

Knowledge-Based Manufacturing & Technical Support
KIAMI integrates manufacturing knowledge
with AI-based Troubleshooting and Smart Maintenance

Manufacturing pain-points that we solve

- Ineffective failures' diagnosis & troubleshooting
- Technical & operational workforce aging and retirement
- Long learning curve of new technicians & operators
- Insufficient problem-solving by operational staff (20-50%)
- Limited knowledge sharing across teams and sites
- Inefficient work: time-consuming and cumbersome



The impact on the manufacturing process

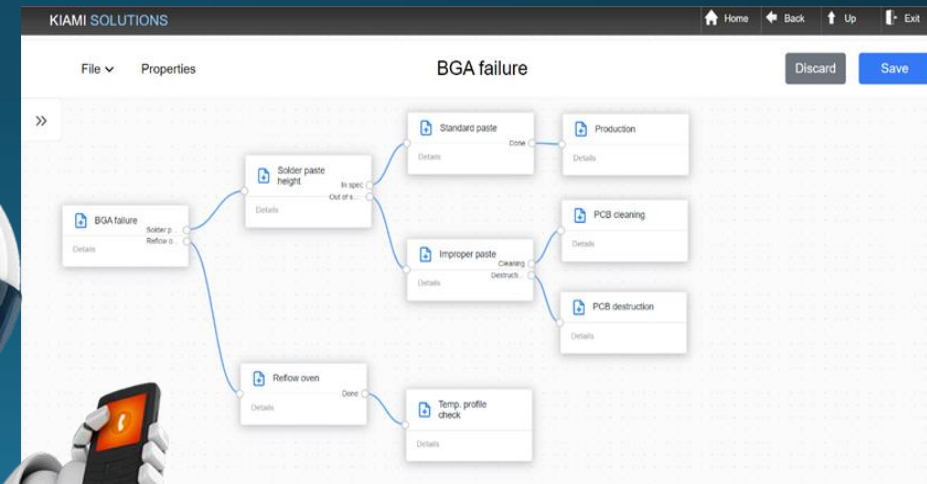
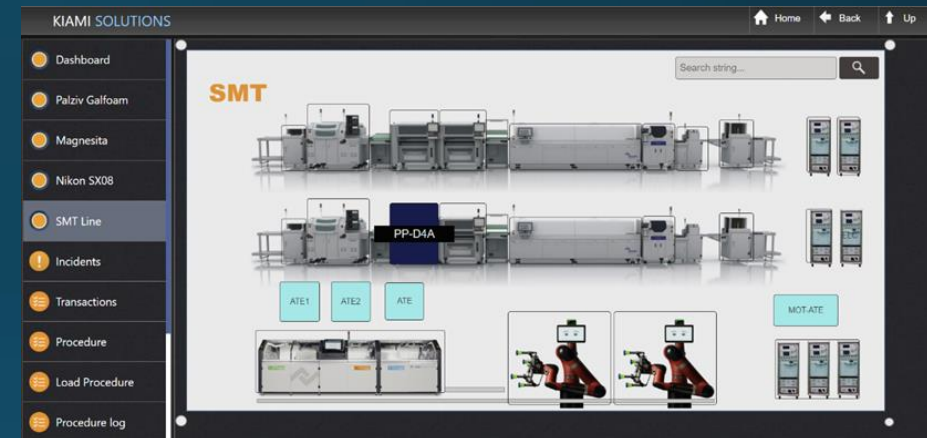
Long downtimes, low efficiency, poor quality,
materials waste, overloaded technical manpower,
expensive spare parts...

that can kill the bottom-line!



