



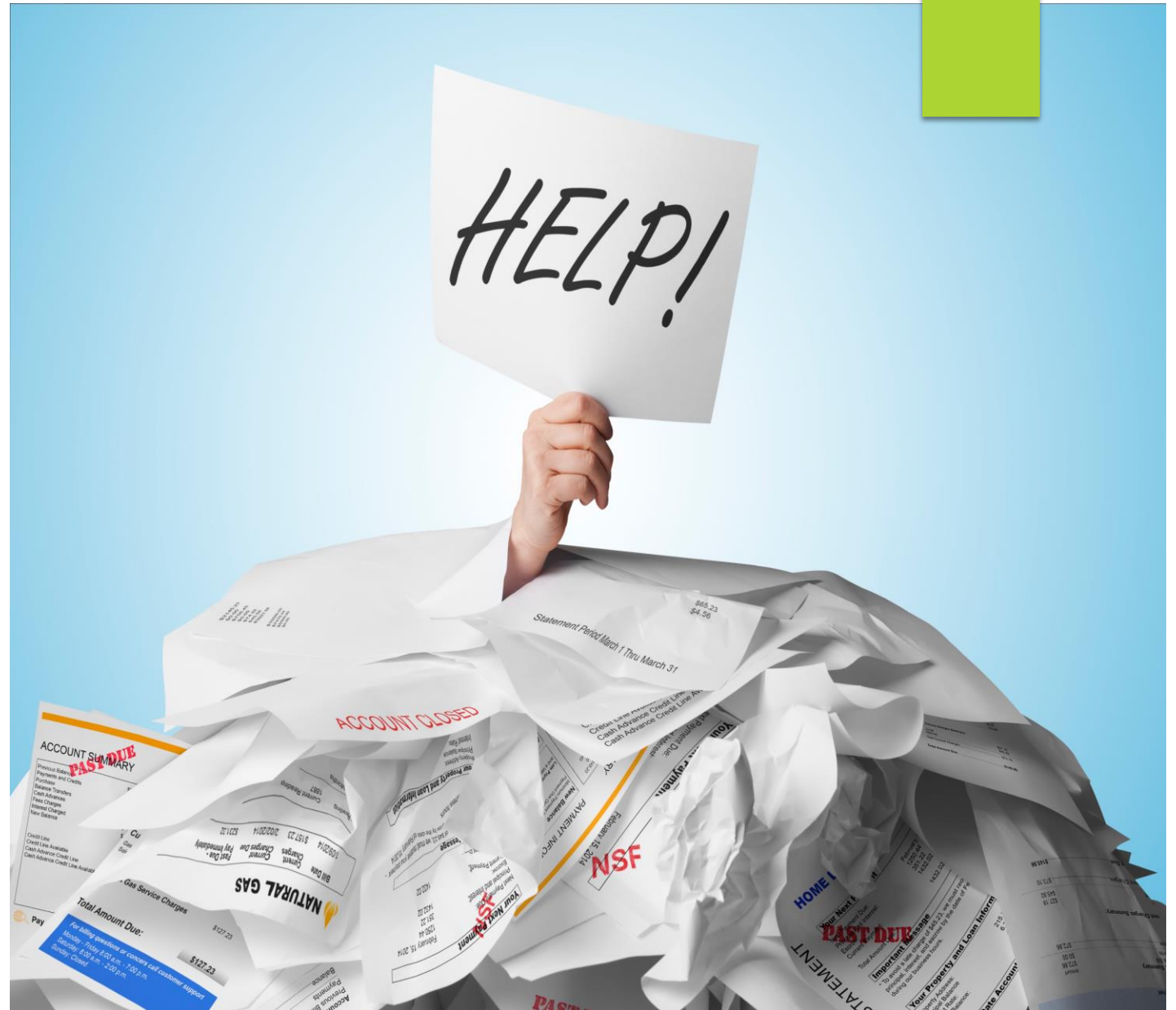
## GOAL 9: INDUSTRY, INNOVATION AND INFRASTRUCTURE

# KEEP IT MOBILE

*TRACE THE MAINTENANCE ACTIVITIES  
WITH NFC TECHNOLOGY*

# THE PROBLEM

- ▶ Time spent for centralize the maintenance activities is way too long
- ▶ You can't invoice your customer in real-time
- ▶ The identification of your customer equipment is time-consuming
- ▶ You can't monitor your team efficiency
- ▶ You can't see the equipment history in the right place



# KIM CMMS

revolutionizes how  
maintenance is  
done



## Smart Maintenance with smartphones and NFC Technology



### 1. SCAN

Scan the NFC tag by using your mobile device and generate a request.



