France

Contact details

- Name and last name of first contact person : Pierre Naccache
- Role of contact person : President
- Phone number : +33 6 30 91 80 61
- Email : p.naccache@asystem.com

References

- Customers validated their technology: Renault, Airbus, Acteniul, Terreal, Vinci, Thales, Schneider Electric, Plastic Omnium, Veolia, Suez, Total, SBM Offshore, ArcelorMittal, Trimet, SNCF, ETF, UPSA, Sanofi, Engie Ineo, Endel, Crouzet, Innovista, Felm, Naval group, SIAé, Engie Axima, Ajinomoto.



Company presentation

- Asystem offers a universal smart monitoring for predictive maintenance to avoid downtime.
- Designed for anomaly detection based on machine learning, Asystem has created the first universal solution to monitor industrial machines. This turnkey cutting edge computing powerful solution combines through a miniaturized box, an unequalled embedded number of physical parameters measurement, a secure and encrypted connectivity.
- Asystem can monitor all components of any system.
- Asystem solution generates affordable intelligent data from condition monitoring of all types of equipment without disturbing the production environment.
- Asystem provide a universal predictive maintenance solution, suitable to any types of industrial machines (indifferently of model or age).
- Scalable, non-intrusive and work independently from existing infrastructure the solution can monitor all components of any system, predict and help preventing failures, drifts, and anomalies.

Competitive advantages

Advantages of the technologies compared to the others

Innovative distribution of the data treatment at the edge and on servers (on-cloud or on-premise) and innovative edge computing data compression, which means high level (expert level) and accurate condition monitoring analysis, very long autonomy and cross industry technology use. Many competitors provide only a part of the answer to customer expectations & limited to specific use cases.

Differentiation:

- All-in-One solution,
- Powerful edge computing,
- The longest power autonomy worldwide,
- Monitoring an unprecedented number of physical parameters
- Embeds cutting-edge communication technologies
- Fully remote technology

ASYSYSTEM

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Technologies and Use Cases

Analytics and A.I.

- Predictive maintenance

Internet of Things platforms

- Utility and energy management
- Production process performance tracking and remote factory monitoring

Target markets

Manufacturing, mining, oil & gas, offshore, utilities and waste management, Facilities.

Europe, USA and UEA are the first targeted markets through indirect sales networks, with a strong push in Germany, Italy and North Europe.



Company identification

- Name: Cargo stream
- Website: <https://cargostream.com>

Company history

- Year founded: 2019
- Founders: Sarunas Belickas, Justas Lavisius, Skirmantas Rimkus, Vilmantas Ladyga.
- Headquarters: Vilnius, Lithuania.
- Location: Vilnius, Lithuania.

Contact details

- Name and last name of first contact person: Sarunas Belickas
- Role of contact person: COO
- Phone number: +37067760382
- Email: sarunas@cargostream.com

References

- In market exist marketplaces such trans.eu or digital forwarders as sennder.com however we have different angle despite description looks similar.



Company presentation

Cargo stream - Logistic management system of land transportation.

Problems in the sector:

1. A manual effort for paper document preparation and maintenance.
2. Too many different communication channels.
3. Lack of real-time cargo monitoring and notifications.

Cargo stream enables:

1. Digitalization of logistics processes and their documentation.
2. One communication channel for all participants.
3. Real-time cargo monitoring (integrated telematics), notifications and APP open possibilities.
4. A.I. module which helps for transportation managers and related business processes.

Opportunity: in the market only legacy software for Logistics management for forwarders/carriers.

To sum up, Cargo stream can be core management system for big cargo senders/recipients. Market size: TAM 6.48B / SAM 3.2B / SOM EUR 324M per year
Market ready product (incl. application for drivers and warehouse).
Initial sales contacts + letters of intent from big companies.

Next development phase - Artificial intelligence (AI).

Competitive advantages

The market has the leaders but we have a unique angle. We offer a logistic management system for entire logistic chain of land transportation – SaaS. We will be N° 1 self-service portal for logistic comp. In EU. We offer self-service portal for logistic comp. (forwarders/carriers).

There is no market leader or a good SaaS product. We offer business management system for SME logistic comp. (forwarders/carriers) – SaaS.

CARGO STREAM

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Technologies and Use Cases

Analytics and A.I.

- Logistics network and warehouse optimization

Target markets

Cargo sender/recipient having or:

- Exports to EU / Scandinavia with >5 freight/wk
- Logistics partners >2 companies
- Wants to integrate own existing business tools into the logistics management system
- Sends both types of cargo: FTL & LTL

Logistic company that:

- Works in EU / Scandinavia and doing at least 10 shipments/wk
- Has more regular customers than new ones.
- Wants to integrate now used fleet management, telematics, CRM or accounting system.



Company identification

- Name: CASP S.A.
- Website: <http://www.casp.gr>

Company history

- Year founded: 1999
- Founders: George Papanikolopoulos
- Headquarters: Michalakopoulou 64, 115 28, Athens, Greece
- Location: Michalakopoulou 64, 115 28, Athens, Greece

Contact details

- Name and last name of first contact person: George Papanikolopoulos
- Role of contact person: CEO
- Phone number: +30-210-7472915
- Email: gpap@casp.gr

References

- [White paper-Smart scheduling tool](#)
- [White paper-Production Scheduling based on operator's skill and job requirements](#)



Company presentation

CASP is a software and consulting company, based in Athens, Greece, working closely with European and local industry as well as with Universities and Technological institutes, on developing and marketing Business Solutions for a wide range of industrial problems. CASP develops and markets Business Solutions for ERP, Production Scheduling, Quality Engineering, Supply Chain Management, Virtual Reality Applications and Product and Process Design. CASP provides advanced concepts and software solutions based on State-of-the-Art tools and Technologies for Object Oriented Design and Development following the Agile Software development principles. CASP provides software solutions based on advanced engineering concepts for a variety of industrial sectors such as: Production Scheduling for the Textile, Food and Maritime industry, ERP for the Maritime industry, Quality Control for the Aerospace and Automotive industry, Product and Process Design for Aerospace and Maritime industry.

