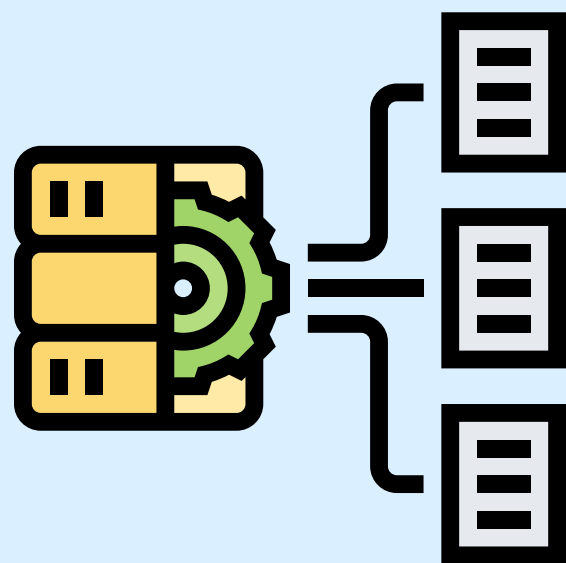
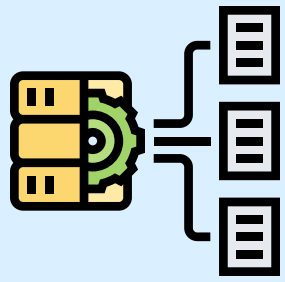




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The Business Case

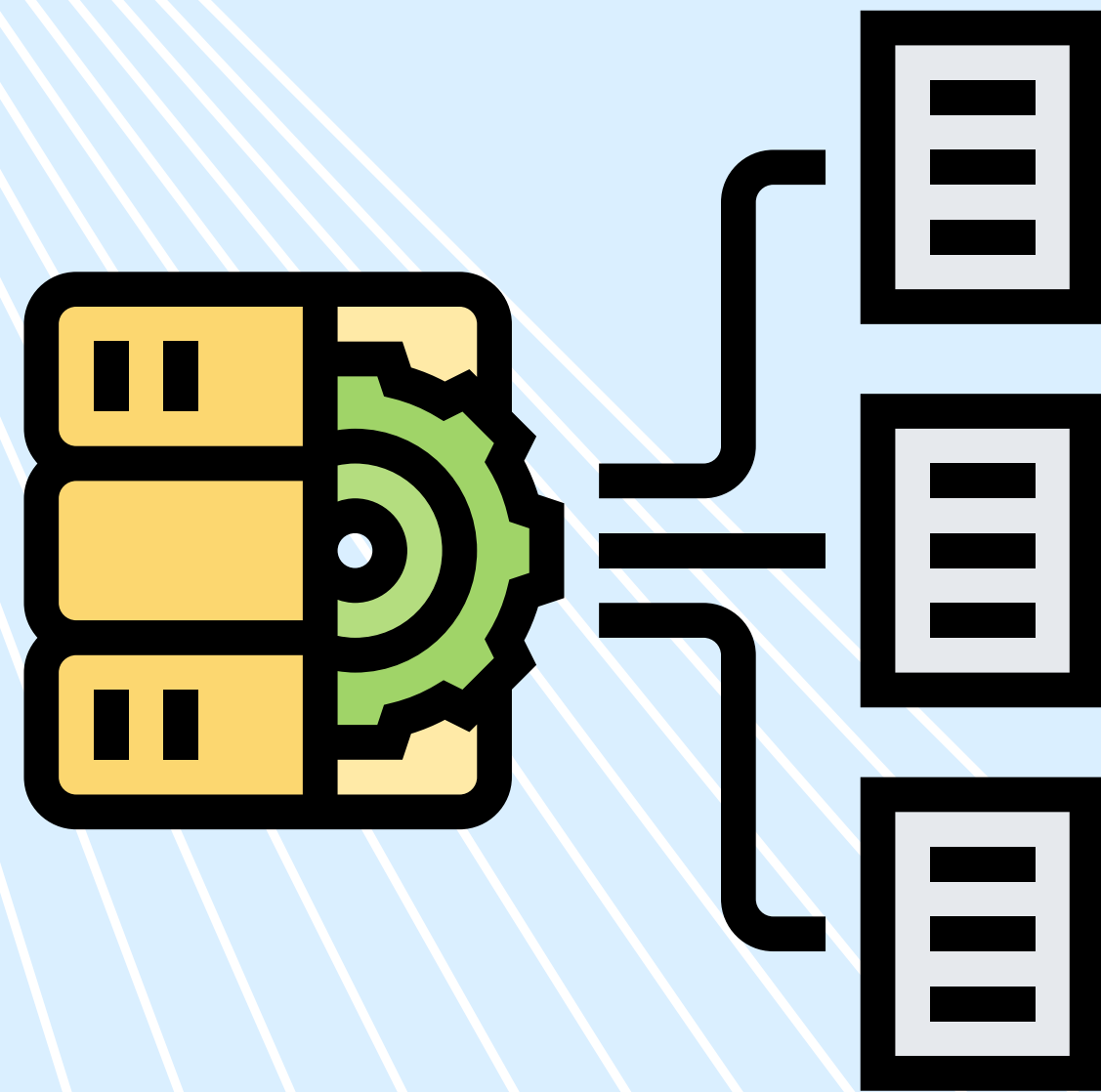
€400K+ in hidden savings for every €100M in revenue.
We know where to look.



