

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...

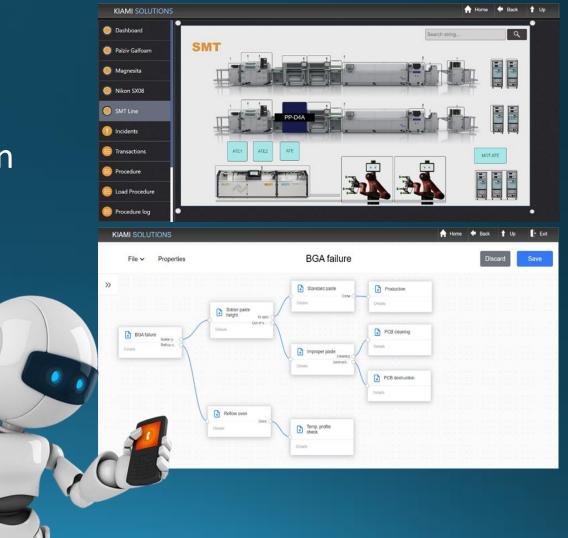
that can kill the bottom-line!





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

KIAMI SOLUTIONS

🛫 Equipa

Item

Maintenance lis

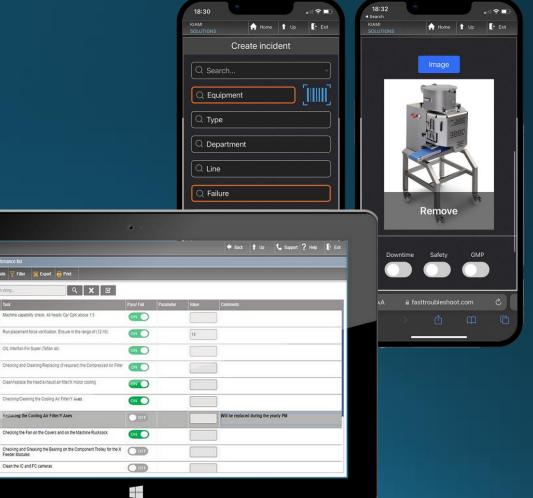
Equipme

Storage zon

🙏 Storage locatio

Inventory

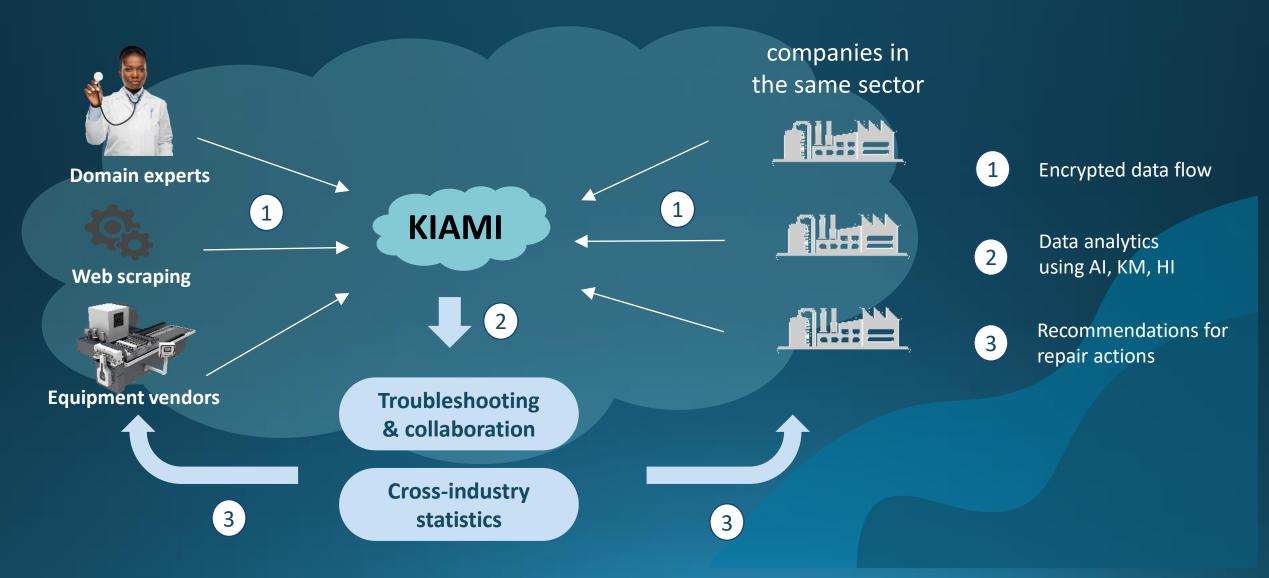
- With clear visualization of factory & machines
- Simple, intuitive and mobile-friendly







