



# About Us

## Business Summary

We are a technology company that helps wind turbine stakeholders to drive down costs of operations, reduce maintenance costs and asset downtime. We also enable our clients to increase energy generation throughput and reduce failure rates of their strategic assets (wind turbines).

We design innovative technology products that reduce cost of wind energy generation.

### Stage:

Seed, Pre-revenue. Secured \$100K in non-dilutive funding.

### Incorporated:

February 2017

### Market Size:

In between \$5B and \$20B

**Industry:** Clean Technology (Wind Energy)

### Founder:

**Alex Sulkin**

M.Sc. in electrical and computer engineering.

+ 12 years experience in technology development.

### Contact Information:

220 Silverado Range HTS SW  
Calgary•AB•T2X 0B8  
+1 587 438 2190

[alex.sulkin@eoi-technologies.com](mailto:alex.sulkin@eoi-technologies.com)

<https://eoi-technologies.com/>

## Opportunity/Need

Wind turbine blades fail and break due to wind induced vibrations and shocks, which also introduce stress and wear on other components of the wind turbine. Additional issues include cracks, erosion, lightning damage, ice deposits and delamination. Due to deployment of wind farms in remote locations and lack of a suitable technology – these issues go unmonitored and are often addressed once failures occur. This results in lost production and high maintenance costs.

## Solution and Value Propositions

We are developing a proprietary sensor technology that allows remote and real-time monitoring of both the dynamics AND the condition of wind turbine blades.

Deploying our technology will enable the operators to:

1. Shift from emergency to predictive maintenance schedules that will reduce cost of inspections, down time, costs of material and repairs.
2. Optimize operations and inspections while reducing failure rates and extending life time of the wind turbine and its components.

Total annual savings are estimated at \$25K-\$100K per turbine.

## Revenue Model and Streams

1. Sell sensors directly to OEM – for example GE, Siemens.
2. Sell subscription-based access to raw data to:
  - a. Operators
  - b. Service companies
3. Sell subscription-based access to monitoring services and data analytics.

## Competitors

1. In-blade embedded sensor arrays.
2. Laser Doppler Vibrometer (LDV).

## How are we different?

1. Remote and non-contact, no extra costs for retro fitting. Capture much more data.
2. Capture much more data, real time and much more cost effective.

## Go to Market

- Prototype development and demo.
- Marketing and press releases.
- Pre-sales campaign, sell “the first to market” rights and raise funds.
- Raise \$2 – \$3M.
- Use proceedings for product development.

## Top Milestones so far

- Market validation.
- Technology validation.
- Major first client engagement.
- Collaborative R&D project to develop a prototype.

