

Company Profile

Started: 3/2018

Location: Petach Tikva, Israel

Employees: 2

Industry: Smart Manufacturing / industry 4.0.

Technology: Expert Systems, AI, SPC, Knowledge Management, CMMS, QMS, IIoT.

Status: small revenue start-up, bootstrap.

Team

Arie Maor, *Founder, CEO*

Pioneer in manufacturing failures diagnosis, MSc. in industrial engineering and IS, BG University

Shai Naor, *BDM*

Marketing and business lead positions, BA in business management, Rishon management college

Odelia Reshef, *CMO Adviser*

Industry 4.0 marketing expert, Master's in law, Bristol University, BA, international relations, the Hebrew University

Advisors

Ori Ainy, international B2B marketing, Beam Global

Menachem Horev, Troubleshooting expert (book author)

Yuval Shamir, Experienced AI developer

Cooperation

SUPAD, Multipack, 2b-lean

Contact

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Self-funded by the founder (100K USD).

The Challenge

Manufacturing equipment, process and products' failures are known to cause significant waste of money that can kill the bottom line. Unfortunately, the repair process is too often inefficient, involve a lot of trial and error and is far from optimal in terms of repair time and parts costs. It heavily relies on technical support and external experts, that hold years of experience, and the risk due to their departure/ retire may be very high.

Solution

Kiami's AI-based Troubleshooting and Knowledge Management solution optimizes the way manufacturing teams repair failures and collaborate troubleshooting best-practices across sites and the entire supply chain. It provides a centralized troubleshooting knowledge-hub for all the malfunctions, including various equipment, processes and products of the company, and incorporates the following elements:

- 3D easy-to-use interface representing the plant floor
- Expert wizard takes you through the complex troubleshooting process
- Smart learning algorithm constantly optimizes root-cause analysis
- Predictive analytics dashboard – identify failure patterns and generate alerts

Competitive Advantage

- Global collaboration of troubleshooting best-practice
- Much more powerful diagnostics and repair optimization algorithms, cutting repair-time by up to 90%, and reducing spare parts consumption costs by up to 30%
- Fast implementation and highly adaptable to different industrial segments
- Effective process control and predictive analytics
- Preserve experts' knowledge and logic, years after leaving the company

KIAMI's smart solution is already helping leading manufacturers including **Nikon, Flex, Perrigo** and **HP-indigo**, by transforming their existing troubleshooting process.

Market

B2B: Manufacturing companies: 6 B USD, CAGR: 12%.

Business Model

- SaaS user/ monthly fee (20 - 100 USD)
- Implementations and customizations
- Future revenue: aggregated analytics and knowledge cross industrial sector

Key Milestones

- Palziv turned to be a customer after 4 months of pilot (4 plants)
- Paid pilots in Nikon NPE (20 potential plants), Flex (100 potential plants), Perrigo (8 potential plants) and HP-INDIGO (3 potential plants)
- Good progress with few global companies such as Vishay and Teva
- Discussions with Toho to perform POC – potential customer and distributor in Japan
- Partnerships with SUPAD, 2blean and Multipack
- Galilee accelerator. won the Galilee smart manufacturing startups contest

*“If I had 60 minutes to solve a problem,
I’d spend 55 minutes defining it, and 5
minutes solving it”*

Albert Einstein