

Partnership Between S3 Optistart Consulting and Perimattic

A joint value proposition for
AI-enabled manufacturing
transformation

Agenda

1. Partnership Overview and Roles
2. Operational Model and Solutions
3. Proof, Leadership, and Next Steps

Partnership Overview and Roles

Why This Partnership Matters

Faster impact is now required

- Factories must improve quality, uptime, and execution discipline quickly.
- Delays in acting on defects and downtime directly erode margins.

Advisory plus deployable tech

- Optistart brings diagnostics, governance, and strategy-to-execution rigor.
- Perimattic brings Industry 4.0 solutions that fit existing systems.

Business priorities to shopfloor results

- Together, we move from insight to implementation without disruption.
- The focus stays on measurable outcomes: lower scrap and downtime.



Two Strengths One Outcome

Optistart: Advisory that drives execution

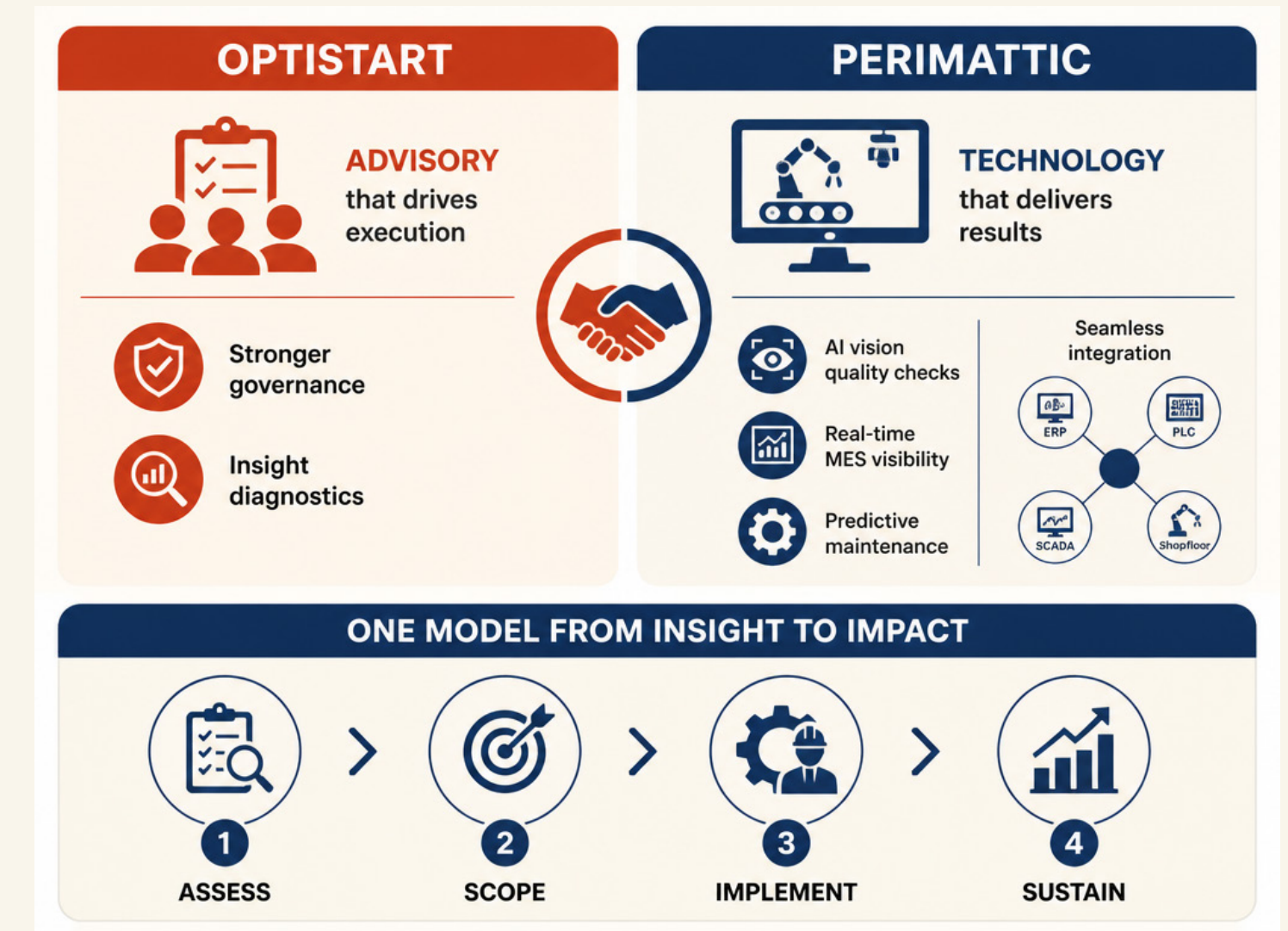
- Strengthens governance, SOP discipline, and strategy-to-execution alignment.
- Runs diagnostics to expose constraints, margin leakage, and improvement levers.

