



# IronBlock is a global decentralized platform designed to verify machinery

Technical condition data and be an ESCROW for the market of heavy equipment.

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

## **The platform provides:**

1. Correct and veritable information about the technical condition of equipment.
2. Compliance with contractual obligations for both local and transnational contracts.

Imagine that a customer, having found a heavy equipment sale advertisement, can trust it fully, can settle a deal through the Internet and sign an e-contract that will automatically control compliance with all the contractual obligations. On the other hand, if a seller wants to sell his machinery, he can find a customer and have the contract all settled and signed by the time the sales period is reached.

## **How does it all work?**

### **How to verify machinery technical condition data?**

Local service centers all around the world are authorized by the platform to collect technical condition data.

All the data collected during machinery condition verification or after the service maintenance is then recorded on the Ethereum Blockchain. Thus, a global decentralized register is being formed, containing the entire service history as well as up-to-date technical condition information. The data cannot be modified, deleted, or forged. That guarantees that the information will always be correct and veritable during the whole life cycle of the vehicle.

### **How to force compliance with contractual obligations?**

Local sales agents are authorized by the platform to ensure compliance. It is the smart contract on the Ethereum Blockchain platform that acts as a guarantor. All the required

terms and provisions of the deal are written in the contract.

We are ushering in a new standard on the global market that will significantly improve the relationship between all participants of the specialized machinery market, that is also beneficial to both customers and vendors.

The platform architecture allows quick and easy integration into any online platform, such as alibaba.com, avito.ru, exkavator.ru, drom.ru. It gives an instant boost to your listings' trustworthiness as well as an ability to settle deals online and with a strong guarantee at that.

**In the nearest future, 40 million dollars are planned to be brought in by Russian and foreign investors in order to assure the realization of the project.**

## IronBlock's main products:

### Certificate

#### General:

- Owner
- Location
- Documents
- Cost of overhaul
- Certificate validity period

#### Level 1 (basic):

- Visual examination of the major assemblies and primary equipment
- Punchlist, photo and video report

#### Level 2 (extra):

- Computer aided machinery diagnostics
- Oil pressure readings for major units and primary equipment

#### Level 3 (extra):

- Oil pressure readings for the power train, compression tests, oil analysis

### Licenses

#### Type 1 (services):

- Issue of machinery certificates
- Servicing

#### Type 2 (agents):

- Transaction support
- Arranging associated services

#### General:

- Contacts
- Services reach
- Rating
- Feedback
- Number of orders completed
- Credibility level
- Experience

### TechPassport

#### Every maintenance history:

- Work done
- Cost
- Date
- Running hours
- Registration data

### Certificate

is here to solve the immediate trust issues when the terms and provisions of the deal are being negotiated. A Certificate includes all the information that may be necessary to the potential customer and eliminates the need for additional machinery inspections.

