

An abstract graphic on the left side of the image. It features several thick, curved lines in shades of teal, green, and grey, sweeping from the bottom left towards the top right. Scattered around these lines are numerous small, solid-colored circles in teal, green, and grey, some of which are clustered together.

S O T A O G

Connect, Analyze, Predict

Our Team



VP TECHNOLOGY

Microsoft, AWS, Google, Capegemini, NodeJs, Java

DIRECTOR SOFTWARE SOLUTIONS

Domestic & International software teams leader, Advanced Cyber Security expert

LEAD ENGINEER

EOG, MARATHON

Unconventional Assets: Production, Reservoir, Advanced modeling

EDGE MANAGER

Edge device: Artificial lift expertise, 25 yrs oil field, Design, Control & Communications experience, Senior Manager for top 2 automation edge device supplier

AUTOMATION MANAGER

Permian based, 30 yr field automation experience, PLC programmer, >1000 successful field implementations



Sarah Tamilarasan

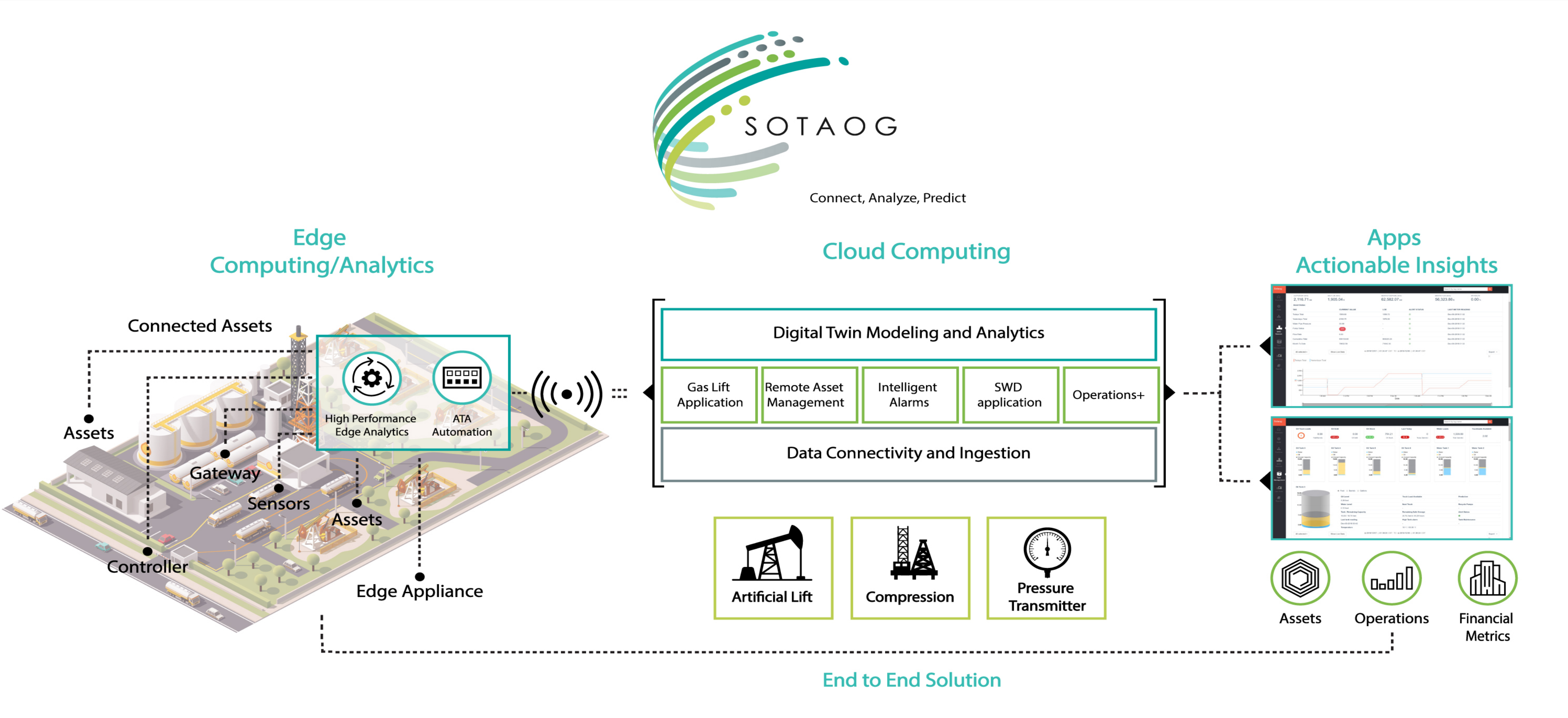
CEO & Founder - Unconventional facilities & automation expert; 15 years Major & Independent E&P experience; Electrical & Computer Engineer



Robert Estill

President & Founder - VP Strategy/ Portfolio Marathon, President European Operations, CEO London based AIM listed E&P; Petroleum Engineer

SOTAOG is the leading end-to-end technology solutions provider



We drive additional cash flow by delivering true real time, data-driven insights to the customer

SOTAOG Chronology

Company start

June 2017

2017

Goals: Establish company; Build the team; Develop value adding solution sets. Results: Booked \$40k with first client.

