



Operational **Digital Twin** Powering new business models for OEMs



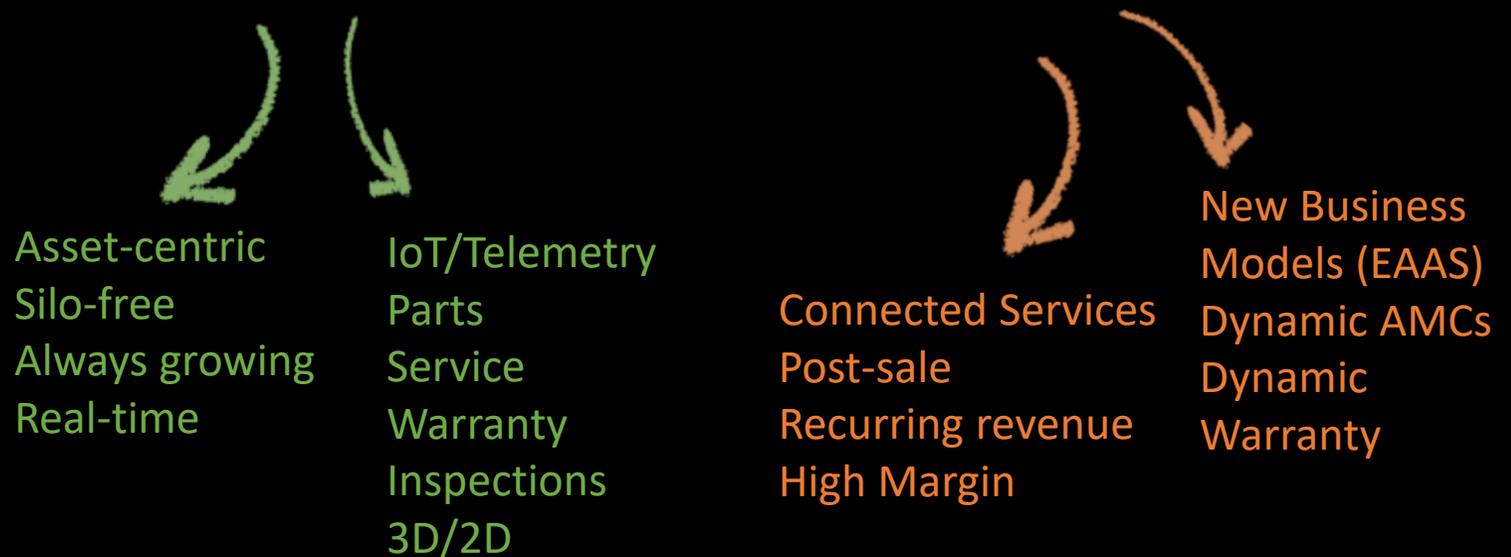
Achint Varia
Founder, Chief Revenue Officer

