

# COMPANY PROFILE



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# VIZIMAX®

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VIZIMAX designs and manufactures highly specialized products that measure, control and switch HV/MV electric power systems. Our modular and scalable solutions serve energy market players ranging from electric utilities to heavy industries across 6 continents.

With over 40 years of experience, our success is a testament to the quality of our systems and the dedication with which we serve our customers.

At VIZIMAX, we make your vision a reality.

VIZIMAX solutions provide a host of benefits to customers across a wide spectrum of energy industries: electric utilities, TSO, DSO, renewables, railways and transportation, oil and gas, heavy industry and more.

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## MISSION

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To develop innovative solutions that Measure, Control and Switch high and medium-voltage (HV/MV) electric power systems.

To help our customers control costs, limit CAPEX, and maximize their existing HV/MV infrastructure and assets.

# Solutions oriented toward energy

As a corporation VIZIMAX first saw the light of day in 2008, but its stellar history goes back 40 years.

Technological advances and environmental concerns have brought tremendous challenges to the industry over the years, and VIZIMAX has thrived with our spirit of innovation and strong desire to excel. From modest beginnings in the province of Québec, Canada, our operations have expanded internationally from North America to Southeast Asia, with a distribution network now spanning over 40 countries.

Massive investments in R&D have enabled us to broaden our product and service offerings from auxiliary relays to substation automation platforms, phasor measurement units and control switching devices. As one of the fastest growing companies in the energy management field, VIZIMAX's solid foundation supports each new stage in building for the future.

Collaborating closely with international certification laboratories to comply with all applicable standards, VIZIMAX is dedicated to continuous improvement, robust quality management (ISO 9001-2015) and superior performance in all aspects of our business.



**40+ countries**

Operations on 6 continents



**IEEE**  
certified

Compliant with the IEEE  
Synchrophasor  
Measurement Test Suite  
Specification  
and requirements

**Over 40  
years**

Serving the needs of the  
energy sector



We help our customers get the most out of their existing infrastructure... extending the lifespan of their assets while limiting their CAPEX.

# Profile



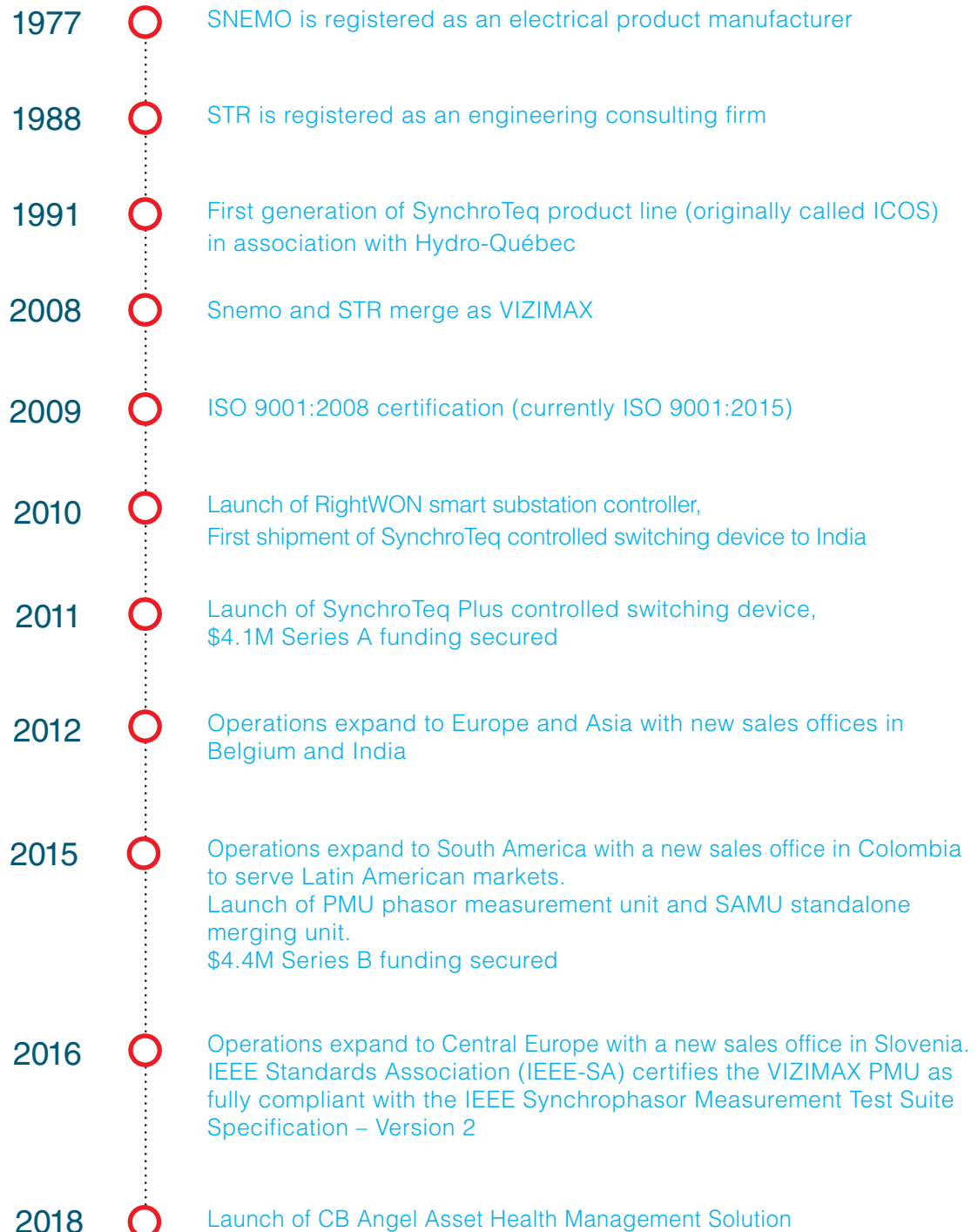
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Since its inception in North America the VIZIMAX name has gained worldwide recognition in the energy market, and is now synonymous with Smart Grid technology.

