



Monitor your Concrete Temperature & Strength in Real-time

Newly Re-Engineered  
GIATEC  
SmartRock™

GIATEC

A hand holds a smartphone displaying the SmartRock app interface. The screen shows 'Sensor #1' with 'TEMPERATURE °F' at 65.5° and 'STRENGTH PSI' at 1.7K (51% of the 3,450 target). To the right is the SmartRock sensor device, which is black and white with a QR code and a cable. The background is a green gradient with the text 'Newly Re-Engineered GIATEC SmartRock™' and the Giatec logo at the bottom right.

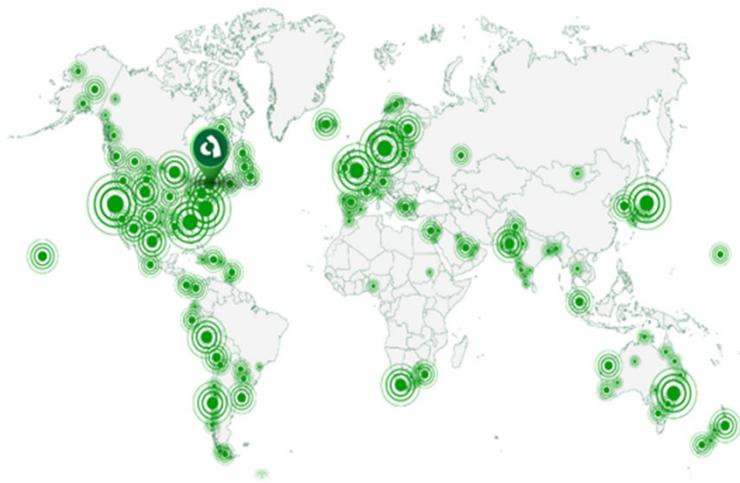
## Global Presence

50

Countries

12,000

Projects



## Roxi: Concrete Testing's First AI Program



MINIMIZE HUMAN ERROR



ANALYZE MIX PERFORMANCE



OUTLIER/ERROR DETECTION



**GIATEC**  
**Roxi™**

Roxi is designed to assist, not to take control.



## The Problem: Mix Design and Optimization



## Why is This Important?

- The average selling price of concrete has risen from \$122/cy to \$156/cy in the past 12 months, (nearly 30%)
- Meanwhile, the average profit margins have decreased by 18% in the same period (6.5% to 5.5%).
- There is a direct correlation between Cost of Materials % and profitability, with this being the highest opportunity to expand profitability, lacking the technology to make it possible

	Average NRMCA Member	Bottom Quartile	Second Quartile	Third Quartile	Top Quartile
<b>Revenues</b>	<b>\$137.99</b>	<b>\$131.47</b>	<b>\$136.93</b>	<b>\$139.53</b>	<b>\$150.87</b>
Materials Cost	79.58	80.77	82.59	76.12	76.29
<b>Material Margin</b> <i>as a percent of revenue</i>	<b>58.42</b> 42%	<b>50.70</b> 39%	<b>54.35</b> 40%	<b>63.41</b> 45%	<b>74.57</b> 49%



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When Batching our first SmartMix mix design, we saw a 27% reduction in cement usage and an overall 13% cost savings, and we've only just begun!

- BRIAN TRAUERNICHT  
CEO, ANGELLE MATERIALS

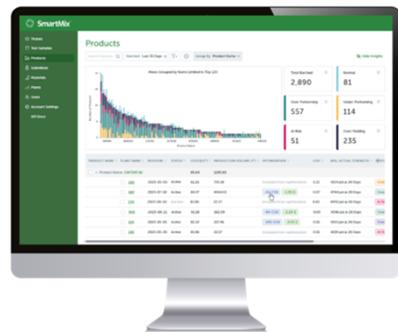


## The Solution: SmartMix

*The Right Mix Every Time*

AI Generated Adjustments based on performance criteria whether your mix is over or under performing, Roxi will provide cost and environmental optimal suggestions to get the right mix every time

- The Only Platform that Puts Producers in Control
- Seamlessly Integrates with Marcotte Dispatch or Insights
- No Setup or Onboarding Fees
- All Performance Data in One Place
- “QC-Light” functionality



## Adjustments vs. Optimizations

### ADJUSTMENTS

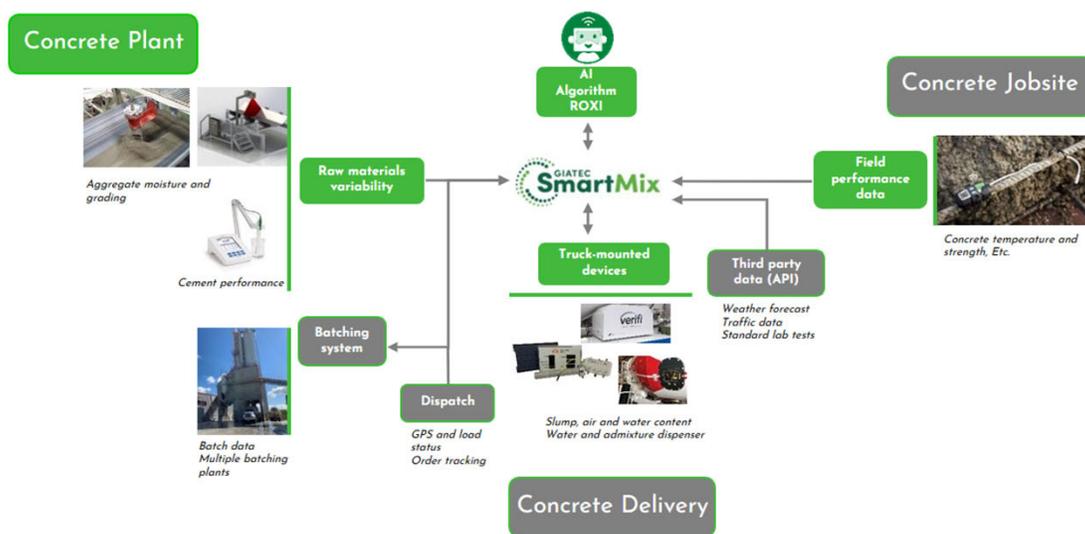
- Incremental change automatically presented for Co2 and cost reduction
- Mix constraints are automatically considered before adjustments are proposed
- SmartMix's confidence in Mix adjustments allow for immediate push to batch upon review

### OPTIMIZATIONS

- Optimizations allow the producer to add any and all constraints or variables, to optimise for cost & Co2, sky is the limit!
- Examples Include: testing new material sources, looking for cost optimal mix replacements, full redesigns etc.
- Due to the endless possibilities, optimizations cannot be pushed to batch systematically



## Integrations of All Operations



## SmartMix Setup in 1-2-3!

Step 1:  
Integration

Connect with URL from  
Dispatch to Giatec

Step 2:  
Performance Data Upload

Performance data is bulk  
imported in the backend

Step 3:  
Go-Live Date TBD

User gets login credentials,  
and the process begins



# THANK YOU



Phone number

+1 613 804 3799



Email address

sarah@giatec.ca  
support@giatecscientific.com



Office address

245 Menten Pl #300, Nepean,  
ON K2H 9E8