Mission and Focus

Increase Parts revenue Increase Services revenue

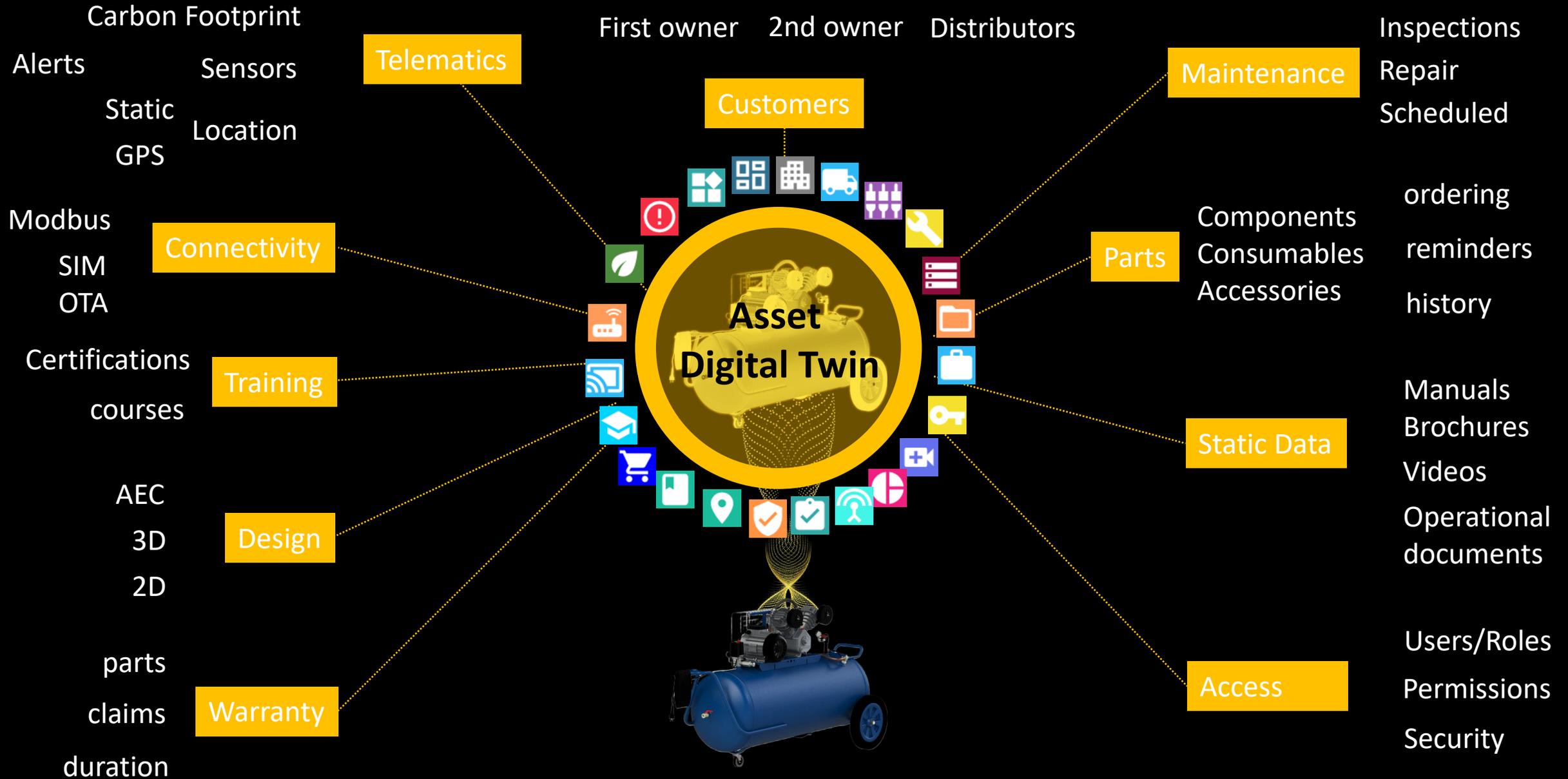


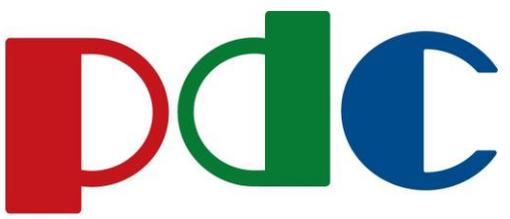
Drive **after-sale revenue** for Industrial OEMs and distributors using **Digital Twin** and **Servitization**



Powerful After-sale Unified Experience for Your Installed Base

Increase Brand Value and Loyalty with connected installed base experience





MACHINES

Hydrogen Compressor

- Sophisticated and Engineered Product
- Global Customer base (Direct, Distributors and OEMs)
- Powering renewable energy

Problem Statements:

- Ease of doing business
- High uptime
- Parts identification
- Service





9032-22-11



MY PDC MACHINES

Assets / 8603A_1310257

ASSET IMAGE

ASSET INFORMATION

Asset		ASSET STATUS
Serial #		Availability
Telematics #	5927830366	Last Connected
Owner		Runtime
Make	PDC	Alerts & Faults
Model	PDC-13-4500(100%)-15000(75%)	Maintenance
Vendor		Parts Expired
		Connector Type