### 2. PLAN

Plan the intervention and allocate a technician for the job



### 3. GET NOTIFIED

The technician receives an instant notification on his mobile device.



### 4. START JOB

He starts the job by scanning the NFC tag. He will also see the work order details and intervention history.



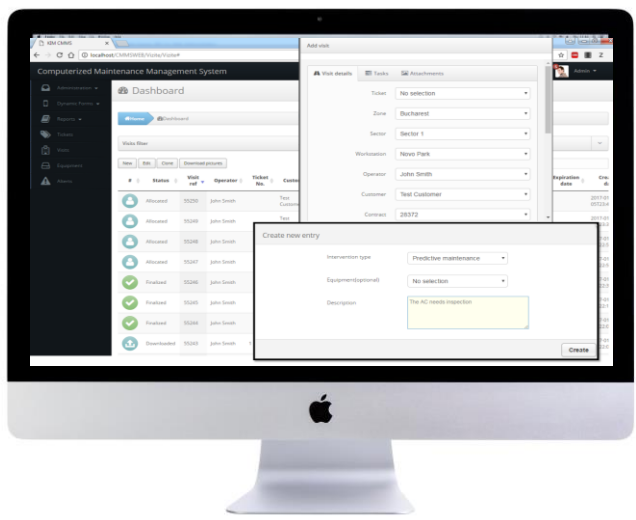
### 5. FINALIZE

Fix what needs to be fixed and report back to client.



# Components

Cloud Web Interface  
for administration



Customer  
mobile app

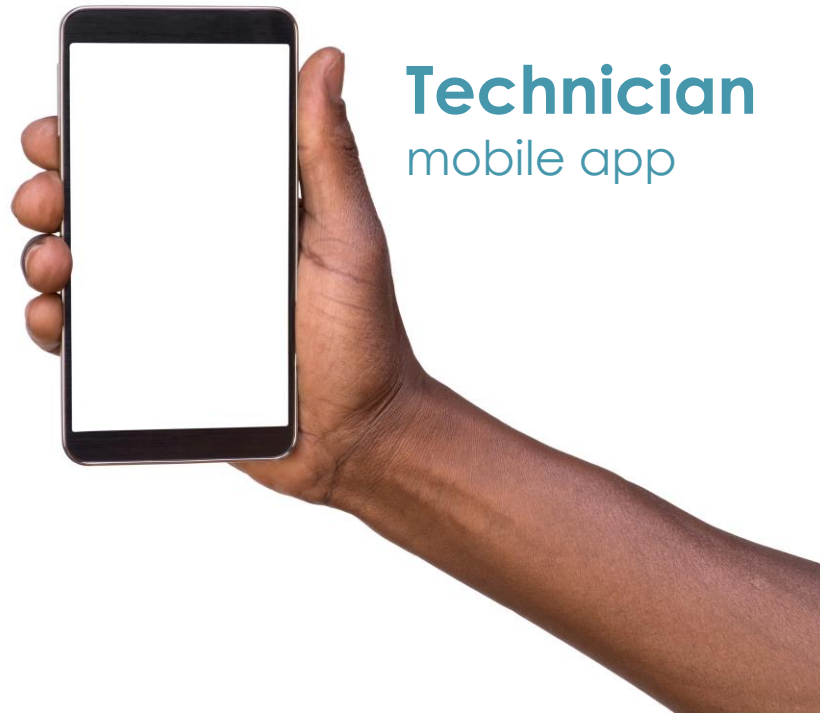


And the beauty...



