Beamo Sales Deck 2023



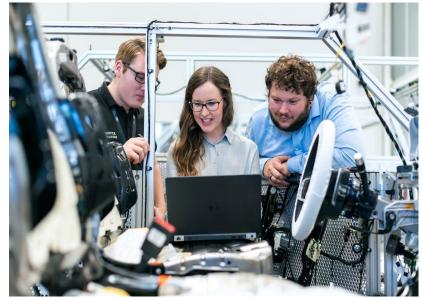




Enterprises have 90% of assets in indoor spaces

# but hard to track their location, status and activities to manage facilities





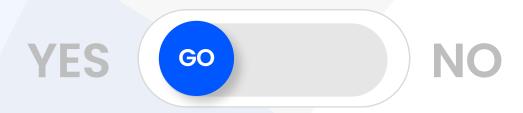


# Due to limited human resources, it takes tremendous time and cost to visit the facilities





# when it comes to visiting physical spaces, there is no alternative



you either go there or no





# PM & Facility managers still spend 30% of time

in traveling which is unproductive in time and cost







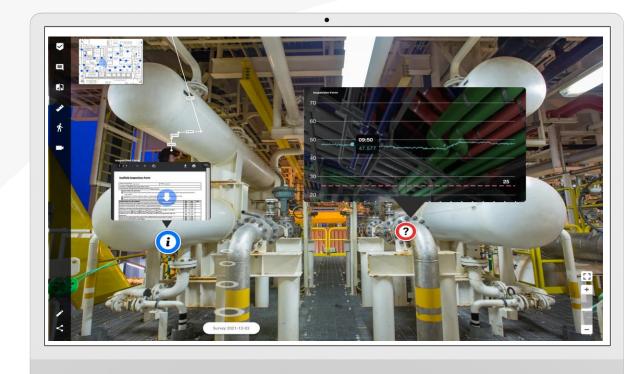


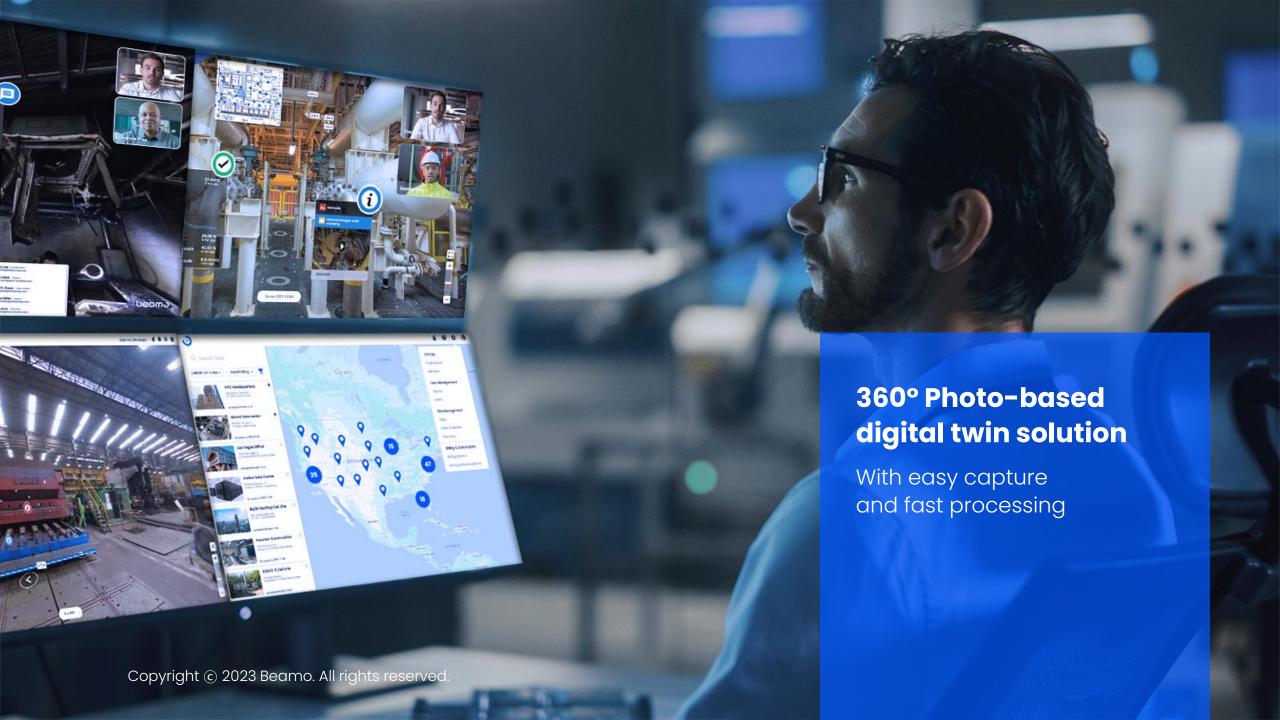




# Our mission is to provide with high ROI

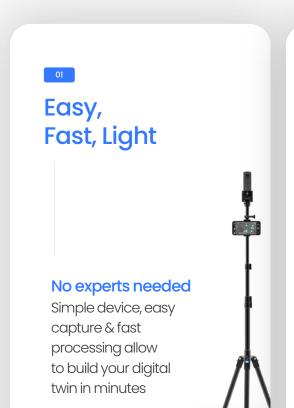
through Beamo's digital twin which enables enterprise to effectively manage the whole lifecycle of the facilities







# Beamo's Competitive Advantages



Superior Indoor Mapping

Al technology provides automated picture positioning where GPS cannot be available



Unlimited Coverage

360 Photo-based solution allows you to cover a large area or only partial as your needs.



Enterprise Level Security

Global standard for security that handles the threats to data





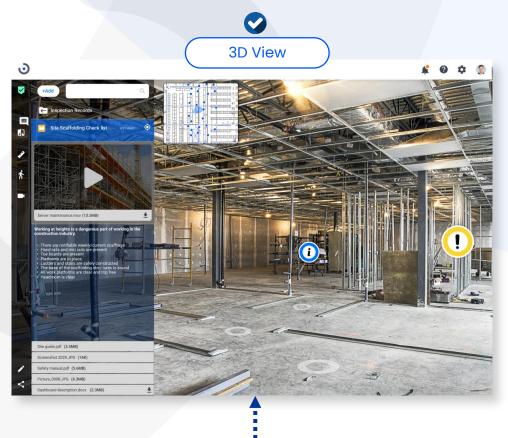
**Competitive Advantage 01** 

# Easy Fast & Light

From capturing to final 3D view, It takes about 20 min, meanwhile competitors takes 1~2 days to see the final results

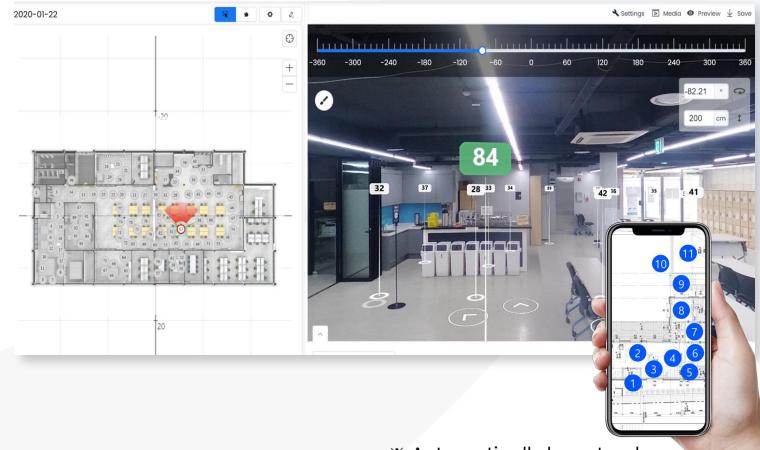
\* 200 photos based





Superior Indoor Mapping

Al provides automated picture positioning for accurate and precise mapping with floor plan where GPS is NOT available