Deploy solutions

January - June

2018

Goals: Deploy solutions; Gain initial customers; Capture strategic partnerships. Results: Increased wallet share to \$200k with existing client.

Demonstrate value

July - December

2018

Goals: Multiple customers; Revenue base growth; Add key skillsets; Prep platform to scale. Results: Booked clients traded on NASDAQ, total annual revenue \$850k.

Explosive business growth

January - December

2019

Goals: Fundraise for growth; Drive client growth via intensive marketing, sales & BD; Expand wallet share with existing clients; Leverage partnership driven sales. Results: YTD booked \$3M in revenue.

The Opportunity

Providing asset optimization for Industrial Facilities



Total Available Market – Over Trillion Dollars



Target Market - World Economic Forum January 2017 white paper noted that Digital Transformation by 2025 will unlock \$600 billion of value in the Upstream alone. It will be focused in two primary areas: 1) \$425 billion in Advanced Analytics & 2) \$220 billion in New Era Automation.

The

Answer

Advanced Technology for All = Redefining industries through IIOT technology

SOTAOG is a unique SaaS company providing asset optimization for Industrial Facilities. SOTAOG uses proprietary edge and cloud algorithms to create a “digital twin” to optimize the operations of client’s assets. The 360 degree view of operations combines predictive analytics, edge/cloud algorithms, and digital twins.



*Scalable cloud or on-prem:
delivering state of the art solutions
via cloud & edge computing*



*Real time monitoring, advanced
analytics, machine learning & SME
based proprietary algorithms*



*Small-mid size companies seek
full end-to-end solution. Larger tier
1 companies seek specific
software only solutions*



