

Q&A with Saar Yoskovitz, CEO and Co-Founder of Augury, Inc. using Advanced Machine Learning Algorithms and Ultrasonic Sensors to Connect and Listen to Machines to provide Predictive Maintenance for Machines in Large Facilities as well as in the Home



Saar Yoskovitz
CEO and Co-Founder

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Interview conducted by:
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CEOCFO: *Mr. Yoskovitz, what is the idea behind Augury Inc?*

Mr. Yoskovitz: The basic notion behind Augury is that by listening to a machine it can tell you exactly what is wrong with it. We can tell you if it is working properly, if it has a malfunction, and even what type of malfunction it may have.

CEOCFO: *How do you listen to a machine? What is involved?*

Mr. Yoskovitz: We connect a vibration and ultrasonic sensor to a machine, then send that recorded mechanical data to our secure cloud where we apply advanced machine learning algorithms on the sound. You can think of it as Shazam, but for machines.

CEOCFO: *What kinds of problems are you able to pick up? What is the process?*

Mr. Yoskovitz: For roughly ninety percent of the malfunctions, we can tell you exactly what is wrong with the machine without ever seeing it before. This technology can be used across the board, anywhere from industrial facilities where you have large and expensive machines and eventually, all the way to your home, where you have the washing machine, dishwasher, refrigerator. Our goal down the line is for it to be used on anything that has moving parts. Initially, we are focusing on the commercial and industrial sectors - more specifically on the infrastructure - the pumps fans and compressors that keep the facility humming.

CEOCFO: *Why have you chosen to start with there?*

Mr. Yoskovitz: When you look at the Internet of Things (IoT), it is kind of a large umbrella that many different segments fall under. There is the consumer IoT and then there is the industrial IoT. We chose to begin with the industrial side, because if we manage to bring machines online and monitor them, then we can help these industries save billions of dollars every year on energy and operations as well as reduce the frequency and quantity of critical malfunctions.

CEOCFO: *Why HVAC?*

Mr. Yoskovitz: At hospitals, data centers, buildings and manufacturing plants, the air conditioning, heating and refrigeration is critical to the operation of the facility. If you look at a data center, it is true that the server is the most expensive component in the data center. However, without cooling it cannot do its job. In hospitals, if you look at an emergency room, it is supported by its mechanical infrastructure. The same goes for the industrial side. If we go to a factory, then refrigeration is a big part of it. Even in a power plant there are many pumps and fans that are producing the steam for the turbines.