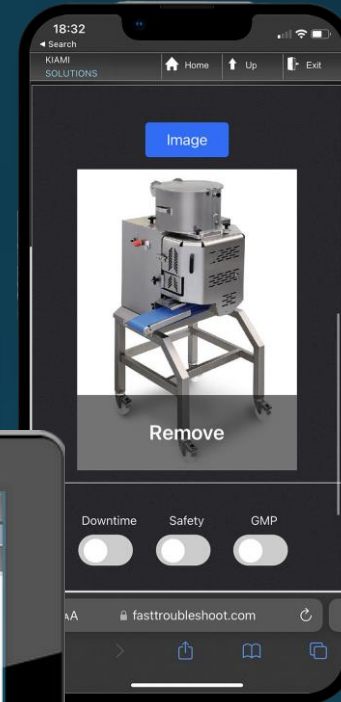
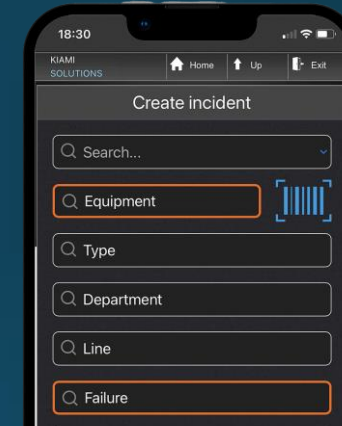
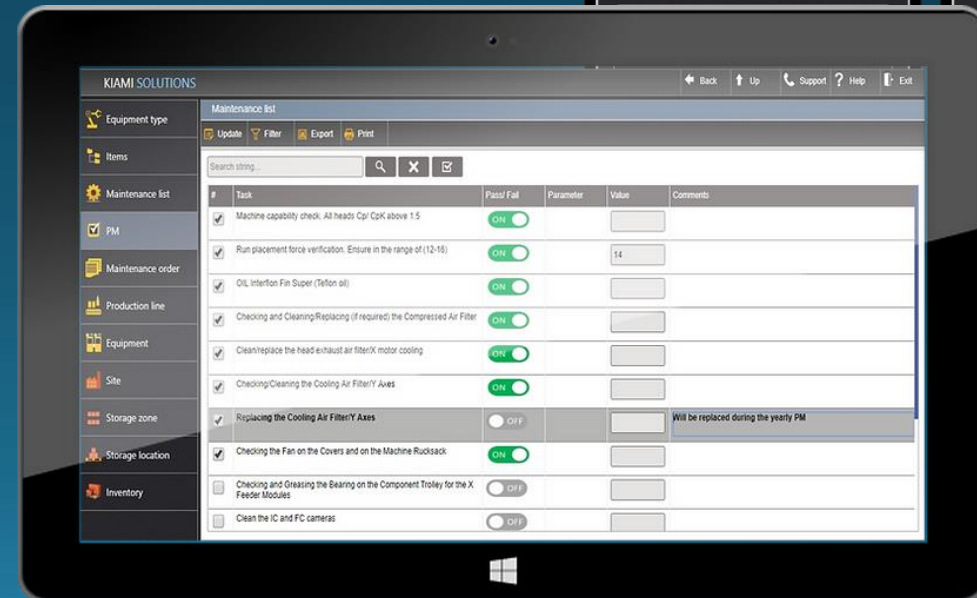
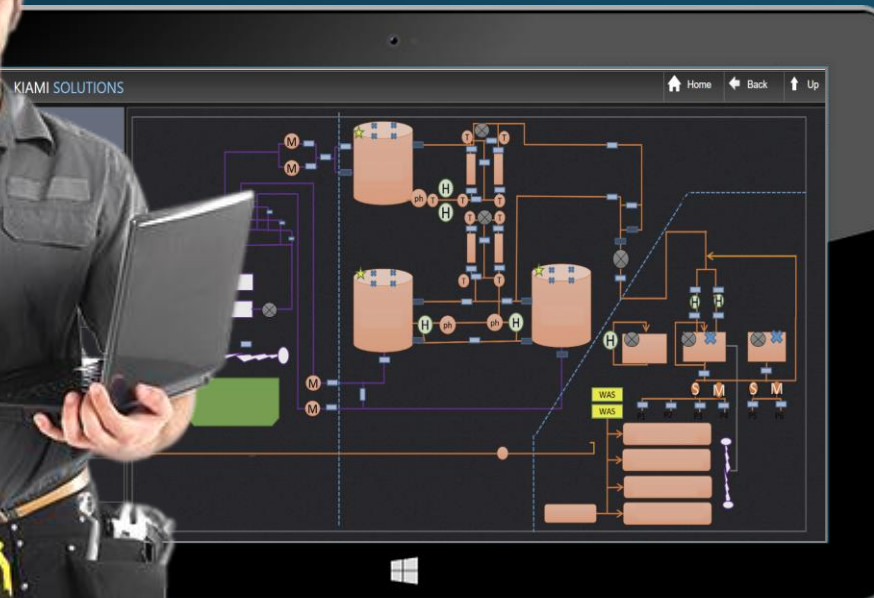
KIAMI injects knowledge & AI into manufacturing

- Continuous training and collaboration
- Self-service by line-operators
- Failures' diagnosis & repair optimization
- Experts' wizard for complex failures
- Smart & collaborative maintenance