Market Validation



\$50,000



\$850,000

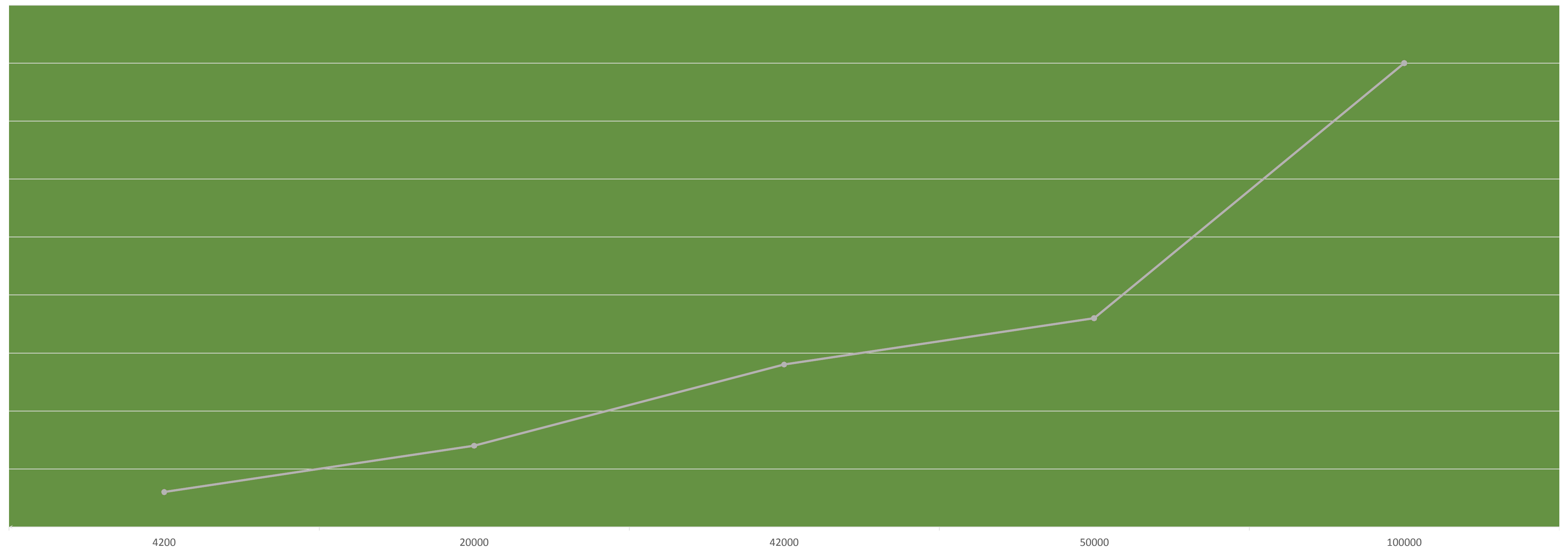


\$3,000,000 contracted YTD in 2019

Demonstrated Applicability across a Broad Range of Client Types



SOTAOG CLIENTS



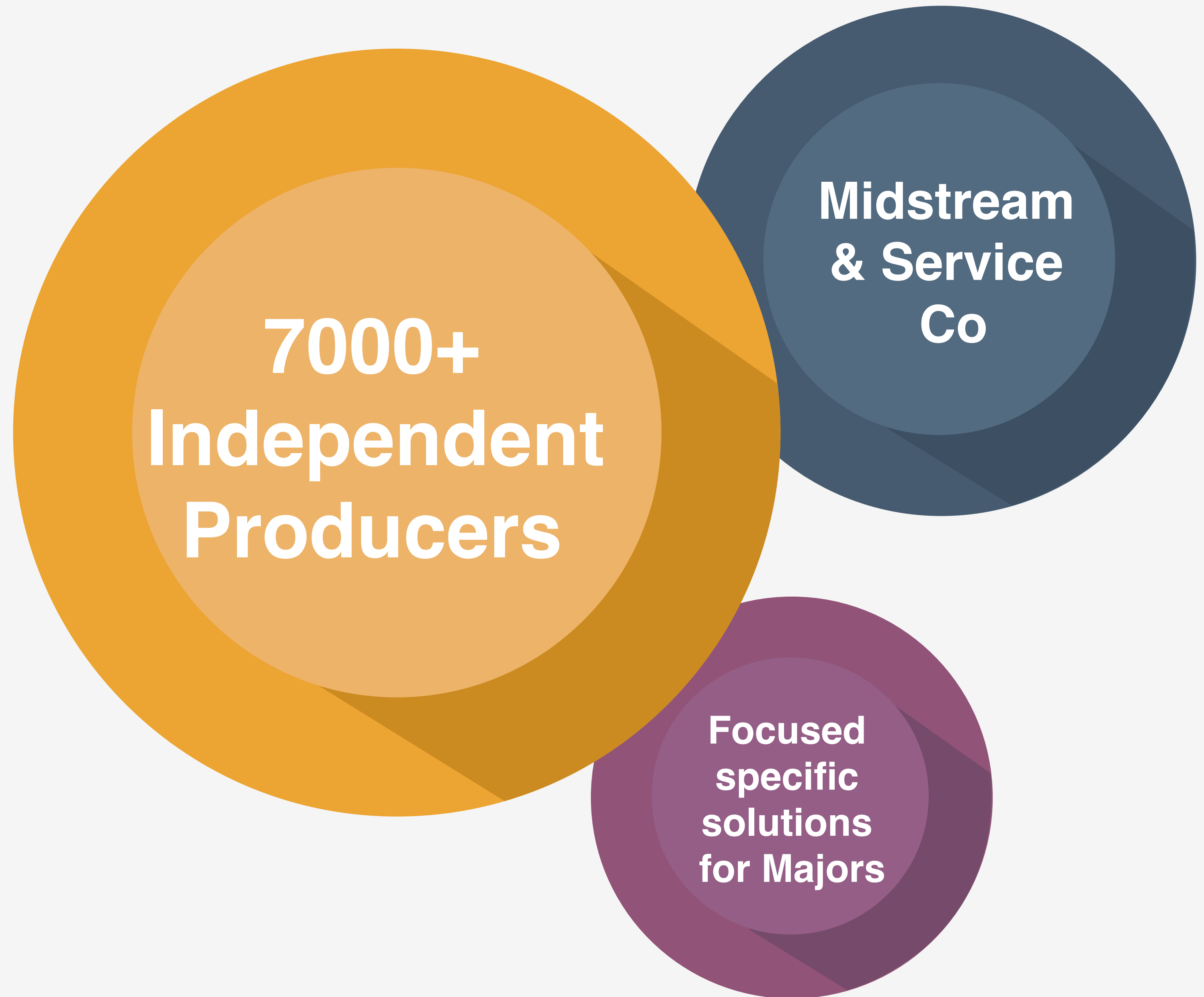
Clients size by Permian BOPD

The Market

Permian alone: spending of \$308B in the next five years. Majors will account for less than half of that spend. Water production estimated to exceed 1 billion BW/D. Google, Microsoft, Oracle pushing IIOT solutions.

Market opportunity

1000's of small operators with >\$1B market cap looking for affordable IIOT solutions to increase revenue. Sales cycle only 2-4 months, annual sales revenue \$1M-\$5M/yr/client.



Drive to \$100 million (Annual Revenue)

SOTAOG

Key Assumptions

- Large \$600 billion+ global market
- Domestic targets >7000 companies
- Annual revenue \$1-3m/client
- 100 clients less than 2% mkt share
- BD capture rate
 - 5% - 2000 companies – need 3 BD
 - 20% - 500 companies – need 1-2 BD
 - 50% - 200 companies – need 1 BD

VALUATION UPSIDE:

- Solutions Proven applicability companies size from \$500m to \$15B size
- Leverage Super Majors need for software only solutions & fit with their development plans
- Addn value added solutions to be added
- International expansion applicable



2017+

- ❖ *Advanced software solutions*
 - ❖ *Real Time monitoring*
 - ❖ *Automation+ sales*
 - ❖ *Recurring revenues*



2019

- ✓ *Expand solutions sets*
- ✓ *Accelerated client capture*
- ✓ *Market share & Unicorns*

Summary

- ✓ *Top tier & experience team in-place*
- ✓ *Driving value for Industrial Facilities via IIOT*
- ✓ *Proven solution: broad range of client sizes*
- ✓ *Large global growth market*
- ✓ *Ready to scale*



**WORK
HARD
DREAM
BIG**



SOTAOG LLC
www.sotaog.com