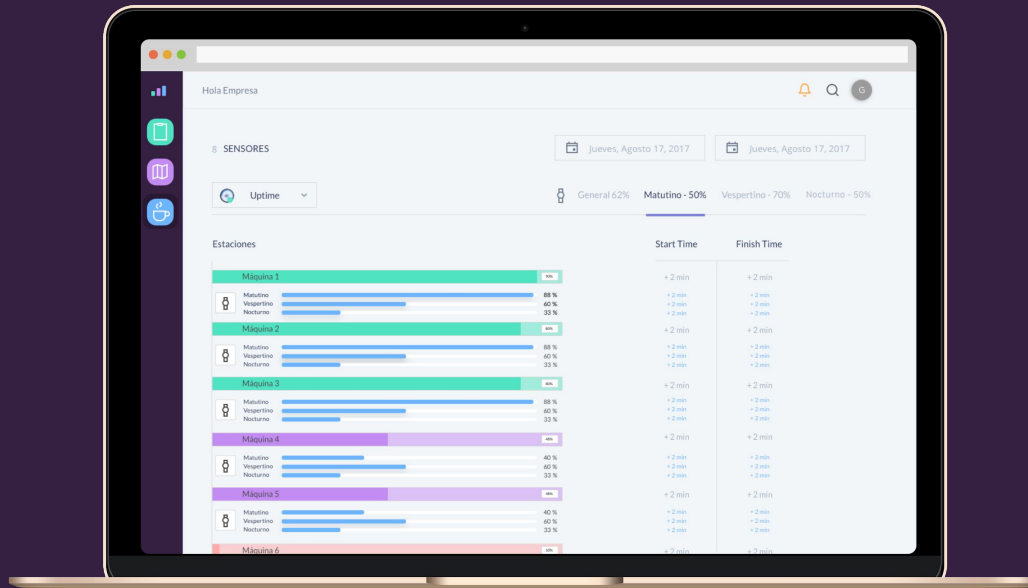
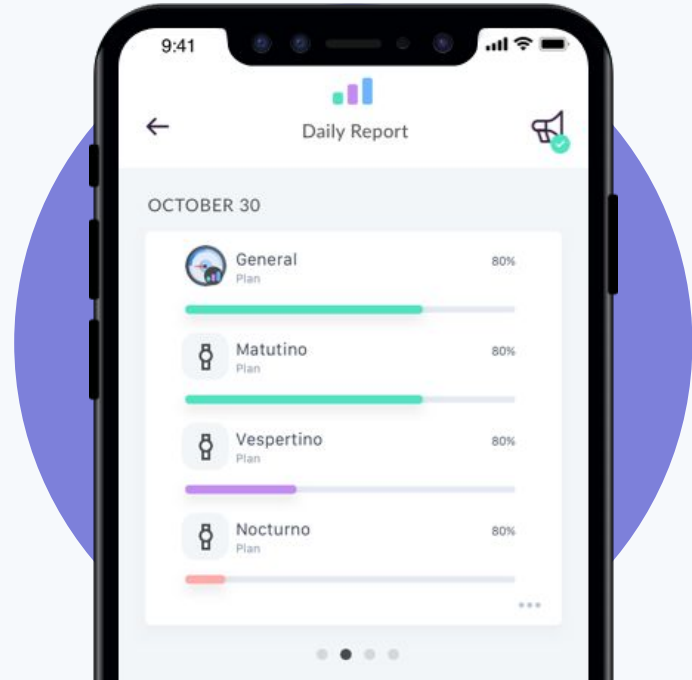


# Non-Invasive, user-friendly digitization tools to improve productivity on the production floor



# Inefficient Processes Hurt Your Company





**Production floor traditional digitalization solutions are risky, costly, complex and difficult to understand, use and integrate**



**But floor digitalization should not be expensive, complex or risky, it should be accessible to everyone**



We've created a solution :)



