

Available Usable Valuable

RedEye

Partner Program

RedEye's vision is to make the world's critical infrastructure safer, easier and more efficient to operate and maintain.



Welcome to RedEye

We're on a mission to make a difference in the world by helping the owners and managers of critical infrastructure assets to spearhead their digital transformation initiatives.

Working with customer-focused partners is key to our global growth plans. We've identified a \$40 billion addressable market opportunity, and we're actively seeking partners who, like us, want to make our customers' asset data more available, usable and valuable.

Partnering with RedEye lets you leverage our proven products, capabilities, and support services. We complement your inhouse expertise, while enabling you to provide additional value and a broader range of offerings, to drive business into new and emerging markets.

Our dedicated partner team is committed to investing time and energy into creating relationships that drive win-win-win outcomes for you and our customers. We have your back!

Together we will help you achieve your business goals, by onboarding you to a level that best compliments your business, and arming your team with the knowledge, capability, and support to succeed.

Our Partner Program is designed for you to progress through our partnership tiers, facilitate growth, and unlock additional rewards and incentives that are relevant to your business. This includes specialized training, solution specialization and bespoke differentiations you can take to market.

If you're looking to drive innovation in the asset management space, we invite you to get in touch to explore the benefits of partnering with RedEye.

The RedEye North America Partner Team

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RedEye is an Australian technology company founded in 2012 to enable large complex asset owners and critical infrastructure operators maximize the availability and performance of their assets using technology, across the entire lifecycle of the asset.

RedEye's team and partners have developed deep domain and subject matter expertise delivering numerous asset data management projects across the world's most complex and critical assets.



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2012
Foundation of RedEye

RedEye is founded by Wayne Gerard & Randell Makin

RedEye launches the world's first cloud software solution for managing engineering information for asset owners and critical infrastructure operators

BHP becomes RedEye's first customer

BHP

2013
RedEye goes mobile

RedEye launches Apple and Android mobile applications to make engineering drawings and data available in the field

2014
Our first investor joins

Macquarie Bank, the world's largest asset owner, invests in RedEye

MACQUARIE

RedEye established our first international office in Houston Texas

2015
Transforming the utility sector

A number of major Australian Power and Water Utilities adopt RedEye

RedEye launches our Work Management solution to make asset and engineering information available to staff and contractors when completing work

2016
International partnerships

Southern Nevada Water Authority adopts RedEye and we partner with WaterStart to establish in Las Vegas

SOUTHERN NEVADA WATER AUTHORITY

2017
Growth through investment

The Queensland Government Business Development Fund, managed by QIC, invests in RedEye

QIC

2018
International investors join

US Investor Energy Innovation Capital (EIC) Leads RedEye Series B Investment

Energy Innovation Capital

2019
Digital Twin launched

RedEye launches 'Digital Twin' solution partnering with BHP

2020
Enabling remote working

RedEye enables frontline workers, field engineers and technical staff to safely operate and maintain the world's critical infrastructure, ensuring essential services like power and water remained available during COVID-19

2021
A new direction

Microsoft Office 365 Integration

RedEye launches Bushfire Management Platform in Australia to reduce the risk to lives and the impact of fire on physical and ecological assets and critical infrastructure.

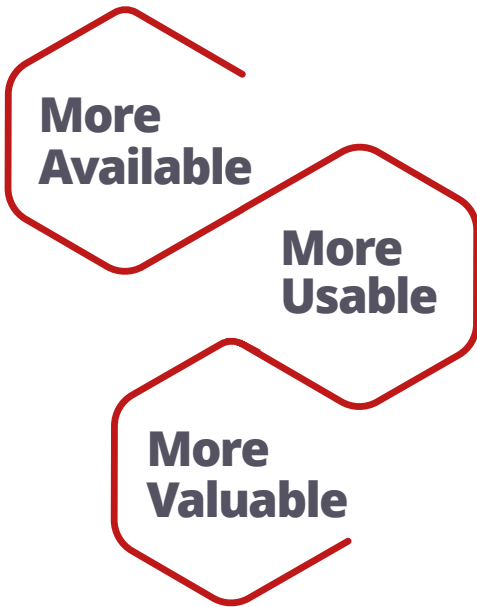
The Problem We Solve



Over the course of an asset’s lifecycle, decades of engineering data and drawings are created, edited, and shared between teams and contractors.