Part #	Name	DWG #	Buy
00000	Annual Maintenance Kit		🛒
00000	Maintenance Kit		🛒
00000	Commissioning Kit		🛒
00000	Capital Equipment Kit		🛒
GENERAL ARRANGEMENT			
	PDC-13-4500(100)-15000(75)-002	3	
HYDRAULIC COMPONENTS IN PIE			
SHIPPING COMPONENTS			

MyPDC Overview

Real-time Sensor Data (Future)

All Manuals, IOM, P&ID, Test Docs available in one place, nicely tagged

Proactive Maintenance Reminders and Reports

Full Orderable Searchable BOM And Parts/Kits with Plug Power Part #

The screenshot displays the MyPDC web application interface. At the top, there is a search bar with the text 'plug power' and a search icon. Below the search bar, the main content area is divided into several sections:

- ASSET IMAGE:** A 3D model of a blue and silver industrial machine.
- ASSET INFORMATION:** A table with the following data:

Asset	8603A_1310482
Serial #	1310482
Telematics #	6937637463
Owner	McPhy Energy SA
Make	PDC
Model	PDC-13-4500(100%)-15000(75%)
Vendor	
- ASSET STATUS:** A table with the following data:

Availability	Unavailable
Last Connected	29 days ago
Runtime	N/A
Alerts & Faults	1
Maintenance	Completed
Parts Expired	0
Connector Type	N/A
- VENDOR INFORMATION:** A form with fields for Name, Company Name, Contact, and Email.

Below these sections is a navigation bar with tabs: INFO, SENSORS, LOCATION, TIMELINE, DOCUMENTS, PARTS (selected), ALERTS, MAINTENANCE, SUBSCRIBERS, and INSPECTIONS. The 'PARTS' tab is active, showing a 'PARTS LIST' table:

Part #	Name	DWG #	Buy
PS-A-LCH2-0000000	Annual Maintenance Kit		Buy
PS-M-LCH2-0000000	Maintenance Kit		Buy
PS-T-LCH2-0000000	Commissioning Kit		Buy
PS-C-LCH2-0000000	Capital Equipment Kit		Buy
> D0042849	GENERAL ARRANGEMENT		
> CORE 13 20007	PDC-13-4500(100)-15000(75)-002	3	
> HYDR-8603A	HYDRAULIC COMPONENTS IN PIE		
SHIP-0008	SHIPPING COMPONENTS		