Perimattic: Technology that delivers results

- Deploys AI vision quality checks, real-time MES visibility, and predictive maintenance.
- Integrates with existing ERP, PLC, SCADA and shopfloor equipment.

One model from insight to impact

- A single transformation path: assess, scope, implement, and sustain outcomes.



What Each Partner Does

S3 Optistart: Advisory lead

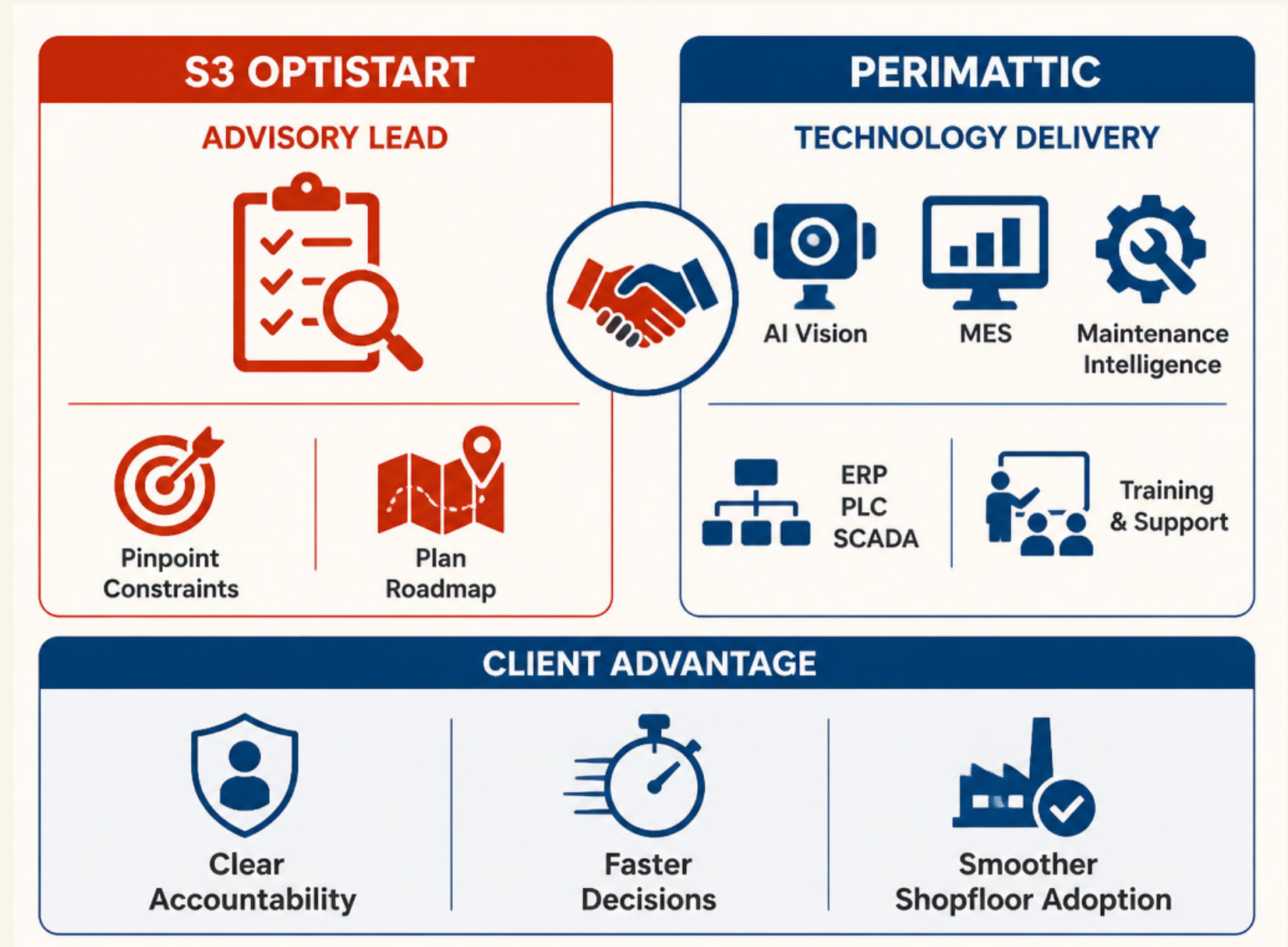
- Runs assessments and diagnostics to pinpoint constraints and margin leakages.
- Defines business requirements, priorities, and a roadmap to execution.

