

Dear Media Representative,

XMPro has helped one of the world's largest oil and gas companies save \$8M in 6 months through improved asset integrity and utilization.

Our model-driven Industrial IoT Application Builder acts as the software “glue” that connects industrial IoT data sources to analytics and business applications. This means that engineers and subject matter experts can create and deploy real-time IIoT applications for a range of different use cases with little or no coding. These IoT use cases can be deployed in an agile, incremental fashion with the flexibility to change or refine applications as needs evolve.

XMPro's CEO, Pieter van Schalkwyk is uniquely positioned to lead XMPro in helping industrial companies deal with the deluge of data from IoT. A mechanical engineer by training, Pieter spent a decade in the petrochemical industry where he learned first-hand the importance of operational efficiency and how enterprise IT systems could impact it. XMPro's software was designed by an engineer and built for real industrial environments based on Pieter's years of experience. As a co-presenter of the openSAP Imagine IoT course, Pieter shared his knowledge about Industrial IoT alongside guest speakers from Intel and Deloitte with more than 19 000 students.

Enclosed you will find a press kit that includes:

- Company Fact Sheet
- Executive Bio & Quotes
- Product Information
- Link to media files

Thank you for your interest and consideration. For more information about XMPro, please email Kirsten Schwarzer at ks@xmpro.com or call +1 214 377 0334.

Kind Regards,

Kirsten Schwarzer
Digital Marketing Officer

Fact Sheet

Company Name	XMPro
Headquarters	Dallas, Texas, USA
Website	xmpro.com
Ownership	Privately held
Founded	2009
CEO	Pieter van Schalkwyk

About XMPro

XMPro is a global provider of software and services for industrial IoT applications. XMPro's Agile Application Suite for Industrial IoT helps you improve operational performance and create new service-based business models in weeks. By monitoring asset performance in real-time and employing machine learning algorithms, one of XMPro's customers saved \$8 million in 6 months. Integrated with SAP HANA and Microsoft Azure, XMPro provides a visual, model-driven approach for creating industrial IoT applications with little or no programming required.

History

XMPro founder Pieter van Schalkwyk, a mechanical engineer by training, spent a decade in the petrochemical industry where he learned first-hand the importance of operational efficiency and how enterprise IT systems could impact it. Pieter subsequently launched XMPro in 2009 with a focus on intelligent business process management (BPM) solutions for industry, and received the Gartner BPM Cool Vendor award in 2012. In 2015 XMPro released the Agile IoT Application Suite, which extended its BPM capabilities to help industries rapidly gain insight from the massive amount of data available in Industrial IoT. XMPro also joined progressive and innovative companies from around the world as a member of the Industrial Internet Consortium.

Social Channels

 **LinkedIn**
<http://www.linkedin.com/company/xmpro-inc>

 **Twitter**
<http://twitter.com/xmpro>

 **Youtube**
<https://www.youtube.com/channel/UCnUBhxxwBecOfdnT0ChI4OA>

Locations

- Dallas, United States (head office)
- Denver, United States
- Sydney, Australia
- London, United Kingdom
- Centurion, South Africa



Recognition & Memberships

- Gartner Cool Vendor 2012
- Microsoft Gold Application Development Partner
- CIO Review 100 Most Promising Big Data Solution Providers 2015
- CIO Review 20 Most Promising BPM Solution Providers 2015
- Microsoft Azure Certified
- Industrial Internet Consortium Member
- SAP Startup Focus Member
- Powered by SAP HANA Certified
- GE Digital Alliance Partner
- OPC Foundation Member

Executive Bio

Pieter van Schalkwyk | B.Eng M.IT

As the Founder and CEO of XMPPro, Pieter van Schalkwyk oversees a team of experts who obsess over helping customers solve complex industrial IoT challenges. Pieter earned his Bachelor's Degree in Mechanical Engineering and his Master's Degree in Information Technology.



He has accrued nearly twenty years of IT and software development experience and more than ten years of engineering experience, starting his career as a plant engineer and maintenance manager at a large chemical manufacturer. As a co-presenter of the openSAP Imagine IoT course, Pieter shared his knowledge about Industrial IoT alongside guest speakers from Intel and Deloitte with more than 19 000 students. He is currently serving as a co-chair of the Industrial Internet Consortium's (IIC) Ecosystem Task Group. Pieter combines a unique mix of engineering and IT skills to solve the unique challenges of Industrial IoT in asset intensive industries.