The company was formed in 2008 when STR Inc., an engineering consulting firm, merged its operations with Snemo Ltd., a manufacturer of auxiliary relays. The management team immediately focused on developing a unique line of products dedicated to energy management, taking the first step toward building a significant international profile.

Two rounds of massive R&D funding in 2011 and 2015 led to the launch of two new products lines and an enhanced international sales network. The future of VIZIMAX promises continued success as one of the fastest growing companies in energy management solutions.

# Milestones

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- 1977 ○ SNEMO is registered as an electrical product manufacturer
  - 1988 ○ STR is registered as an engineering consulting firm
  - 1991 ○ First generation of SynchroTeq product line (originally called ICOS) in association with Hydro-Québec
  - 2008 ○ Snemo and STR merge as VIZIMAX
  - 2009 ○ ISO 9001:2008 certification (currently ISO 9001:2015)
  - 2010 ○ Launch of RightWON smart substation controller,  
First shipment of SynchroTeq controlled switching device to India
  - 2011 ○ Launch of SynchroTeq Plus controlled switching device,  
\$4.1M Series A funding secured
  - 2012 ○ Operations expand to Europe and Asia with new sales offices in Belgium and India
  - 2015 ○ Operations expand to South America with a new sales office in Colombia to serve Latin American markets.  
Launch of PMU phasor measurement unit and SAMU standalone merging unit.  
\$4.4M Series B funding secured
  - 2016 ○ Operations expand to Central Europe with a new sales office in Slovenia.  
IEEE Standards Association (IEEE-SA) certifies the VIZIMAX PMU as fully compliant with the IEEE Synchrophasor Measurement Test Suite Specification – Version 2
  - 2018 ○ Launch of CB Angel Asset Health Management Solution



## Our team

VIZIMAX relies on a team of highly qualified employees led by visionary managers. The key to our success is a stimulating work environment where innovation can flourish and each member is fully dedicated to the growth of our enterprise.

Beyond the products and services we offer, what uniquely defines VIZIMAX is its employees. Our company has assembled a team with unparalleled

know-how that gives VIZIMAX a competitive edge in both technical expertise and international market savvy.

We value our employees and encourage their full potential by providing exceptional opportunities for professional development. This has a positive impact on our creative processes and promotes the knowledge, confidence and determination required to meet the highest standards in the industry and create the highest quality products.



# Management

## JEAN-GUY LACOMBE

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### CEO

Founded and headed several successful companies for the past 35 years, such as Datagram, Presticom and InterTrade. Committed and results oriented entrepreneur. His success is based on his strong leadership in high technology businesses.



## LAURENT POUTRAIN

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### COO

Active in the industrial automation and energy networks sector for more than 30 years. He has held the positions of VP – R&D at Euro-K, Automation Consultant for ETIAD, Project Manager at Ariane, ASA and Syrelec.



## ERIC BOLDUC

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### CFO

CPA and senior executive with over 27 years experience in corporate finance within the energy and technology industries. Mobilization of capital and team building with small and medium-sized companies. Enterprising, adaptable and committed to creative problem-solving.



## DIANE DOUCET

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### CONTROLLER

Experience in various types of businesses such as law firms, recycling center, agricultural cooperative as accountant and a major key player in improving financial systems for over 25 years.



## JEAN VILLERS

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### VP MANUFACTURING

Over 30 years of experience in the High-Tech and Industrial Automation fields, as Manufacturing Ops and Engineering Mgmt. Specialized in Lean-Manufacturing combined with Six Sigma and the implementation of integrated system such as, NPI/PLM, ERP.