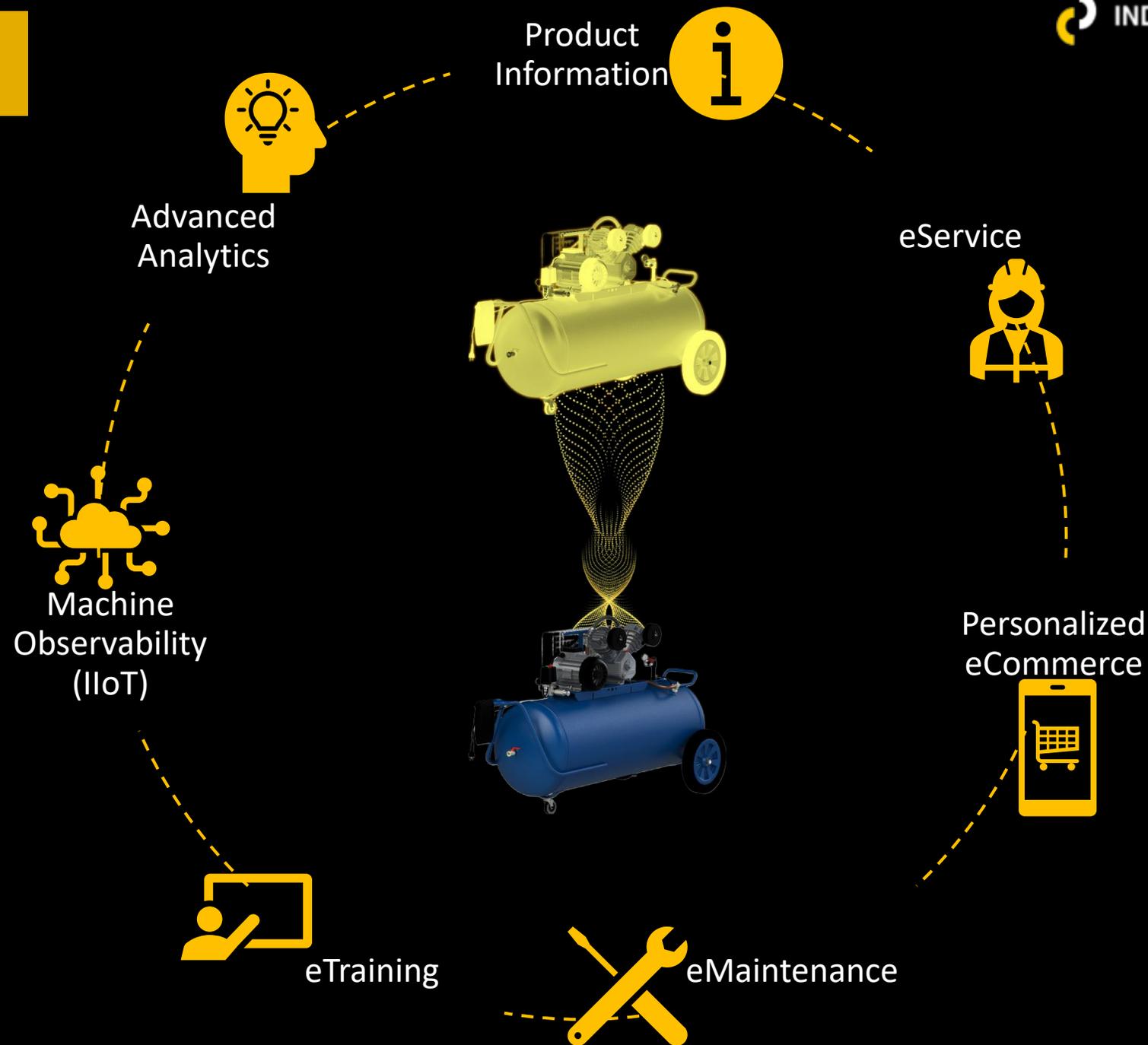
At the bottom of the parts list, there is a 'Rows per page' dropdown set to '10 rows' and a '1-8 of 8' indicator. To the right of the parts list is a 3D model of the asset with a 'FRONT' label and a 'Support' button. Below the 3D model is a toolbar with various icons for navigation and interaction.

Standard Operating Procedures and Inspection Checklists

3D Parts Mapping for every orderable part

Enabling OEM's Vision

**"I promise to be
by your side
throughout the
entire lifetime
of your
equipment"**



Digital After-sales. Reimagined.

White-labeled:
Personalized
And Customized
Site with your
Branding

Flexible:
Modular and
Purpose-Built
Apps to Get
Started Quickly

**Securely Hosted
Cloud Platform:**
Available to you
Anywhere,
Anytime on Any
Device

Asset-Centric:
All Information
about your **Asset**
and **Systems**
available in one-
place, at your
fingertips

The screenshot displays the myOEM digital after-sales platform interface. The top navigation bar includes the myOEM logo, a search bar, and utility icons. The main content area is divided into several sections:

- ASSET IMAGE:** A 3D model of a blue compressor.
- ASSET INFORMATION:** A table with the following data:

Field	Value
Asset	Compressor #11
Serial #	731910-3111
Telematics #	5381054658
Owner	MyCustomer
Make	MyOEM
Model	L300
Representative	View contact
- ASSET STATUS:** A table with the following data:

Field	Value
Availability	Unavailable
Last Connected	over 2 years ago
Runtime	932.15 units
Alerts & Faults	1
Maintenance	Alert
Parts Expired	0
Connector Type	N/A
- CONTRACT STATUS:** A table with the following data:

Field	Value
Contract	contract test update
Contract#	655
Plan	Good
Contract Status	Active
Contract Type	Maintenance
Contract Coverage	1 Month
Start Date	01/04/2024
Expiry	01/04/2024