Enabling global collaboration across industrial sectors





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



TEVA PHARMACUTICALS



teva

- 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

PALZIV – POLYETHYLENE FOAMS MANUFACTURER



- 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



KIAMI SOLUTIONS

NVIDIA ATE

Motorola ATI

🔵 MH-SMT

SMT Ofakim

Fssence

APPLIED

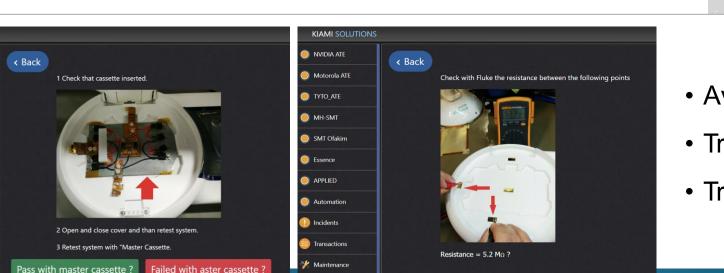
Automation

Incidents

Maintenan

🧬 Configuration

- 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



Configuration

Yes



KPAM

Smart • Intuitive • Effective

Estonia

ithuania

Mock

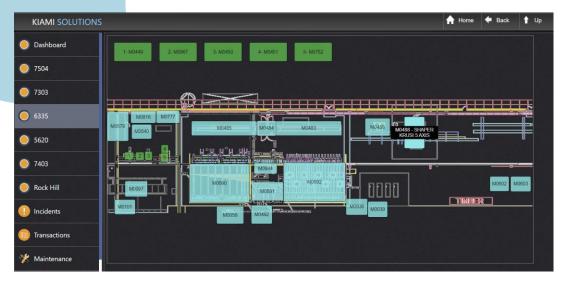
Avoid human errors

Unite

- 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

KIAMI SOLUTIONS		KIAMI SOLUTIONS		KIAMI SOLUTIONS					🕈 Home 💠 Back 🕇 Up 🜓 Exit	
Dashboard		Dashboard	Failure troubleshooting	Sequipment type		pment task				
		7504	Repair dottal	Equipment	R New	w 陷 Copy 🗊 Updat	e 🐻 Delete 🏹 Filter 🗷 Export			
7504	KRUESIMATIC	7504			Searc	h string	R 🗙 🗹 M0383 - NESTING N	85Y	Order	
7303	Parts	0 7303	Process CANCINESTING Active Choose File No file chosen	tems	#	Equipment	Task	Done?	Exception	Comment
		6335	Fallure FLR0028 Machine Stalls When Loading or Unloading Incident	🍰 Inventory		M0383	blesse cleaning 3 lubricate the hsk f63 electros.			
6335	Safety Light Curtains	5620	Detail The sensors cannot see the cylinder go up and down on the fences, within the set amount of seconds, this Detail error comes up.	😴 Periodical tasks		M0383	elec cabinet filters - clean filters in electrical cabinet re.	OFF		
<u> </u>	Emerson Unidrive Connections	7403	Error code PLC 10097 Steps down input timood (in 0099)	Work orders		M0383	vacuum pump - vtft2 250: lubricate bearings, check fa.	OFF		
7403	Emerson unidrive Instructions	🦲 Rock Hill	Reason FLR022002 Sensor Bad or Mostigned	Work bench						
🔵 Rock Hill	Schematics	Incidents		🎦 Item usage						
		Transactions	Repair Orace all sensors on the femon plenders when the femons are down. If cylinder is physically down, and the amount is not active, adjust or replace sensor.	Cost of ownership						
Transactions		🧚 Maintenance	Choose Char	Flant data						
🥳 Maintenance		Configuration	More info	Labor usage	Task	detail				

DIRTT – ENVIRONMENTAL SOLUTIONS





Better financial & maintenance KPI's:

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

SUMMARY



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

www.kiami-solutions.com Arie.maor@kiami-solutions.com Cell: +972-54-8885706

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 Al & web development expert.



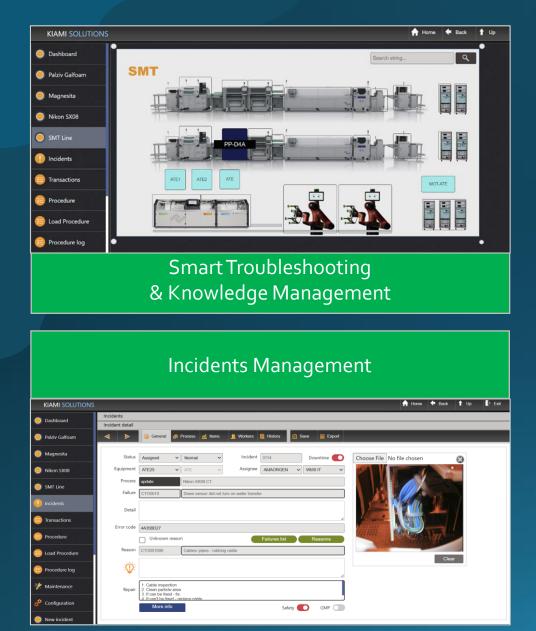


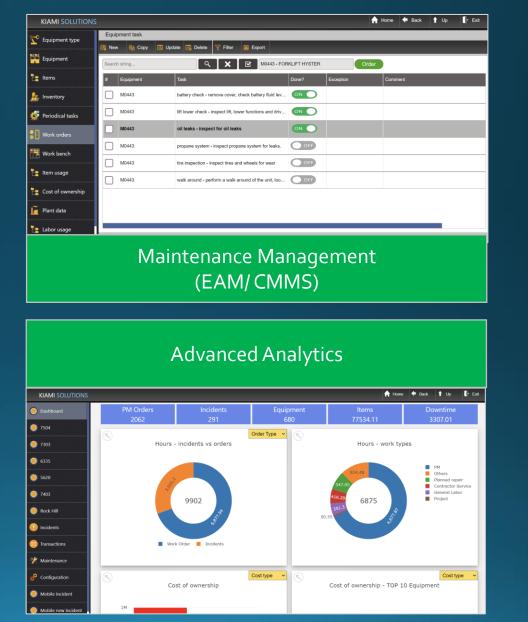
Yoram Kornatzki, PhD in computer science, SaaS architect and AI expert



Nader Genaim, DevOps and security expert

KIAMI injects knowledge & AI into manufacturing





KPAM

Smart • Intuitive • Effective

Competitive Landscape



	EAM/CMMS TROUBLESHOOTING					
Functionality	IBM maximo	Fiix	Poca	, aquant	Smart • Intuitive • Effective	
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, lioT, digital transformation
- Shifting from on-Premises to SaaS
- Emerging mobile-first solutions
- Adding knowledge collaboration & crowd wisdom