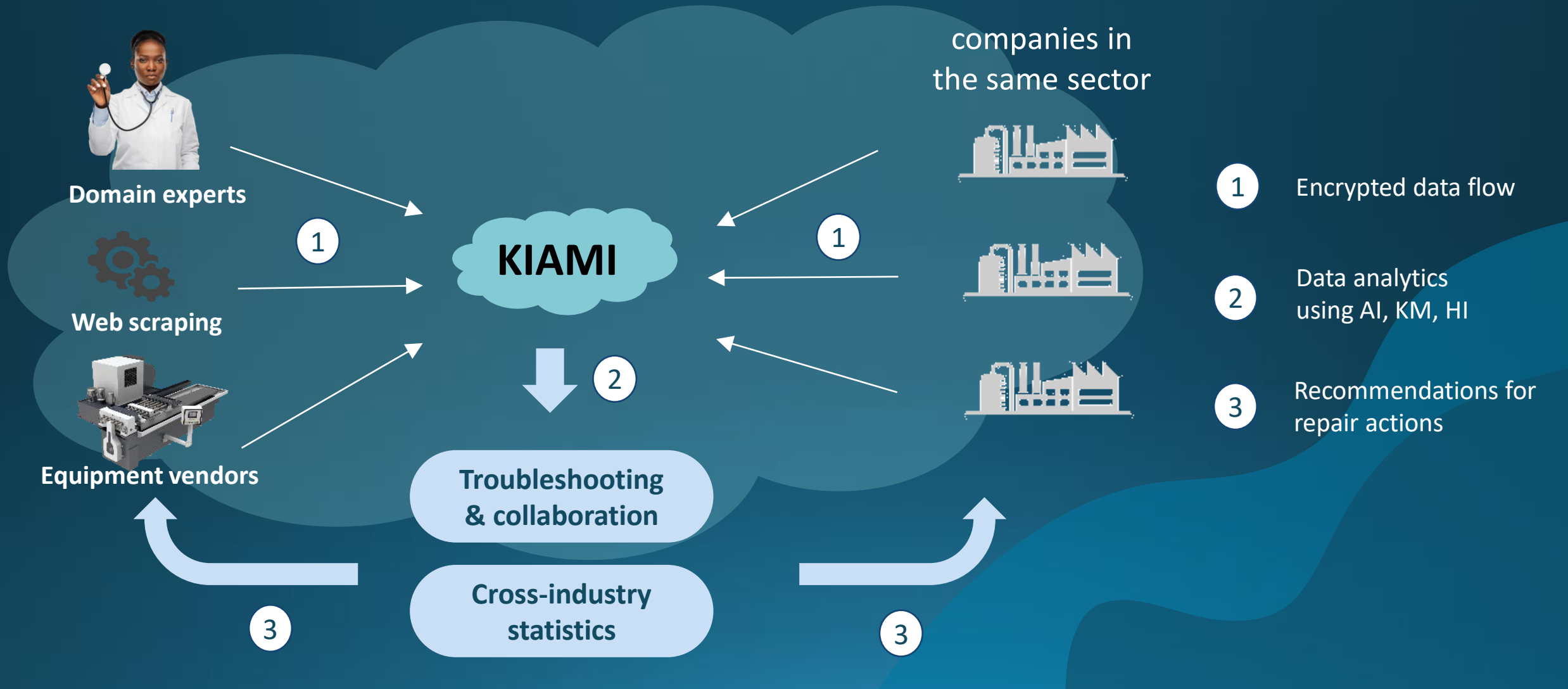


KIAMI injects knowledge & AI into manufacturing

- With clear visualization of factory & machines
- Simple, intuitive and mobile-friendly



Enabling global collaboration across industrial sectors



Target market: mid-large size manufacturing, equipment and utilities

First site out of 60 sites

teva

11 sites in Europe

flex



Ayalon Sewage Plant



build better™
DIRTT
3 sites in North America



- Reduce downtimes of complex failures (3 hours > 0.5 hour)
- Operator self-service reduces support calls by 40%
- Reduction of 25% in maintenance personnel
- Reduce the learning curve for new hires by 50%



Teva is an Israeli multinational pharmaceutical company with 60 manufacturing sites



- Retain experienced employees' knowledge and "know-how"
- Shorten learning curve of new technicians
- Reduce downtimes and material waste

"Since KIAMI was implemented, failure repair times are shorter. The implementation was a wonderful process that made our team more professional and more collaborative."