Competitive advantages

Our solution targets a specific manufacturing industry the Tooling Industry which give us a competitive advantage since the digitization is quite low and our solution does not require digitization but offers a solution to bring existing "old" machines to the digital world. Moreover, the scheduling algorithm is tailored to handle an arbitrary solution space offering an out of the box heuristic dispatch rule. Finally, our solution as it has been developed throughout a number of research projects offers cutting edge technological solutions that some of them are just reaching the market (i.e. RAMI 4.0 compatibility with AAS implementations and IIoT out of the box integration).

CASP

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Technologies and Use Cases

Analytics and A.I.

- Real-time re-planning (including MRP and factory scheduling)

Manufacturing applications

- Replacement of paper-work instructions, procedures with interactive work instructions
- Process visibility apps and substitute of physical whiteboards with digital dashboards

Internet of Things platforms

- Production process performance tracking and remote factory monitoring

Target markets

The primary market is the Tooling Industry (production of moulds and special tools), for which the number is around 7.000 in Europe.

Company identification

- Name : Cognexa s.r.o.
- Website : <https://www.cognexa.com/>

Company history

- Year founded : 2016
- Founders : Marek Sebo, Andrej Kozak
- Headquarters : Bratislava, Slovakia
- Location : Bratislava, Slovakia

Contact details

- Name and last name of first contact person : Marek Sebo
- Role of contact person : Co-fonder and CEO
- Phone number : +421 908 741 103
- Email : marek.sebo@cognexa.com

References

- Koyo
- Adient Group
- Continental Matador
- Orange
- O2
- Erste Group
- Merck

cognexa

Company presentation

MIA – Manufacturing Image Analyzer is an automation solution to the process of visual inspection of different parts in the automotive industry. Using the latest machine learning algorithms and neural networks, our solution is capable of identifying anomalies, mistakes or problems in products produced by these manufacturers. We help to improve workforce productivity and efficiency by substituting the individual in-person inspection with an automated one by a robot with machine vision. This substitution ensures that the quality of inspection stays constant 24/7, that there is no room for human error and that one machine can perform the entire inspection, instead of multiple shifts of workers.

Competitive advantages

Competitors offer a universal solution, which has to be costly configured for specific use-cases. Our solution is tailored for use in specific use cases, and delivered as a customized product by our company experts (requires little cost).

COGNEXA

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Technologies and Use Cases

Analytics and A.I.

- Workforce productivity and efficiency

Target markets

- Slovakia
- Czech Republic
- Austria
- Hungary
- Germany
- Switzerland



Company identification

- Name: EasyMile
- Website: easymile.com

Company history

- Year founded: 2014
- Founders: Gilbert Gagnaire, Philippe Ligier
- Headquarters: Toulouse, France
- Location: Berlin, Germany / Denver, CO, USA / Singapore / Adelaide, Australia

Contact details

- Name and last name of first contact person: Kevin Hoareau
- Role of contact person: TractEasy Marketing Manager
- Phone number: +33 6 60 73 40 25
- Email: kevin.hoareau@easymile.com

References

- TractEasy webpage: <https://easymile.com/solutions-easymile/tracteasy-autonomous-tow-tractor-easymile/>
- TractEasy in operations at PSA Sochaux, France: <https://youtu.be/mSGudsE-nMA>



Company presentation

Founded in 2014 and headquartered in Toulouse (France), EasyMile provides driverless vehicle solutions for passenger transport and intralogistics automation. Its vehicle-agnostic autonomous software stack makes it the partner of choice for global Original Equipment Manufacturer (OEM). EasyMile core R&D activities are focused on developing the following functions:

- Embedded software: Perception, Localization, Navigation
- Fleet Management software

The autonomous technology platform is powering different vehicle platforms enabling their automation. The EZ10, the first autonomous shuttle for public transportation in the world, has been operating since 2015 and has already been deployed in about 30 countries. The TractEasy is the first autonomous tow tractor solution for material handling on industrial sites, logistics centers and airports. Co-developed by EasyMile and TLD - world leader in the Ground Support Equipment market, TractEasy addresses outdoor automation on private sites.

Competitive advantages

EasyMile value proposition for the material handling industry is to deliver and operate comprehensive, autonomous, logistics services for manufacturing sites and logistics centres:

- Comprehensive: Equipment, installation, operations, maintenance
- Autonomous: Driverless operations
- Services: Commitment and flexibility with reduced capital investment

The TractEasy solution is extending the known benefits of automation to new, outdoor processes: increase productivity, flexibility, and goods tracking; and reduce operating costs, costs of losses and damages, and risks.

EASYMILE

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Technologies and Use Cases

Analytics and A.I.

- Logistics network and warehouse optimization

Target markets

In Europe, countries of interest are: Germany, France, Netherlands, Austria and Sweden.

Targeted applications are logistics processes in manufacturing sites and logistics centres.

The TractEasy solution can address many different manufacturing industries.

The main TractEasy solution customers for EasyMile are: Manufacturers operating or supervising their intralogistics processes, Logistics providers (e.g. 3PL) operating logistics centers or contracting their services to manufacturers; and Material handling equipment dealers providing leasing solutions and maintenance services.