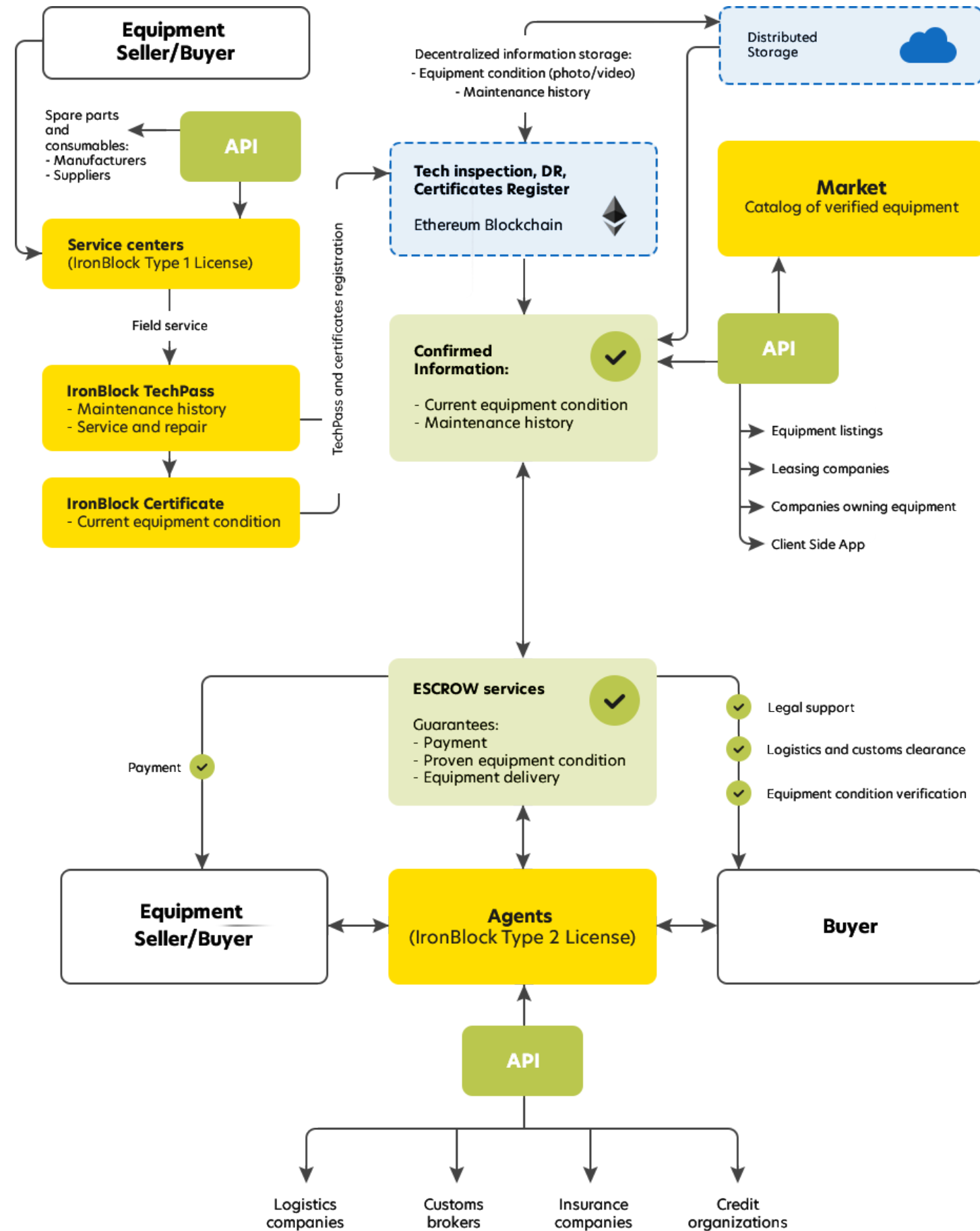
### TechPassport

is here to establish trust-based relationships in the long term, including rental and leasing scenarios. A TechPassport allows leasing companies and renters to control compliance with the maintenance schedule. The system also helps achieve better prices while maintaining high quality of service, and automate machinery storage and maintenance logging.

### Licenses

A digital license is a cryptographic key containing detailed information and a confirmation of a service

center or a sales agent's authorization. The license is also meant to confirm that these participants are authorized to use a particular smart-contract in order to record the data on the blockchain.



## **Relevant platform capabilities for different market players** (Using API integration or through the platform interface)

### **Machinery owners**

1. Buyers' trust on a global scale.
2. More favourable sale prices.
3. Contractual obligations compliance guarantee.
4. Maintenance processes optimization spanning the entire lifecycle.

### **Machinery buyers and leaseholders**

1. Guarantees of information validity and compliance with contractual obligations.
2. Optimal prices with middlemen out of the picture.
3. Service history verification.
4. Maintenance processes optimization spanning the entire lifecycle.

### **Leasing companies**

1. Equipment condition and service quality monitoring during its lease.
2. Fast sales for favourable prices when the lease is expired.
3. Access to a verified equipment catalog for fast equipment purchase without middlemen.

### **Credit organizations**

1. Quick machinery condition and price evaluation for a loan.
2. Lower expenses on finding and attracting clients.

### **Service centers (Type 1 IronBlock license)**

1. Service centers will receive inspection and maintenance orders as part of the certification process for the Techpassport.
2. Revenue from selling consumables and spare parts.

### **Agents (Type 2 IronBlock License)**

1. New confirmed orders from transactions.
2. Progressive commission rate depending on ranking and number of accomplished orders.

### **Logistics companies and customs brokers**

1. API integration with the platform and acquiring regional and international clients for heavy equipment logistics.
2. Cutting customer acquisition expenses, increased revenue.

### **Insurance companies**

1. Access to verified machinery condition data for faster insurance terms decision.
2. Inflow of heavy equipment insurance clients.

### **Equipment manufacturers**

1. Access to real post-warranty maintenance data.
2. Extending spare parts sales network, ability to makes supply chain schedules

### **Equipment listings and other online platforms**

1. Increased trust in the platform listings data.
2. Ability to serve as a Marketplace and earn additional revenue.

# Road map

**Q2 2012** - Start of offline business in Ekaterinburg and the Sverdlovsk Region (Russia)\* in sales and servicing specialized machinery.

**Q1 2017** - Reached a 250+ units milestone of special purpose and heavy machinery sales in 5 years.

**Q2 2017** - collection, analysis and consolidation of global special-purpose machinery market data to develop the IronBlock platform.

**Q3 2017** - Creation of IronBlock, building the team to launch the project and attract partnerships. Platform design drafts.

**Q4 2017** - Pre ICO launch, platform development launch, Licensed service centers and IronBlock agents Whitelist formation, building and developing partnerships with the largest special purpose machinery owners in Russia to prepare for the local launch.

**Q1-Q2 2018** - The ICO campaign: general sale of the IRB tokens. Development of a legal system to manage and implement the project globally. Finalization of team building.

**Q2 2018** - Platform alpha version launch in Russia. Whitelist formation and signing international partners to launch IronBlock on the key European, Asian, and other regional markets.

**Q4 2018** - Global commercial launch after adaptation to local legislations.

**2019** - Scaling up and further project development, the platform launch for the related special purpose machinery and equipment sectors: freight transports, railway rolling stock, aviation industry, and other.

**2021** - Global IronBlock sales, leasing, service market share up to 5%.

**Before 2025** - Ongoing project development with current and emerging trends of the specialized machinery and cryptocurrency markets in mind. Growing IronBlock market share, in-house services expansion: logistics, financing, customs brokerage etc.

\*- The most industrialized region in Russia, one of the most resource-rich places on Earth

You and your company are welcome to become our partners and take part in the project on special terms.

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