From initial design and construction to handover and operations and maintenance, inefficient management of data can lead to serious safety incidents, unnecessary downtime, increased operational costs, inefficient handovers, and reduced profit. It’s a common challenge for organizations around the world that own and operate critical infrastructure.

RedEye enables asset owners and operators to maintain control and visibility over their engineering data throughout the entire asset lifecycle, driving efficiency during handovers, operations and maintenance (O&M) while maintaining safety and compliance across all teams and contractors.



More Available

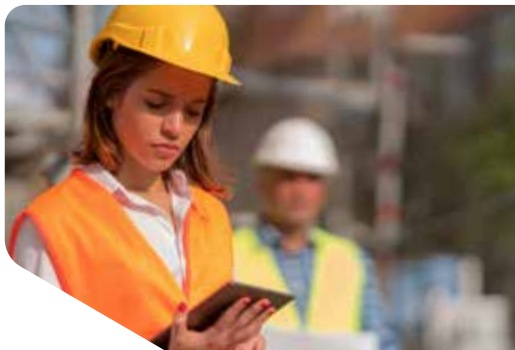
Upload, search and view every file format for every type of artefact that a client uses to to operate their assets. Easily find what is needed, when it is needed, with natural language search, QR codes, and OCR. Integrate with existing systems for easy access to all data, regardless of where it’s stored. Available anywhere, anytime; on a desktop, tablet, or native mobile app, online, offline, underground or at sea.

More Usable

A solution, not a tool, purpose-built with all the functionality necessary for asset owners and their service provider. An unlimited user license lets owners invite an extended workforce into a controlled, common data environment. Offers the ability to clean, de-duplicate, and improve data sets to ensure the sovereignty and successful handover of legacy data. A simple, intuitive platform within RedEye to do work. Easy to learn with tailored, in-person training and dedicated in-house support.

More Valuable

Improve legacy data and continue to improve business processes for the future. Extract insights from data to make predictions and decisions. See KPI’s, ROI and other metrics with a complete auditable history of asset data. RedEye is co-developing and constantly improving its technology to incorporate 3D drawings and Digital Twin. With improved data management and workflows operating costs can be minimized and revenue maximized.



RedEye Solutions

RedEye is a software-as-a-service (SaaS) solution that is purpose-built for owners of large, complex assets to help them better manage their assets through the entire asset lifecycle.

When using RedEye our customers can realize more value from their assets by making their asset data available and useable. We do this through the functional modules in RedEye that manage asset drawings and data, work on assets and digital twin 3D models.



RedEye DMS

Engineering Data and Drawing Management

An engineering data and drawing management solution purpose-built for organisations that own and operate large complex assets and critical infrastructure.

RedEye WFM

Work Management

A work management solution that enables asset owners and service providers to plan and carry out work on assets, ensuring access to the correct version of an asset's drawings and data, every time.

RedEye Digital Twin

3D Asset Models

A digital representation of your physical assets, linking asset information and operational data. RedEye Digital Twin improves visibility, decision making, operational performance.

RedEye Bushfire Management Platform*

Bushfire Protection Technology

Enables asset owners and critical infrastructure operators to plan and protect against the disastrous effects of bushfire with precision data modelling, specific to a defined area, enabling evidence-based decision making.

* Australia only at time of publication

RedEye DMS

RedEye DMS is an engineering data and drawing management solution purpose-built for organizations that own and operate large complex assets and critical infrastructure.

RedEye DMS provides internal teams, contractors and sub-contractors with access to relevant asset information anywhere, from any device.



RedEye DMS allows unlimited users to quickly and easily work with the correct engineering information without duplication of data in external locations.

When teams work with RedEye DMS an organization can achieve fiscal benefits from streamlined processes, less rework and better data for decision making and planning.

Compliance and safety are improved when teams use current information and engineering data from a single source of truth.