Automatically keep track of the capture location

Competitive Advantage 03

# Unlimited Coverage



#### **Unlimited Coverage**

360 photo allows you to capture images without any restrictions of the area size

#### **Editable & Modular**

If the area/site undergoes changes, simply edit it on to the already existing capture



Competitive Advantage 04

# Enterprise Level Security



Audited by global corporations







# Beamo Features

#### **Centralized Platform**



**Beamo platform** enhances communication with your team and make informeddecisions

#### **IoT Integration**



**Visible live data** through IoT integration makes operation safe and effective in managing facility

#### **Superior Collaboration**



**Communication** such as tags, comments, live-share boost work collaboration as a team

#### **Project Management**



**Team projects** such as time comparison, progress report and layers of annotations strengthen teamwork





# It's all about the money and efficiency



Decrease travel time and cost

40%

Revolutionizes facility management without having to visit the sites



Cut project time

30%

Bridge between physical and digital to serve as a decision-making tool



Reduce carbon emissions

16%

Eliminate the need of car and plane travel to operate more sustainably



Enhance safety

**25**%

Get rid of facing the physical risks through digital twin technology





# Make digital twin in minutes, not hours or days

#### **COMPACT DEVICE**

All you need to make your digital twin are a 360-camera, a smartphone and a tripod.