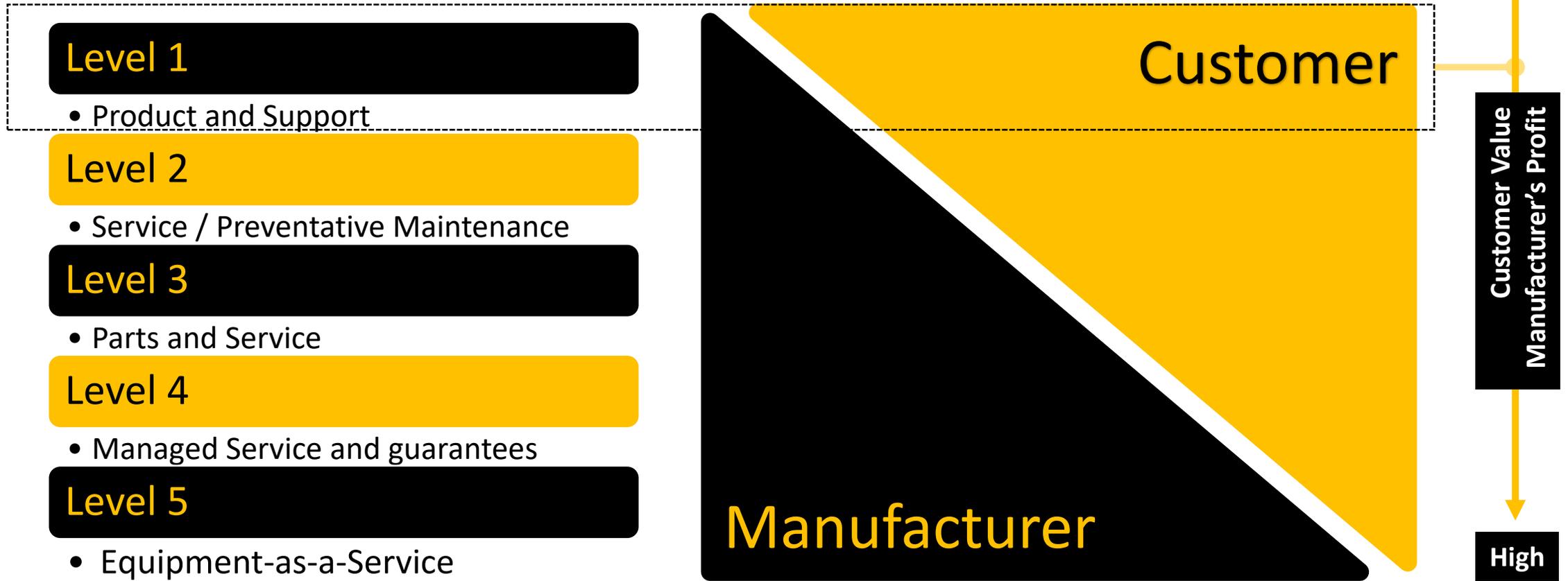
Below these sections is a horizontal navigation menu with tabs: INFO, SENSORS, LOCATION, TIMELINE, DOCUMENTS, **PARTS**, ALERTS, MAINTENANCE, VIDEO, DYNAMIC WARRANTY, SUBSCRIBERS, TRAINING, INSPECTIONS, CHECKLISTS, SUPPLY. The **PARTS** tab is active, showing a **PARTS LIST** table:

Part #	Name	Validity	Buy
01F101	Oil Filter	OK	<input type="checkbox"/>
01F101	Air Filter	OK	<input type="checkbox"/>
02F101	Oil Container	Expire	<input type="checkbox"/>
02F104	Pump	OK	<input type="checkbox"/>
02F101	Motor	OK	<input type="checkbox"/>
03L101	Oil Filter	OK	<input type="checkbox"/>
03F101	Oil Separator	Expire	<input type="checkbox"/>
03F101	Drum	OK	<input type="checkbox"/>
03F104	Air Filter	Expire	<input type="checkbox"/>
04T101	Battery	OK	<input type="checkbox"/>

To the right of the parts list is a 3D model of a cylindrical asset with various components labeled. A play button icon is overlaid on the 3D model. The bottom of the interface shows the footer: "INDUSTRILITY APP STORE V3.0.0 Serverless App Platform for Your Installed Base" and "Powered by INDUSTRILITY".

