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# *Make Industry Better*

## Ronds Customer Success Case Study

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# ABOUT RONDS

**Ronds** is a high-tech enterprise which provides equipment predictive maintenance products and services. We have been focusing on predictive maintenance for more than 20 years and possess strong professional capabilities. We serve industrial enterprises in **40+ countries and regions** around the world and assist in their digital transformation.

<b>20+</b> Years experience in predictive maintenance field	<b>2,000+</b> Customers worldwide	<b>NO.1</b> Market share in China predictive maintenance
<b>900,000+</b> Sensors installed	<b>200,000+</b> Machines connected to RONDS platform	<b>35,000+</b> Closed-loop cases
		<b>300+</b> Algorithm models



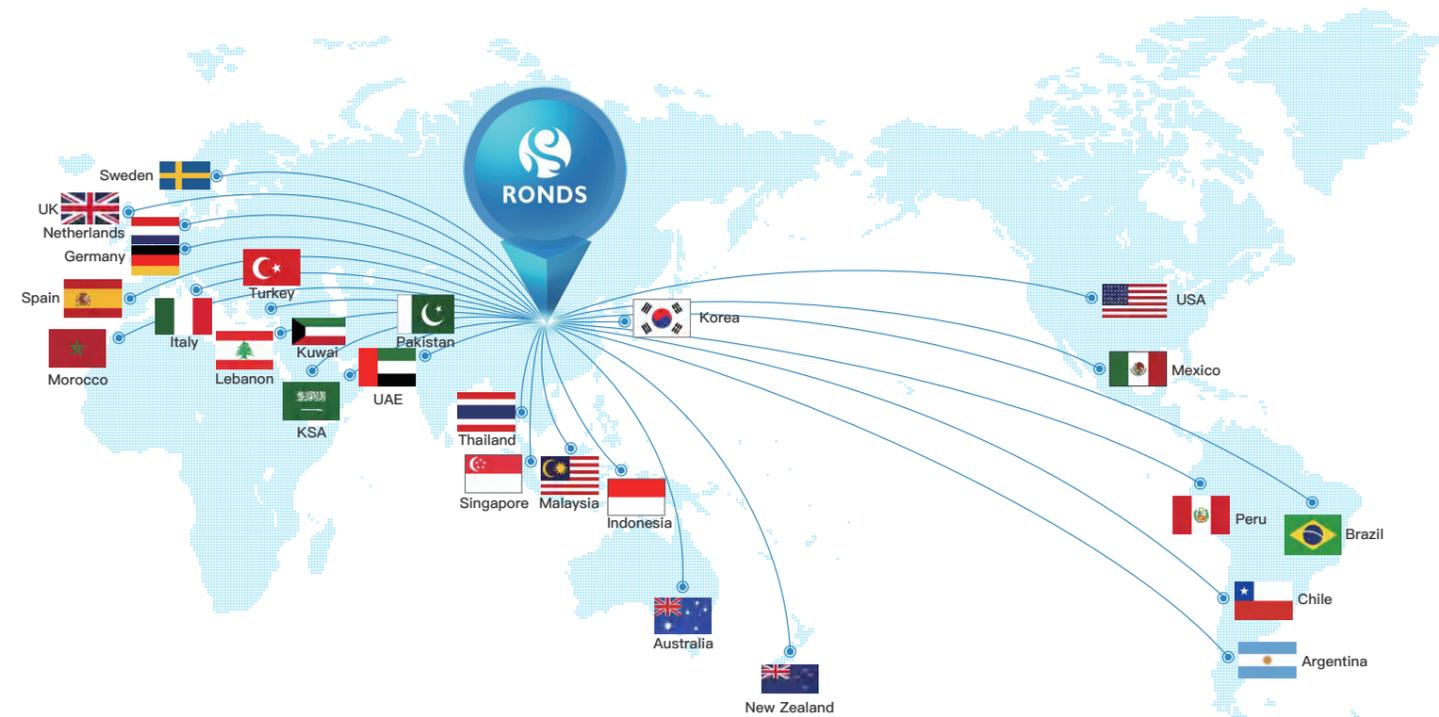
## One Stop for Predictive Maintenance

Ronds has comprehensive technical expertise in predictive maintenance, with independent capabilities in hardware, software, AI algorithms, remote/on-site services, and can provide customers with one-stop predictive maintenance products and services.