Eliminate Duplicates

Eliminate duplicates, silos, uncontrolled data and manual processes



Securely Store

Securely find, view, mark-up, version, workflow and control access in the cloud



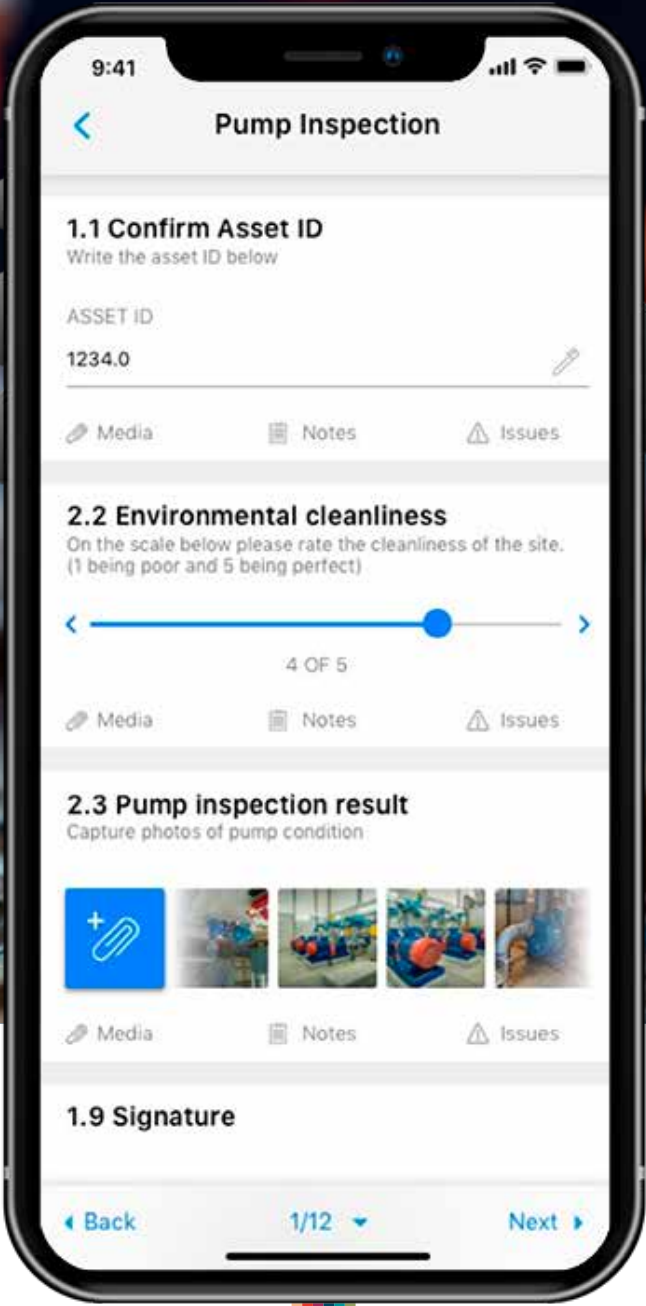
Unlimited Users

Invite staff and contractors in with unlimited user licenses

RedEye WFM

RedEye WFM is a visual information and work management platform that connects teams with assets and their data in real-time for issue and work management.

When using RedEye our customers can realize more value from their assets by making their asset data available and useable. We do this through the functional modules in RedEye that manage asset drawings and data, work on assets and digital twin 3D models.



Asset owners can ensure the quality and safety of the work being done on their assets with detailed work instructions and a real-time, two-way communication flow; all from a single source.

RedEye WFM is an asset-centric solution, allowing users to search and manage engineering drawings and documents while also linking them to assets, jobs, people and locations.

Teams can easily capture data from the field, while maintenance and facility managers can leverage insights gathered from this data to monitor asset health to prevent future downtime.

Key Features

- Facilitate collaboration between internal and external teams
- Operates offline in remote or difficult locations
- Integrates with the customer's enterprise asset management system to share work order information

A single configurable solution for audits, inspections, safety, compliance, risk management, planning and maintenance.

Work

Plan, schedule, assign or create ad-hoc work for field staff and contractors using standardised forms and work instructions

Approvals

Receive real-time feedback from the field with reviews and approvals, ensuring that work quality and business processes are maintained

Issues

Identify, raise and prioritize issues with attached photos, video, audio and notes, associated to specific assets and locations

Attributes

Create and update custom attributes for assets and issues with a full audit history including geo tagging and timestamps

Assets

Create assets and locations in bulk or ad-hoc, associating contextual information like work, issues, attributes attachments and child assets

Attachments

Associated relevant files and engineering data to work, assets, locations and issues

RedEye Digital Twin

Digital Twin is the future for engineering data and asset management. A digital twin is a 3D model of an as-built asset.

The digital twin represents not just the physical aspects of the asset but also the data associated with it such as a live data feed from the asset in the field.