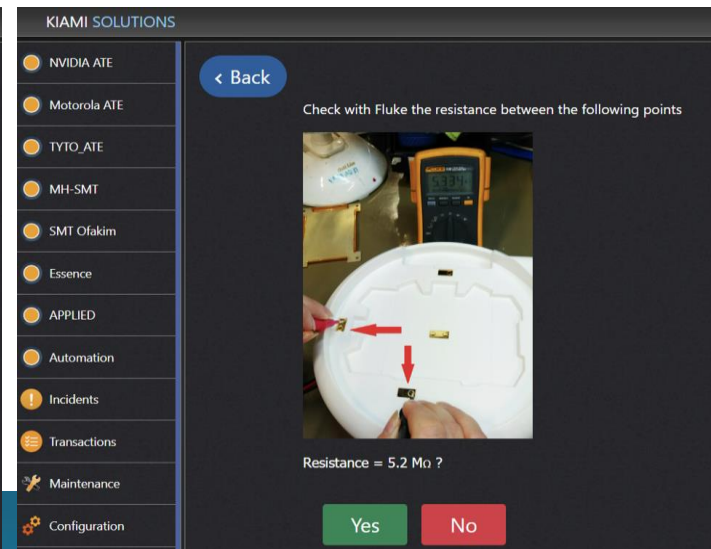
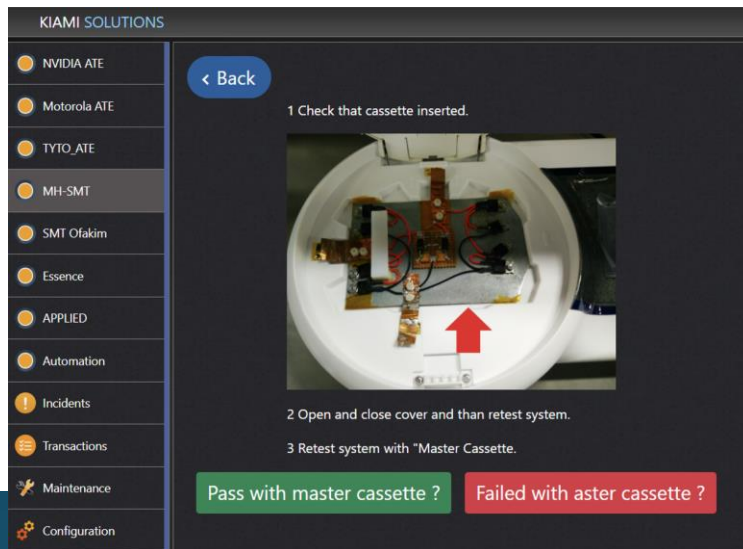
Elon Shaked, Palziv's maintenance manager



FLEX – GLOBAL ELECTRONICS ASSEMBLY CONTRACTOR

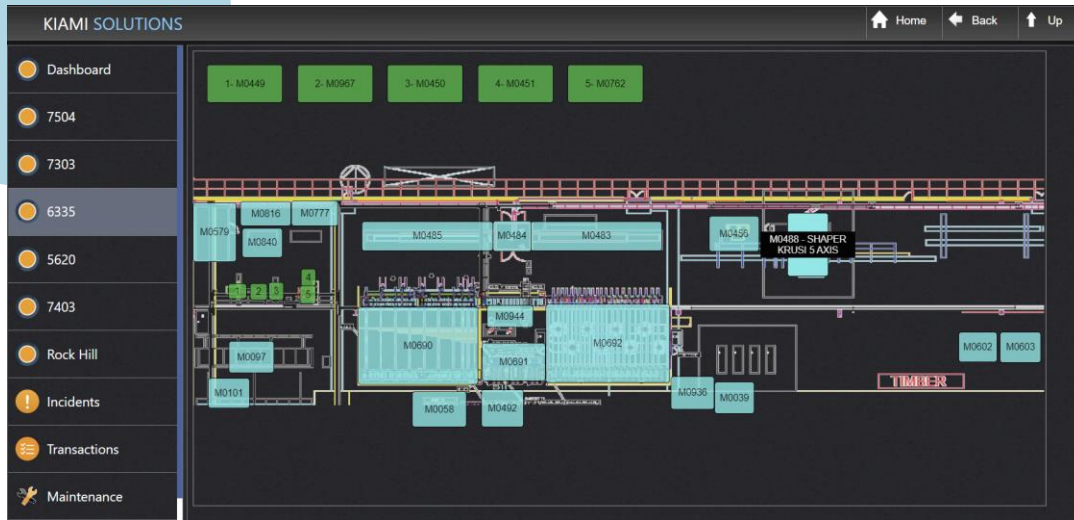


- Best practice collaboration across 11 sites in Europe
- Reduce downtimes and improve quality
- Real-time troubleshooting on top of a monitoring system
- Self-service by line operators

