



21 05, 2020

To: Mohammad Aamir

From: Manishi Mazumdar

Sub: General Introduction

At the outset, thank you very much for considering Triton Commerce.

Triton Commerce (TC) is established and located in the UAE; headquartered in the Fujairah Freezone.

Triton Commerce – Pillars of strength

With a view to build a multi faceted and multi skilled organisation, where work is fun, the TC management team has embarked to build a company on the below-mentioned pillars.

1. Plant & Process Equipment Sales
2. Engineering and Consulting
3. Automation & Industry 4.0 Solutions
4. Renewables & Sustainables
5. Agro-Organics

TC is also registered with consulting houses in Europe and UAE. TC not only provides for consultation assignments, but also helps TC stay aligned to current industry trends. This knowledge can then be exploited for industry deployment scenarios.

With the possibility of TC to provide equipment, consulting & implementation services for both brownfield and green field deployments along with relevant process knowledge, TC is confident to stand out as a differentiator from its competition to become your partner of choice.



Pillars of strength

1. Plant & Process Equipment Sales

Using experience of work delivered across various industrial verticals, TC can now offer you;

- 1.1. Portfolio Consultancy and selection validity to purchase equipment from OEMs associated with TC.
- 1.2. Customers buy equipment directly through Triton Commerce – with equipment warranty residing with the OEM.

Currently TC is the authorised Sales Representative for Ross Process Equipment, USA for the Middle East and Africa region. TC' presence is supporting the penetration of Ross Process Equipment in the region. Current as well as potential RPE customers benefit from timely and experienced analysis of processing need helping them select a correctly sized equipment from wide RPE portfolio.

In addition, TC has partnered with HAUS, a premium separator and decanter manufacturing company in Turkey – a cost effective solution to Scandinavian manufacturers.

2. Engineering & Consulting

With knowledge to offer in the areas of;

- 2.1. Engineering Processes for successful Plant Engineering to Completion.
- 2.2. Project Management & Implementation of Global Sourcing Strategy.
- 2.3. Training plant staff in specific product lines. (hardware and software.)
- 2.4. Plant Engineering and Construction.
- 2.5. F&B (Liquid/Prepared Foods/Powder) Production and Packaging with knowledge of Hygiene Standards and requisites Food Safety Standards.
- 2.6. Validated Bio-Pharma project implementation
- 2.7. Vendor evaluation - Techno Commercial
- 2.8. MES and Industrial Automation
- 2.9. Utilities and Common Service Generators

TC offers services to build the project lifecycle, inclusive of User Requirement Specification development, Functional Design Specification development and any other document that may be required to complete a project.

TC can also be your in-house engineering representative to support the Project Management/Supply Chain team make the correct choice of vendor – keeping in view longer term perspective of engagement and capital equipment purchase.

3. Automation & Industry 4.0 Solutions

Today is the world of digitalisation. More and more solutions around data capture and management from the plant floor and individual equipment is moving from concept to reality.



The objective of this industry vertical is to bring you the benefits of TC' vast experience around industrial automation systems& procedures and advanced concepts in the field of MES and IIoT concepts.

With an engineering centre in Mumbai, India and a planned centre in Johannesburg, South Africa, TC hopes to be a premium service provider across the Middle East & Africa region.

Currently TC partner engineers are working with Emerson Process Management for their deliverables to the ME&A region.

Engineers are currently training on the propriety automation deployment strategy of a premier F&B OEM and will soon commence with Field Service Operations.

4. Renewables & Sustainables

This pillar helps you achieves goals in energy and cost saving by looking at solutions of the future, NOW. The future will demand new operation and manufacturing philosophies to meet stringent environment regulations and frugal availability of raw material.

- 4.1. Drinking Water
- 4.2. Agriculture
- 4.3. Alternative Power Generation
- 4.4. Mobility Solutions
- 4.5. Non-Plastic packaging solutions

TC is the local representative for Drinkable Air USA, a premium Air to Potable Water OEM offering personal, communal and industrial water solutions. TC' contribution towards Drinkable Air'; besides improving customer coverage has also been helped in accessing a customer based which is 'non traditional'.

TC is now in advanced discussions with a specialised lighting OEM for controlled spectrum lighting equipment for green house productivity enhancement and other turnkey solutions.

5. Agro-Organics

Natural is good.

A product range which are non-sugar thirst quenchers.

- 5.1. A non-sugar/non aspartame lime, lemon, orange, cumin extract (jeera) carbonated drink.
- 5.2. A non-sugar/non aspartame – NO caffeine cola carbonated drink.
- 5.3. Sugar based mango flavored still drink (various Indian mango flavor variant recipes)

TC will soon be launching the products in the GCC and Africa markets on a 9m trial basis.

Envisaged in the future,

- 5.4. Infused waters – based on Panchkarma/Ayurveda (testing in progress)
- 5.5. Vertical farm – themed supermarket. (UPICK)