# Siloed, difficult-to-use floor systems complicate processes and hamper operations

1%

Floor data being used

30%

Revenue losses

0

Business insights

0

Improvements

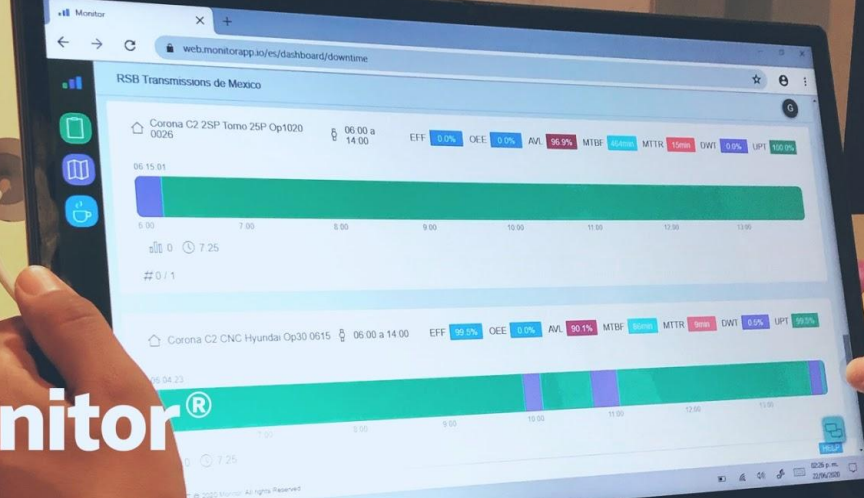
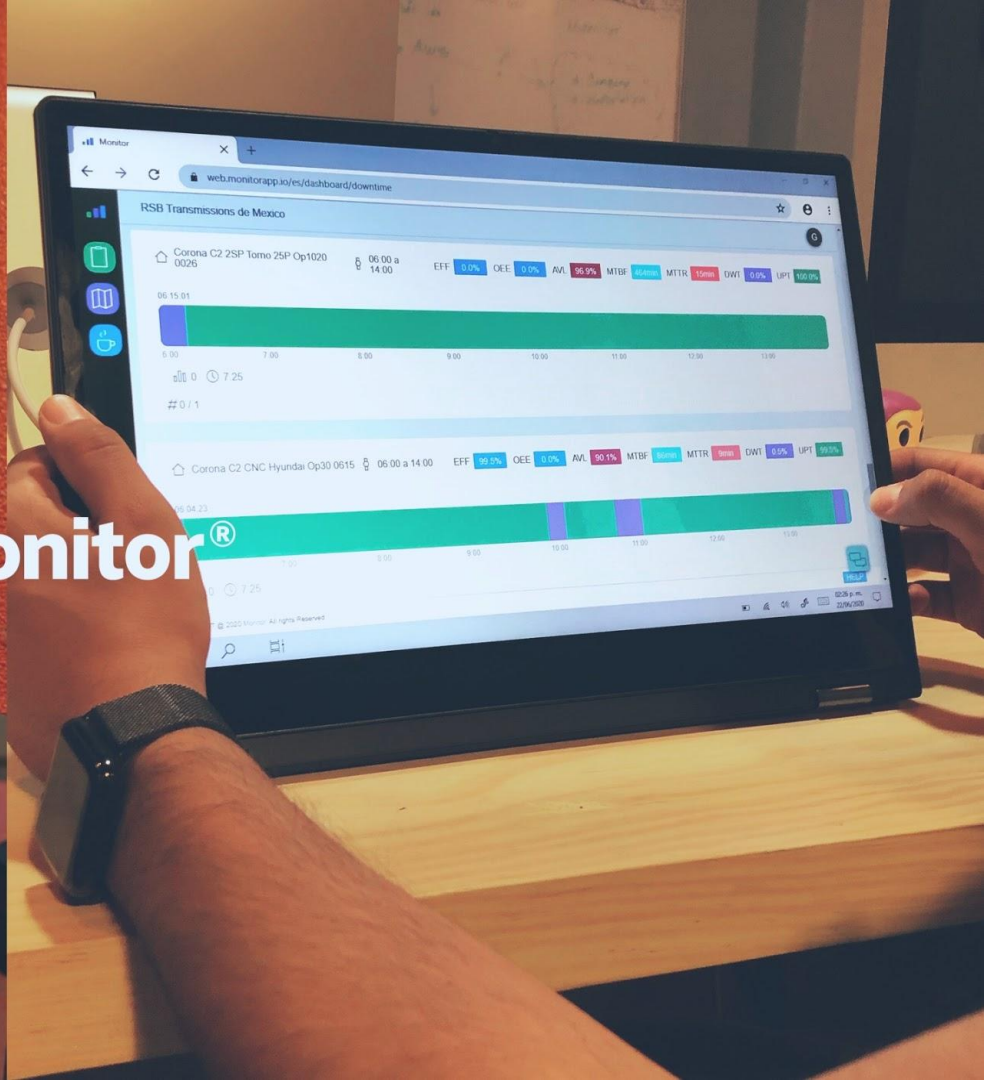
## Floor Blindness

