

# Software for manufacturing beyond the factory

A client needed to be able to monitor equipment in remote locations—and solving that client’s problem would open up a vast new area of business for MAJiK.

## Project Description

MAJiK created a simulated set of devices to replicate a full production deployment in order to test their ability to cellularly connect to devices and stream to the cloud. In this way MAJiK’s team would be able cut their test time in half and avoid exposing a client to the risk that field tests would involve.



## Project Outcomes

Their project with ENQOR allowed MAJiK to test remote monitoring capacity without exposing their client to risk.

With the knowledge they can offer remote monitoring, MAJiK can offer a complete software solution to current clients, and also expand their client base to whole new market sectors that operate largely without network access, such as mining and oil and gas.

Without ENQOR, this kind of testing would have taken roughly six months via on-site support with the client to validate their model, exposing that client to production risk and incurring opportunity costs with other potential clients.

*“Communitech really helped us test and refine what would have otherwise been an exploratory technology, which enabled us to make it ready for production testing in a high-stakes environment. It’s not easy to take an exploratory technology and test it in a production environment. They definitely helped us go to market way faster.”*

—Michael Tatham, CEO



MAJiK offers software that securely retrieves data from industrial machinery, then feeds that data to a cloud-based system for real-time monitoring and analytics.

### Website

[www.majik.io](http://www.majik.io)

### Industry

Manufacturing

### Number of employees

10