



WWW.BOX2M.COM

industrial IOT technologies

INDUSTRIAL MARKET INSIGHTS

...within global industrial sector...

- > OWN 60% OF THE WORLD MONEY**
- > LOOK TO SAVE OPEX AND CAPEX**
- > 50% OF THOSE THINK ABOUT USING IOT TECHNOLOGIES**

INDUSTRIAL MARKET – MAIN PROBLEMS

...MAINTAINS **HIGH** THE COST OF ENERGY...

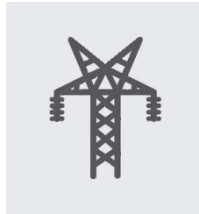


...LACK OF / INCOMPLETE DATA TO SUPPORT THE METERING & MONITORING



...HIGH DEPENDANCY BY LEGACY MONITORING SOLUTIONS
(EXPENSIVE, RIGID, NON SYNERGISED, LIMITED BY SUPPLIER)

BOX2M SOLUTION



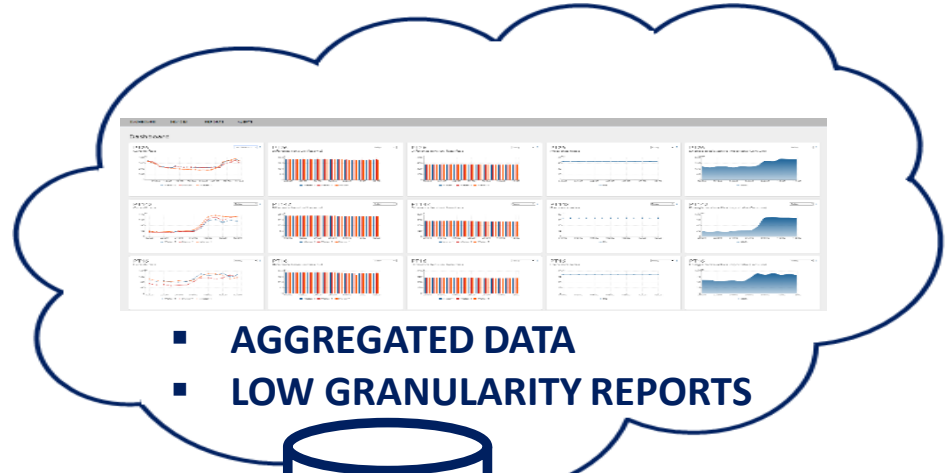
GRID CONNECTOR



SUBSTATION

BOX2M
DEVICE

**HIGH CONSUMPTION SITES
(FACTORIES & BUILDINGS)**

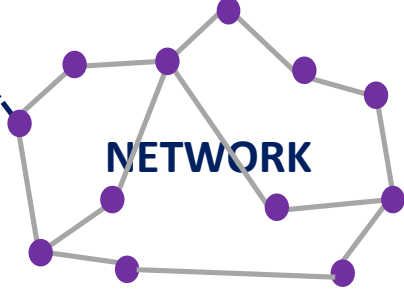


- AGGREGATED DATA
- LOW GRANULARITY REPORTS

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ERP



**DECREASED UP
TO 3% OF THE
ENERGY CHURN**



NETWORK

-----industrial IOT devices-----

main monetizing: "AS A SERVICE" / B2B model

THE BOX2M
DEVICE



ONE TIME SOLD
(customer CAPEX)

BOX2M
ERP



SaaS / FEE BASED
(customer OPEX)

alternative monetizing: "AS A DEVICE" / still B2B model

THE BOX2M
DEVICE



ONE TIME SOLD
(customer CAPEX)



ON-BOARD CUSTOMERS & BUSINESS PARTNERS



ENGAGED CUSTOMERS



European Space Agency



COMPETITORS



flexenclosure



EMERSON™



BOSCH



Powering Business Worldwide

BOX2M IN A NUTSHELL

- **STARTED AS A R&D PROGRAM 2 YEARS AGO**
- **PRODUCTS AND SERVICES DESIGNED STARTING FROM CUSTOMER NEEDS**
- **SOLUTION IS ADAPTABLE EASY TO OTHER INDUSTRIES (UTILITIES, TELECOM, SECURITY)**

- **LAUNCHED DURING AN IBM EUROPEAN BUSINESS EVENT**
- **FINALIST OR WINNER OF COUPLE OF HACKATHONS AND EXHIBITIONS**
- **3 INNOVATION PATENTS PENDING REGISTRATION**

- **WHOLE SOLUTION DESIGNED TO SAVE OPEX AND FACILITATE METERING & MONITORING**
- **MAKES THE OFFLINE AND LEGACY FACTORY EQUIPMENT CONNECTED AND SMART**

THE CO-FOUNDERS



Alexandru Gliga / CEO

- business development
- product management
- solution architecture

- ✓ 5 start-ups (entrapreneurial / managed services)
- ✓ 3 continents TELECOM end-to-end expertize
- ✓ ITIL expert & former GNOC / Operations head

- ✓ factory product debugging leader
- ✓ international TELECOM expert
- ✓ electrical engineer



Marian Macoveanu / CTO

- hardware design
- electrical engineering
- system integration



Dan Caragea / CSD

- software development
- system security

- ✓ worked for 4 software startups in the last 10 years
- ✓ 1 successful (own) exit
- ✓ was a top contributor @ GITHUB

- ✓ international TELECOM expert
- ✓ radio networks trainer
- ✓ LORA technologies & IOT freelance beta tester



Dan Anghel / CSA

- prototyping
- firmware development
- IOT platforms integration

BOX2M – WHAT WE NEED

- 500.000 Euro
 - > 70% for business development (going global)
 - > 30% for product deployment (bringing to next level)

- We aim to boost the investment using:
 - > EU funds
 - > national funds
 - > innovation grants
 - > research programs funds

YOU CAN **THINK OUTSIDE OF THE BOX**



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