#### **EASY CAPTURE**

Just walk and capture.

Beamo App can locate you anywhere
as you perform site surveys.



#### **FAST PROCESSING**

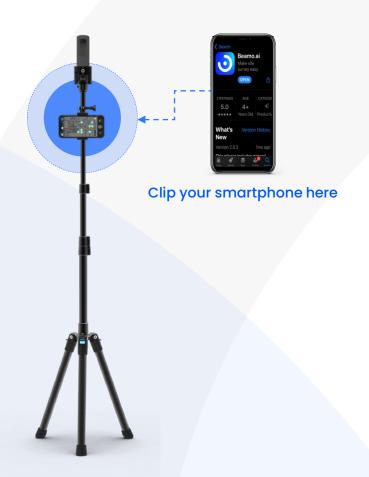
An immersive digital twin will be ready in minutes, so you can share and collaborate right away.

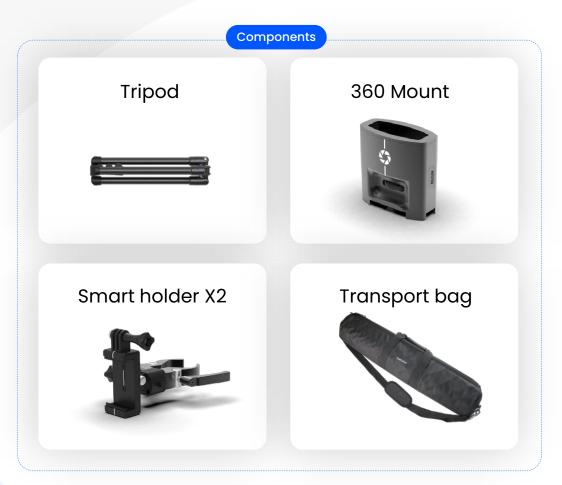




# **3** Beamo Starter Kit

# Just clip your smartphone on the tripod and go!!







## **O** Various Ways of Capture

# A new dawn for modular site survey



Most Intuitive and modular capturing method like using tripod and mounting on helmet.

WALK



Hop on the back of a robot -dog for remote inspection. Excels in rough terrains.

**CRAWL** 



Cover vast open lands and roads, on any vehicle, in no time.

Best for outdoor spaces.

**DRIVE** 

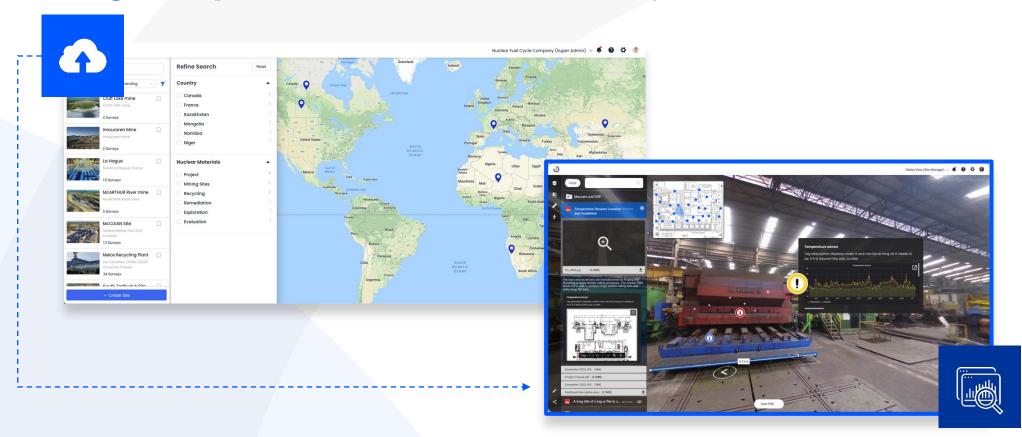


Get a bird's-eye view of your sites or inspect high ceilings.