Digital twin helps an organization with the collection, presentation and analysis of data and event-driven outcomes to optimize asset performance.



Enhanced availability of asset data delivers key benefits to asset owners, including improved safety, greater efficiency, cost savings, increased productivity, increased availability of assets.

Going beyond just tracking inspections, digital twin enables the monitoring of asset health and related issues that help asset owners make meaningful decisions around inspection and maintenance processes.

With digital twin, organizations have the capability to gain high level views of an asset, while also making the smallest details visible and accessible to the teams doing the work.

Digital twins can be linked to show an organization-wide view of all assets in the owner's control.

Looking beyond predictive activities, asset owners can simulate events and conditions to test and improve their processes and planning.



Why Partner with RedEye?

By partnering with RedEye you can better differentiate your business. Our purpose-built solutions will complement and extend your existing offerings, reinforcing your reputation for innovation.

We're bridging the gap between legacy systems and digital engineering, helping asset owners on their digital transformation journey. As organizations around the world drive digitization initiatives, working with RedEye can better support your customers on this journey.

RedEye currently enjoys a churn rate of less than 1%. This has helped us to record a strong consistent MRR growth rate to date, achieving a CAGR greater than 48% over the past seven years. Incorporating RedEye solutions into your product mix can provide a solid, recurring SaaS revenue stream.



72 %

SaaS Revenue %



\$ 17.4k

Average Monthly
Recurring Revenue
per customer



42

Average Contract
Term (months)



< 1 %

Client Churn Rate



9

Average Sales
Cycle (months)



