



## OPTIMIOM

### One line pitch:

A new way to manage industrial services: Redperfil allows for some companies to share their resources and for others to get proper timely support!

### Market Analysis:

Between technical assistance companies with 2 Billion a year (Capgemini, Altran, Alten, Aka, Assystem...) and on the other side industrial integrators 1M (Spie/Ortec/Onet/Boccard/Verdon/Snef/Adf...) or even bigger Cofely/Vinci/Dalkia We target 1% of 70 Billion market believing that industrial services and innovation can be managed in a much more flexible way. No matter where the resource comes from the idea is to get the right people at the right time and proper cost. Today Company and platform is dedicated to human resources but tomorrow why not to extend to all type of resources

### Value proposition:

As simple as win win: we address the two following situations an industrial company will meet: - Providing flexibility when you meet a decrease or pic of activity. - Providing efficiency by helping you to create business opportunities Considering the above, we cover most of industrial companies even 200% of them if interested in both. - You have valuable specialists knowing some best practices? make sure you valorize their contribution by taking advantage of Redperfil and sharing their abilities. -You need specific competencies or temporary support (like qualified manning or innovation experts) let's get shared resources from pairs on Redperfil .

### Business Model:

Two business models: For majors: 1/ we get registered by major companies (Engie, Total, Edf, Iter, Airbus, DCNS...) 2/ we make Redperfil referenced to provide service contracts like assistance to construction, maintenance, inspection, plant shutdown, support to innovation. 3/ we build consortium using resources from our ecosystem (PMI, ETI, Technical Assistance, Platform, freelance...) 4/ we win pluri-annual service contracts providing competitive quality/price solutions For all industrial companies: 1/ We manage registration of available specialists (incl. cost and availability) from all partners 2/ Propose timely assistance to industrial companies requesting any type of support for innovation

### IP and Regulatory situation:

Our vision is to make the industry of the future meet service 4.0 We are managing specification of RedPerfil project and launch two different pilots: - EnergyPass to address energy related project - AdditivePass to address additive manufacturing (3D printing) innovation project We support our first needs of resources and specialists on technological platform Inovsys sponsored by Airbus and EDF for which we manage commercial representation.



### COMPANY PROFILE

- **Website:**  
www.energypass.com
- **Field:**
- **Contact:**  
PERINELLE Stephane  
stephane.perinelle@optimiom.com
- **Location:**  
Chem de la Penne Bonsoir  
13330 Pélissanne  
France
- **Founded in:** //2016
- **Employees:** 1 (so far, all other team members holding corporate position)
- **Financial information (€):**
  - **Company stage:**  
Pilot Phase
  - **Capital raised to date:**  
50k
  - **Monthly burn rate:**  
19k
  - **Capital seeking and date:**  
500k end 2017
- **Investors:**  
Stephane Perinelle