Industry 4.0 Transformation - Pitch Script

Problem / Solution / Business Model Canvas

PROBLEM: most brownfield plants still run on undocumented PLC logic,
reactive maintenance and operator screens that hide abnormal situations.

SOLUTION: Az Automation bridges mechanical engineering and data flow -
modern control architecture, HPHMI screens and secure OT/IT connectivity.

BUSINESS MODEL CANVAS

Key activities : PLC programming, SCADA design, IoT integration
Key partners : Siemens, Rockwell (FactoryTalk), Inductive Automation
Channels : direct engineering, integrator partnerships
Revenue streams : project delivery, support retainers, training
Customer segments: water, cement, food, energy, manufacturing

TRACTION: 40+ projects delivered, 99.9% target availability,
repeat clients across three industrial sectors.