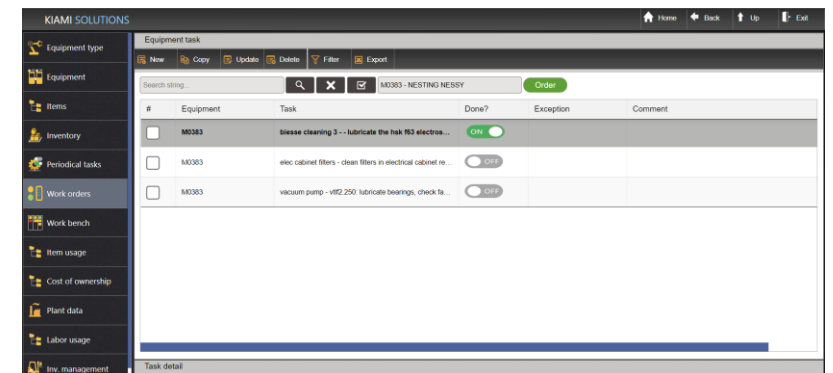
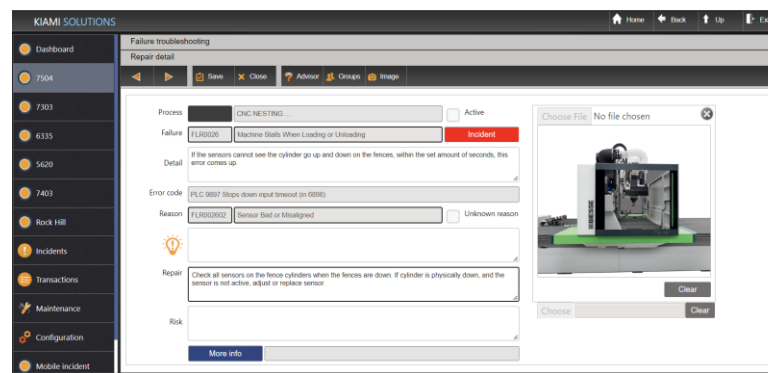
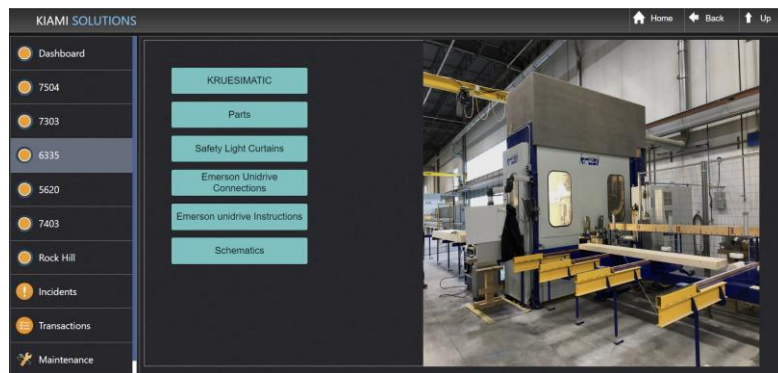