33 %

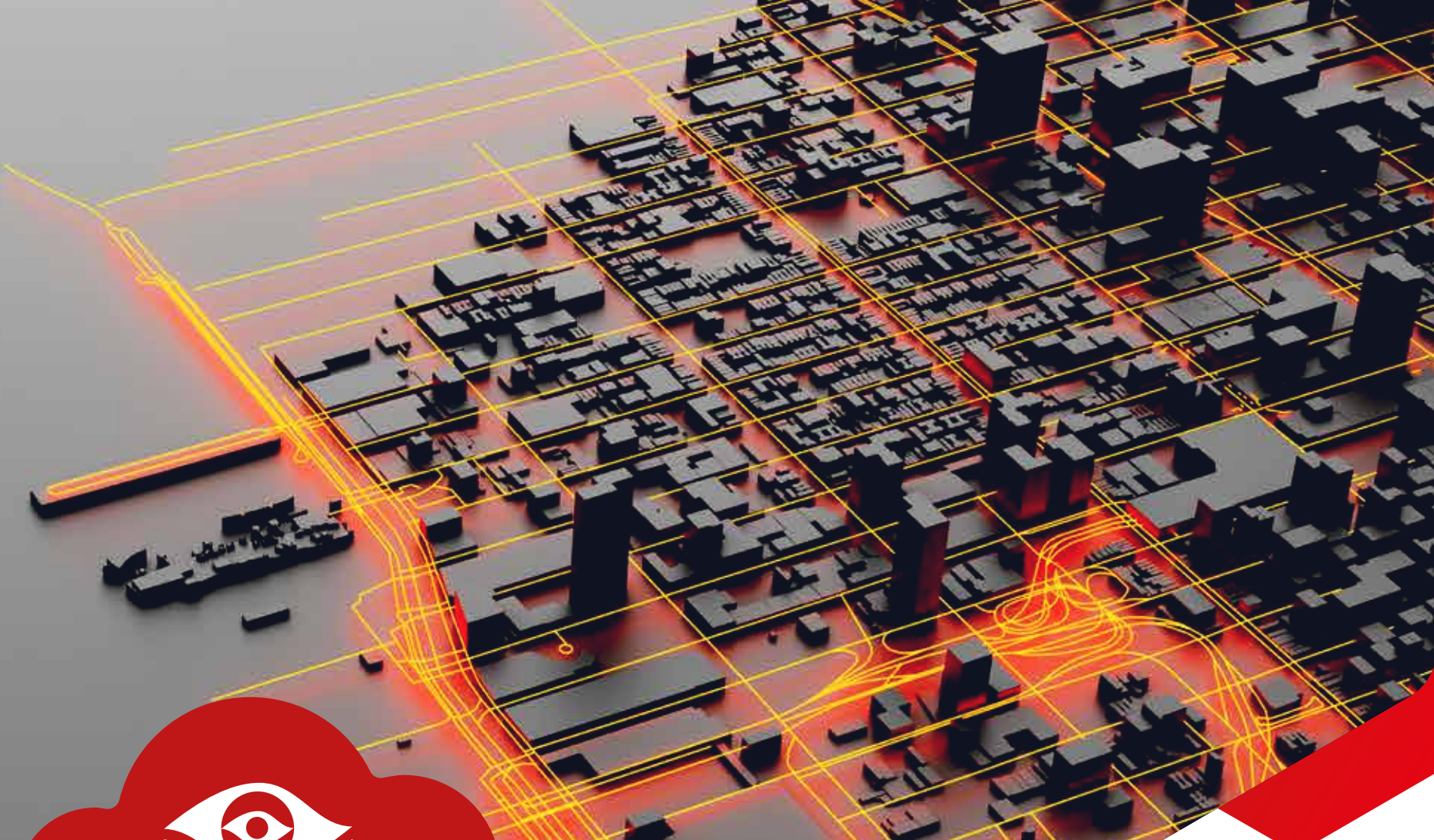
CY21 Revenue
Growth Rate

Together we make the world's asset data more available, usable and valuable.

Integration

RedEye's API helps make our clients data more available, useable and valuable by allowing a seamless integration across their enterprise systems.

When this integration is in place our clients can achieve maximum value from their data. Integration improves transparency, decision making and mangement of change (MoC). RedEye integrates seamlessly into our clients enterprise software environment, providing best-of-breed and future-ready cabability.



Brand Promise

Our brand promise drives how we engage with our clients, their users and external contractors.



Easy
Our solutions are easy to use and work with.

Our easy-to-use solutions improve the way clients, users and contractors work together. RedEye’s clients and their teams find the RedEye team to be accessible and relatable.

Fast
Our solutions work fast, and we respond quickly

RedEye’s solutions help our clients and their teams work quickly and efficiently. Our clients and their teams are always prioritized with fast response times and support

Relevant
We design solutions with our clients and validate with their users.

Our solutions meet the needs of our clients and their teams because they are designed in conjunction with them. RedEye is a valued partner because we engage our clients and their teams when we develop our solutions.

Secure
RedEye is certified for ISO 27001

Our solutions offer peace of mind for our clients and their teams with our world-class secure data environment. RedEye offers the highest global standards of data security backed by robust processes, policies and procedures.

Essential
The essential solution for our clients to manage their asset data.

We align our products to the way our clients and their teams work and we share our expertise and knowledge to form long lasting valuable relationships.

Our Industries

RedEye’s solution is purpose-built for organizations that operate large complex assets and critical infrastructure.

- Power
- Water
- Oil & Gas
- Mining
- Government
- Bushfire Management
- Infrastructure
- Health
- Asset Management
- Transport
- Defence
- Renewable Energy



Who uses RedEye?

RedEye was founded to solve a specific problem faced by our customers who are the owners and operators of large, complex critical assets and infrastructure.

These asset owners were struggling with organizing, managing and using their asset data due to: multiple internal and external stakeholders, a need to work on the asset from different locations, a disconnected range of tools and technologies used to do the work, a broad range of data formats, both analogue and digital.

This situation posed several problems for asset owners including:

- inefficient work practices and time wasting,
- safety and operating risk using inaccurate data,
- slowdown of maintenance activities,
- reduced asset availability and performance.

RedEye solves these problems by helping our customers operate their assets in the safest, most productive and efficient way to drive performance and value.

We do this by making sure that our customers have the necessary data for those assets available to their staff and contractors at any time, and anywhere, it is needed. Our solution has been developed taking into consideration the true nature of how work is performed on complex, critical assets.

Helping to manage over \$350 billion in assets











RedEye's Ideal Customer

is an organization that owns and operates highly available, highly regulated, highly complex assets.



RedEye Partner Program

We’re looking for partners who want to collaborate and innovate, either by integrating technologies to provide additional value or by enhancing your own existing services to drive business.

RedEye specializes in asset data management, and our solutions can be integrated with yours to provide a unique advantage over the competition.

The RedEye Partner Program offers three unique tiers of collaboration



Engage

Work with RedEye to enhance your understanding of the Partner Program as you grow your business.



Build

We build with our partners through collaboration. Together we help you to accelerate your business as you deepen your knowledge and expertise of the RedEye solutions.



