



SENSE THE FUTURE

Overseas Partner Proposal

SMART FIBRES

Purpose

- Smart Fibres is growing its existing network of distributors to provide a local sales and technical support function on a global scale.
- We are seeking experienced, expert partners willing to help exploit our unique technology and share in our success.
- This introductory document describes what Smart Fibres offers to its partners, and what we expect in return.

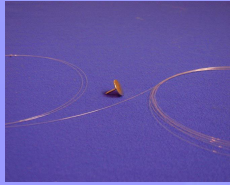
SMART FIBRES

Introducing Smart Fibres

- UK High-tech development Company
- Established 1998
- Pioneered a unique fibreoptic sensing system
- System can measure stress, strain, vibration, load, pressure, acceleration and temperature
- Systems used for:
 - Design validation
 - Condition and structural health monitoring
 - Smart control of active structures

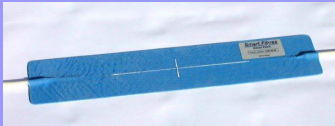
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Smart Fibres' Products and Services



➤ Sensors

- All-optical sensors for numerous measurands in various packages



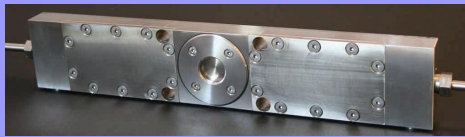
➤ Instruments

- Featuring SmartScan with best in class price/performance. More best-in-class instruments coming



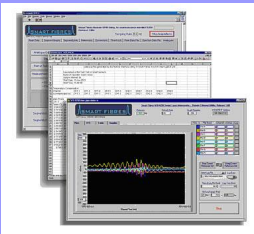
➤ Software

- Graphical user interface and data management utilities supplied free with instruments



➤ Engineering

- Bespoke design, development, and deployment service for high-value custom applications

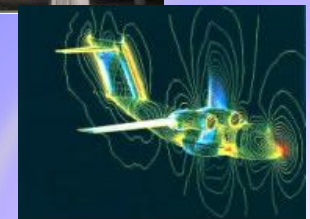


More info at <http://www.smartfibres.com/products>
and <http://www.smartfibres.com/references>

SMART FIBRES

Example Applications

- Oil and Gas
 - Multi-point downhole P/T measurements
 - Condition monitoring of subsea pumps
- Renewable Energy
 - Load monitoring, ice detection and pitch control of wind turbine blades
 - Monitoring of tidal and wave turbines
- Marine
 - Hull Stress monitoring
 - LNG cargo monitoring
- Civil Eng.
 - Structural health monitoring of bridges, buildings, monuments, tunnels and foundations
- Aerospace
 - Health and Usage monitoring of metallic and composite structural components
 - Fuel system measurements



More info at <http://www.smartfibres.com/applications>

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Suitable Partner Profiles

➤ Companies with an established customer base and track record of delivering products and services including at least one of the following:

Services:

- Asset management
- Strain gauging
- Structural monitoring
- Mechanical testing
- Failure analysis

Products:

- Optical Instrumentation
- Scientific Instrumentation
- Strain gauge equipment
- Pressure measurement equipment
- Temp. measurement equipment

➤ Ideally, Companies active in one of our major market sectors: Oil and Gas, Renewable Energy, Marine, Civil Engineering, Aerospace

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What We Offer and Expect

What partners can expect from Smart Fibres

- Listing as official partner on www.smartfibres.com
- Technical review of partner proposals
- Discounted partner pricing for products and services
- An opportunity for exclusive partnership within territory after reaching an agreed target level of business

What Smart Fibres expects from its partners

- Promotion of our products on partner website and company brochures
- In-house expertise to engineer system solutions to meet their customer needs
- Proactive effort in generation of business for our products
- A commitment to purchase 1 set of demonstration equipment to accelerate business generation

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Interested ?

Please send information about your Company and its capabilities to:

Matthew Powell
Business Development Manager
Smart Fibres Limited
matthew.powell@smartfibres.com

Thank You



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