Poor production floor visibility and manual key data input lead to inefficiencies and delays that results in low productivity and economic losses.

Monitor®



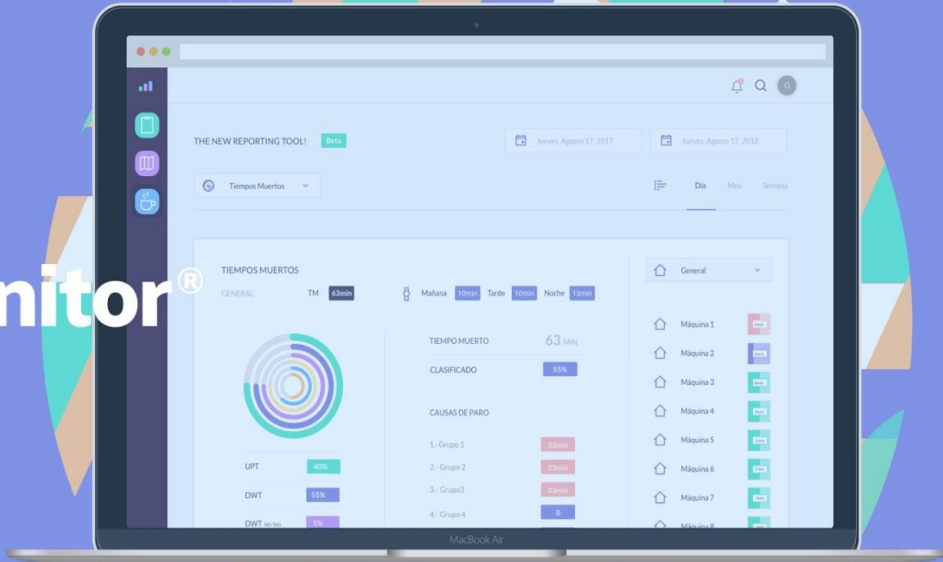
Monitor®





Monitor®

Monitor®



THE NEW REPORTING TOOL! [Info](#)

