



**COMPANY & PRODUCT OVERVIEW**

## **About GreenField Software Private Limited**

GreenField Software (GFS) is a privately held Indian company specializing in Industrial IoT. Our GFS Crane® portfolio of infrastructure management software for distributed sites such as data centers, bank branches/ATMs, telecom facilities and manufacturing units combines centralized monitoring over an IP network of connected machines with sensor analytics.

**Industrial IoT** has been defined as “an Internet of things, machines, computers and people enabling intelligent industrial operations using advanced data analytics for transformational business outcomes.” (Source: Industrial Internet Consortium). GFS Vision is to help our customers risk manage their 24x7 mission critical infrastructure and maximize energy efficiency using our **GFS Crane – Enabling Internet of Machines®** Applications portfolio.

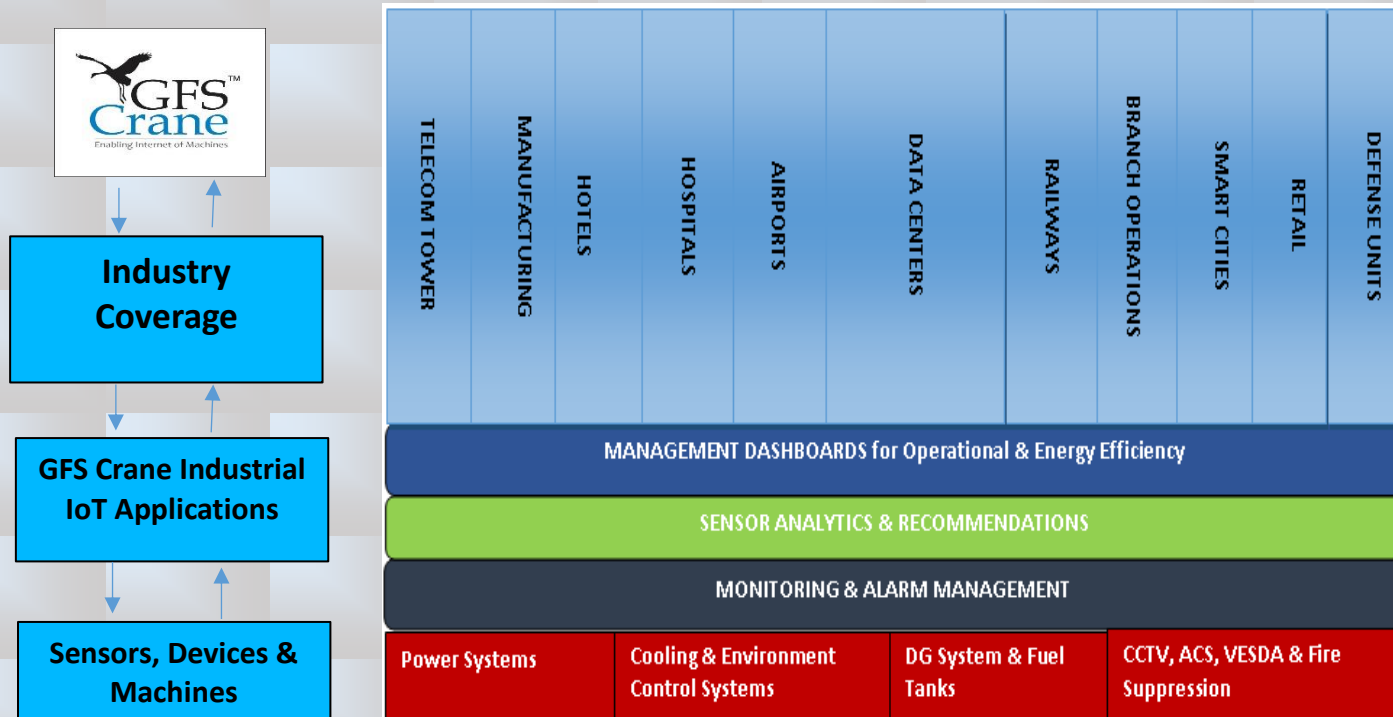
### **Our Customers:**

GFS has two sets of customers. End customers in diverse verticals such as Automotive, Government, Higher Education, Pharma, Power Utilities, Technology and Telecom, spread over India, South Asia and Europe. The other is OEMs and SIs who include our software (white-labelled in few cases) as part of their overall solution offering. Customers and SIs also rely on us to provide complete solution for our part. That in few cases involve supplying protocol convertors, gateways, sensors and energy meters along with our Industrial IoT applications, besides complete installation and implementation.

GFS team has built a good track record, in delivering customer expectations. Engineering and Consulting team members have strong technical background and come from leading engineering colleges and technology companies. GFS leadership are industry veterans, with CEO and CTO being Oracle alumni, and a Board member who had senior management roles in the Industrial world and been an entrepreneur now for nearly thirty years. Together, we built trusted relationship with our customers and play a part in helping them achieve their digital transformation and Industry 4.0 objectives.