Advance

World-class value-added partners with a proven track record of RedEye success. Advance your growth through specialization, expertise and unlock differentiation by integrating our solutions with other systems. We will support you with your go-to-market strategy and unlock additional marketing capabilities.

RedEye Partner Program Benefits

Partner Tier	Engage	Build	Advance
Activation			
Teaming Agreement	●	●	●
Agreed Revenue Targets	●	●	●
MRR Target	\$10k	\$25k	\$50k
Onboarding			
Product Education	●	●	●
Sales Education	●	●	●
Training Requirement	Light	Medium	Specialised
Sales Support			
Deal Registration	●	●	●
Access to Channel Manager	●	●	●
Access to SME's	●	●	●
Promotion and Rewards	●	●	●
Renewal Alerts	●	●	●
Demo Environment	●	●	●
Partner Directory	●	●	●
Business Planning		●	●
Product Specialisations			●
Partner Certifications			●
Qualified Leads			●
Technical Opportunities			
Specialised Training		●	●
Integration USP		●	●
Integration Services			●
Value Add Services			
Consulting Services		Optional	Optional
Implementation Services		Optional	Optional
Application Managed Services			Optional
Training Services			Optional
Marketing Support			
Partner Directory	●	●	●
Logo on Website	●	●	●
Shared Campaign Content	●	●	●
Co-Branded Content		●	●
Custom Campaign Planning			●
Access to MDF			●
Rewards			
Monthly Recurring Revenue	10% of SaaS	20% of SaaS	30% of SaaS

Additional Benefits

Financial Incentives

Business growth and reward is fundamental to our Partner Program.

RedEye offers partners ongoing monthly revenue for the life of the contract.

Partner Services Opportunities

- Consulting Services
- RedEye Implementation Services
- Application Managed Services
- Training Services

RedEye Ideal Target Customers

Asset owners that have highly available, highly complex and highly regulated assets.



Highly Available

Assets are heavily relied upon by the organization, associated organizations, and the community. Keeping assets in continuous operation is critical.



Highly Regulated

The organisation and industry must adhere to strict regulations set by the government, industry regulators, and the organisation itself.



Highly Complex

The assets consist of multiple components each with significant interrelated operations and maintenance information and processes. Industries that fit this description include power, water, oil and gas, mining, hospital and health services, councils, and infrastructure including roads, rail, and ports.

See our customer success stories here.

RedEye's Partner Promise

We offer a partner-centric business model with a dedicated team committed to investing time and energy into enabling our partners for success. The success of our partners and customers is critical to RedEye's success.

We have your back.

We want our partners to feel like an extension of the RedEye team and RedEye's dedicated Partner Team are here to help you navigate the process.

Contact the RedEye Partner Team below to get started on a successful digital transformation partnership.

Email: PartnershipsNA@redeye.co

Call: +1 833 733 3931

RedEye Around the World



Office Locations

Australia (Head Office)
Brisbane, Queensland

North America
Denver, Colorado,
Houston, Texas
Las Vegas, Nevada

New Zealand
Auckland, Auckland

Philippines
Manila

Channel Partners

About RedEye

**RedEye, helping to manage and protect
over \$350 Billion in assets**

**RedEye is a technology company
founded in Australia in 2012, our
vision is to make the world's critical
infrastructure safer, easier and more
efficient to operate and maintain. Today
RedEye has six offices globally and helps
our clients manage over \$350 Billion
in large complex assets and critical
infrastructure.**

Our Software as a Service (SaaS) solutions including our engineering data management, asset and work management and digital twin solutions and our technology, process optimization and change management consulting services are purpose-built for asset owners.

RedEye partners with the world's leading asset owners in utilities, resources, government, defence, healthcare and infrastructure to enable digital transformation in digital engineering, digital twin, asset management, and analytics management by making their asset data more available, usable and valuable.

RedEye's cloud and mobile based technology platforms integrate with, complement and extend our clients existing ERP, EAM, GIS, Safety and other core business systems.

RedEye partners with leading technology companies including Microsoft, IBM, ESRI and AWS. We also partner with global and specialist systems integrators and consulting firms including KPMG to extend our reach and value globally.

RedEye's team and partners have developed deep domain and subject matter expertise working with numerous asset owners and critical infrastructure operators and are available to share best practice solutions, knowledge and processes.

For more information
please visit **www.redeye.co** or email **info@redeye.co**

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