**FLY** 

# Beamo Centralized Platform

# Manage all your sites, teams in one place



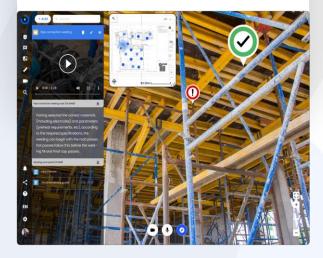




# Solution for a wide variety of industries

#### Project Management

Manage projects on schedule and utilize as a decision making tool



#### Inspection & Maintenance

Add a 360 view to customer's IoT sensor monitoring platform and embed IoT tag to utilize tasks



#### Training

Browse the site with a 360 view and learn with tagged images & videos for new employees





## Use Case - Mega Construction (Korea)

#### Problem

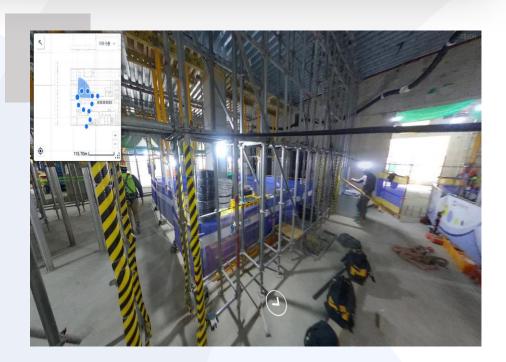
Customer wanted to make swift decisions on construction process and record every stage for later reviews and

#### **Action**

Captured onsite in the morning and processed the data instantly

#### Result

Informed decisions were made afternoon and cut project time







## Use Case - Facility Management (Korea)

#### **Problem**

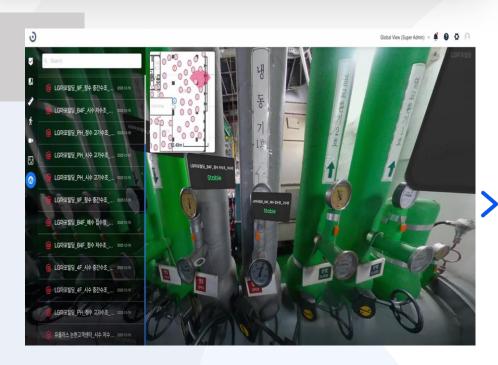
On-site employees were delayed from taking actions when the alarm went off as it was difficult for them to track where the exact sensor was

#### Action

Embedded IoT Sensor tag list of customer into Beamo platform

#### Result

Integration made workers easy to find the sensor and remotely manage the facilities







### Use Case – Industrial IoT Solution in Australia

#### Problem

Problem - Employees had a difficulty to find exact sensor location in a large outdoor field and lack of spatial information

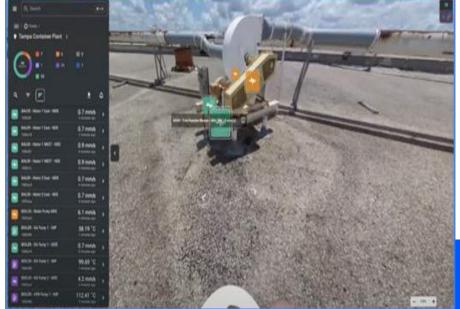
#### **Action**

Embedded IoT Sensor tag list into customer's platform

#### Result

Spatial information saved time for workers and no communication issue occurred







## Use Case - Smart Factory (Korea)

#### Problem

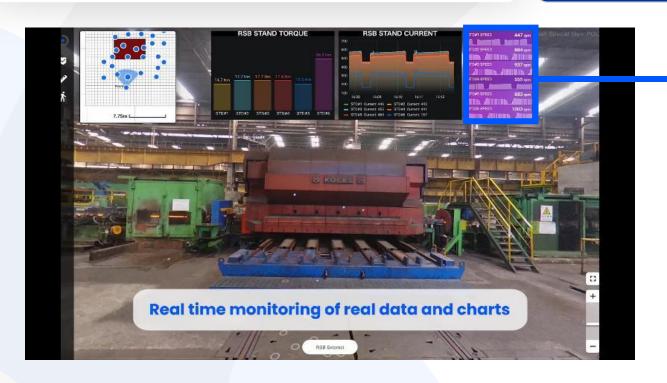
SeAh steel has numerous facilities in and out of Korea. To manage the large number of sensor data, it was difficult to visualize through their traditional dashboard