Hardware	Software	AI Services	Site Inspection Services	Remote Analysis Services

## Typical Customer

SINOPEC	CNPC	CNOOC	BASF	RONGSHENG	WANHUA	HENGLI	PTT	YPF
POSCO	BUNGE	VOLKSWAGEN	BAHRI	OCP	ALMARAI	BAOWU	CNBM	



# SINOPEC

## Cooperation Detail



Ronds covering **32 companies** in Sinopec  
 (Including Guangzhou, Shanghai, Zhongke, Tianjin, Yangzi, etc.)  
 Total sensor installed: **200,000+**  
 Total equipment monitoring: **40,000+**  
 Successful cases: **7,000+**



## Deeply Strategic Cooperation

- 2022 Signed a framework agreement worth **27.59 million US dollars**, aim to comprehensive coverage all the fans and pumps.
- 2024 Signed a framework for reciprocating compressor.
- Based on overall planning and customer needs, collaborate to develop customized big data equipment comprehensive management system.



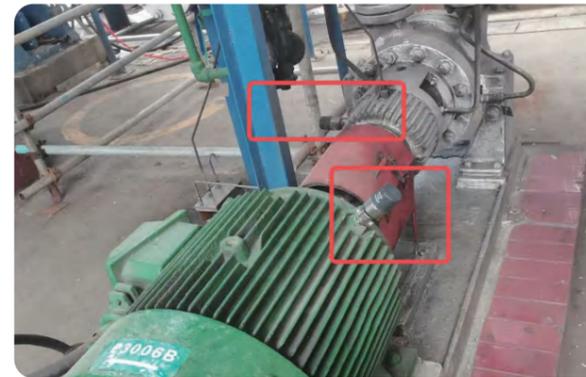
Chinese government news media has reported multiple times

## Successful Practice of a Certain Sinopec Company in Southern China

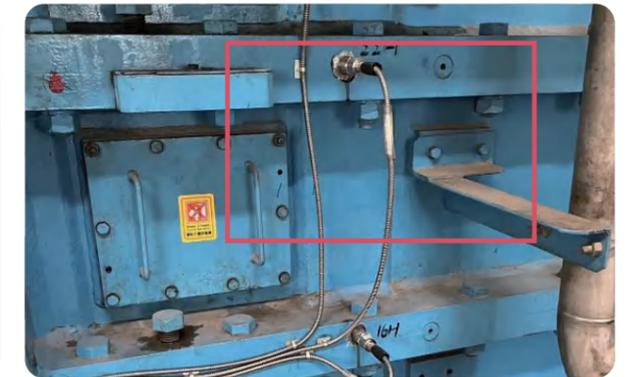
81 Facilities

2400+ Equipment

16,000+ Sensors



Wireless Sensor



Wired Sensor

## Application Achievements

Based on the deep cooperation between the two parties, Ronds integrates advanced online monitoring systems with equipment management systems to achieve AI driven integration of equipment management business processes, greatly improving on-site maintenance efficiency, and realizing digital transformation of equipment maintenance.

<p>≤ <b>2%</b> ↑</p> <p>Equipment failure repair rate</p> <p>(Before 4%)</p>	<p><b>20 months</b> ↑</p> <p>MTBF of Pump</p> <p>(Before 18months)</p>	<p>≤ <b>0.8%</b> ↑</p> <p>Emergency repair man-hour rate</p> <p>(Before 9%)</p>	<p>≤ <b>2 times/year</b> ↑</p> <p>Unplanned shutdown maintenance frequency of 100 devices</p> <p>(Before 5 times)</p>
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# China Resources Group

## Cooperation Detail



Both parties have carried out comprehensive cooperation in multiple fields such as electricity(54 wind farms), cement(31 factories), mining(6 mines), pharmaceuticals(2 factories), beverage(1 beer factory) and chemicals(1 facility) etc..



## Deeply Strategic Cooperation

To ensure the implementation of digital transformation, China Resources Group innovatively explores a "3 in 1" intelligent O&M transformation plan with Ronds.