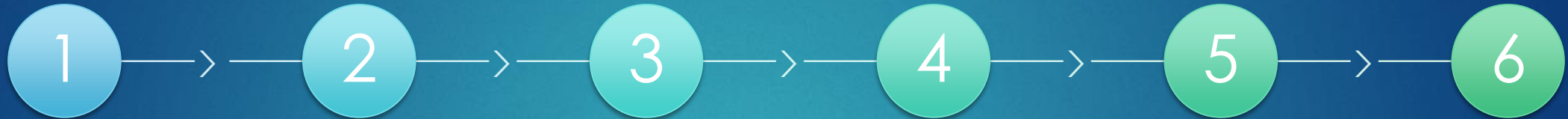
NFC tag

Technician  
mobile app





# How it works ?



**SCAN:** your client read the NFC tag attached on his equipment that needs intervention (*No phone calls, no hours of identifying the equipment*)

**PLAN:** You allocate a team for the intervention

**Get notified:** Your team receives the task on their smartphones

**Start route:** The team begins the route to the intervention directed by the GPS

**Start job:** The team arrives at location, they scan the NFC tag from the equipment and the GPS coordinates are recorded.

**Job's DONE:** They finish the job, the client signs electronically and the invoice is generated.



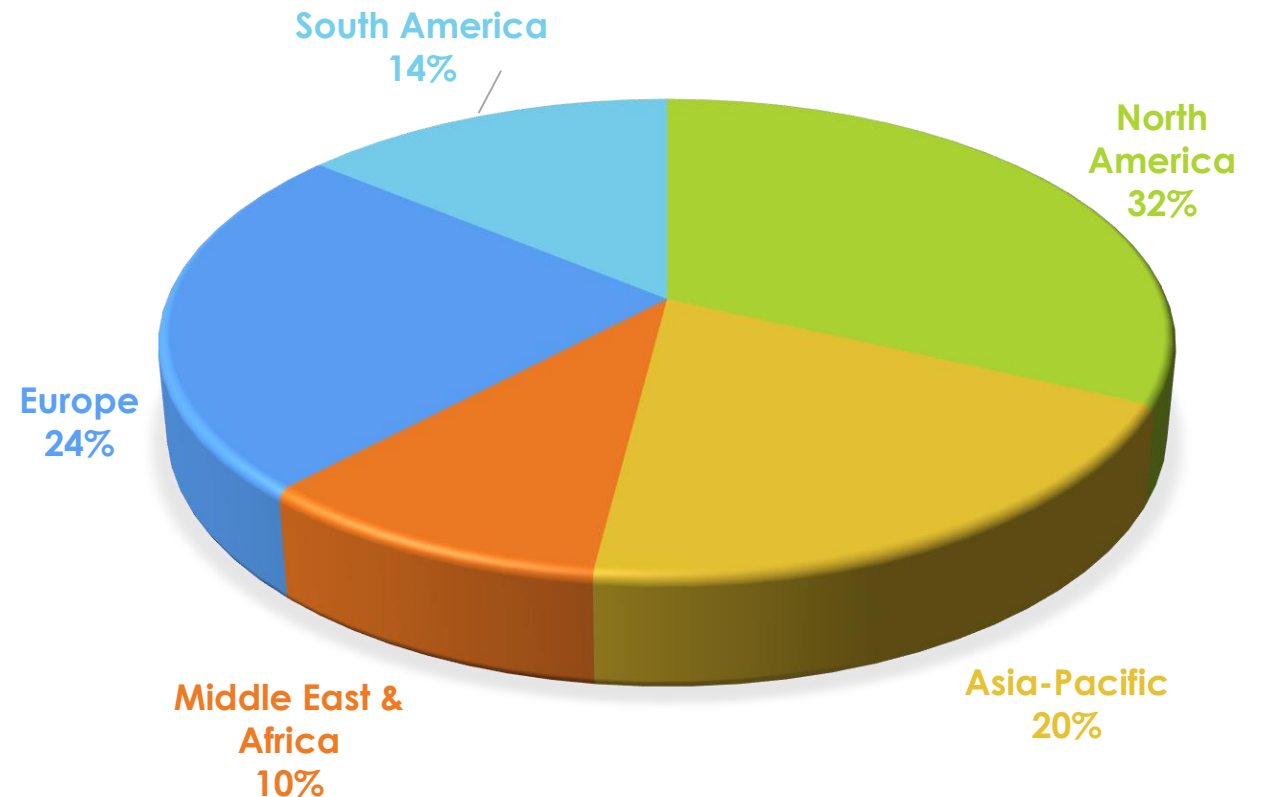
# Target Markets

1. **PREDICTIVE MAINTENANCE MARKET**
2. **FACILITY MANAGEMENT MARKET**

# 1. Predictive Maintenance Market

\$3 Billion

Expected to reach  
\$10.7 B by 2024