Jueves, Agosto 17, 2017

Jueves, Agosto 17, 2018

Tiempos Muertos

Dia Mes Semana

TIEMPOS MUERTOS

GENERAL TM 63min

Mañana 10min Tarde 10min Noche 15min



TIEMPO MUERTO 63 MIN

CLASIFICADO 55%

CAUSAS DE PARO

- 1- Grupo 1 23min
- 2- Grupo 2 13min
- 3- Grupo3 23min
- 4- Grupo 4 0

General

Máquina 1

Máquina 2

Máquina 3

Máquina 4

Máquina 5

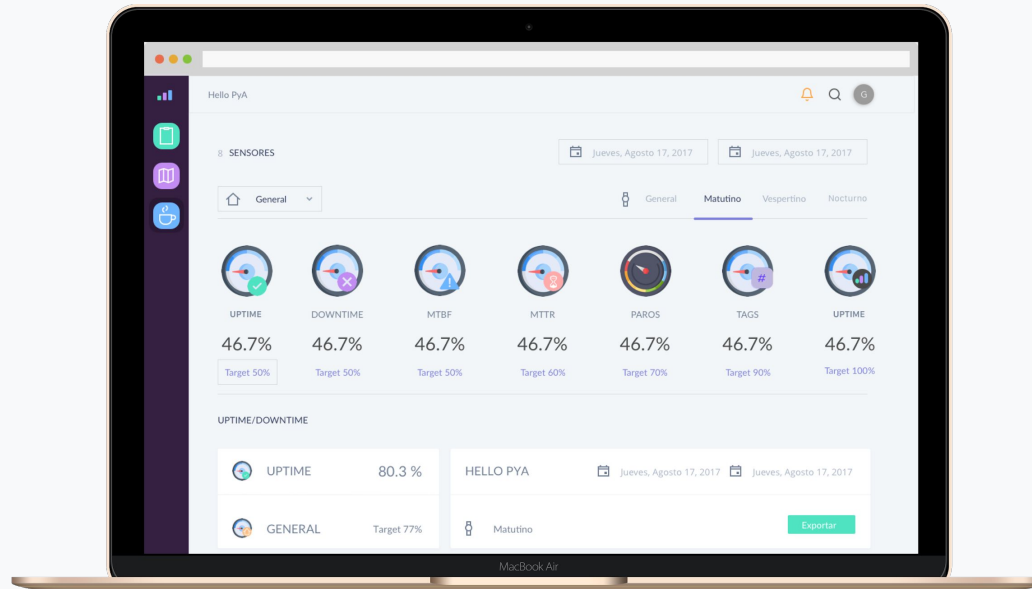
Máquina 6

Máquina 7

MacBook Air



# Monitor App® is a plug and play IoT tool for extracting, processing and displaying floor data in real time



# Architecture & Tech

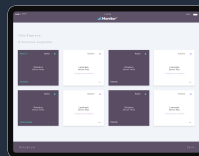
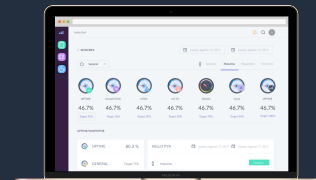
Edge Sensor



Target Machine /  
Equipment

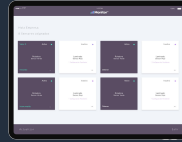
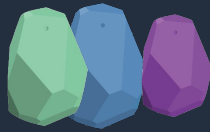


Monitor  
App®



Calibration Tool & Bridges

# Data/Digitization Chart Flow



1.- Target Machine

2.- Sensor

3.- Bridge

4.- Cloud Service

5.- Continuous improvement;)

# + 18 Real-Time & Historical KPI's



UPTIME



STARTING TIME



SHUTDOWN



DOWNTIME



END TIME



DOWNTIME  
TAGS



OPERATING EFFICIENCY



MTBF



OEE



AVAILABILITY



MTRR



OPERATOR  
INPUT

# OEE - The Godfather of manufacturing KPIs



It delivers accurate and actionable information for significant productivity improvement

+ 60 Industrial processes variable monitoring

\*Custom integration

\*Ask for the catalog

# Using antiquated business process solutions or no solutions at all, can be damaging to your bottom line

Antiquated Solutions vs Monitor App®

5X

Implementation Cost

10X

Implementation Time

?