Company identification

- Name : ForkOn GmbH
- Website : www.ForkOn.de

Company history

- Year founded : 2017
- Founders : Tim Klauke, Nils Herzing, Dennis Röhner, Tim Stollberg
- Headquarters : Cologne, Germany
- Location : Germany

Contact details

- Name and last name of first contact person : Tim Klauke
- Role of contact person : Managing Director
- Phone number : +49 173 63 95 809
- Email : Tim.Klauke@ForkOn.de

References

- Duisport, GC Group, Villeroy & Boch, Voltabox, Startport, Parker, Bechtle, Klöckner & Co, Meta - Das Lagersystem



Company presentation

ForkOn provides the first manufacturer-independent fleet-management software for forklifts and other intralogistics assets. Our fully cloud-based, user-friendly SaaS platform (ForkX) digitizes and automates processes of forklift fleets by combining and analyzing all relevant data. With ForkX our customers save up to 25% of their entire fleet costs continuously. We achieve this by consolidating and unifying different data sources and subsequently performing a cost and utilization analysis based on our extensive domain knowledge and experience in the intralogistics industry. By linking data and analysis through algorithms, we can analyze newly arriving real-time data about the fleet and thus optimize the performance of forklift fleets. This way, we can alert the customer of any anomalies in the fleet or in the operational processes as well as proactively provide customer-specific recommendations for (operational) improvements.

Competitive advantages

Our main competitors are the big OEMs, as they all have a fleet management solution in place. The OEMs are not interested in selling software solutions that undermine their service business and in generating transparency that would undermine their pricing system. Our advantage is that we are the only player that can provide an independent fleet management across forklifts of different brands and full transparency to the customer, as we pursue an approach that is independent from vehicle manufacturers. With our platform, customers are for the first time able to consolidate all available information from different systems in one place. Only a manufacturer-independent solution can fulfill the wishes of customers and deliver sustainable added value.

FORKON

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Technologies and Use Cases

Internet of Things platforms

- Utility and energy management

Target markets

Our target group includes companies with more than 30 forklifts in their fleet.



Company identification

- Name : iERP
- Website : www.ierp.ai

Company history

- Year founded : 2019
- Founders :
 - Jozef Balaz (CEO/Co-founder)
 - Dusan Korcak (COO/Co-founder)
- Headquarters : Bratislava, Slovakia
- Location : Bratislava, Slovakia

Contact details

- Name and last name of first contact person : Dusan Korcak
- Role of contact person : COO/Co-founder
- Phone number : 00420 792 238 078
- Email : dusan@ierp.ai

References

- Participant of Uplift Accelerator programme and one of 9 finalists of acceleration program.
- Exhibitor at Startup Grind conference in Silicon Valley in San Francisco 2020.
- Participant of Startup Wise Guys acceleration programme and Nvidia Inception programme



iERP.ai

Company presentation

Our mission is to help companies to utilize their existing data to increase revenue, customer satisfaction and decrease their costs by using easy to use software powered by artificial intelligence. The main asset of our company is a team consisting of business and AI experts with strong experience in realization of innovative projects for companies like HP, ESET, T-Mobile, Epicor, Heinz or Würth. iERP was one of the nine finalists of Uplift accelerator start-up program and we exhibited iERP company and solution at Startup Grind conference taking place on in February 2020 in Silicon Valley USA. iERP company is one of the first movers with end-to-end business prediction platform to the segment of SMEs. iERP platform is easy to use on-premise solution (with cloud solution on the road map) with purpose build algorithms which are supporting many use cases and at affordable price. Our software will help to SME to be more competitive by increasing revenue, customer satisfaction and decreasing cost.

iERP developed **easy to use on-premise software business prediction platform** (Studio) **powered by AI algorithms** which can be installed and used locally by companies without any prior AI knowledge. Studio enables users to use AI algorithms enriched with external economic indicators, weather data and COVID-19 business risk factor (IP of iERP) at an affordable price.

Competitive advantages

iERP has developed software based on advanced modern technology and clear step-by-step user interface/guide which can be used by any user with standard computer literacy without need to know anything about Artificial Intelligence. Software is not requiring any third party tools to operate so we are eliminating risk of data leaks and dependency on 3rd party providers. Application is utilising apart of historical data also external COVID business risk and economic indicators used to improve machine learning model for customers.

IERP

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Technologies and Use Cases

Analytics and A.I.

- Inventory and parts optimization
- Logistics network and warehouse optimization

Target markets

Market segments and types to be addressed by our software solution are listed below and we are addressing the market by :

- Companies with 20+ employees and revenue €1M+.
- Manufacturing (ISIC4 classes 10-33).
- Services (ISIC4 classes 45-82), with main focus at wholesale and retail customers.
- Target customer base for near future is in Europe but we are planning also global expansion.



Company identification

- Name : IIDRE
- Website : <https://www.iidre.com/>

Company history

- Year founded : 2012
- Founders : Michel Seyrac
- Headquarters : BTW – 25 rue Marcel Issartier 33700 Mérignac
- Location : South West France

Contact details

- Name and last name of first contact person : Michel SEYRAC
- Role of contact person : CEO
- Phone number : 0033 6 11 29 31 33
- Email : mseyrac@iidre.com

References

- Major companies as Daimler, Renault, Vedecom, Transdev references for automotive sector.
- Other references: Michelin, Eiffage, Suez, Azur drone, Dassault.

IIDRE

Company presentation

IIDRE focused on Indoor Precise Geolocation since 2012 and is a UWB specialist as a DECAWAVE Design partner for many years for Industry 4.0, Lean Manufacturing, Smart mobility, Smart City with Ultra wideband Real Time Locating System (RTLS) : Indoor Geolocation, Assets Tracking, Lean, ...

IIDRE deploy multiply solutions RTLS for mass market with low price, low consumption and easy to deploy systems : a mix with revers-TDoA, PDoA, DSTWR systems and all the software applications to respond to users' functionalities. From sports to industry and health sectors, this UWB technology is in basis of new applications. B2B and B2C declared their interest to develop daily functionality to save time, money and have IoT with return of investment deployment. The market size is huge in B2B and B2C. Imagine the RTLS solution as a supervision and measure in sports, social network, healthcare, industry, automotive, ...