## About GFS Crane®

**GFS Crane** is an Industrial IoT platform for managing critical infrastructure like power and cooling systems. Combined with sensor analytics and asset lifecycle management, it provides live monitored data, enables operational and energy efficiency besides sending alerts on auto-pilot mode.

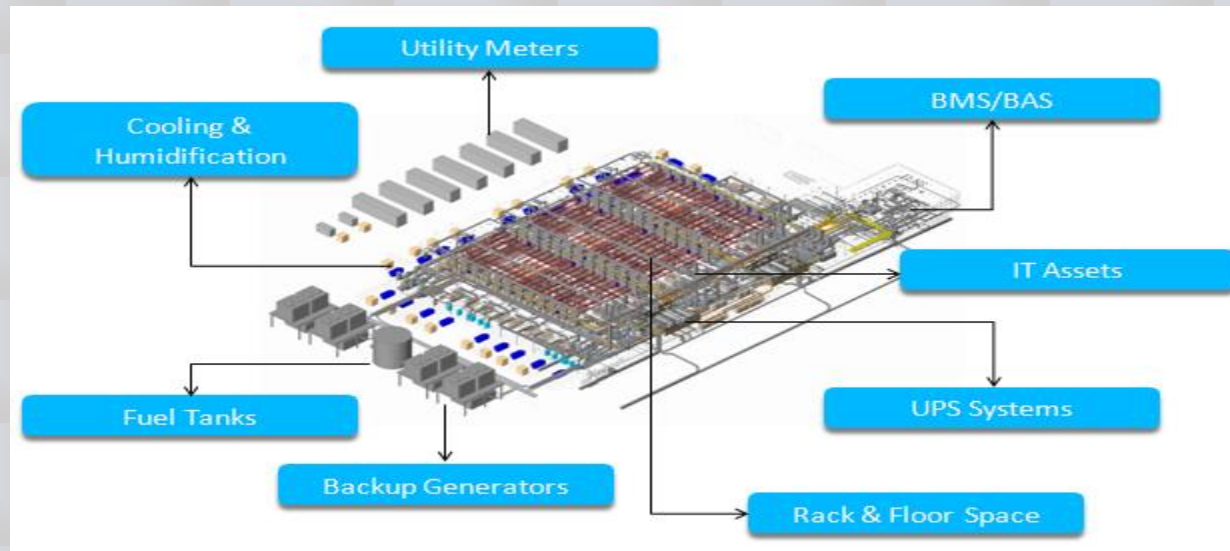


These vertical Industrial IoT applications are built on a common platform for customers sharing a common trait – capital-intensive infrastructure. The common business purpose served by GFS Crane across all these verticals are:

- Mitigating risks of failures of a site infrastructure: data centers, telecom towers, bank branches, airports and smart cities.
- Reducing operating costs through improved energy efficiency and higher productivity

- Controlling capital costs through better capacity planning and asset management
- Maintaining highest levels of security of the site infrastructure.

The GFS Crane software connect to and monitor machines and devices supporting different protocols (SNMP, Modbus, BACnet) over an IP network.



Beyond monitoring, GFS Crane transforms the very high volumes of different varieties of data, captured real-time from different machines and devices, through an Analytics and Business Intelligence layer. This provides deep insights for customers to achieve highest uptimes, maximize utilization, reduce energy costs and maintain highest levels of security of their infrastructure asset base.

## Data Centers

GFS Crane Data Center Infrastructure Management (DCIM) is classic example of GFS Crane deployment in a 24x7 (and in many cases “distributed”) capital-intensive sites.

### **GFS Crane DCIM (Data Center Infrastructure Management) highlights:**

- Policy-based Industrial IoT application for physical & IT infrastructure: device monitoring with alarms, capacity planning, asset lifecycle management, energy management
- Workflow-based Move-Add-Change Operations
- Dashboard providing key metrics like Power Usage Effectiveness (PUE), Rack Space Utilization and more.

## Other 24x7 Mission Critical Infrastructure

Examples of Other 24x7 Mission Critical Infrastructure: ATMs, Hospitals, Airports, even Manufacturing.

To address their needs of better field service through remote machine monitoring, improved equipment and energy efficiency, highest degrees of industrial safety and quality consistency in manufacturing, we offer **GFS Crane CIM**.

### **GFS Crane CIM (Connecting Industrial Machines):**

Description: GFS Crane CIM combines industrial machine monitoring with sensor analytics to deliver Industry 4.0 solutions. Examples:

- **Fuel Automation Management:** Monitoring Diesel Generating Sets and Flow of fuel from reserve tanks to day tank. Complete automation based on fuel level thresholds set on day tanks, through a PLC program and intelligent pumps, integrated with GFS Crane.
- **Controlling Variable Frequency Drives (VFDs) in Air Handling Units (AHU).** GFS Crane ensures that AHU accurately regulates ambient temperature and humidity within the facility in line with set points.

For more details, please visit <http://www.greenfieldsoft.com> or write to: [sales@greenfieldsoft.com](mailto:sales@greenfieldsoft.com)