Service Evolution using Digital Twin

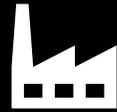
Responsibility of Risk



 **Ultimate Transformation**

Win-Win Benefits

For OEMs



- **Increase after-sale revenue** by selling more parts, software and services
- **Data-driven services** for customers expecting premium support
- **New product improvements** with real equipment usage and env data
- **Faster innovation** to get competitive advantage

Service Agents



- **Timely reminders** for maintenance service and customer delight
- **Faster fix** with all the equipment data and past maintenance history all in one place
- **Lower cost** by remote monitoring and reduced repeated visits
- **Advanced Maintenance** by implementing prescribed checklists, repair and efficiency recommendations from OEMs

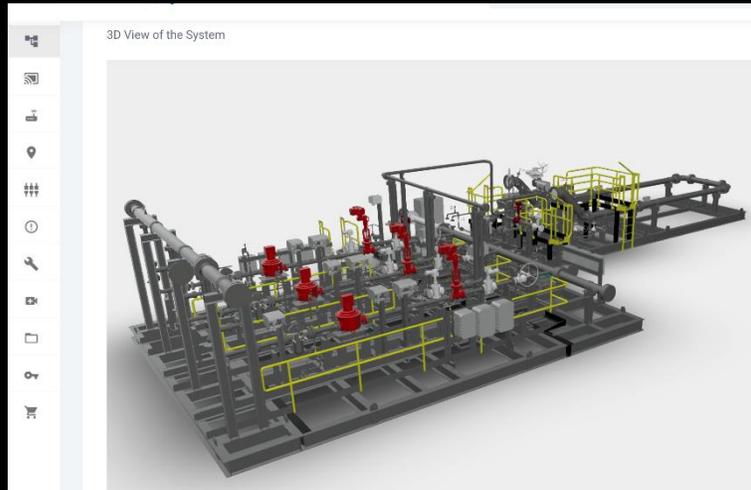
For Owners



- **Reduce downtime** by maintaining the system on time with genuine spares
- **Increase asset lifetime** and system health
- **Faster fix** with condition based monitoring and predictive maintenance
- **Improve** energy and asset utilization

Customer Case Studies

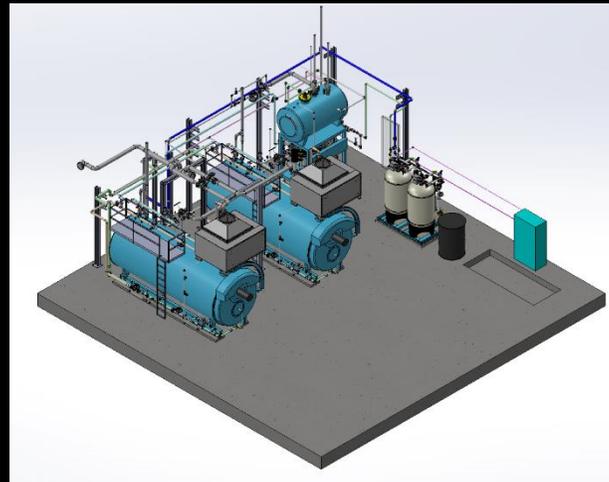
A Large System Integrator (UK)



QR Code to Parts and Manuals
Unconnected Machines

Transformed into an After-sale
Solutions Company

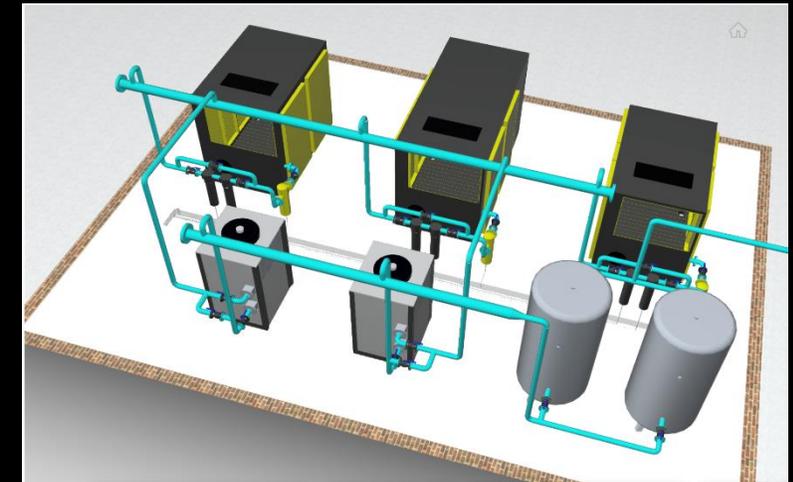
An Industrial Boiler (US)