Competitive advantages

IIDRE offers solutions for distance and location with UWB technology because of very precise radio frequency. IIDRE is in competition with all the Bluetooth or Wi-Fi solutions in France and with UWB specialist in Europe. All the Decawave Design Partners can be find in website : <https://www.decawave.com/partners/> (IIDRE is the only one french provider).

IIDRE

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Technologies and Use Cases

Analytics and A.I.

- Logistics network and warehouse optimization

Internet of Things platforms

- Production process performance tracking and remote factory monitoring
- Real-time asset (equipment, fleet) performance management

Target markets

The market for the Social / Physical Distancing Badge is depending of the pandemic status. We hope that the pandemic is over but we have to prepare a second wave in case.

This solution can be extended with infrastructure to allow an Asset Tracking solution, Lean Excellence Manufacture solution, etc.



Company identification

- Name: INFOTECH s.r.o.
- Website: www.infotech.sk

Company history

- Year founded: 1999
- Incorporation date: 1999
- Origin of the business idea: 2014
- Founders: Michal Ukropec
- Headquarters: Bratislava, Slovakia
- Location: Bratislava, Kosice, Brno
- Number of employees: 38

Contact details

- Name and last name of first contact person: Tomas Vojtek
- Role of contact person: Business developer
- Phone number: +421 903 484 658
- Email: vojtek@infotech.sk

References

- The Digital Twin has been validated by over 20 international companies like Amazon, Whirlpool, Plastic Omnium, Embraco, Škoda Auto, etc.
- Video from Whirlpool implementation 37 seconds: <https://www.youtube.com/watch?v=uUH7jZ9Ts>

INFOTECH

internet & mobile solutions

Company presentation

INFOTECH provides a Real-time Digital Twin Platform – a multiple-module platform that gathers data from different sources in real time and presents them using interactive 3D model to provide industrial plants and facility management companies with:

- Dashboards for better and faster decision-making;
- In-depth operations reporting and analysing;
- Calling and ordering systems that facilitate communication efficiency;
- Invisible aspects of operations for facility managers.

With Covid-19 pandemic, usability of digital twin and its modules grew through VR to decrease necessity of in person visits of audits, analytics of movement of people through buildings and applying social distancing rules.

INFOTECH helps companies optimize their operations based on gathered data. INFOTECH ultimate vision is to provide hardware agnostic platform, where 3rd parties will be able to create their modules / plugins alongside INFOTECH's existing modules, to bring even more value to companies.

INFOTECH

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Technologies and Use Cases

Analytics and A.I.

- Inventory and parts optimization
- Logistics network and warehouse optimization
- Workforce productivity and efficiency

Manufacturing applications

- Process visibility apps and substitute of physical whiteboards with digital dashboards

Internet of Things platforms

- Real-time products/"digital twins" performance management
- Utility and energy management
- Production process performance tracking and remote factory monitoring
- Creating and running manufacturing applications
- Real-time asset (equipment, fleet) performance management

Target markets

DACH region, USA, Dubai, Russia, Brazil



Company identification

- Name: K|Lens GmbH
- Website: <https://industrial.k-lens.de>

Company history

- Year founded: 2016
- Founders: Matthias Schmitz, Klaus Illgner, Ivo Ihrke
- Headquarters: Saarbrücken
- Location: Germany

Contact details

- Name and last name of first contact person: Andreas Marx
- Role of contact person: CMO
- Phone number: +49 152 23175302
- Email: andreas.marx@k-lens.de

References

- LOI and cooperation (classified) with: Carl Zeiss Jena GmbH, Chromasens GmbH, grapho metronic Mess- und Reglerungstechnik GmbH, Hexagon Metrology Vision GmbH, ISW GmbH, SHS Ventures Steel GmbH, Jenoptic AG



Company presentation

Automation of industrial production promises cost savings, quality assurance and the avoidance of inhumane working conditions in industrial production plants. But despite technological developments over the past 40 years, many industrial tasks struggle with their automatization. Modern sensor technologies, in particular photonic machine vision sensors, offer solution potential. And while traditional vision sensors only provide 2D information, several approaches have been developed to record 3D. But even with state of the art 3D sensors, the human eye cannot be replaced in many cases due to the complexity of products, materials, lighting conditions and shortcomings of existing technology making automation impossible. Our patented light-field lens technology addresses such flaws. It is small, video-capable, compatible with existing technology, robust even in complex lighting conditions and precise. The hardware is a new optical component (the K|Lens) which can be used with any standard camera and any main lens turning the system automatically into a 3D system. The software is based on latest research results in the areas of computer vision and machine learning.

Competitive advantages

In comparison to all active light systems, our solution does not require specific lighting conditions.
In comparison to laser and most structured light systems, our solution does not require scanning, ie foreseeing production stops for quality control. Our solution is more precise than ToF in the short distance.
Lasers can be combined with RGB cameras. But sensor fusion makes sensors larger and less calibration robust.
Compared to multi-camera systems, it is smaller, cheaper, calibration stable and allows for smaller physically realizable baselines. Our solution allows for operation in zoom lens mode making it extremely flexible.

K|LENS GMBH



Technologies and Use Cases

Internet of Things platforms

- Production process performance tracking and remote factory monitoring
- Creating and running manufacturing applications

Target markets

System integrators, meaning automation firms that design the production lines of manufacturers. They select the components they use in their design (sometimes based on supplier approval lists issued by their clients) with vision components being only one part of the production line design. They mostly buy these vision components (cameras, lenses, lighting etc.) from specialized vision system providers or vision components "supermarkets".