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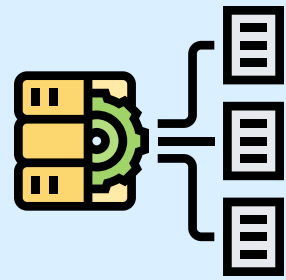
The harsh truth:

Data itself isn't gold. The value lies in the insights and efficiencies you extract when data is organized.



Questions to ask yourself:

- **How much does 1h of unplanned downtime cost you?**
(In our experience, pharmaceutical industry average: €260,000/hour)
- **What percentage of your revenue goes to maintenance?** *(Industry range: 2-6%)*
- **What percentage of your maintenance budget is wasted on unplanned repairs?** *(Average pharmaceutical plant: 15-25% of total maintenance costs)*
- **What could you achieve if you weren't tied to a single vendor?**



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Our Services

The Result:

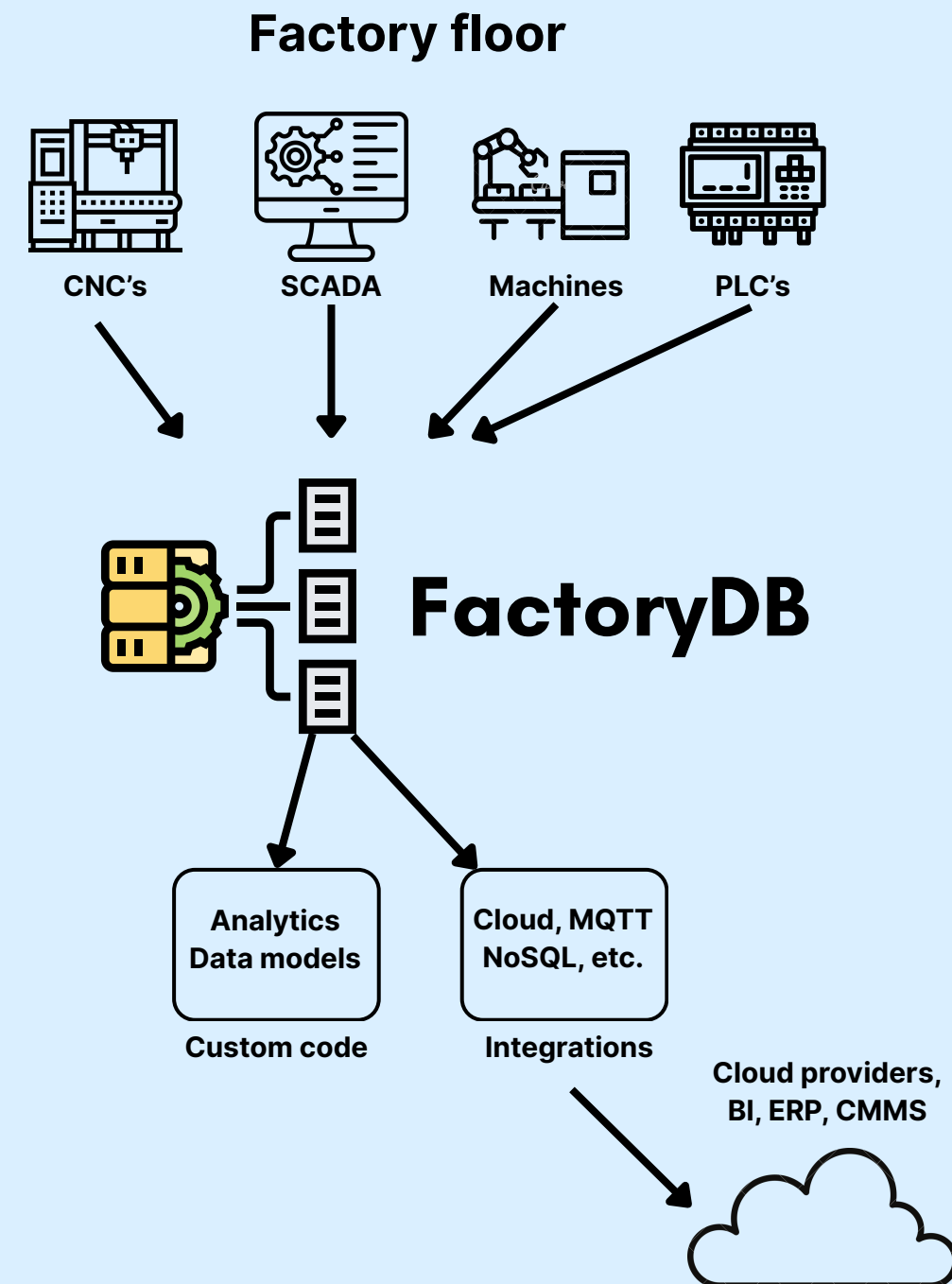
- Reduce machine downtime by up to 20%
- Increase productivity by up to 70%
- Typical savings: €400K+ annually for €100M revenue pharma facilities
- ROI achieved in under 2 years