ROI

10

Implementation Steps

# ROI

Monitor App® ROI

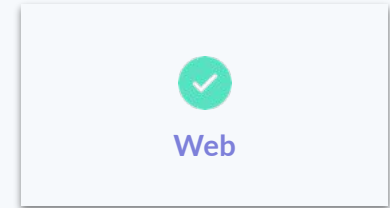
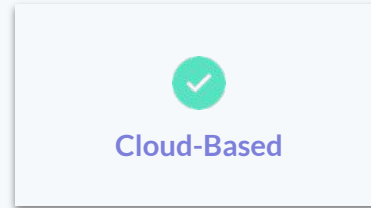
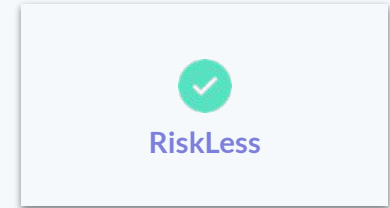
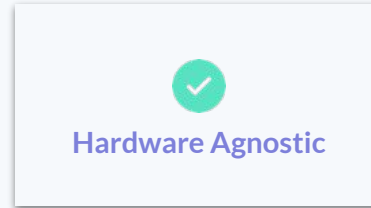
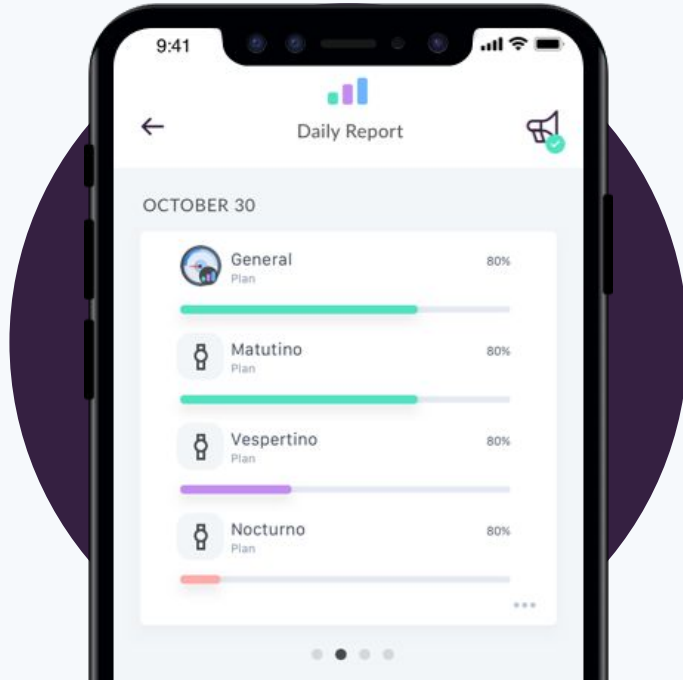
3 Month

Avg





# It's never been this simple to digitize your production floor



# Trusted by our customers

**WALOR**

Mexico



Mexico

**WALOR**

Rumania



India (Silao,  
Mexico Plant)

**WALOR**

Francia



Mexico  
(Food Industry)

**PRETTL**  
automotive

Alemania  
(Comonfort  
Mexico Plant )

# Partners



Amazon AWS



FUMEC



COFOCE



Walor Group

# What our clients say about us

“Our automotive plants needed to progress towards Industry 4.0 and real time monitoring, but had limited resources for a complex system implementation. With an innovative and pragmatic solution, Monitor App offers us 80% of the benefits of a traditional solution for 20% of the investment. After a successful pilot test in Mexico, we decided to replicate Monitor in our European facilities.”

The simplicity of its interface and use of the platform allows a seamless implementation in a matter of minutes, with immediate return on investment thanks to its SaaS model”