Maintenance Warranty Uptime Program
Standardized Inspections Checklists

Broke down data silos and
created a new revenue stream

Hydrogen Compressor (US/EU)



Real-time IoT Monitoring and Alerts
Repair Recommendations

Asset-centric Digital Twin for
Its diverse Installed Base



Leading digital After-sales Solution for Manufacturers

Our modular SaaS software with IoT and Generative AI along with consulting services delivers an accelerated journey for machine manufacturers to growing their installed base and increasing their aftermarket revenue.

27+

Apps



SaaS Software

3000+

Connected

100K+

Assets

2018

Established

Founders with 25+ years of experience from

HITACHI



Honeywell

Top brands in these industries trusts us

Boilers

HVAC

Printing

Packaging

Construction

Material Handling

Milling

Hydrogen Fuel

Oil and Gas

and more...

Technology partners we work with



OpenAI



Microsoft

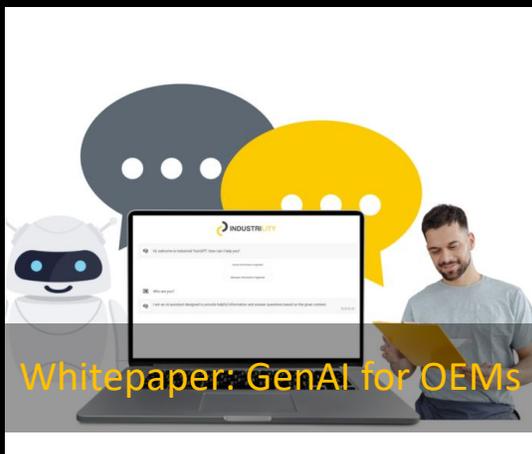


serverless



SORACOM
You create. We connect.

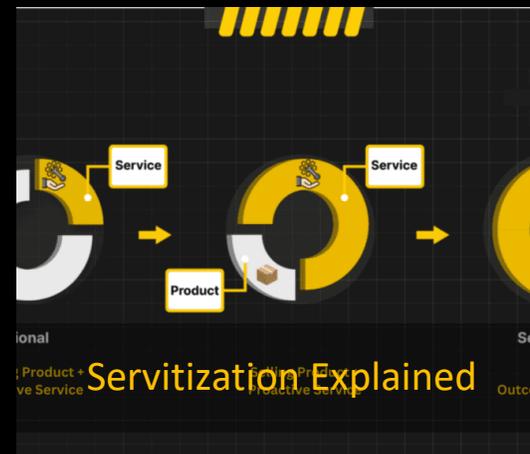




Whitepaper: GenAI for OEMs



PDC Machines Case Study



Servitization Explained

Resources

Contact us:

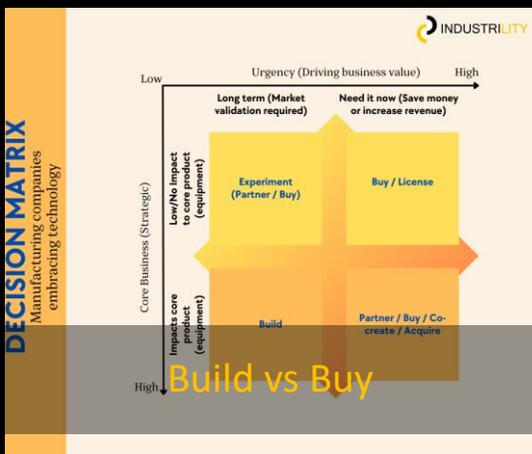
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<https://www.industrility.com/>



Build vs Buy



Why Aftersales matters?



Power of QR Codes



Achint Varia
Founder, Chief Revenue Officer