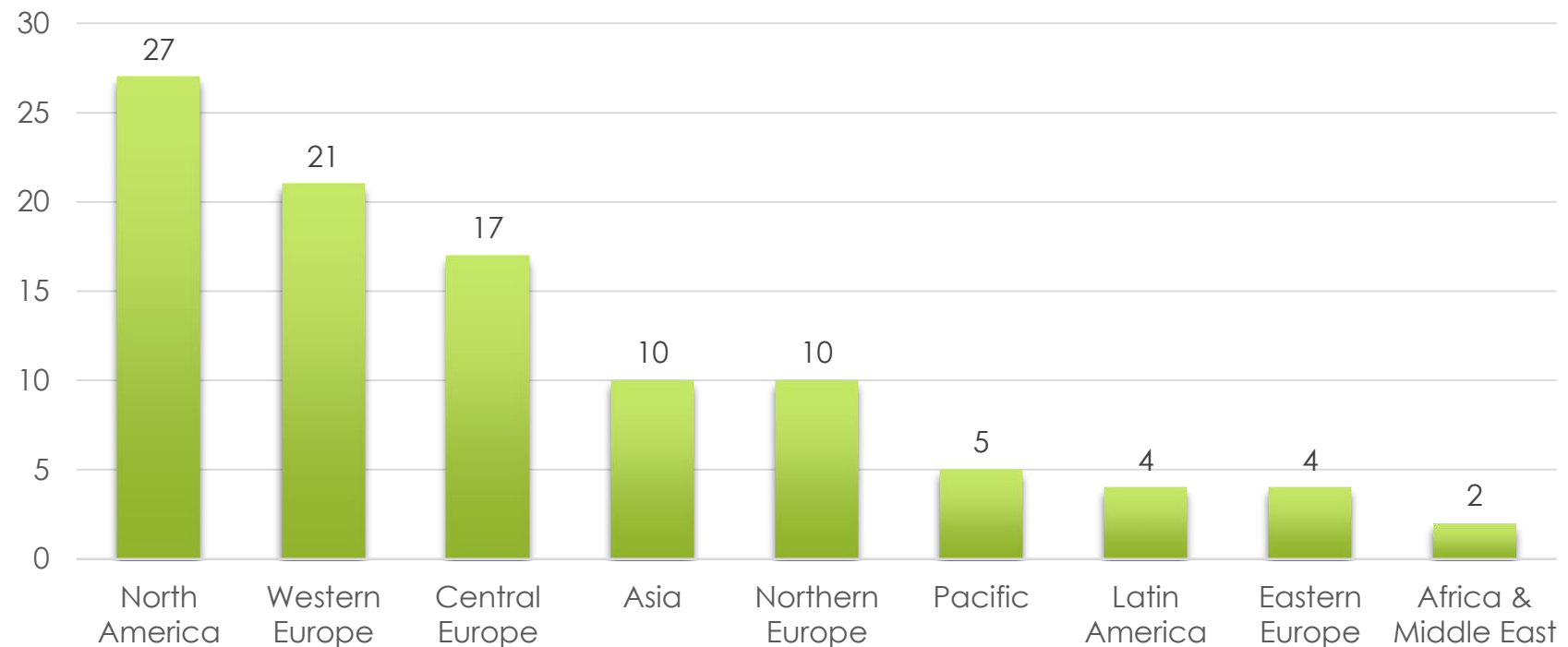


## 2. Facility Management Market

**\$35.92 Billion**

Expected to reach  
\$72.43 B by 2024

Share of the outsourced facility management market worldwide as of 2019, by region





# Competition



Features	KIM	ManWinWin	IBM	SAP
Asset Tracking	✓	✓	✓	✓
Inventory Control	✓	✓	✓	✓
Mobile Access	✓	✓	✓	✓
Preventive Maintenance	✓	✓	✓	✓
Purchasing	✗	✓	✓	✓
Scheduling	✓	✓	✓	✓
Service History Tracking	✓	✓	✓	✓
Work Order Management	✓	✓	✓	✓
Dynamic Forms	✓	✗	✗	✗
Native Android App – for technician	✓	✗	✗	✗
Native Android App– for the customer	✓	✗	✗	✗
Mobile Web based application	✗	✗	✓	✓
Barcode compliant	✓	✗	✓	✓
RFID compliant	✓	✗	✓	
NFC compliant	✓	✗	✗	✗
Tablet compatible	✓	✗	✓	✓
Connect with existing ERP – SAP	✓	✗	✗	✓
Connect with existing ERP – Oracle	✓	✗	✗	✗
Connect with existing ERP Microsoft	✓	✗	✗	✓
Price package	<20k €	>20k €	>50k €	>100k €