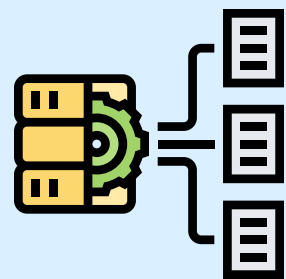
FactoryDB:

- Unifies fragmented operational data from vendor-locked machines and isolated manufacturing systems
- Connects to open analytics platforms like Dataiku, IntelligenceQ, and custom LLM solutions
- Delivers real-time anomaly detection to spot issues before they become costly problems
- Extracts actionable insights from previously trapped data

Our Target Industries:

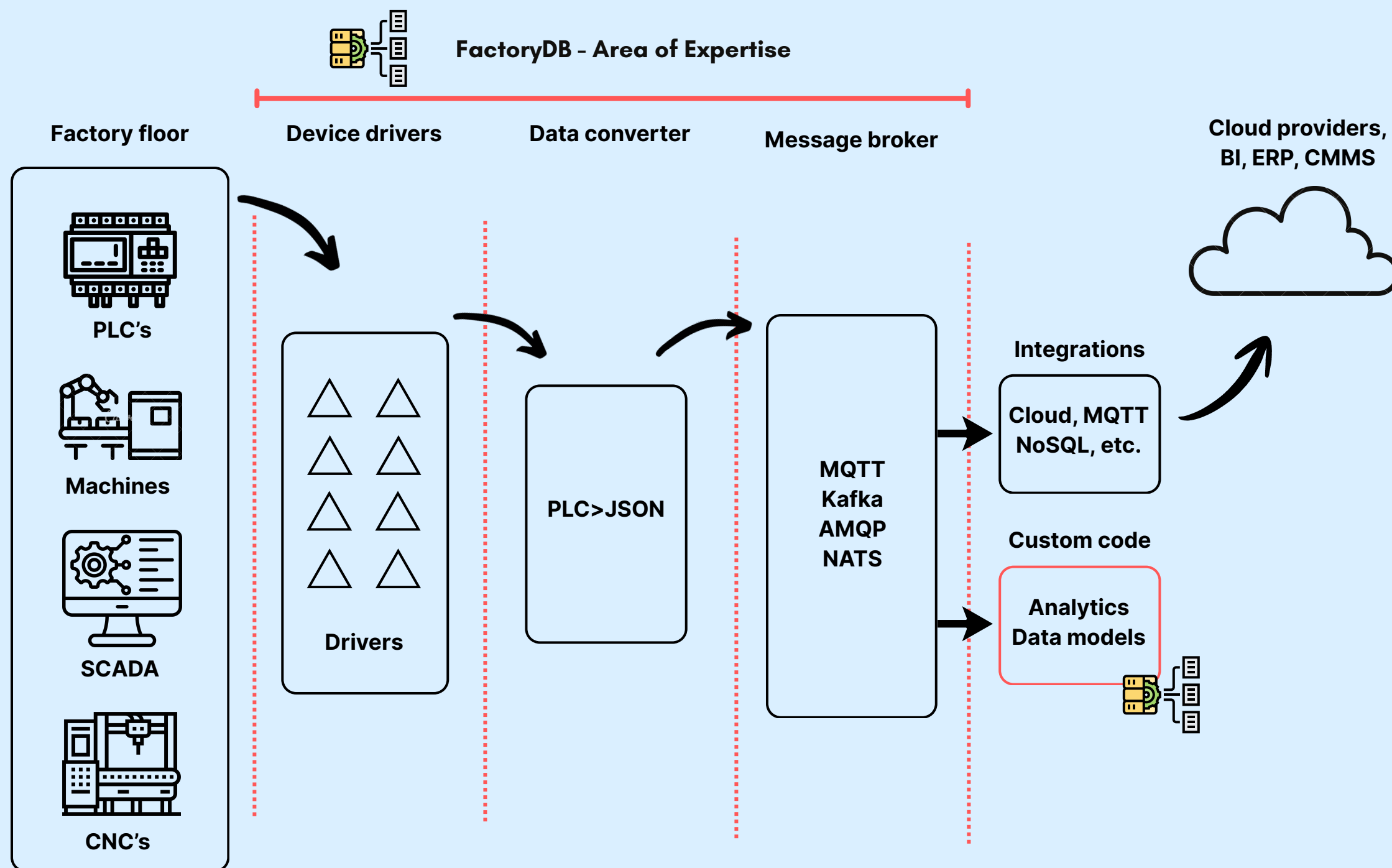
- Manufacturers in pharmaceuticals, food & beverage, and energy sectors