*Sylvain LASSALLE*

*Business Unit Director*

*Walor Beyond Technic - <https://walor.com>*

*France, China, Romania, Mexico*

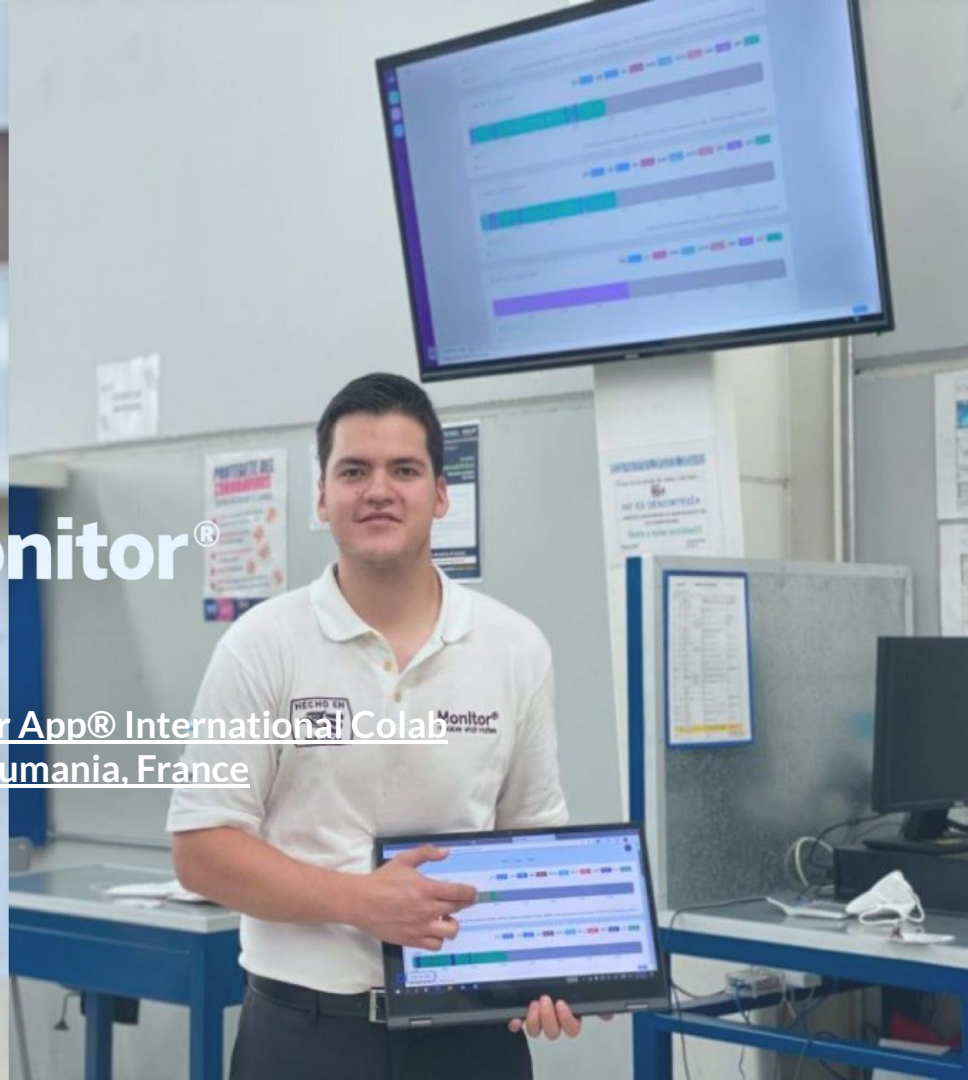
Monitor®

VALOR  
RAPUATO



Monitor®

Walor Group - Monitor App® International Colab  
Mexico, Rumania, France



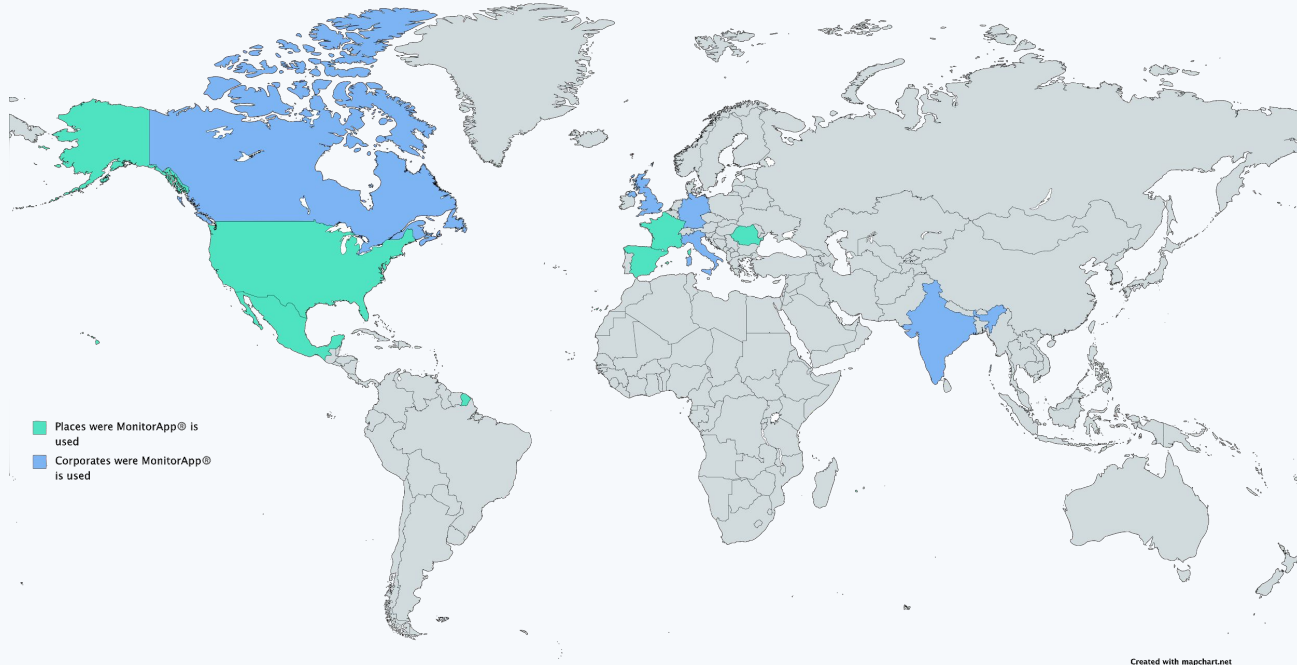
# According to cisco 74% of Digital Transformation Projects fails and We Don't