Quotes

"Industry 4.0 is not a technology shift, it's a paradigm shift."

"Industry 4.0 is leveling the playing field once again for manufacturers of all sizes to compete for the new value wedges in a service-based economy. New business models that support Industry 4.0 are already here."

"At XMPPro, we're focused on being an IoT orchestration platform that helps engineers at industrial companies build their own real-time solutions in a visual, model-driven way."

"Industrial IoT is not about having sensors, it's about using data from sensors to drive actions that create real business value."

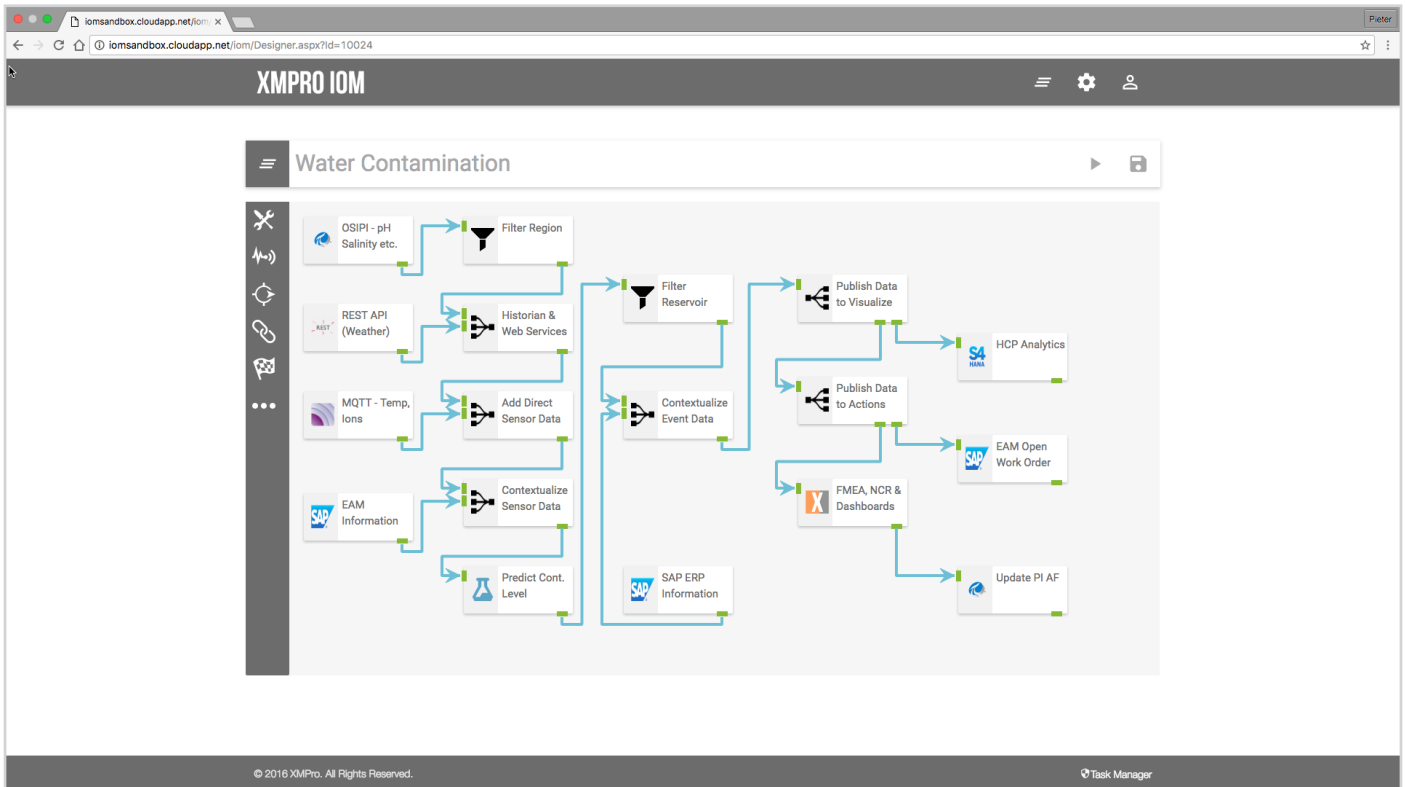
"The biggest challenge industrial organizations face today is the latency between when events happen and when they can take action. That's why XMPPro was built to drive action from analytics data. Our software lets you set up automated actions when a certain condition occurs in your data. The actions could be anything from an XMPPro-based workflow, a work order inside your EAM solution or sending data to another business application."