Company identification

- Name: OndoSense GmbH
- Website: <https://ondosense.com>

Company history

- Year founded: 2018
- Founders: Dr. Mathias Klenner, Dr. Axel Hülsmann
- Headquarters: Christaweg 54, 70114 Freiburg, Germany
- Location: Freiburg, Germany

Contact details

- Name and last name of first contact person: Mathias Klenner
- Role of contact person: CEO
- Phone number: +49 761 5951 4691
- Email: mklenner@ondosense.com

References

CUSTOMERS & PARTNERS:

- aceom
- Continental
- Endress + Hauser
- wieland
- EMG
- Fraunhofer
- HABA
- f.u.n.k.e
- Pepperl + Fuchs
- Sikora
- Saacke
- Z-Laser



Company presentation

OndoSense realizes breakthrough sensor technology for a digitized industrial world. With sensor solutions based on high-precision, robust radar technology & smart sensor software, we ensure customers get relevant data for the intelligent control & monitoring of production environments. That way, we are helping to drive digital transformation in the industry.

Based on +30 years of radar expertise, OndoSense has developed the first IoT-ready motion sensor technology with sub-millimetre precision for object identification, classification and intrusion detection. The combination of radar technology with our unmatched mathematical algorithms enables unique features such as an ultra-high precision of 1 µm and a near-field operation down to 5 mm (i.e. at least 10x closer than current solutions in the market). In addition, the simplicity of its hardware components will enable us to offer a radar sensor with the best value for money on the market (i.e. at least 2x cheaper than existing solutions).

Competitive advantages

Most of current mm-wave radar sensors are not commercialised as motion sensors, and therefore, they do not represent current competitors for OndoSense. However, if their manufacturers decide to enlarge their application scope and penetrate the motion sensor market, they can become potential competitors for preSense in the future.

PreSense's technical value is clearly higher than our competitors, while we are reducing the price with respect to the rest of existing products. This clearly moves our competitors to a value disadvantage and makes preSense the best value for money solution in the market.

ONDOSENSE

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Technologies and Use Cases

Analytics and A.I.

- Predictive maintenance
- Workforce productivity and efficiency

Internet of Things platforms

- Creating and running manufacturing applications

Target markets

Our main target market is Industrial Robotics, showing an opportunity window in Collaborative Robots where preSense's USPs greatly match the market drivers and needs.

During our expansion phase, once the European market is consolidated, we plan to penetrate the Asian market, being Japan, China, and South Korea the main target countries.



Company identification

- Name : PYRENEES SOFTWARE
- Website : www.pyrenees-software.com
www.sigscan.eu

Company history

- Year founded : 2018
- Founders : Fabien MAROTTE
- Headquarters :
31520 RAMONVILLE ST AGNE FRANCE
- Location : 22 rue Hermès

Contact details

- Name and last name of first contact person: Philippe COURTOIS
- Role of contact person: business development director
- Phone number: +33 665 74 88 75
- Email: philippe.courtois@pyrenees-software.com

References

- SIGSCAN product has been launched in January 2020, currently we have 1 customer: an Airbus supplier willing to track in real time their industrial assets in the premises.

Company presentation

Pyrenees Software is a French company created in April 2018, specialized in the development of innovative software solutions for Industry 4.0.

Wasted time for Locating a product, a package or a tool is a real problem in the industry.

“Indoor positioning systems” (IPS) application is the perfect solution to this problem within a workshop or a warehouse where GPS does not work.

But for small and medium industries there are one major obstacle for investing in these solutions: a very low Return On Invest (ROI) due to the cost of infrastructure and reluctance to change to digital solution in the workshop.

So, we focussed our R&D investment on designing the SIGSCAN solution to solve these problems

Competitive advantages

There are excellent Indoor positioning solutions in the market but we want to provide a new solution to Small and medium industries:

- A fast ROI with lower cost in infrastructure
- A user interface and KPIs adapted to industries

Another added value is to propose with the same solution to address both uses cases: industrial asset tracking and security rules in the context of COVID 19.

Technologies and Use Cases

Internet of Things platforms

- Production process performance tracking and remote factory monitoring

Target markets

We are targeting digital transformation of European small and medium industries in the context of Industry 4.0 program.

Our primary market is the French aerospace industry (airbus Tier 2 and Tier3), but in the context of covid 19 we have to diversify to other industrial sectors and to other European countries



Company identification

- Name: Remote Monitoring Services
- Website: www.ii40services.com

Company history

- Year founded: 2015
- Founders: Ibon Goikoetxea, Jose Maria Goikoetxea
- Headquarters: San Sebastian, Gipuzkoa, Spain
- Location: San Sebastian, Gipuzkoa, Spain

Contact details

- Name and last name of first contact person: Ibon Goikoetxea
- Role of contact person: CEO
- Phone number: +34667415990
- Email: ibon@ii40services.com

References

- SEMACE SL
- An Energy Products company
- Altzuetza Sagardotegia



ii4.0 SERVICES
REMOTE MONITORING SERVICES

Company presentation

We are a company of industrial engineers that have applied our experience into an **end-to-end solution to monitor equipment** that collects data directly from the equipment and analyses it using AI to offer real time supervision of the **equipment's health and performance**.

Our ultimate goal is to allow an improvement of **operational efficiency**, enable the gathering of **knowledge of the manufacturing process**, and offer a platform to provide **aftersales services**.

We work with industrial equipment users to provide remote monitoring of process and equipment operational parameters, and tracking of equipment **performance and production**, for different manufacturing industries.

We work with industrial equipment manufacturers and maintenance providers to offer a **platform for the remote diagnostics and delivery of aftermarket services** at individual and fleet level, that is applicable to new and also existing **legacy equipment**.

Competitive advantages

ii40_Connect has a competitive advantage because of the ability to **capture a truly comprehensive view of the machine operation** directly from the automation system, and because our experience enables us to focus on **process relevant parameters**.

ii40_Connect has a competitive advantage due to its bottom-up from-**automation-to-cloud approach**, its inherent **design to address the actual needs** experienced by production and maintenance stakeholders, and its applicability to new and **legacy equipment in different industries**.