- Build an intelligent equipment O&M platform based on customer needs
- Build dozens of management standards based on digital systems
- Based on future needs, cultivate hundreds of 'Digital O&M engineers'

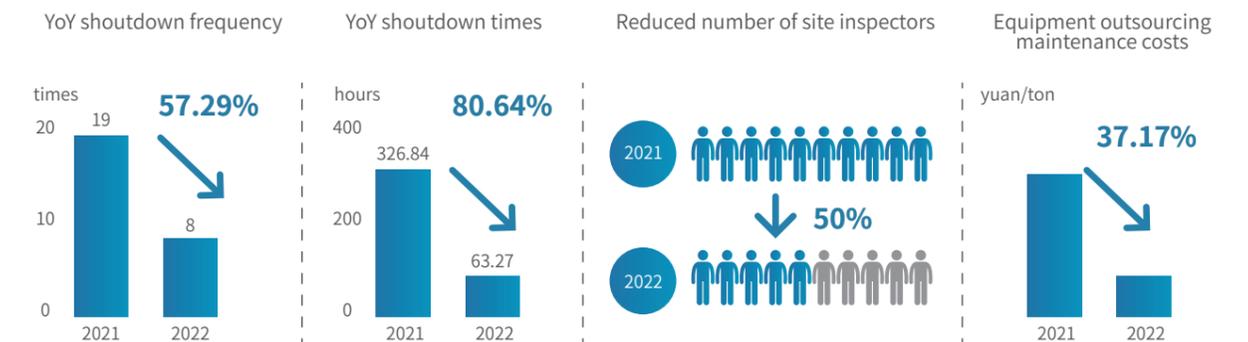
## Successful Practice of CR Cement

**Improve equipment reliability:** In 2022, the number of mechanical equipment failures has decreased by 57.29%, and the downtime due to mechanical failures has decreased by 80.64%.

**Improve operation and maintenance efficiency:** Based on the application of the equipment online monitoring system, directly reduce the number of inspection personnel by 50%.

**Reduce operation and maintenance costs:** Compared to the same period in 2022, the proportion of equipment outsourcing maintenance costs decreased by 37.17%, the consumption of spare parts can be reduced by 20% through predictive maintenance.

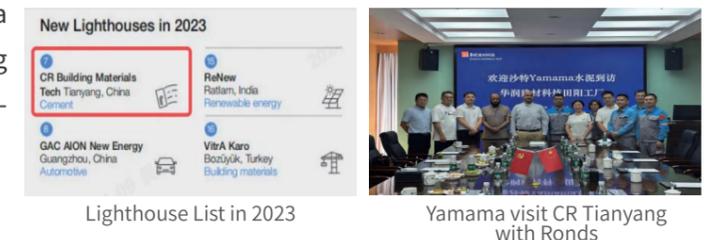
### Total decrease 3.75 million US dollars cost of maintenance!



## The World's First Lighthouse Factory in the Building Materials Industry

CR Building Materials Tianyang lighthouse project includes Ronds system.

Through Ronds recommendation, Yamama Cement from Saudi Arabia visited Tianyang to discuss about the construction of a lighthouse factory.



# CITIC

## Cooperation Detail



Covering 8 companies in CITIC

(Including Qingdao, Xingcheng, Daye, Tianjin, etc.)

Total sensor installed: 40,000+

Total equipment monitoring: 5,800+

Successful cases: 950+



## “131” Intelligent O&M Planning

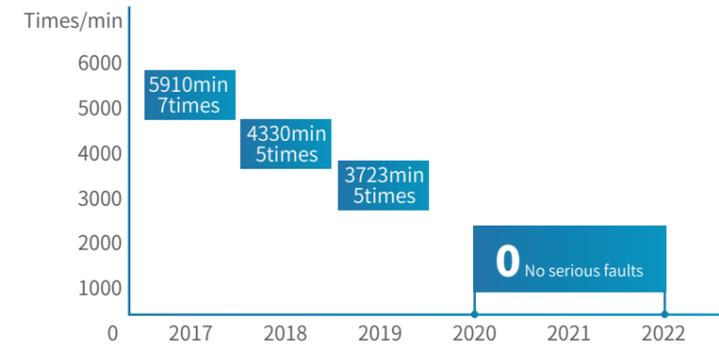
1 intelligent platform+ 3 digital projects = 1 Leading intelligent O&M transformation for the next 5-10 years  
The intelligent platform covering more than 90% O&M business including Maintenance Management, Repair Management, Spare Parts Management, Engineering management, etc.



CITIC Intelligent O&M Center

The cost of emergency repair is decreasing year by year, with an average annual savings of 810000 US dollars per factory.

## Successful Practice of CITIC Qingdao



After applying the Ronds system, CITIC Qingdao unplanned downtime decreased to 0.

Since 2020, Ronds has helped cultivate over 10 professional diagnostic experts.