#### Action

Integrate Beamo into Seah's platform

#### Result

Significantly boost the overall safety and easily monitor sites regardless of skill set







# Use Case - Data Center Management (Japan)

#### Problem

NTT had aged +1,000 data centers and looked for the best way to consolidate, but the travel cost was tremendous since facilities are throughout Japan

#### **Action**

First applied to 70 facilities to capture the sites with Beamo 360 view

#### Result

Shared the data with HQ and made informed decisions for consolidation







## Use Case - 3D Virtual Training (Japan)

#### Problem

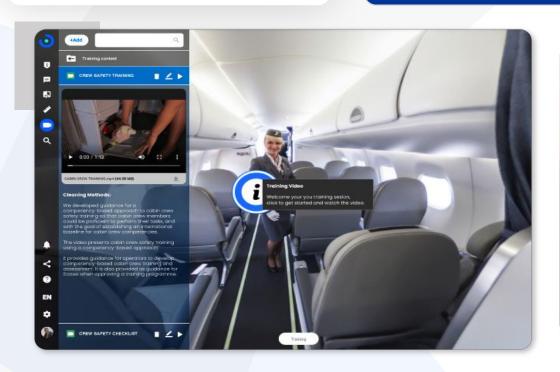
JAL used PPT or paper for new employees training to educate color lane, equipment location, etc.

#### Action

Applied Beamo 3D view in training

#### Result

84% of satisfaction rate due to 'easy to use', 'proactive learning process since trainees can touch and control 3D view





#### **Oustomer Testimonials**



"What used to be possible only on the site can now be done remotely, allowing us to check on the current situation of the field and to align our perceptions."



SENIOR MANAGER, NTT COMMUNICATIONS

Yoichi Taguchi



"For enterprises with distributed facilities, Beamo is a game-changer when it comes to reducing inspection time and the number of trips you have to make onsite."



ASSOCIATE DIRECTOR AND ASSOCIATE PROFESSOR, SAN JOSE STATE UNIVERSITY

Dr. Jae H. Pyeon



"With Beamo, it takes only one or two hours to create immersive digital twins of our Special Steel Manufacturing Plant, instead of 6 months using traditionnal methods."



CHIEF DIGITAL OFFICER, SEAH CSS
Minseok Chae



"Working with the Beamo team has enabled us to deliver a jaw-dropping user experience to contextualize our IoT networks deployed in real-world spaces."



FOUNDER/CEO, URBAN.IO
Rob Cumming





# Comparison Chart

# Beamo specialized in DIY and processing speed

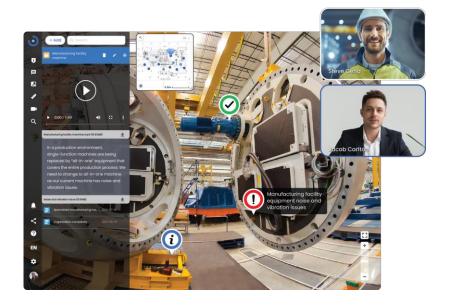
Category	Capability	beamo	Matterport	Navvis	Cupix	Openspace
Easiness	DIY	Yes	No	No	Yes	Yes
	Capture workflow	Automatic	Automatic	Automatic	Manual	Manual
	Continuous scanning	Not mandatory	Mandatory	Mandatory	Mandatory	Mandatory
	Post processing required	No	Yes	No	Yes	Yes
Speed	Capture speed	3,000	700	3,000	2,300	10,000
	Processing time for 200 pics	5 min	3~7 days	24 Hours	8 Hours	1 Hour
Capture/Quality	#of capture limit	Unlimited	200	3,000	20	800
	Image quality	High	High	High	Average	Low
Collaboration	Team management	Yes	No	No	Yes	No
	Access control	Yes	No	No	No	No
	Collaboration features		Limited	Limited	Average	Average
		High				





# Whole lifecycle management in one platform





From construction & inspection to maintenance & training, Beamo revolutionizes the whole lifecycle facility operation





**TECH & AIRLINES** 

# **Current partners** who trust us

orange™

MANUFACTURING

SEAH CSS

ENERGY & UTILITY

anglianwater

BW OFFSHORE

FIGT Tonkin+Taylor

AEC

KAIST

DAELIM



#### beamo

# Company Overview



- **Established in 2017**
- Q HQ located in Seoul, South Korea
- **≜** 120 employees (Sept.2023)
- Investment- 28 Billion won
- 36 registered patent(s) + 24 Trademarks