# Keep IT Mobile - **Today**



**7** years  
in market



**7** ready-to-market  
Products



**20** on-going  
Contracts



**300k**  
Contracts  
value



Seal of Excellence  
for innovation (**H2020**)



**8** factories  
in process of  
digitalization

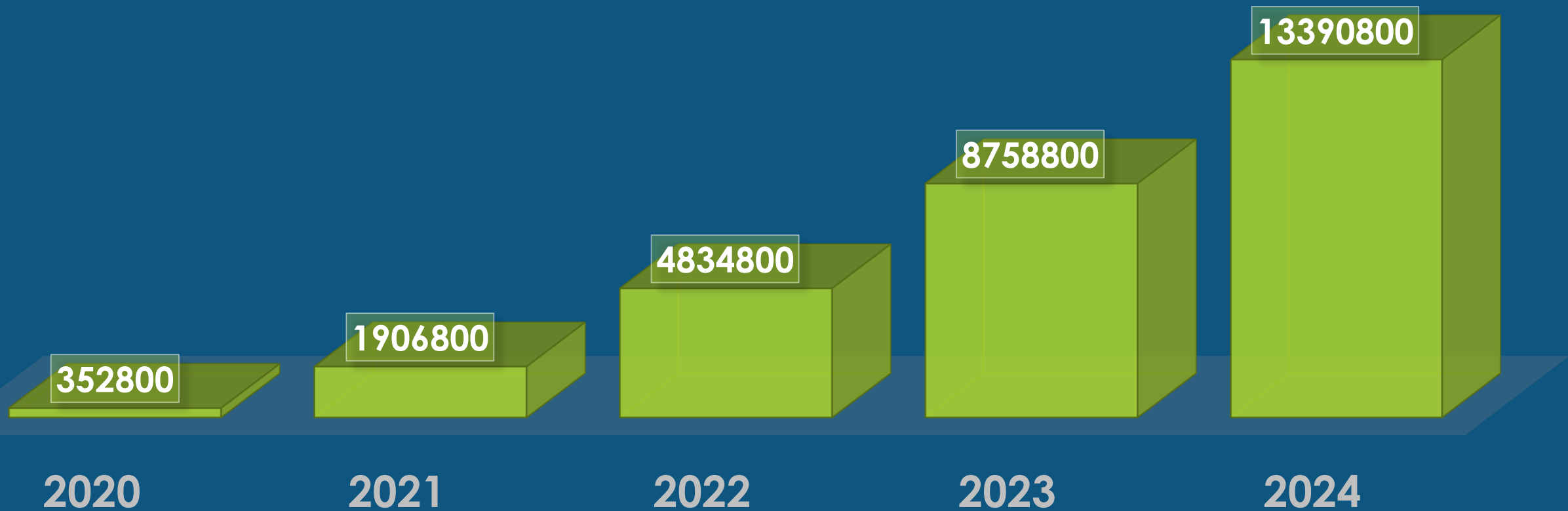
## Business Model - SaaS

Standard  
€ 20 / month / user

Professional  
€ 30 / month / user

Enterprise  
Ask for quotation

# 13,4 MIL EURO - TOTAL REVENUE BY 2024 (EURO)



# The Team

Vicentiu



Managing  
Director

Cristi



Product  
Manager

Ionut



Team  
Leader

Silviu



Sales  
Director

Ioana



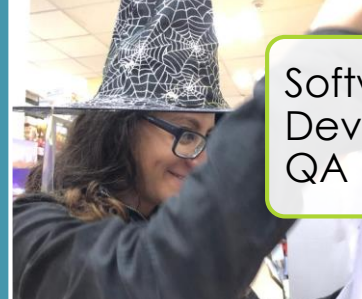
Software  
Developer

Florin



Software  
Developer

Moni



Software  
Developer &  
QA

Iulia



Graphic  
Designer

Corina



Software  
Developer

Marcel



Software  
Developer

Irinel



Software  
Developer

Thank you !