

STARTECH INOVATORI 2021.

IOT TEHNOLOGIJA ZA WORKFLOW PLATFORMU TAKT

Proizvod novi za svet / Informacione tehnologije

Digital Worx

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Digital Worx je osnovan 2016. i orijentisan je na razvoj inovativnih mobilnih i web aplikacija koje će optimizovati poslovne procese kroz digitalizaciju ili pristup poznatiji kao "industrija 4.0". Kompanija je uspešno razvila digitalni sistem za organizaciju organizaciju rada ljudi i mašina u industrijskim kompanijama pod nazivom Takt. Takt predstavlja kombinaciju MES i CMMS softvera gde se primenom IoT platforme omogućava praćenje rada ljudi i mašina u realnom vremenu.

Industrijske kompanije uglavnom imaju velike i kompleksne lance snabdevanja koji zahtevaju sinhronizaciju aktivnosti raznih učesnika i procesa, jer su međusobno zavisni. Aktivni učesnici su ljudi, roboti i mašine, dok je neophodno koordinirati i dostupnost materijala, alata i rezervnih delova. Digital Worx je razvio rešenje za organizaciju i praćenje rada ljudi i mašina, gde se u digitalnom okruženju kreiraju radni nalozi, prate statusi operacija i stanje na mašinama u realnom vremenu. U proizvodnim nalozima se podaci o zastojima dobijaju direktno sa mašina, dok operateri ili kontrola kvaliteta prijavljuju proizvode koji ne ispunjavaju standarde. Takt omogućuje organizaciju interne logistike i može da isprati kompletnu sledljivost inventara. Pored toga je predviđen i deo za upravljanje održavanjem, gde je moguće setovati granične vrednosti za određene parametre koji se dobijaju sa mašina (temperature, pritisci, vibracije), te automatski kreirati radne naloge za službu održavanja pre nego što uopšte dođe do oštećenja i havarije.

TRŽIŠNI FOKUS I POTENCIJAL

Globalno tržište pametnih fabrika je u 2019. vredelo 204.95 milijardi \$, dok je procena da će porasti na 506.33 milijardi do 2027. uz CAGR od 12.2%. Fokus poslovnog modela je na malim i srednjim industrijskim kompanijama. Konkurencija je izuzetno jaka u tržišnoj niši velikih kompanija, dok su male i srednje kompanije dosta zanemarene i tek u

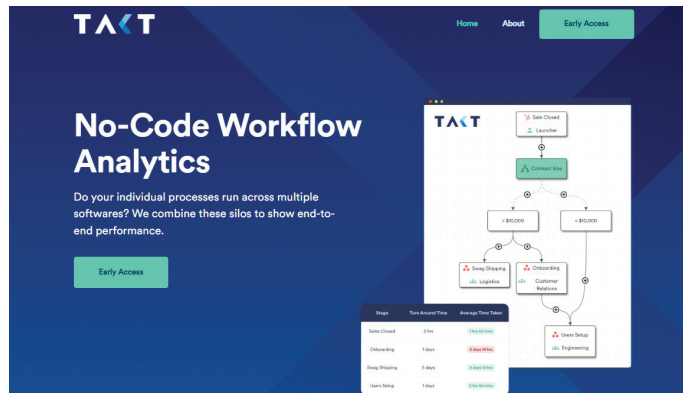
povoju sa primenom ovakvih rešenja. Iako je Digital Worx orijentisan na globalno tržište, primarni fokus je na Balkanu i DACH regiji, gde imamo partnersku kompaniju Digital worx GmbH, u Štutgartu.

TIM

Tim je izuzetno dobro potkovan tehničkim i biznis znanjem, i iskustvom u planiranju i realizaciji projekata za unapređenje efikasnosti poslovnih aktivnosti, prikupljanju i obradi velike količine podataka, IoT i sajber bezbednosti. Tim koristi Scrum metodologiju i Design thinking principe.

MOGUĆNOSTI ZA PARTNERSTVO

Digital Worx je trenutno u završnoj fazi implementacije IoT platforme u Takt, tako da će uskoro početi i komercijalizacija unapređenog rešenja. U potrazi smo za partnerima u DACH regiji koji bi nam pomogli u plasiranju proizvoda na to tržište. Pored toga, zainteresovani smo za investiciju koja bi nam pomogla da povećamo prodajni tim i brže skaliramo prodaju.



Step	Time Assigned	Average Time Spent
Sales Closed	3 hrs	100%
Launcher	1 hrs	100%
Emergency	1 hrs	100%
Customer Business	1 hrs	100%
Data Setup	1 hrs	100%



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Global innovation / Information technologies

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Digital Worx develops innovative software solutions that will improve and optimize business processes through digitalization or "Industry 4.0" approach. The company has successfully developed a digital workflow management system Takt, as a combination of MES and CMMS software. By implementing an IoT platform in it, it will be possible to schedule and monitor employee and machine activities in real time.

Industrial companies generally have large and complex supply chains that require synchronization of various interdependent participants and processes. Active participants are people, robots and machines, along with coordination of materials, tools and spare parts. Digital Worx has a solution for organizing people and machines with a full digital overview of their activities in real time. With direct connection to machines, Takt monitors the parameters and gathers accurate data on machine stoppages and breakdowns, while operators can add information related to NOK parts and failure reasons over mobile device or PC. This enables accurate calculation of OEE and improvement of shop floor effectiveness. It's possible to have full traceability of products and materials, and schedule intra-logistics tasks to prevent stoppages. Maintenance goes hand in hand with production and Takt takes it into account. There's a way to set up thresholds for certain parameters collected from machines and automatically generate work orders for maintenance, to prevent malfunctions.

MARKET FOCUS AND POTENTIAL

The global smart factory market was worth \$204.95 billion in 2019, while it is estimated to grow to \$506.33 billion by 2027 with a CAGR

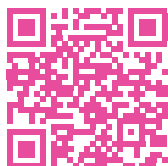
of 12.2%. The business model focuses on small and medium-sized industrial companies. Competition is extremely strong for large companies, while small and medium-sized companies are quite neglected and are taking their first steps with such solutions. Although DW is oriented to the global market, it will primarily focus on the Balkans and the DACH region, since there's a partner company, Digital worx GmbH, located in Stuttgart.

TEAM

The team has extensive technology and business knowledge, and experience in planning and implementation of projects for improving business operations efficiency, collecting and processing large amounts of data, IoT and cyber security. The team uses Scrum methodology and Design Thinking principles.

PARTNERSHIP OPPORTUNITIES

Digital Worx is about to finish the implementation of the IoT platform in Takt, hence it will start with the real commercialisation of the upgraded solution very soon. We are looking for partners in the DACH region which would enable sales of our product in their region. Next to it, there's an interest in finding an investment for scaling our sales efforts.



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MAY 2022