**All quotes attributed to XMPPro CEO, Pieter van Schalkwyk.*

Media Files

To download official logos, bio photos and screenshots please go to xmpro.com/press-room.

The Agile IoT Application Suite That Helps You Improve Operational Performance in Weeks



Integrated with SAP S/4 HANA/HCP and Microsoft Azure, XMPRO provides a visual, model-driven approach for creating industrial IoT applications with little or no programming required.

Global competition and price pressure have driven industries to improve their operational efficiency by leveraging the massive amount of data available from equipment, sensors, applications and databases across the enterprise. But how to make sense of the data and reduce the latency between events and action is a challenge for most organizations. Lengthy, complex IT projects to address this need often come up short and have a questionable ROI.

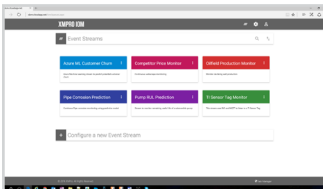
Our Agile Application Suite for Industrial IoT is a powerful IoT platform that works in conjunction with your 3rd party applications to:

- Provide real-time responsiveness to equipment issues
- Help you move from reactive to predictive operations
- Improve asset utilization
- Enable application development in weeks by subject matter experts

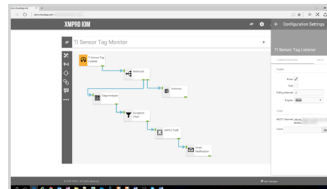
The XMPro Agile Application Suite includes both a comprehensive development and deployment environment optimized for industrial IoT applications:

XMPro Agile Design Studio

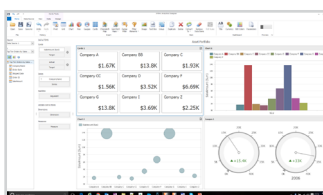
Use Case Manager



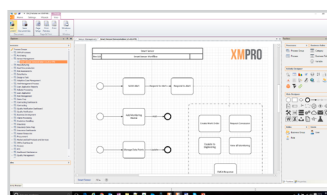
Stream Designer



Dashboard Designer

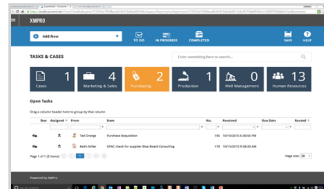


Workflow Designer



XMPro Action Console

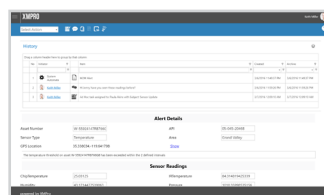
Performance Monitoring



KPI Dashboards



Visible Decision Trail



Drill-down Analysis



XMPro's Innovative Approach To IoT

XMPro sits on top of other platforms & acts as an orchestrator

XMPro can take different data streams from sensors and web services and connect them to applications and IoT platforms. It then acts as the conductor that lets all of these elements work together to solve your business problem.

Integrates your heterogeneous industrial environment

In industrial environments there are many different devices, protocols, manufacturers, makes, models and technology stacks. XMPro lets you integrate this environment and run IoT applications on-premise, in the cloud or with a hybrid setup.

Combines data from different sources to create new insights

XMPro can bring together information from applications like your ERP and CRM, combine it with sensor based data and display it on a single screen for the user to make a decision. It's also easy to bring in machine learning models from engines like Microsoft Azure, SAP HANA or IBM Watson.

Engineers can build their own IoT applications

The Agile Design Studio makes it easy for engineers to set up specific IoT use cases without having to write code. We handle the heavy lifting to integrate your environment so you can deploy IoT applications in a matter of weeks.

Built to drive action from analytics data

XMPro lets you set up automated actions when a certain condition occurs in your data. The actions could be anything from an XMPro-based workflow, a work order inside your EAM solution or sending data to another business application.