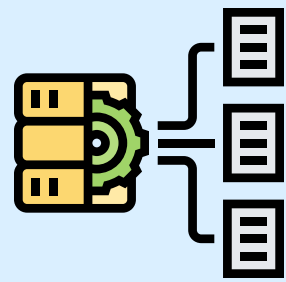
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A bit more technical look



Our daily tech stack





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The Hidden Cost of Disconnected Data

Often overlooked hidden costs for downtime:

- Lost production time
- Rushed overtime to catch up
- Delayed & expensive rush deliveries
- Emergency repairs at premium rates
- Wasted materials already in production

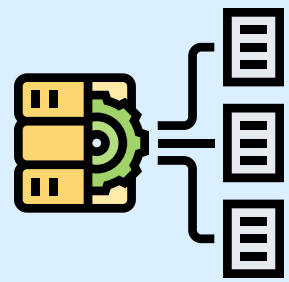
The Math Behind It

Avg. Annual Maintenance Cost for a €100M revenue pharmaceutical manufacturer:

- €3–5 million
- 15-25% wasted on unplanned repairs
- 30-40% regulatory compliance overhead
- 25-30% on HVAC & cleanroom operation

FactoryDB math:

- Approx. €400K+ in annual savings
 - Remote support reduces travel costs (€140K)
 - Downtime reduction (€150K)
 - Major breakdown prevention (€50K)
 - Faster issue resolution (€30K)
- Plus: automated reporting, trend analysis, vendor cost optimization



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Top Dogs are already rethinking their data infrastructure

Top 5 Global Pharma Company

Challenge: Manufacturing process variabilities causing quality inconsistencies and lengthy development timelines

Results:

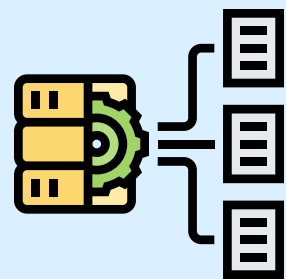
- 25-40% plant capacity increase
- 10% additional capacity at facility through digitalized scheduling
- 15-20% lead time reduction while maintaining perfect quality scores
- 50-100% productivity boost when combined with Industry 4.0 technologies
- Real-time sensor data feeding virtual production process replica

Another top 5 Global Pharma Company

Challenge: Unexpected equipment downtime and high production variability across multiple facilities

Results:

- 20% improvement in production uptime
- Significantly reduced unexpected downtime
- Decreased production variability
- Successful transition from reactive to predictive maintenance
- Real-time monitoring of critical equipment performance and environmental variables



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Team

ARTURS LUNDBERGS - [LinkedIn](#)

Founder & Chief IT (architect)

10+ years industrial automation |
MQTT expert

KRISTIANS NILS TERBETS - [LinkedIn](#)

Client Success Lead

Makes sure FactoryDB works for your
specific case

DANIELS BONDARS - [LinkedIn](#)

Strategy & Growth

Expands FactoryDB into new
markets & use cases

KRISTAPS USINS - [LinkedIn](#)

IT Engineer

Pushes the limits of
manufacturing intelligence

ELVIJS ERGLIS - [LinkedIn](#)

Business Development

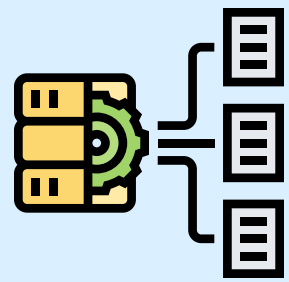
Telling the industry about us
one email at a time

KRISTAPS KUCERS - [LinkedIn](#)

Sales Engineer

Engineering expertise meets
business strategy

Backed by process automation expertise from pharmaceutical, F&B, and energy sectors



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Thank you!

Next step? Simple 30-min call.

[factoryDB.io](https://factorydb.io)

[contact@factoryDB.io](mailto:contact@factorydb.io)

[factoryDB.io/call](https://factorydb.io/call)