Perimattic: Technology delivery

- Designs and deploys Intellyx solutions: AI vision, MES, maintenance intelligence.
- Integrates with ERP, PLC, SCADA and supports training and operations.

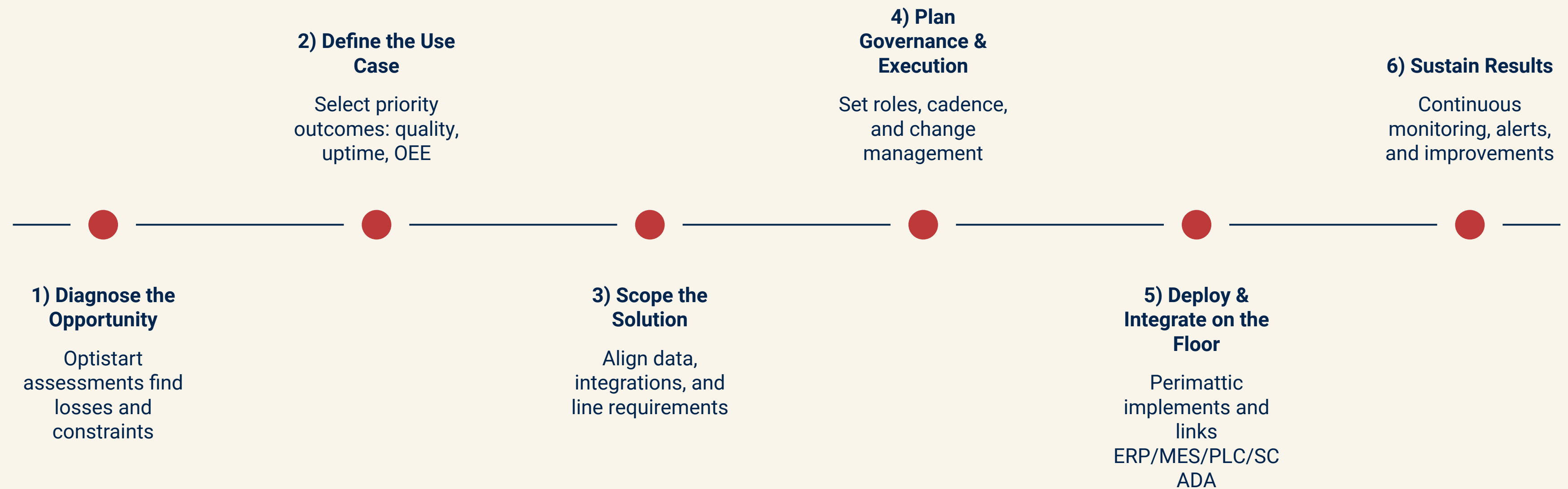
Client advantage: Clear accountability

- One partner drives outcomes; the other ensures reliable implementation.
- Less ambiguity, faster decisions, and smoother adoption on the shopfloor.

