

SALALABS VIETNAM INDUSTRIAL SOLUTIONS



OVERVIEW

Salalabs is pleased to submit this proposal for services to support manufactures in achieving your goals for leveraging advanced technologies to accelerate performances and protect your people and businesses. We have partnered with dozens of businesses throughout Vietnam and APAC businesses committed to improving the customer experience through cutting-edge, trustworthy and timely delivery.

The Objective

- Need #1: Automate the fault and inaccurate parts detection
- Need #2: Prevent accidents from stamping machines

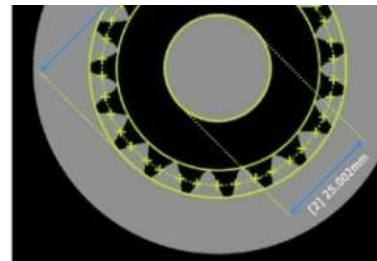
The Opportunity

- Goal #1: Detect all inaccurate and fault parts and reduce errors of product to lowest numbers
- Goal #2: Reduce cost of headcount for assembling and speed up the processes, to increase the earning
- Goal #3: Maintain health and safety of employees
- Goal #4: Keep up date of cutting-edge technology to the manufacturing

The Solution

- Recommendation #1: Inaccurate parts detection

By the requirements of highly accurate detection, we work with partners to consult and deploy the precise solution to test and identify the errors in parts. The accuracy up to $0.5\mu\text{m}$ (can be lower if required), and sample rate is 5.5ms. The software will support the functions of updating a new part when changing to measure the different part.





For the requirement of lower accurate, we have expertises to deploy the solution with computer vision technologies intergrated on our AI Camera. For the requirement of 0.02mm of accuracy, we have plan to calibrate the model to produce acceptable precises by using our stereo camera.

- Recommendation #2: Prevent accidents from stamping machines

We offer to you the Industrial Radar technology (Infineon's sensor) and the Intelligent Edge Technology for alarm and integrate the detection to your Stamping Machine for automating stop them when a danger is detected.

OUR PROPOSAL

Technical/Project Approach

STAGE 1: CONSULTANT

1. Hearing details of requirements and analyzing the feasibility of them.
2. Provide the proposal for the services
3. Give professional consultant for the solution technically
4. Working with customers to bring cutting-edge technologies to practical circumstances in the manufactures or warehouses
5. Build MVP (Minimum Viable Product) as a product with enough features to attract early-adopter customers and validate a product idea.
6. Building a prototype which enough to calculate efficiencies of the solutions to the real-world problem.

STAGE 2: IMPLEMENTATION

1. Check and examine real environment to picture layouts and work with the customer to common agreement of implementation
2. Based on the MVP version to design/prepare hardware and software for the product version
3. Developing and Implementing
4. Testing and Fixing Errors
5. Delivering

STAGE 3: MODIFICATION AND MAINTAIN

1. Educating customer's staffs for operation
2. Modifying services based on requirements
3. Maintaining periodically services
4. Proposal for migrating



EXPECTED RESULTS

We expect our proposed solution to manufactures as following benefits:

Performance Benefits

- Result #1: Boost performances
- Result #2: Reduce delivering time
- Result #3: Maintain safety and health:

Technical Benefits

- Result #1: Apply cutting-edge technology to the manufacturing
- Result #2: Accelerate Digital Transformation
- Result #3: Improve technological awareness to employees

Pricing

Email us: contact@salalabs.com

QUALIFICATIONS

SALALABS VIETNAM is continually proven to be an industry leader for high quality/guaranteed product/service in the following ways:

- **Vision** : Bring advanced methods and cutting-edge technologies to your digital transformation
- **Inspiration** : Pushing the limits of digital engineering and cutting-edge technology at high quality standards is a challenge. But we say NOT GOOD ENOUGH to all of the company's output and repeat it again and again to overcome every challenge.
- **Flexibility** : We have teams who are working on projects with Japan customers, we have plans for mobilization of resources in an emergence of project deadline tensions.

CONCLUSION

We look forward to working with manufactures and supporting your efforts to improve your businesses We are confident that we can meet the challenges ahead, and stand ready to partner with you in delivering an effective IT support solution.

If you have questions on this proposal, feel free to contact at your convenience by email at sales@salalabs.com or by phone at +84-0989649483. We will be in touch with you next week to arrange a follow-up conversation on the proposal.

Thanks for your interests.