These are some hard facts about why we are the best option

- In America our platform is already used by:
  - More than **373 operators**
  - More than **72 engineers**
  - More than **21 directors and VPs**
- In Europe our platform is already used by:
  - More than **174 operator**
  - More than **34 engineers**
  - More than **14 directors and VPs**
- The average training time is **1 hour**
- The daily **average use** of our platform is **24 minutes** (Operators and Engineers)
- The average **input** time for the **operator** is **2 minutes** (The easiest platform on the market)
- The average return of investment (**ROI**) is **3 months** (Full use of our platform)
- The platform has **unique features** that help **digital transformation success**:
  - **Daily report** (1 click with filters)
  - Integration with **third party platforms and data extraction equipment** (Excel, SAP\*, etc)
  - **OEE** and **Downtime** big data reports
  - **Updates at no extra costs** and **meetings with the client** for continuous improvement plans

# Why choose our platform

Thanks to our cost-effective and easy to use approach, we have global presence



## Our main differentiators:

1) Non invasive philosophy, 2) User friendly approach, 3) Open architecture, 4) Inclusive and accessible BM, 5) Client-Centered approach

# Request a Demo



## Demo Program

**1 Week , 2 Machines**

**100% Remote**

Free



## Pilot Program

**3 Months , 10 Machines**

**100% Remote /  
Plant Implementation**

2,550 USD

**\*Includes Hardware Loan and  
Service Policy**

**\*Ask for the full prices.**



# Choose the option that fits you better



## CAPEX

### KPIs Monitoring System

It can be quoted as a 5-10 year system with yearly payments

Can be depreciated for tax benefits

Can be justified as a continuous improvement long term project

Extra discount for yearly contracts



## OPEX

### Software as a Service (SaaS)

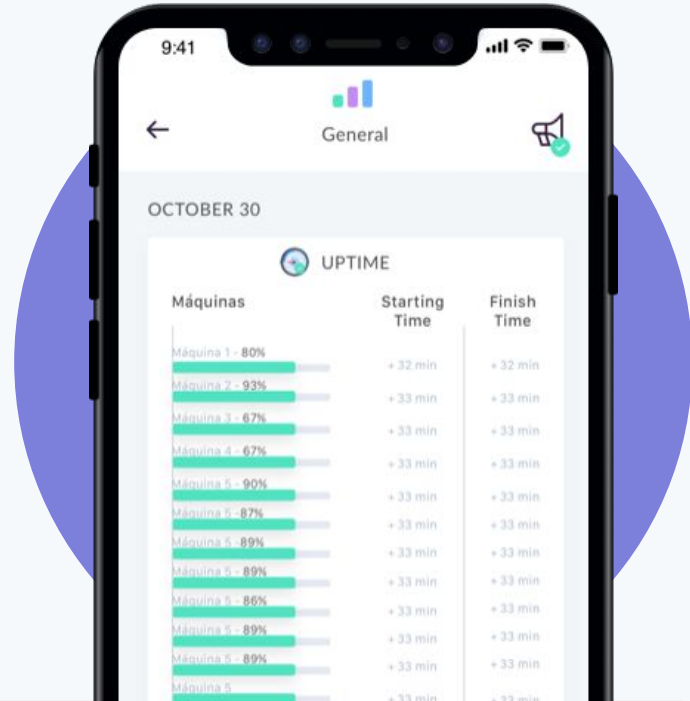
Comfortable monthly payments

It is a type of “**financing**”: reduce up front investments; servers, infrastructure, among other Capex Requirements

You only pay for what you use

No mandatory contracts

Manufacturing software is  
at least 15 years behind the  
Norm



# Appendix

# A CASE STUDY

## CLIENT

**Acerlum Metalmechanica**

## TYPE OF COMPANY

Founded in 1967, Acerlum is one of the main and largest manufacturers of aluminium, steel and glass cancellations for the construction industry in Mexico and abroad.

