

The background of the entire page is a photograph of a large industrial facility, likely a power plant, with rows of large, curved, metallic components hanging from a complex steel framework. In the foreground, a group of people, mostly wearing orange shirts and white hard hats, are gathered, looking towards the machinery. The overall tone is industrial and professional.

imi.

DELIVERING THE POWER OF PEOPLE.

IMI

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WHO ARE WE?



IMI is a Global People Company with a vision.

We believe in providing the best opportunities to our employees by enhancing their career through partnerships with progressive companies: IMI is the future workforce today.

We have over 20 years of experience working with global integrators, product manufacturers, and other Fortune 500 organizations that are a part of the Material Handling/Logistics Industry. Our dedication to providing high quality individuals has allowed for our continued growth and success: let us contribute to yours by serving a much-needed demand.

Our process involves determining your people needs, skillsets and capacity requirements. IMI technicians can be positioned in a short amount of time to be trained and certified to work with your technology. With this product knowledge our techs can be deployed to install, commission, conduct go live testing and provide ongoing support to your client across North America.

We look forward to working with you.

A handwritten signature in black ink, reading "Rob Jussup".

Rob Jussup, MBA
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THE CHALLENGE

- Installing new Automation-based technology platforms in the warehouse and providing value added services to clients.
- Maintaining optimized and functional assets to reduce downtime and critical outages.
- Visualizing and effectively communicating the status of projects, hardware and applications.



THE SCENARIO

Companies are bringing new technology and components to market at a rapid pace. End user adoption is important but the gap between installs, service and life time maintenance poses a significant problem: how does an organization maintain an installation team? Margins on technology and software are typically higher than install services... how does this look on a balance sheet in your company?

IMI partners have been challenged with the problem of component and technology installations for decades. With the current labor market shortage and demand for technical skillsets, IMI has addressed this problem countless times for Fortune 500 companies that are rapidly expanding their supply chain.



THE SOLUTION

IMI is your solution.

As the largest mechanical installation company in North America, IMI has a robust and skilled technician team that has the capacity to deliver on the installation/service expectations of your client.

Our mandate is to provide a completely agnostic and innovative Services Platform that incorporates various Automation technologies for our partners in the Logistics Industry. This includes:

- Mechanical & Electrical Site Prep
- Enterprise Level Payroll Services
- Providing Installation Services
- Pre-sales to Post Installation support
- Project Management
- Client and End User management
- Resident Maintenance and Lifetime Services Support
- Analytics and Software integration
- Application engineering and development

OUR EXPERTISE

We are applying our Automation Service model to different technology verticals besides Machine Vision and Smart Camera products, including:

- Dimensioning systems
- Small sorters
- IIoT Solutions
- Bar code scanners
- Robotics
- AGVs
- Racking Systems
- A S/RS
- Conveyor Systems (Pallet, Package, Speciality, etc)



COGNEX INSTALLATION SERVICES – A CASE STUDY

COGNEX is a leading manufacturer of Machine Vision and Optical Scanning products. These devices are in high demand within numerous industries, including Material Handling and Logistics. As IMI expands in the component installation space, COGNEX created a partnership opportunity to explore.

The unique problem presented to COGNEX was the decision to maintain or remove installation services as an offering to clients post sales. After initial discovery meetings and consultations, the decision was to eventually migrate installations services through IMI. This meant that IMI technicians needed certification and training on COGNEX products in a logistics-based setting, furthering the commitment of both companies to create the right model for end users.

Both COGNEX and IMI invested resources into formatting a robust training program that would augment the technical skillsets of IMI's field technicians. In addition, IMI rapidly structured an entire support organization to provide project management and lifetime maintenance services on COGNEX products post installation.

JOB LOCATIONS:

IMI has been on-site at 50 Fortune 500 Customer locations, logging a total of 15,000+ man hours in 2017.

INSTALLATION TYPES:

IMI employees have executed on the following Cognex installation types:

- AFE Installations (Induct, Rebin, etc.)
- Cross Belt & Tilt Sorter installations
- Side read installations
- ATR Installations
- 5 Sided Tunnel installations
- 6 sided Tunnel installations
- 260 Series
- 300 Series
- 503 Series
- Bottom Read Linescan Systems
- RTM Product

IF IMI CAN ACCOMPLISH THIS IN UNDER 6 MONTHS, IMAGINE WHAT WE CAN DO FOR YOU.

COGNEX BENEFITS	IMI BENEFITS
Scalable, qualified installation team	Total geographic coverage in NA
Cost reduction	Augmented skillset for technicians
Ability to focus on product R&D	Build and manage a diverse team
Customer post sales support and lifetime maintenance programs	Scalable, mobile PM Team
Developed a robust and seamless execution strategy for installs	Developed an organization which provides structure and effective QC
Resources for new tech development and increased market expansion	Focus effort on Project Management
	Expansion into EMEA and APAC



WE'D LOVE TO HEAR FROM YOU

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