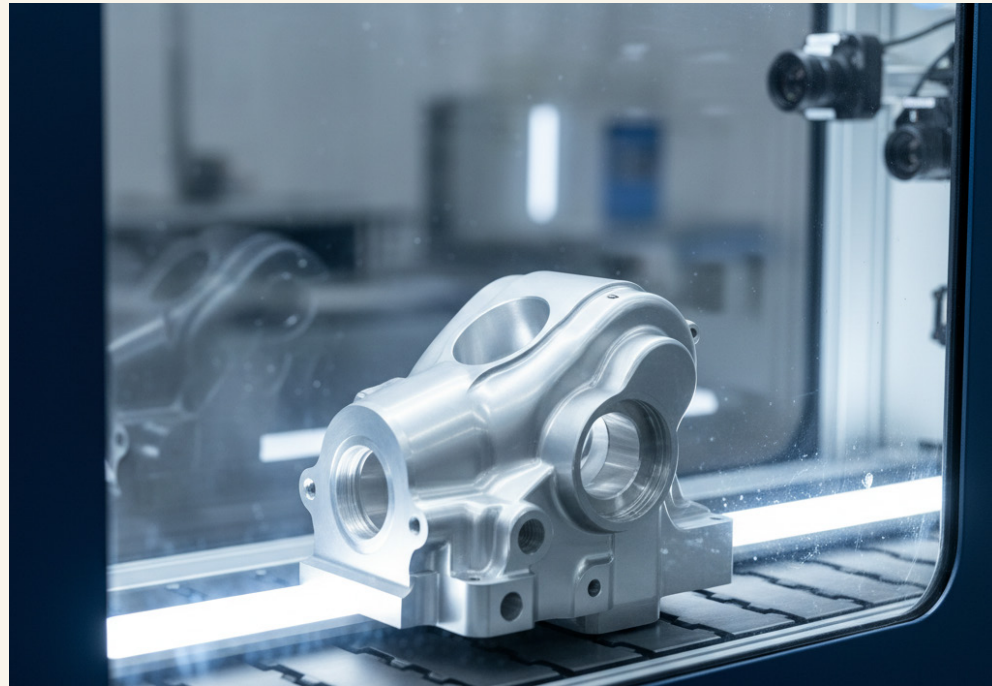


Operational Model and Solutions

How The Model Works

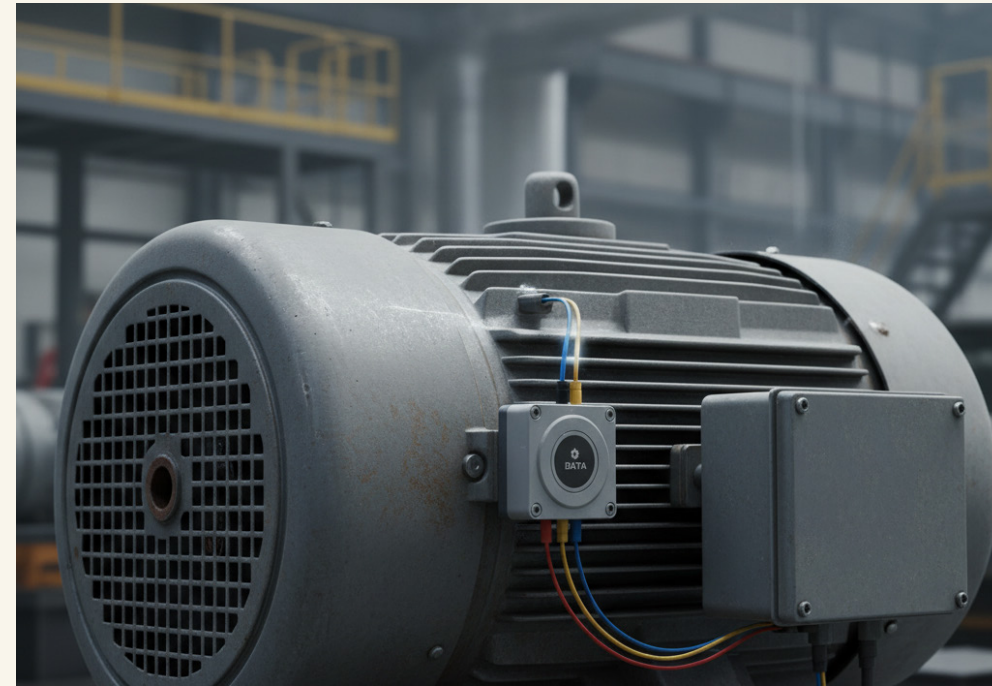


Solutions Manufacturers Can Deploy



Inline AI Defect Detection

- Inspect **100% of parts** inline, not samples, with audit-ready image logs.
- Auto-classify defects and trigger reject/rework decisions to the line.



Predictive Maintenance Intelligence

- Use sensor signals to predict failures and estimate remaining useful life.
- Send tiered alerts so teams fix issues before the line stops.



Real-Time MES, Automation, Energy

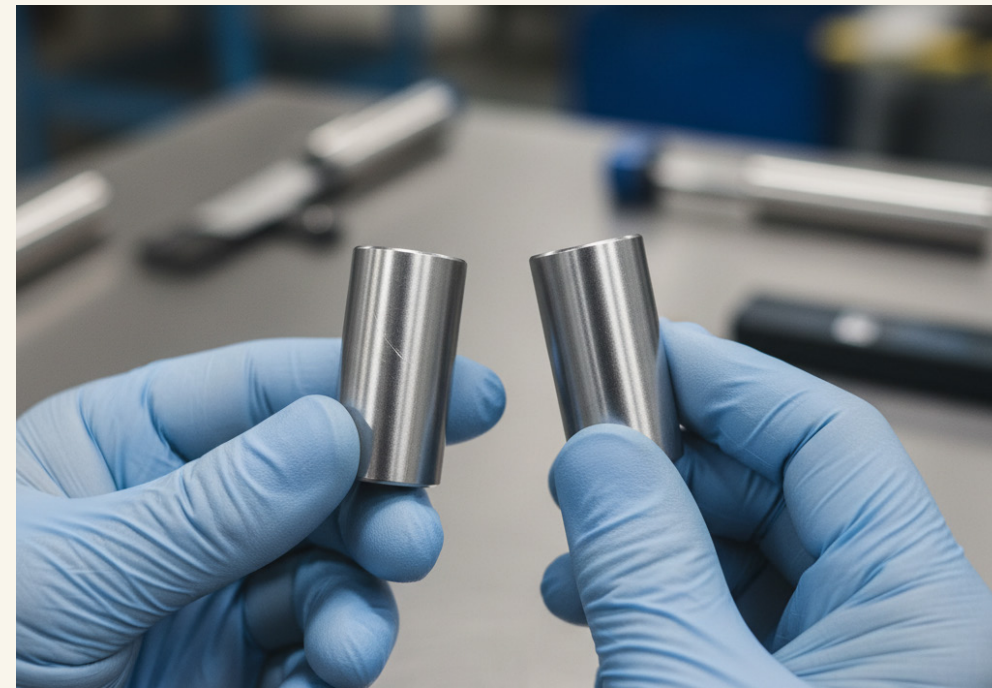
- Get live OEE, line status, and output-vs-target from ERP and machines.
- Automate workflows and track energy waste to improve control and cost.

Business Problems We Solve



Slow response to losses

- Without real-time line visibility, downtime and scrap are discovered too late.
- Delays in escalation extend stoppages and push issues into shift handovers.



Quality and maintenance gaps

- Manual inspection varies by operator and shift, creating inconsistent decisions.
- Reactive maintenance triggers breakdown-led repairs and higher cost volatility.



Disconnected execution discipline

- Siloed ERP, PLC, and shopfloor data weakens accountability and governance.
- Teams spend time reconciling reports instead of improving throughput daily.