REMOTE MONITORING SERVICES

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Technologies and Use Cases

Analytics and A.I

- Predictive Maintenance

Internet of Things platform

- Real time products/"digital twins" performance management
- Production process performance tracking and remote factory monitoring
- Real time asset (equipment, fleet) performance management

Target markets

- ii40_connect is targeting two different but related markets within manufacturing industry, identified by the different customer types: Market of Equipment manufacturers -customer type A- (Tier 1&2 OEMs) and end-users of industrial equipment -customer type B.
- Primary target markets are: Germany, Italy, France, UK, Austria, Finland, Czech Republic and Sweden.



Company identification

- Name: SenseGlove B.V.
- Website: www.senseglove.com

Company history

- Year founded: 2015
- Founders: Johannes Luijten, Gijs den Butter
- Headquarters: Molengraaffsingel 12, Delft
- Location: Netherlands.
- Adjuvo GdB B.V. (Gijs den Butter)

Contact details

- Name and last name of first contact person: Den Butter
- Role of contact person: CEO
- Phone number: 06-40147522
- Email: gijs@senseglove.com

References

- Products in market: SenseGlove DK1
- Customer testimonial: Malte Hedemann Lead digital realities at Volkswagen Group IT: «The next big step towards truly immersive VR training is to have haptic interactions. Therefor Volkswagen collaborates with SenseGlove to make this vision of scalable haptic VR training reality.»



Company presentation

SenseGlove enables its users to behave natural in Virtual and Augmented reality. SenseGlove has developed an interaction device that forces its users to interact similarly in this domain of spatial computing as they would do in real life. We can achieve this by adding the critical component of touch to the VR / AR simulations.

Though the SenseGlove's haptic feedback, the user can feel the stiffness and shape of virtual objects. The SenseGlove incorporates proprietary kinaesthetic feedback to simulate objects being manipulated in hand through the application of forces at the fingertip. Additionally, the SenseGlove includes vibrotactile feedback to simulate the textures and provide haptic cuing during interactions.

The combination of positional tracking, vibrotactile, and force feedback creates a more intuitive, immersive, and compelling experience in VR. We can offer more feedback to our users at a lower cost than our competitors, making us the most scalable haptic and force feedback solution for VR, and the most used haptic and force feedback glove on the market.

Competitive advantages

Digital prototyping offers quick iterations and low costs. Add SenseGlove to your simulations to gain the benefits of going digital without losing the fidelity of tactile, real-world prototype. With SenseGlove, it's possible to have virtual reality training with the same effectiveness and immersiveness as a real training. Experience the low cost of VR training with real-world muscle memory and retention.

SENSEGLOVE

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Technologies and Use Cases

Simulation and Augmented/Virtual reality

- Simulation techniques to organize factory layout and production flow

Target markets

SenseGlove targets industry players that need to maintain or building expensive hardware equipment. The main industries where this is the case are: Automotive, Aerospace, Offshore, Defence and (other) manufacturing industries. SenseGlove's solution can save cost for these companies and enables a quicker iterations regarding to design and production planning activities. SenseGlove usually collaborates with a VR / AR team or with IT innovation managers. Together with these departments we usually can find a suited first use-case within the company to start a first proof-of-concept.

Furthermore, SenseGlove targets research facilities like university labs or research institutions that perform research on new interactions in VR / AR or on tele-robotic controls.



Company identification

- Name: SimSoft3D SAS
- Website: www.simsoft-industry.com

Company history

- Year founded: 2013
- Founders: Philippe CRESPIEN, André JOLY, Leny TURMEL
- Headquarters: 1244 L'Occitane, 31670 Labège
- Location: France

Contact details

- Name and last name of first contact person: André JOLY
- Role of contact person: Co-Founder and General Manager
- Phone number: +33 (0)6 25 17 27 94 / +33 (0)5 31 61 85 10
- Email: andre.joly@simsoft-industry.fr

References

- « Today, the question is no longer whether a Smart Voice Assistant can revolutionize our industry, but HOW to integrate it into our production or maintenance processes »

Dominique Courtin,
Chief Innovation Manager, Vallourec



Company presentation

In 2013, Leny TURMEL, André JOLY and Philippe CRESPIEN create the SIMSOFT INDUSTRY software editor to develop a Smart Voice Assistant solution, 100% dedicated to the technicians of the industry 4.0. This Smart Voice Assistant called Spix, finds its operational application for operators in the industry in the integration of Spix.SKILLS in business applications like SAP and other business software. A specific acceleration and deployment program "Spixify Your Industry" provides a framework for the introduction of this type of innovation for technicians in the industry. SIMSOFT INDUSTRY brings together a team of experts, in software development, natural language experts, dialog experts, ergonomics, design and project management to perform the "try conversion" in Europe. In July 2018, IRDI Soridec Gestion and Bouygue Capital Venture invested in the company to secure its funding needs for the next 2 years. This creates the necessary conditions for the sustainability of the company.

Competitive advantages

In 2019, 100% of the digital managers, innovation managers or production leader have thought about introducing Smart Voice Assistance functions for their technicians. As we are few players (if not the only one!) in Europe exclusively focused on the industry, considering their constraints, the level of maturity of the market of low.

Our technical competitors in the market have disadvantages that SIMSOFT INDUSTRY has overcome: noise, no connexion, working language and response time, to name a few; are technical issues that we have overcome, making us a major competitor for the deployment of the Smart Voice Assistance services.

SIMSOFT INDUSTRY

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Technologies and Use Cases

Analytics and A.I.