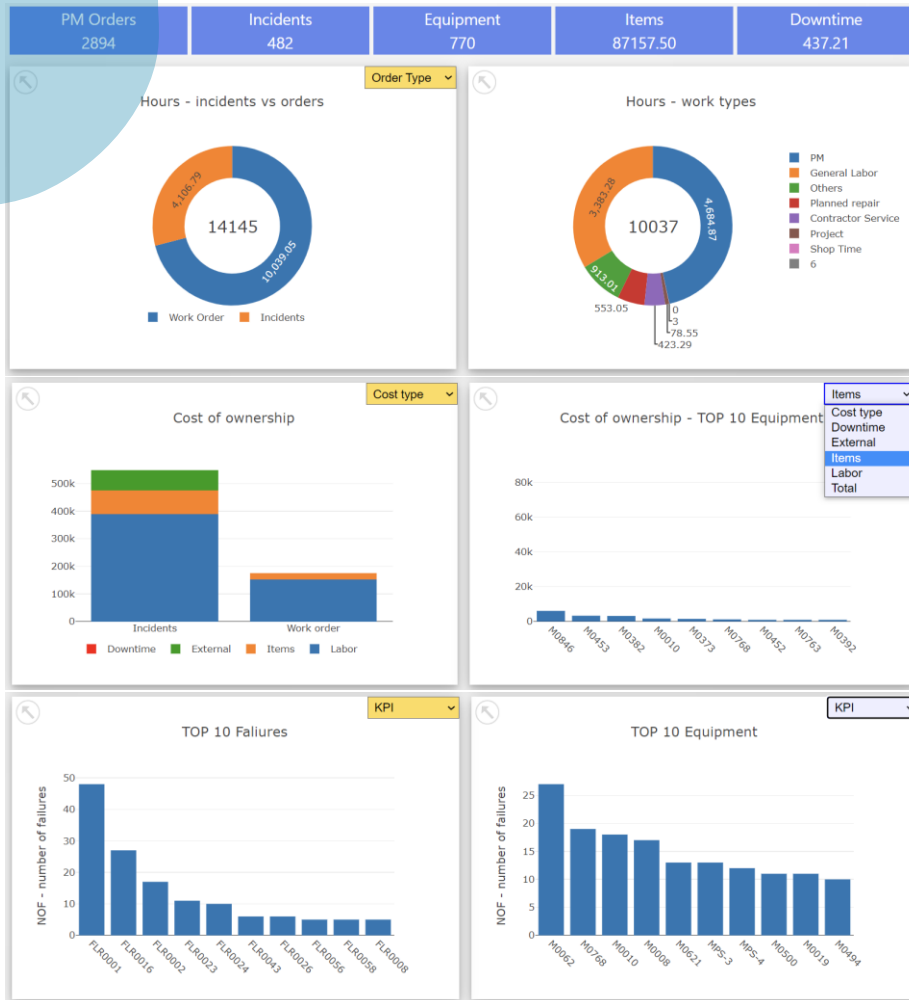
- Avoid human errors
- Track manufacturing tasks
- Train new employees

DIRTT – ENVIRONMENTAL SOLUTIONS



- Factory equipment layout
- A knowledge center for each equipment
- Collaborative Troubleshooting
- Dynamic check-lists for PM and operational tasks
- Guided digital-procedures





Better financial & maintenance KPI's:

- Equipment
- Labour
- Spare-parts
- Sub-contractors
- Vendors
- Downtimes

Smart Troubleshooting

Knowledge Management

Maintenance Management

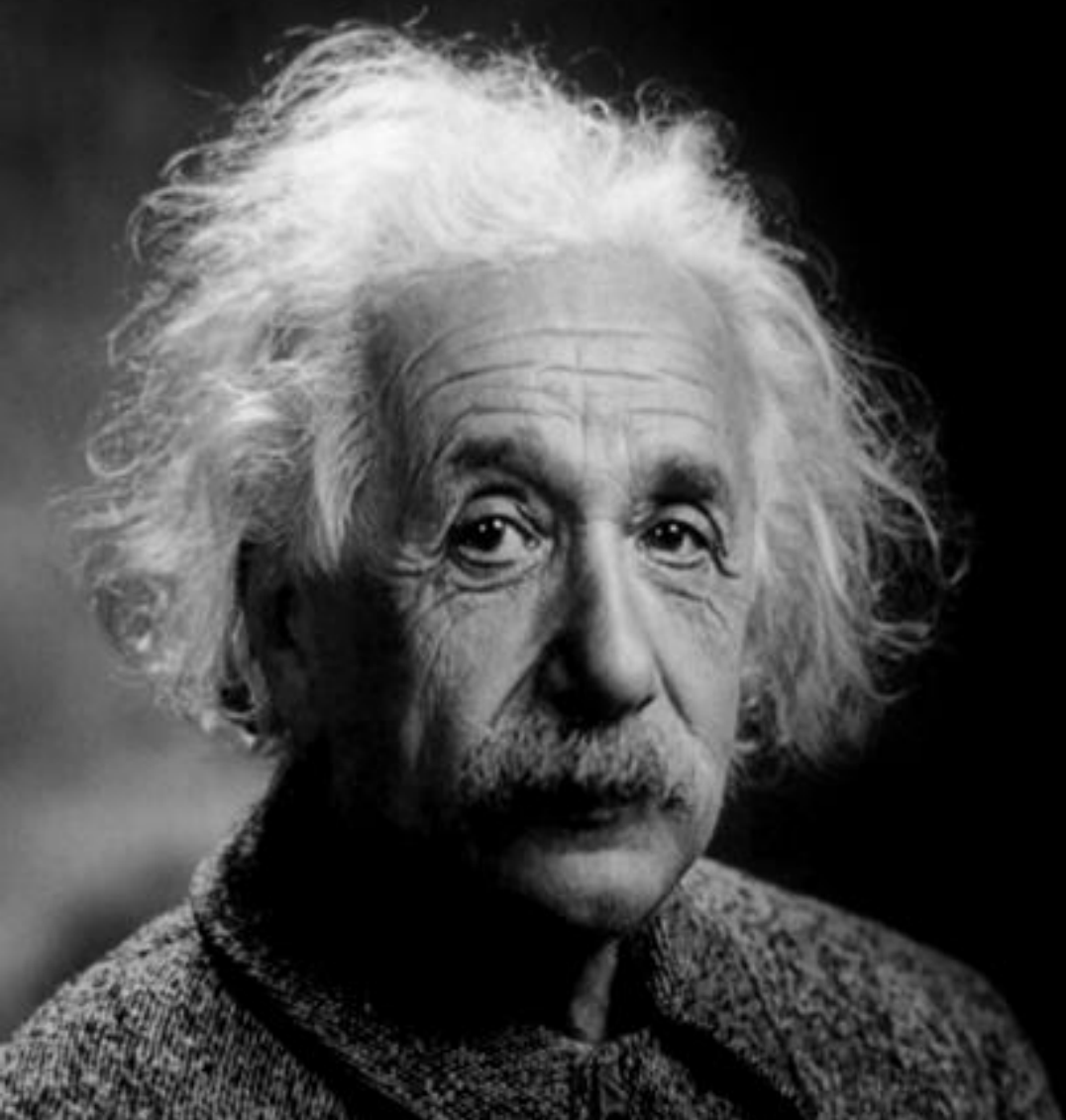
Incidents Management

Digital Procedures

Dashboard

Low-cost initiatives with rapid execution that raise manufacturing efficiency and quality:

- Best practice cross-team and cross-site collaboration
- Keep and spread knowledge from experts
- Greater technical and operational professionalism
- Rapid employee learning curve
- Manpower reduction
- Reduce downtimes, parts costs and waste



“If I were given one hour to save the world, I would spend 59 minutes defining the problem and one minute solving it.”

Albert Einstein



Arie Maor,
CEO

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Leadership



Arie Maor, Founder & CEO

Over 25 years in industrial technical & senior management positions.

Expert in predictive maintenance systems and patent holder



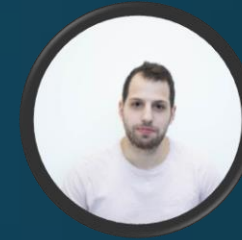
Yuval Shamir, CTO & CS

Over 30 years in information systems and senior management positions in global enterprises



Ron Kenan, US Manager

Over 30 of BD and Sales experience in C-level positions



Ofek Lahav, R&D Manager

AI & web development expert.

