



# SAPOTECH

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WELCOME TO SAPOSLETTER, YOUR PEAK INTO SAPOTECH'S DEVELOPMENTS AND ACHIEVEMENTS

## Introducing complete solutions as a service for the metallurgical industries

Differently from the traditional models, our development focus is on software and optical intelligence rather than just plain hardware. For this reason Sapotech is always improving and keeping its system up-to-date. This means that our customer will always benefit from the latest improvements and updates.

Sapotech products as a service means that you do not need to invest in hardware nor software; **you only pay for the true beneficial results**. Some of the features of the service are:

- Training provided for the personnel and helpdesk for customer support.
- Remote monitoring and maintenance through a secure connection.
- Periodic software releases.

- Hardware maintenance, including repairs and spare parts.
- After an agreed period, an evaluation will be made and, depending on customer's satisfaction, the available options are: a new service agreement (monthly fees possibly reviewed downwards), purchase of equipment at residual value, or termination.
- No activation fee and service fee will be lower after 2-3 years.
- Service can be extended to cover also low temperature processes.



## Scanmet V: Presentation of REVEAL CAST technology by a key customer

Our participation in the 5th International Conference on Process Development in Iron and Steelmaking (Scanmet V) opened the door to new opportunities for Sapotech. Several new contacts from European, North American and Asian steel mills were made during the fair and we are expecting to take these negotiations further.

Also, we would like to thank all the experts and visitors that came to our booth and listened to the presentation made by Juho Moilanen, an expert at our key customer Outokumpu. He demonstrated how the features of slab surface can change dramatically during the casting process and how **Reveal CAST can help to detect and monitor these changes. Very importantly, defects can be detected at an early stage of the production process, which translates into savings for the steel plant.**

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## The REVEAL Platform



The Reveal Platform is an online IoT (Internet of Things) platform common for all Sapotech products. **For the customer, the benefits are:**

- Customer's needs can be taken into account easily and in a timely manner.
- The development of new features in the products can be made quickly and very efficiently.
- It supports different types of processes (e.g. on Reveal CAST: slab casting, slab grinding, hot rolling of strips or plates).
- It can be integrated with third party equipment manufacturers.
- All generated data is documented, can be stored to the Reveal database and distributed through the cloud.
- Generated data can be accessed from different mobile devices (e.g. desktop, laptop, mobile phone, tablet, etc.)
- It can use internet or the customer company intranet.

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## Meet the story of one of our customers: Outokumpu

Outokumpu (OTK) is a worldwide renowned stainless steel company with its headquarters in Finland. OTK has its largest integrated steel mills facilities in Tornio.

Back in 2015, Sapotech got the first service order for our Reveal CAST product from Outokumpu Tornio and since then several more products have been delivered.

After using Reveal CAST for several months, we got some customer feedback concerning the utilization of images of Reveal CAST to improve the quality of slabs and of the final product (rolled strips)\*:

*"Quality level of certain steel grades has improved with the aid of cameras installed on the caster. With cameras we can follow surface quality of slabs. We are now at once able to catch surface defects".*

[Section manager]

*"I can follow the same process of control systems than caster operators. In addition, I can also see images of final slabs, the quality of which I then evaluate."*

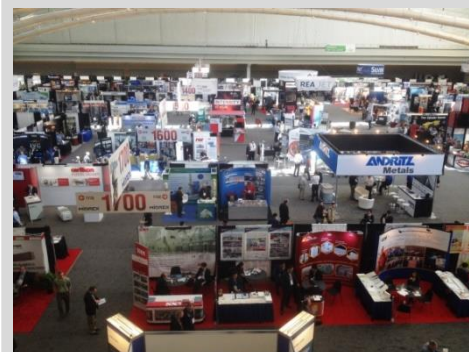
[Cast Researcher]

\* References above are from Company Journal of Outokumpu. (kromi&teräs journal)



## Sapotech at AISTech and EEC conferences and exhibitions

Sapotech participation in AISTech 2016 (the Iron & Steel Technology Conference and Exposition) during 16<sup>th</sup> - 19<sup>th</sup> May in Pittsburgh, USA was a great success. It was a unique opportunity for us to introduce our solutions to the major American steel makers and already initiate negotiations! *"For Sapotech, this was a sound step into the American market. We now expect to start Sapotech's Rapid Demo campaigns at facilities of selected customers that we met on our booth"* says Sapotech CEO Saku Kaukonen.



After AISTech, we headed to Venice to participate in the 11th European Electric Steelmaking Conference & Expo (EEC), which took place from 25th to 27th May. During EEC, and in cooperation with Outokumpu researchers, a paper was presented, which explained how the tapping process of steel produced in electrical arc furnaces (EAFs) can be enhanced with the help of Reveal TAP.

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