

## **About Numurus®**

Numurus helps companies transform their technologies into smart solutions with integrated AI and Cloud connectivity. With its flagship product NEPI, developers can rapidly transform their technologies into smart solutions, making them more valuable to the end-users and provide a more competitive solution. With thousands of small and mid-sized businesses (SMBs) looking to make this transition, Numurus is on track to lead this transformation with an affordable industry-tailored enterprise offering.

## **Market Overview**

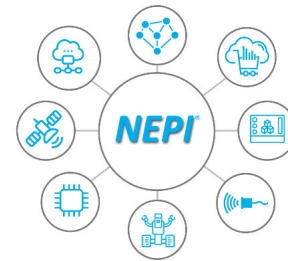
The Fourth Industrial Revolution, or Industry 4.0, is the ongoing transformation of traditional industrial practices utilizing the latest in smart technologies, which combines artificial intelligence, robotics, Internet of Things, Cloud computing, and others to drive more flexible, responsive, and interconnected operations. This industry transformation is underway and will quickly change the face of many businesses or leave them irrelevant if they fail to adapt. This Industry 4.0 transformation is comparable to the smartphone transformation that occurred in the mobile phone industry 15 years ago<sup>1</sup>, and is expected to exceed \$150B in value by 2025.<sup>2</sup> The major winners in this space will be those that control platforms, software, and cloud services on top of which other firms can build their own offerings.<sup>3</sup>

## **The Opportunity**

The shift to Industry 4.0 applications requires the orchestration of many new and developing technologies, all integrated into a seamless solution to achieve the full benefits of the desired transformation. The recent push by both defense and industrial organizations to introduce smart devices and mobile robotic solutions across all aspects of their operations to reduce costs and increase safety has greatly accelerated this transformation and emphasizes the importance for manufactures to support Industry 4.0 capabilities. While companies have invested significant in their core technologies, most organizations are just starting to invest in solving the next challenge of integrating Industry 4.0 capabilities into their product offerings.

- 1000's of SMBs planning to add AI and Cloud to their industrial product offerings.
- Most companies face major obstacles to achieve that goal.
- The market is reaching a tipping point with customers and competition, forcing companies to act today.

1. Tom Bradicich, *What the Smartphone can Teach us about Industrial Transformation*, 2019, [View article](#)
2. MarketsAndMarkets, *Industry 4.0 Market*, 2019, [View article](#)
3. ResearchAndMarkets, *Industry 4.0 Market & Technologies*, May 2018, [View article](#)



## **About NEPI®**

The Numurus Edge Platform Interface (NEPI) is an enterprise software ecosystem that supports the rapid integration of Industry 4.0 functionality such as AI and Cloud connectivity into customer product offerings. The NEPI ecosystem combines Edge-side management software, a secure IoT backbone, with Cloud-side portal solutions. NEPI also offers a library of Edge and Cloud hosted third-party software offerings that further enhance the platform and tailor solutions for specific markets. As a full-featured first-to-market subscription platform, NEPI will serve as a key industry 4.0 smart device solution within this industry-wide transformation.

## **Timing**

Implementation of industry 4.0 compatibility has moved from a nice to have feature, to a necessity for solution providers looking to support customer needs. However, most companies lack the resources, knowledge, and technologies in-house to implement such solutions. An affordable turnkey enterprise platform can bridge this gap. Today's current situation related to COVID-19 has further motivated many asset operators to increase the adoption of smart device deployment that can reduce on-site personnel and ensure operational continuity.

## **Strategy**

With a working MVP platform, Numurus is initially gaining traction by offering tailored ecosystems for robotic inspection and maintenance applications, starting with its 3DX® smart perception offering. Using a similar approach, Numurus will build other application ecosystems to rapidly break into new markets. A key part of Numurus' strategy is offering dual commercial and open-source software licensing along with turnkey hardware and software products in partnership with leading technology providers. These efforts are aimed at achieving a first-to-market position across the largely unaddressed SMB market. Numurus is applying a two-prong business development strategy for NEPI adoption that includes:

- 1) Direct marketing and sales to robotic and sensor developers, manufactures, operators, and asset owners.
- 2) Ecosystem partnerships with third-party solution providers in sensors, communications, AI, and software tools.