Advisory Board



Yoram Kornatzki, PhD in computer science, SaaS architect and AI expert

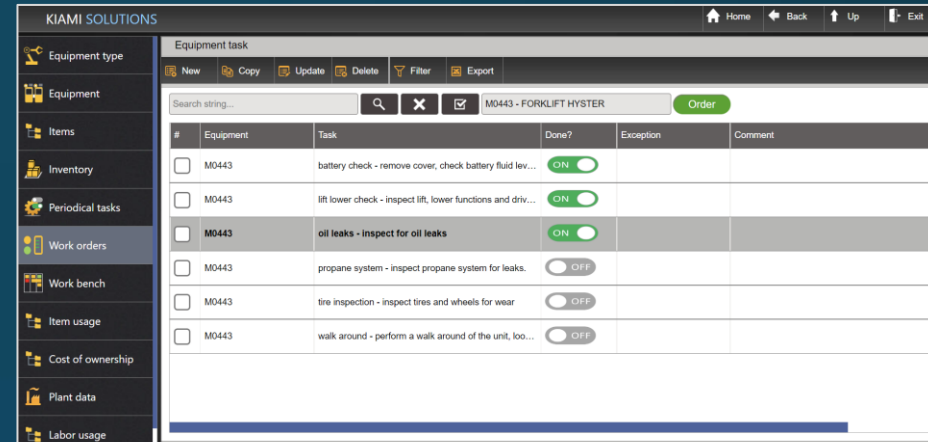


Nader Genaim, DevOps and security expert

KIAMI injects knowledge & AI into manufacturing

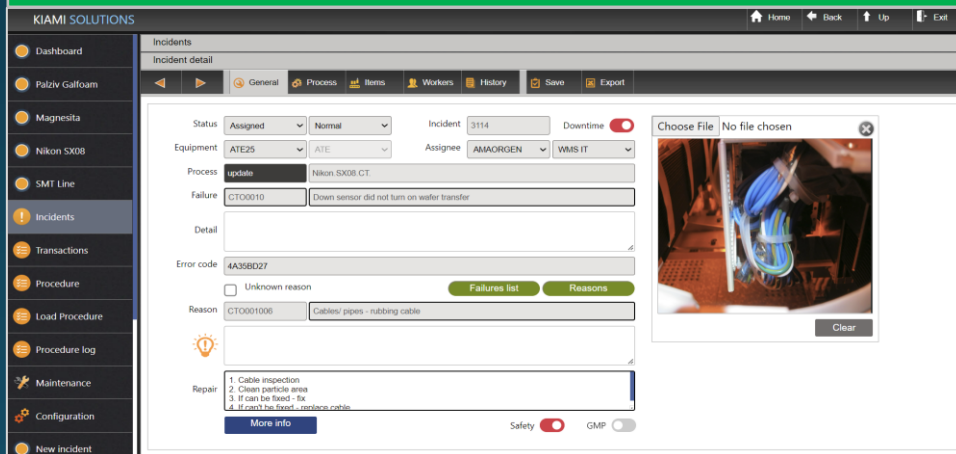


Smart Troubleshooting & Knowledge Management

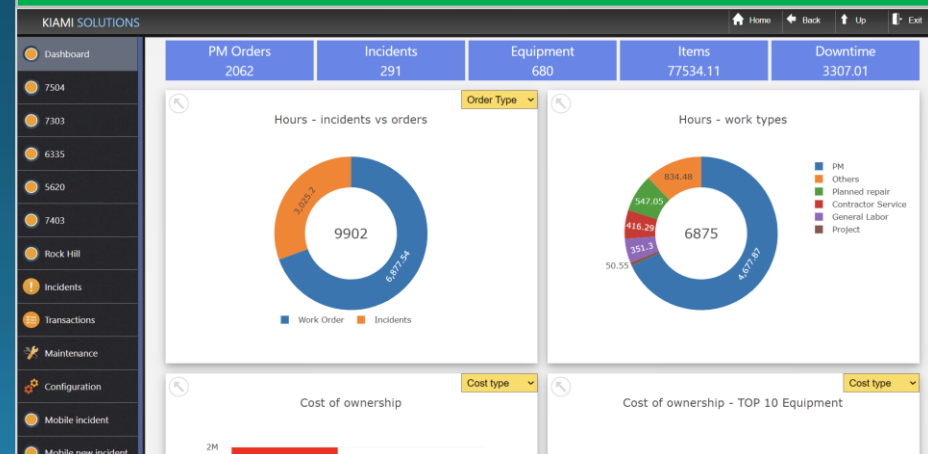


Maintenance Management (EAM/CMMS)

Incidents Management



Advanced Analytics



Competitive Landscape

EAM/CMMS

TROUBLESHOOTING

Functionality					
Maintenance Management EAM & CMMS	Yes	Yes	No	No	Yes
Troubleshooting	LOW	LOW	MID	HIGH	HIGH Including real-time
Knowledge Collaboration	LOW	LOW	MID	MID	HIGH
Technical Training	LOW	LOW	HIGH	LOW	HIGH
User experience	WEB	WEB	WEB	WEB	Digital Factory

KIAMI provides holistic solution for technical support with expert troubleshooting and knowledge collaboration

Business model and go-to-market

Business model

- Monthly/annually RR (user/ site)
- Professional services

Go to market

- Direct sales
- VARs, integrators and strategic partners
- Partnerships with equipment providers
- Partnerships with leading ERP, CMMS, CRM
- Focus on mid-large size companies with several sites
- Quick & simple trial option
- Fast customers' onboarding

Industry trends and challenges

Challenges

- Smooth and tight Integration with other information systems (ERP, CMMS, SM, MES, CRM)
- Integration with manufacturing equipment
- Creating a common knowledgebase per industrial sector
- Change management: creation of a knowledge collaboration “culture”

Opportunities

- Industry 4.0, AI, IIoT, digital transformation
- Shifting from on-Premises to SaaS
- Emerging mobile-first solutions
- Adding knowledge collaboration & crowd wisdom