## ANDRÉ DESROCHERS

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### VP - R&D

Electronics professional with product development, testing & certification skills. Experience in team leadership gained through work in consulting services, telecom industry and University engineering labs.



# Markets

VIZIMAX solutions provide a host of benefits to clients across a wide spectrum of energy industries

## LEADING SOLUTIONS

- ➔ **Inrush-free grid connection**
- ➔ **Grid stability**
- ➔ **Power quality**
- ➔ **Optimized transit capacity**
- ➔ **Increased switching operations**
- ➔ **Protocol manager**
- ➔ **Digitalized power infrastructure**
- ➔ **Grid code compliance**
- ➔ **Arc flash mitigation**
- ➔ **Asset Health Management**



### RENEWABLE POWER GENERATION

Onshore and Offshore Wind, Solar, Energy Storage



### CONVENTIONAL POWER GENERATION

Hydro, CCGT, Coal, Genset, Biomass



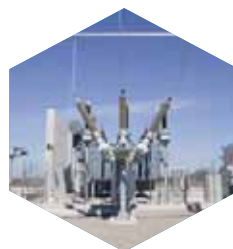
### POWER GRID

Electric Utilities, TSO, DSO



### INDUSTRY

Oil and Gas, Railways and Transportation, Mining, Metal, Commercial

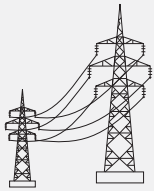


### HV/MV EQUIPMENT

FACTS, Power Electronics, Power Factor Correction, Primary and Secondary Equipment, VAR Compensator



# Clients



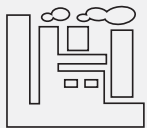
TSO - DSO  
POWER  
GENERATION

Hydro-Québec  
Manitoba Hydro  
PGCIL  
National Grid  
State Grid of China  
Western Power  
REE  
RTE  
EDF

Sonelgaz  
Avista  
BC Hydro  
CFE  
Terna  
Sorgenia  
Eneco  
REN  
ELES

CEMIG  
Endesa  
RAECO  
ENEL  
Enedis  
Kahramaa  
EGAT  
ERCOT  
SSEN

Arizona Public Services  
Interconexion Electrica SA  
Tenaga Nasional Berhad  
New Zealand Electric  
Arizona Public Service  
Transcend  
Xcel Energy  
Duke Energy  
AltaLink



INDUSTRY  
OIL & GAS

Rio Tinto  
Elkem  
Petroleos de Venezuela  
Saudi Aramco  
Pratt & Whitney  
Sonelco  
Sinopec  
EGA (U.A.E.)  
Danieli Automation  
Acciaierie Bertoli Safau

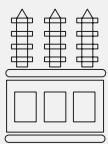
Hyosung  
GE / Alstom  
Schneider Electric  
ABB  
Siemens  
Crompton Greaves  
Pinggao  
XD  
TBEA  
Shandong Taikai  
Sieyuan Electric  
Prime Engineering  
Powersystems UK  
VINCI Energies  
Nidec ASI



RENEWABLES

EDF Renewables  
Innergex  
Siemens Gamesa  
Enercon  
SolarReserve  
Pattern Energy  
NextEra Energy  
AES Gener  
Sun Power  
Suzlon  
Northland Power  
EDP Renewables  
Iberdrola  
Aspiravi

SNCF  
Transport Québec



EQUIPMENT  
&  
EPC



TRANSPORTATION

# R&D

Innovation is the primary factor of VIZIMAX's success. Our creative vision is the outcome of massive R&D investment, a strong implication in various international standardization committees, friendly collaboration on

university and government research projects, and close relationships with our customers. These factors have allowed us to consistently meet and exceed the requirements of the energy sector.

Our distinction lies in the ability to provide rapid solutions for our clients' specific needs, with individualized proposals based on new, enhanced or even customized products.



Our success story is led by a group of passionate professionals from all areas of the energy sector.

# Quality

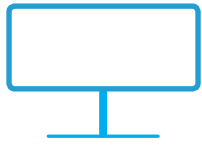
VIZIMAX's success bears testimony to the quality of our products, the satisfaction of our customers and the high standards we set for ourselves. We are constantly adapting product features and functions to meet the latest standards and requirements. In-house testing at all stages of the development and manufacturing processes ensures the highest quality results, and adds certifiable value to our products. In fact, our particular expertise in the controlled switching of circuit breakers has received worldwide recognition.



The VIZIMAX PMU has been certified by ICAP as of March 21, 2016.

The IEEE Certification Mark, the design mark, and the term "IEEE Certified" are certification marks of IEEE, and cannot be used without the written authorization of IEEE.