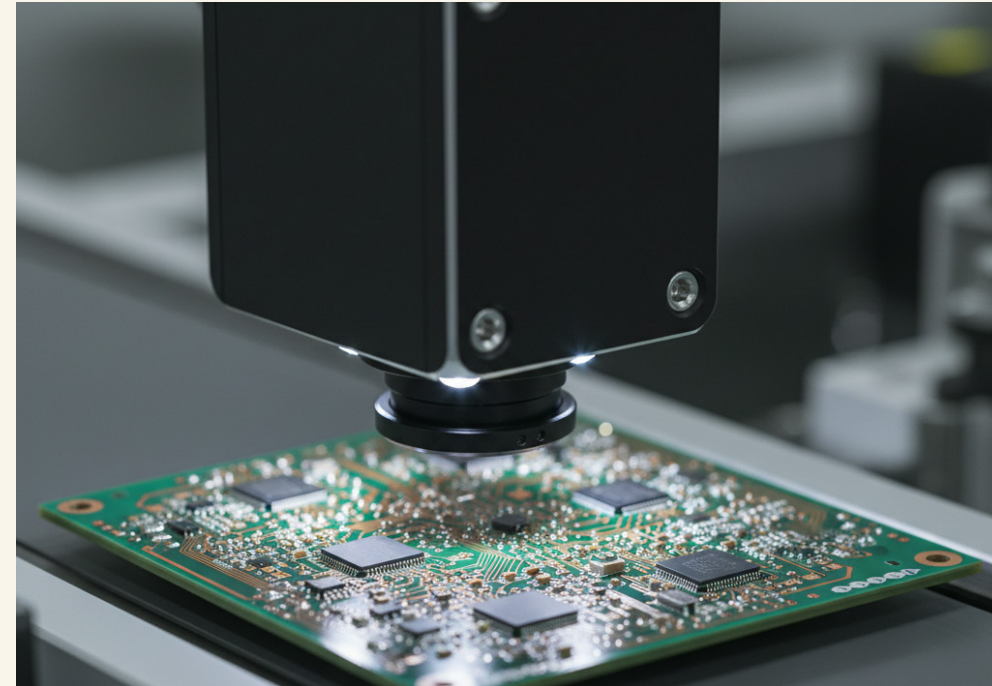
Proof, Leadership, and Next Steps

Proof From The Plant



Uptime that stays predictable

- Automotive stamping programs reported **zero unplanned stoppages** over six months.
- Real-time alerts reduce surprise failures and stabilize daily output plans.



Quality built into the line

- Electronics deployments reduced PCB defects by **90% in 90 days**.
- Inline vision replaces inconsistent checks with audit-ready traceability.



Execution visibility that lifts OEE

- Unified MES rollouts delivered OEE gains of **+18 points** and higher.
- Live line status and output tracking shorten response time to losses.

Why Leaders Should Care

Leadership Priority	What the Partnership Enables	Why It Matters
Protect margins	Find and stop margin leakages	Improves profitability through disciplined execution
Avoid system disruption	Layer on top of existing systems	Improves results without replacements
De-risk adoption	Advisory-led change and governance	Aligns stakeholders and sustains improvements
Speed to impact	From diagnostic to deployment	Shortens time from insight to action
Get measurable outcomes	Quality, uptime, and visibility solutions	Delivers practical, trackable improvements

Engagement Principles



Open, Non-Exclusive Collaboration

- Both parties can work with others, while teaming on the right fits.
- Opportunities are jointly identified and pursued case by case.



Clear, Deal-by-Deal Commercials

- Scope, deliverables, timelines, and governance are agreed per engagement.
- Commercial terms are defined in writing for each customer project.



Preferred Technology Delivery

- Optistart leads advisory; Perimattic delivers implementation and support.
- For Optistart-originated work, Perimattic is the preferred tech partner.

Next Step For Manufacturers

Start with a focused diagnostic

- Use Optistart questionnaires and analysis to expose constraints and margin leakage.
- Convert findings into a clear roadmap: scope, priorities, and governance cadence.

Pilot for fast proof of value

- Choose one line or problem: quality losses, downtime, visibility, or waste.
- Deploy Perimattic Intellyx with existing ERP/MES/PLC systems, avoiding disruption.

Scale with confidence

- Operationalise results with disciplined reviews and plant-wide execution routines.
- Expand to additional lines using a repeatable advisory-plus-technology delivery model.