- Workforce productivity and efficiency

Manufacturing applications

- Replacement of paper-work instructions, procedures with interactive work instructions

Target markets

We already cooperate with software providers in Europe, in the field of production (APRISO from 3DS) and in the maintenance (IBM Maximo).

Most of our industrial partners are international big companies.

Our main targeted countries are the main industrial one in Europe: Germany, Italy, Sweden, Norway, Netherlands, and Poland.



Company identification

- Name: Terakalis
- Website: www.terakalis.com

Company history

- Year founded: 2013
- Founders: Thierry ANTONINI (Chairman and Managing Director of the company), Wojciech KNAP (Scientific director of the company), Christophe ARCHIER (Technical and Industrial Director of the company), Frederic TEPPE (President of the scientific council), Pierre SOLIGNAC & Nina DYAKONOVA (Members of the scientific council)
- Headquarters: 256, rue de Thor, Montpellier
- Location: France

Contact details

- Name and last name of first contact person: Sabri BEN KHEMIS
- Role of contact person: Sale Engineer
- Phone number: +33603210347
- Email: s.benkhemis@terakalis.com



Company presentation

Terakalis, specialist of TeraHertz electromagnetic waves, designs and manufactures highly innovative devices for non-destructive control of inner defects or properties of materials. Fast technology with high sensitivity of detection to heterogeneities detection or anisotropy characterization, non-contact and non-harmful. Especially attractive for polymers, elastomers or ceramics as well as for multilayered materials, composite materials and assembled parts. Main applications: inner defects inspection, adhesive bonds and welding control, homogeneity and anisotropy control, defects inspection under packaging/coating, multi-layers thickness measurement. A full range of products, from lab to integrated equipment on production lines and handheld solutions for operational sites.

Competitive advantages

We offer a technology complementary to those already existing, allowing the development of innovative control means:

- «penetrating» because the performance of these materials is often linked to their internal properties,
- sensitive to low heterogeneities and anisotropy of materials,
- fast to meet productivity requirements,
- portable or integrable on robot,
- not harmful to human health.

TERAKALIS

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Technologies and Use Cases

Analytics and A.I.

- Predictive maintenance

Target markets

We work for all the markets that use different kind of materials, where we can cover a wide range of applications, like aeronautic, automotive, oil & gas and pharma.

We can work with platforms working on saving time on preparation, implementation of control, as well as on the control itself. We are interested in integrating intelligence into our systems so that they learn to recognize faults and allow the operator to intervene earlier.



Company identification

- Name: TwinswHeel
- Website: www.twinswheel.fr

Company history

- Year founded: 2005
- Founders: Vincent & Benjamin Talon
- Headquarters: Cahors
- Location: Village artisanal de Regourd 46000 Cahors

Contact details

- Name and last name of first contact person: Benjamin Talon
- Role of contact person: Président
- Phone number: + 33 (0)6 64 13 75 47
- Email: benjamin.talon@soben.fr

References

- Enedis
- Siemens
- Nissan
- Framatome
- Cdiscount
- Franprix
- Stef
- Intermarché
- Renault
- SNCF
- La Poste



Company presentation

For anyone looking to optimize their logistics, TwinswHeel offers mobile autonomous robots that carry all types of loads inside and outside. Thanks to their onboard intelligence and their agility, our droids are the most efficient and the most versatile.

Our robots are small vehicles with 2 or 4 or 6 wheels electrically powered. They are equipped with sensors that allow them to see and recognize their environment. Thanks to the artificial intelligence they embark on, they are able to move autonomously or by following a person, inside but also outside factories. We have developed several models that carry from 50 to 600 kg. Each model can be equipped with specific tools or fittings for all areas of the business. We have developed a concept of exchanging tools in less than a minute: Single Minute Exchange Droid. So, our robots are ultra-versatile both in terms of use but also in terms of control mode. So, we have exceptional rates of use of our robots thanks to their very high adaptability.

Competitive advantages

The fact that our robots are located by vision, there is no investment cost in modifying the factory. We arrive at extremely competitive prices thanks to our automotive sourcing.

TWINSWHEEL

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Technologies and Use Cases

Analytics and A.I.

- Workforce productivity and efficiency

Target markets

The markets we are targeting in factory are:

- Manufacturing industry: supply of production chains, transfer of sub-assemblies
- Industry: assistance to maintenance operators by bringing their tools and spare parts to the intervention site
- Logistics warehouses: order preparation, truck unloading / loading

The markets we are targeting in city are:

- Parcel delivery
- Meal delivery
- Assistance of craftsmen and workers



Company identification

- Name: UBLEAM
- Website: www.ubleam.com

Company history

- Year founded: 2011
- Founders: Samuel Boury / Olivier Mezzarobba
- Headquarters: 11 cours du 30 Juillet 33000 Bordeaux
- Location: Allees Jules Guesde 31000 Toulouse

Contact details

- Name and last name of first contact person: Samuel Boury
- Role of contact person: CEO
- Phone number: +33 609 416 957
- Email: samuel.boury@ubleam.com

References

- <https://www.usine-digitale.fr/article/total-va-deployer-le-logo-intelligent-d-ubleam-sur-une-quarantaine-de-ses-sites-dans-le-monde.N841730>



Company presentation

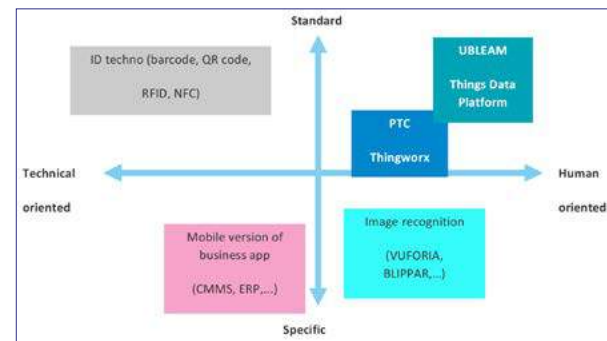
The new paradigm of our world is to provide more efficiency with less resources.

