

# today you fix the motor when it dies. now you **watch it before.**

With AstreaIoT, every motor you already service stops being the emergency repair you wait for: it becomes a motor you **watch around the clock**, whose failure you **flag 2–4 weeks ahead**, and whose maintenance you **sell as planned work** — leaving you income month after month, not a loose invoice every time something burns out.

**NOT JUST SENSING** The platform tells you **which motor is going down and when** —by current signature, temperature and hours—; you arrive with the diagnosis before the failure and **close the repair**. Nobody else takes the job, because you saw it first.

- the same platform already running in plants, pharmacies and stores across mexico

## WHAT YOU GAIN

### 01 · NEW SERVICE

#### something new to sell

"Predictive monitoring" as a **monthly service on every motor** you already service — without competing on price for the next repair.

### 02 · RECURRING

#### you don't wait for it to die

A **monthly relationship** with the client, not the emergency call that comes once the motor has already stopped.

### 03 · YOU CAPTURE THE REPAIR

#### you see the failure first

You flag the failure **before anyone else**, arrive with the diagnosis and **keep the job** — planned repair, not an after-hours emergency.

### 04 · NO IT DEPARTMENT

#### you diagnose, we operate

The platform, the recommendation engine, the **homologated meters** and support — those are on us.

# from the **reactive** work that ends to the **predictive** work that stays.

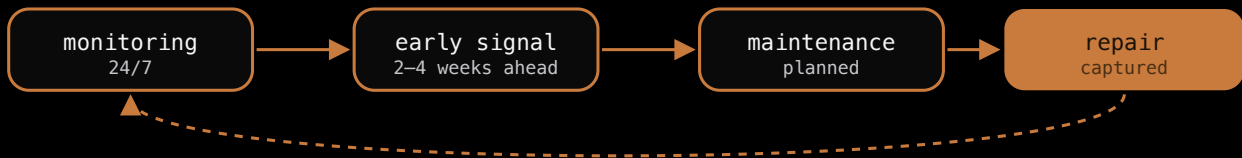
Today you only see the client when something burns out — one job, you bill it, and you wait for the next emergency. With the platform, the motor stays under watch and the relationship doesn't end: you flag, you plan and you close the repair again and again.

## TODAY · REACTIVE



you see the client only when something burns out. it ends, and you wait for the next emergency.

## WITH ASTREAIOT · PREDICTIVE



the repaired motor returns to monitoring — the relationship doesn't end, it repeats.

### YOUR CORE: THE FAILURE YOU SEE FIRST

Every monitored motor is a **monthly contract** and a **future repair that's already yours**. The recommendation engine doesn't just raise the alarm: it tells you **what to check and when** — imbalance, overload, temperature and hours— so you arrive with the diagnosis done and sell planned work, not the after-hours emergency.

**AND ALONG THE WAY** The continuous history is your **maintenance log with data**: it justifies with numbers when it pays to rewind and when to replace, and shows the client, motor by motor, the downtime you saved them.

# we don't open the equipment. we read the signals it already gives.

You know motors better than anyone — we give you the continuous signal you can't see at a glance. Four ways to read wear, without touching the windings or stopping production:

## A • CURRENT SIGNATURE

### wear shows in the current

A clamp on the panel, **without opening the motor**. The draw and the balance between phases reveal **overload, imbalance and a degrading start** weeks before it can be heard or felt.

## B • TEMPERATURE

### the trend, not the scare

Housing and bearings. You don't wait for the "burning smell": you watch the **temperature curve rise** and flag it days ahead.

## C • HOURS AND STARTS

### how much it's really worked

Real run hours and number of starts — the stress that truly wears it—. The **honest base** for your maintenance plan, not the calendar by eye.

## D • DRIVE / CONTROLLER

### where there's already electronics, we read it

If the equipment has a **variable drive (VFD) or controller**, we read it directly over Modbus: rpm, torque, faults and energy — no extra sensor.