Based on potential unplanned shutdown losses, it can help reduce losses around 1.3 million US dollars annually.

With the help of Rond, CITIC has established its own remote diagnostic center, which not only serves CITIC itself, but also serves other surrounding chemical enterprises.

## Win Numerous Awards and Collaborate on New Technologies

Ronds and CITIC collaborated deeply and continuously innovated during the project process. Various new technologies such as robots, oil monitoring solutions have also been applied at CITIC and have won numerous awards

Award Organizer	Award Name
China Equipment Management Association	Equipment Management and Technological Innovation Achievement Award
China Steel Association	Innovative Achievements in Modernization of Metallurgical Enterprise Management
CITIC	Group Demonstration Project Award
Qingdao Government	Qingdao Excellent Innovation Achievement Award
MIT	National Intelligent Manufacturing Pilot Demonstration Project

Awards won by Ronds Project



Ronds Insepection Robot in CITIC

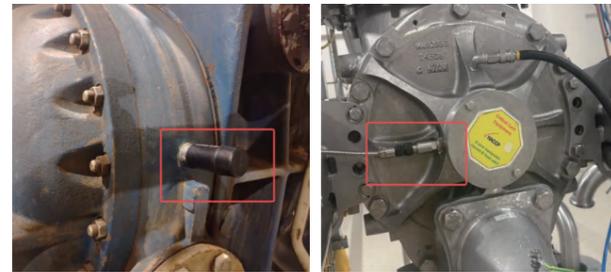
# A Top Saudi Food and Beverage Company

## Cooperation Detail

Covering 4 production lines

Total sensor installed: 700+

Total equipment monitoring: 200+



Wireless Sensor

Wired Sensor

## Stand Out from the Competition and Continuously Satisfy Customers

**Background:** It already signed a project with a certain company, but performance was not satisfactory.

**Ronds gets involved:** Customer invited 5 companies (including Ronds) to conduct POC in the 2nd phase.

**Ronds Stands out:** With a 5-month test, Ronds stood out from all competitors through advanced product technology and active on-site service.

**Continuously gaining trust:** The second phase project was very satisfactory to the customer, and Ronds quickly obtained the 3rd phase order and the 1st phase replacement order from the customer.

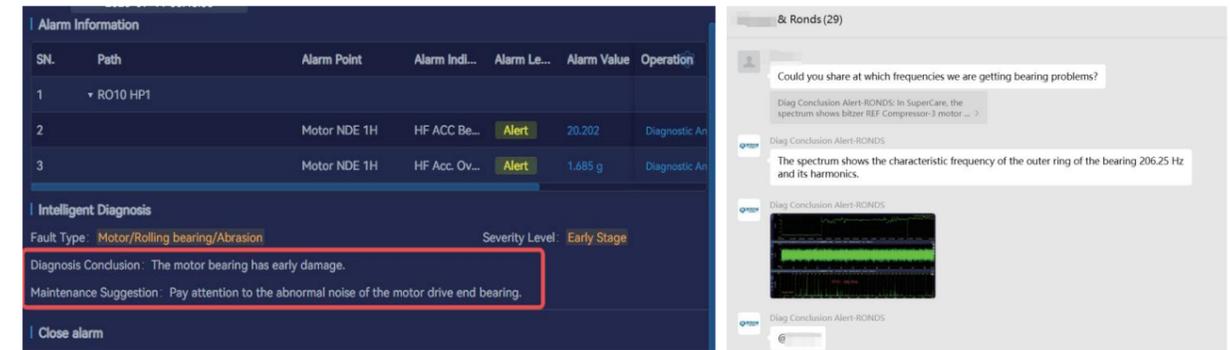


Incorrect installation of the first phase project

Choosing the wrong company will seriously waste your money and time!

## AI + 24/7 Services + Professional Training = Reliability

With the help of Ronds cloud based big model AI and professional 24-hour remote diagnostic services, the company's equipment unplanned downtime has been significantly reduced.



Ronds AI Dignositc

Ronds 24/7 Services

## Expert Special Care + Algorithm Customization: Solving Long-Term Headache Problems

Due to the special structure of vertical pumps (without bearings at the pump end), the problem of chamber breakage has often occurred.

Ronds sent experts to the site to conduct analysis and continuously improve the algorithm, successfully helping to enhance the vertical pump fault diagnosis capability and detect multiple faults.



Ronds engineer on-site analysis and training

Vertical pump fault