## PRIMARY INDUSTRIES SERVED

Construction and Transportation.

## THE OBJECTIVE

Acerlum was seeking a more exact and accurate method of collecting and visualization the downtimes in order to increase their Jobs Per Hour capability. Also they were needed to track KPI's as: MTTR & MTBF in order to export transmissions cases with a customer in the US, led to the implementation of MonitorApp®

## THE METRICS

USING MONITORAPP® IoT  
PLATFORM ACERLUM  
EXPERIENCED A:

**33%**

**REDUCTION OF DOWNTIMES IN 3  
MONTHS**

# A CASE STUDY

## CLIENT

Retryver

## TYPE OF COMPANY

Retryver is a company that for more than 40 years has been working on the innovation and permanent evolution of its products. Is a Mexican company dedicated to the design, development and manufacture of industrial footwear.

## PRIMARY INDUSTRIES SERVED

Footwear and Clothing.

## THE OBJECTIVE

Retryver was seeking a more interactive method to empower their employees to accomplish their main KPI's as: starting time, finishing time & uptime, in order to compensate them economically based on their results. This new way of working led to the implementation of MonitorApp®

# THE METRICS

USING MONITORAPP® IoT  
PLATFORM RETRYVER  
EXPERIENCED A:

58

More production minutes every day  
& 12.34% of uptime in 2 months

# A CASE STUDY

## CLIENT

Walor Beyond Technic

## TYPE OF COMPANY

Worldwide leader for the production of mechanical components for the Automotive industry (240M€, 12 manufacturing plants in Europe, Mexico and China). Specialized in precision machining, multi-spindle machining, cold, warm and hot forging.

## PRIMARY INDUSTRIES SERVED

Automotive (T1 and OEMs)

## THE OBJECTIVE

Walor was seeking a more interactive method to monitor their efficiency and improve productivity on the machines, starting digital transformation. This process of digital transformation started with a Pilot Program in Mexico, and is now being standardized in their manufacturing plants in Europe, including France and Romania.

# THE METRICS

USING THE MONITORAPP® IoT  
PLATFORM WALOR EXPERIENCED

A:

**1 hr. / 1 wk.**

Average Time to Train the Staff / Time of  
remote implementation, without specific  
knowledge

**1 Mo / 100%**

Return On Investment / Positive feedbacks  
from operators, local management team,  
corporate, customers and auditors

# A CASE STUDY

## CLIENT

**Pya Automotive**

## TYPE OF COMPANY

PYA, Headquartered in Mexico City and Irapuato, Is a leading supplier specializing in the manufacture of Plastic, Rubber and Metal components for the automotive and safety industries.

## PRIMARY INDUSTRIES SERVED

Automotive and safety industry

## THE OBJECTIVE

Pya automotive was seeking a more interactive method to monitor their efficiency and productivity on the machines, in order to improve customer service, reduce costs and downtimes, and optimize their production times. Also to auto generated the main KPI's for their certification in IATF. This new way of working led to the implementation of MonitorApp®

# THE METRICS

USING MONITORAPP® IoT PLATFORM  
PYA AUTOMOTIVE EXPERIENCED A:

**7.87% / 25%**

Increase of OEE / Compliance with the production plan in 4 months

**40% / 19.9%**

Increase of Mean Time Between Failures (MTBF) / Increase of Uptime

**43.1% / 30K**

Reduce of Mean Time to Repair (MTTR) / Average increase of sales per employee, per year



Let's reimagine manufacturing software together :)

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[santi@monitorapp.io](mailto:santi@monitorapp.io)

[www.monitorapp.io](http://www.monitorapp.io)