It leads to sustainable infrastructures and efficient operations. Nevertheless, covid crisis pushes us in reinventing the way we share critical assets and drive new businesses with digital.

Ubleam is a start-up that created a smart platform for asset management allowing to ease on-the-fields operations and catch new data.

It is a disruptive approach to connect everything using existing mobile devices, enriching everyday people life and deleting waste of paper and time. Useful data is stored in a secured cloud and can be shared with multiple assets shareholders: final user, maintenance technicians, subcontractors, auditors, suppliers, manufacturers/OEM: this data shall be able to contribute to preventive then predictive operations such as maintenance and logistics but should contribute to a more sustainable design of assets and therefore a new ethical business model based on valuable services more than scheduled obsolescence.

Competitive advantages



Technologies and Use Cases

Analytics and A.I.

- Inventory and parts optimization
- Predictive maintenance
- Workforce productivity and efficiency

Manufacturing applications

- Replacement of paper-work instructions, procedures with interactive work instructions

Internet of Things platforms

- Real-time products/"digital twins" performance management
- Real-time asset (equipment, fleet) performance management

Simulation and Augmented/Virtual reality

- Creating and running manufacturing applications

Target markets

Key market: Enterprise Asset Management.

Ubleam focuses its position by disrupting the way to aggregate assets data from and for multiple users on the field.

Company identification

- Name: VSight
- Website: <https://www.vsign.io>

Company history

- Year founded: 2019
- Founders: Cihat Kahraman, Ismet Ozmen
- Headquarters: Vilnius, Lithuania
- Location: Vilnius, Lithuania

Contact details

- Name and last name of first contact person: Cihat Kahraman
- Role of contact person: Director of Business Development and Co Founder
- Phone number: +37066335985
- Email: cihat@vsight.io

References

- "VSight Remote has created new ways for our business to improve productivity, enhance quality and create a safer work environment".
(Ekrem Ozcan, General manager at OTAM)



Company presentation

Manufacturing companies are losing €20.000 per minute because of industrial machinery downtime. VSight Remote enables experts to connect to the field, which is the point of impact, instantaneously and solve the problems remotely. 2-way video and audio communication, PDFs, manuals, step by step instructions and 3-D models are represented into the real world with VSight Remote Augmented Reality (AR) support. Also, by integrating VSight with company's existing PLM and other systems gives the power of the knowledge to the field worker. Overall, problems are solved in shorter time with less expenses.

Competitive advantages

USPS: VSight has HD video and audio adaptive quality, multiplatform support (PC, mobile, smart glasses), easy to onboard, rich set of collaboration features.

VSIGHT

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Technologies and Use Cases

Simulation and Augmented/Virtual reality

- Remote control of industrial robots using augmented/virtual reality
- Creating and running manufacturing applications

Target markets

Germany, Italy, Poland, and Sweden markets are the ones that has the highest manufacturing production. We would like to explore those countries first.



Company identification

- Name: xabet
- Website: <https://xabet.net/>

Company history

- Year founded: 2017
- Founders: Xabier Etxeberria (former CEO of Siemens Gamesa), Alberto Conde Mellado (former founder and CEO of NEM Solutions)
- Headquarters: Donostia, Spain
- Location: Donostia, Gipuzkoa, Spain

Contact details

- Name and last name of first contact person: Alberto Conde Mellado
- Role of contact person: co-founder and CEO
- Phone number: +34 669436701
- Email: alberto@xabet.net

References

- ArcelorMittal
- insertex
- Herrekor
- Ik4 Tekniker
- Ikor
- Ulma
- CIE Automotive
- Edertek
- Ampo
- Repsol
- Ferrero
- Enerfin



Company presentation

During the last 3 years, xabet has developed an open and intelligent digital platform capable to predict the future of companies. Based on Analytics and A-I, X-Dwall is the new generation of Internet of Things Platform, running our own digital twins but offering a way to implement in the platform third parties algorithms and A.I. developments very easy. As a unique feature, X-Dwall has an innovative and revolutionary way to manage thousands of variables with a smart labelling technology we developed and based in our own design system for the whole digital platform. These assets are key to address accurate digital twins and expert solutions for decision making and future prediction without third parties dependency.

Competitive advantages

Most of the time our proposal is compared with two kinds of competitors. On one hand, big consultancy companies like Accenture, Deloitte, Capgemini, or similar. They have the channel and the strategy but they do not have a digital asset and they need commercial solutions to be integrated within their customers. In fact, some of these companies are in touch with us to cover this part using our own digital platform without any kind of dependencies of a big company and in a co-creation model. In fact, Spanish companies in the main stock market in Bolsa de Madrid (Spain) are awarding contracts to our company instead of big consulting companies thanks to our combination of industrial and business experience and technological framework and own digital platform in co-creation model. In the other hand, other startups focused on data analytics are offering similar services of predictive analytics as we do, but without a solid understanding of the industrial business as we perform and without an industrialization process as the one we develop thanks to our more than 80 years of aggregate experience in industrial companies. We can conclude that we offer a hybrid business model with the best-added value of a big consultant for industrial projects with a flexible and agile approach of a start-up.



Technologies and Use Cases

Analytics and A.I

- Inventory and parts optimization
- Predictive Maintenance
- Workforce productivity and efficiency

Manufacturing applications

- Process visibility apps and substitute of physical whiteboards with digital dashboards

Internet of Things platform

- Real time products/"digital twins" performance management
- Utility and energy management
- Production process performance tracking and remote factory monitoring
- Creating and running manufacturing applications
- Real time asset (equipment, fleet) performance management

Target markets

- Food and beverage, Manufacturing, Logistics, Renewables.





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