## ★ INSTALL WITH NO DOWNTIME

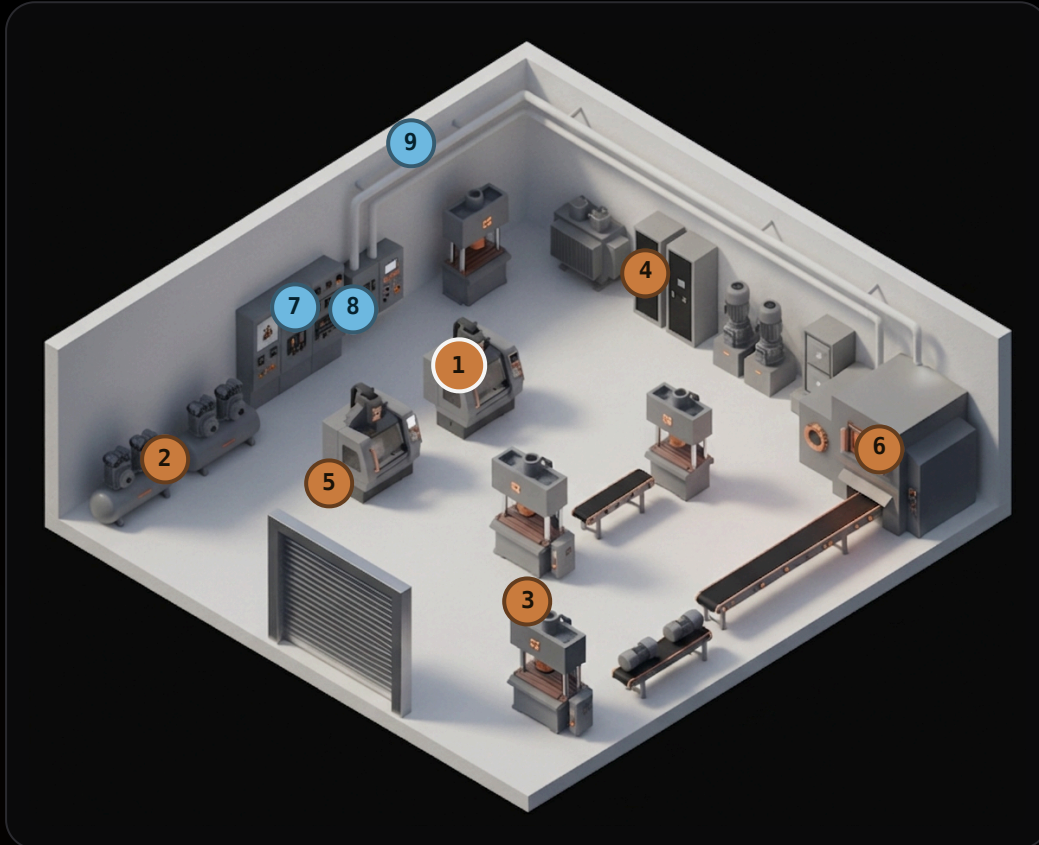
The clamp mounts **on the panel, with the motor running** — the client doesn't stop the line. You interpret the signal with your experience; the platform just puts it in front of you, continuous and with history. **The diagnosis is still yours.**

• EVERY ROTATING ASSET IS A CONTRACT

# in a plant, every motor you already touch is a service you can sell.

Example: a plant. Every rotating point —motor, pump, compressor, fan— is a monthly subscription plus the repair you capture. **You install only those that apply.** The color says whether it's your specialty or an adjacent electrical expansion:

- **rotating equipment** – your specialty
- **expansion** – the adjacent electrical you can also sell



- 1 critical motor ★**  
current signature — you flag the failure 2–4 weeks ahead and sell the planned maintenance
- 2 air compressor**  
load and efficiency — you catch the wear before the stoppage
- 3 process pump**  
load and wear — you replace it planned, not in an emergency
- 4 fan / extractor**  
imbalance and draw — the current pattern anticipates the failure
- 5 pump in the machine room**  
start and temperature — early failure detected
- 6 process motor**  
temperature and real hours — base for the maintenance plan
- 7 MCC / starters**  
overheating of the motor control center, before the fire
- 8 main panel**  
power factor and CFE demand — you justify the capacitor bank
- 9 compressed-air line**  
the air leak the client pays for on the power bill

## ★ EVERY MONITORED MOTOR, TWO REVENUES

The clamp reveals wear **without touching the equipment**; each point is a **monthly subscription** plus the **repair you capture** when the signal appears. A single install visit, a portfolio of motors that generates work for you all year.

# you bring the experience. we bring **the technology.**

You know the motors and you handle the client; we provide the platform, the homologated meters and the recommendation engine. No inventory and nothing to build — you just add a new service to what you already do.

## THE MODEL · THE LADDER

### ENTRY

#### authorized

Base margin, standard support.  
You start with a pilot client and a few motors.

### SCALE

#### certified

Higher margin, priority SLA,  
certified diagnostic recipes.

### STRATEGIC

#### premier

Premium margin, dedicated  
support, possible regional  
exclusivity.

#### you're the face (L1), we're L2.

You diagnose, repair and serve the client; we provide the platform, the homologated meters and the recommendation engine.

#### co-brand: "powered by AstreaIoT".

Your shop up front; white-label reports as a premium option.

**You start with the motors you already know.** You pick a client with critical equipment, install the clamps without stopping the line, and the first failure you flag well usually pays for the first year of the service.

## your motor portfolio, **working all year.**

Let's design the **first pilot** together with one of your clients — the motors you already service, now under monitoring. You see the recurrence and the first captured repair in your own portfolio before scaling.

**getting started is easy:** no inventory or entry fee · we train you · you start with a pilot client

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