# Products



## Analytics

Data science & digital technologies: The CB Angel provides a host of analytics tools to asset, operation or maintenance managers, allowing them to monitor equipment, identify/anticipate failures, and prioritize the most relevant interventions.

The CB Angel Web Portal is the ultimate suite for proactive maintenance and 360° vision over an equipment fleet through a shared knowledge base, data-driven and model-based rules, a toolbox of 50+ algorithms, asset ranking and more.



## Switch

Get the most out of existing HV/MV assets and power grid infrastructures while controlling costs and limiting CAPEX. We have the solution for all load switching needs: power transformers, reactive loads/FACTS, transmission lines and cables.

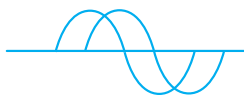
Digitizing HV/MV power assets: VIZIMAX's control and monitoring devices for circuit breakers and switchgear feature advanced and transient-free switching strategies suitable for most types of apparatuses.



## Control

The introduction of new substation technology should not mean the end of life for installed IEDs. Add intelligence and processing power to IEDs and controllers for an easy performance upgrade of

legacy equipment to new industry standards, at minimal cost. Modular and scalable control technologies are available for a wide variety of power installations.



## Measure

The VIZIMAX PMU and SAMU provide highly accurate synchronous measurement of magnitudes, frequency and phasors, which are essential for advanced power system monitoring, protection and control.

Ultra-fast and stable ROCOF calculations, phasors and electric parameters for highly responsive protection schemes, better grid stability and more efficient monitoring and control of power plants.

### Asset Health Management and Proactive Maintenance

- Condition based monitoring (CBM), mechanical and electrical wear, I<sup>2</sup>t monitoring
- Automatic transfer of events & waveforms to a central server
- Guided alerts and events analysis to help identify root causes of failures
- KPIs for efficient asset health state evaluation and optimal maintenance strategy
- Experience learning for anticipated and planned action



CB ANGEL

### Advanced Controlled Switching and Monitoring

- Advanced switching of reactive loads in VAR compensation, Volt/VAR control, PFC and FACTS
- For SVC, STATCOM and standalone applications
- Inrush current limiters for power transformers and reactive loads
- OPC UA server for SCADA and DCS in substations or central sites
- Control all new or existing HV/MV circuit breakers and switchgear



SynchroTeq®



### Smart Substation Controller

- All-in-one control: Automation + Monitoring + Alarm/Event management + Data gateway
- Choose your own configuration from a wide range of possibilities
- Full support of industrial, energy, power gen and utility protocols
- Integrated web HMI + local SCADA functionality
- IEEE C37.118, DNP3 Secure, IEC 60870, DLMS, IEC 61850, Modbus and GOOSE compliant



RightWON®



### Phasor Measurement and Standalone Merging Units

- Resilient to harmonics, permits high performance in stressed power systems
- Secure web interface for monitoring tools
- Fast and stable ROCOF calculations: 1.2 to 2 cycles typical, 3.25 cycles maximum
- For local control, single phase, micro-grid, islanding, PMS and power quality
- IEEE C37.118 - IEC/IEEE 60255-118 IEC 61850-9-2 SV (IEC 61850-9-2LE & IEC 61869-9)



PMU



SAMU

# Services



## COMMISSIONING

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### Accessibility

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Our highly qualified, involved specialists have a holistic view of high-voltage equipment, its impact on power grid behavior and interaction with protection and control systems.



## TRAINING

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### Customization

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Our tailored sessions are designed to assist our clients throughout the implementation phase and respond to their specific needs.



## TECHNICAL SUPPORT

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### Unmatched Service

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We share our expertise and provide our clients with pre-configuration, commissioning assistance and support through on-site service, conference calls or remote web-based access.





VIZIMAX provides guidance, documents and analyses from project planning and development stages to help you choose the optimal solution and get the best Return On Investment.

# Around the world

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VIZIMAX has made its presence felt all over the world. By actively participating in various international trade shows, industry conferences and professional association meetings, our company has managed to position itself securely amongst well entrenched competitors on a worldwide scale.

To supply and support international markets VIZIMAX has established over 30 distribution partnerships serving over 40 countries on 6 continents. VIZIMAX has truly earned its reputation as a leading manufacturer of quality products with an impressive sales network that keeps on growing.





## OFFICES

**A NORTH AMERICA**

Head office  
Longueuil, Québec  
CANADA

**B LATIN AMERICA**

Medellín, Antioquia  
COLOMBIA

**C EUROPE, MIDDLE EAST  
& AFRICA**

Brussels  
BELGIUM

**D CENTRAL EUROPE**

Bohinjska Bistrica, Bohinj  
SLOVENIA

**E INDIA**

Hyderabad  
INDIA



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