

ARIX Technologies Partner Program Overview

Deliver More Value. Win More Business.



Unlock Recurring Revenue with Inspection Robotics

The future of inspection is already here. ARIX Technologies helps top service providers grow their businesses by offering safer, faster, and more profitable robotic inspections for corrosion under insulation (CUI).

With multiple engagement models, industry-leading support, and unmatched technical capability, the ARIX Partner Program makes it simple to add robotics to your service line—or scale your business in new regions.

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As demand for robotic inspections surges, ARIX empowers select partners to scale their services, differentiate in the market, and unlock new revenue streams. Whether you want to own the technology, lease with flexibility, or subcontract our team for turnkey execution—we have a model built to make you profitable, fast.

We offer three ways to partner:

1. Purchase

Buyers can purchase the robot outright using CapEx. The purchase includes first-year software licensing, sales and technical training, maintenance, and support. This model gives the buyer full ownership while receiving high-touch onboarding from ARIX. Ideal for mature teams with high utilization.

2. Leasing

ARIX offers flexible monthly or annual leasing options with optional lease-to-own structures. Partners get access to our full technology stack without the upfront cost—ideal for fast-growing service providers. First-year support, software, and training are bundled in.

3. Subcontracting

ARIX retains ownership and delivers turnkey robotic inspections. Partners subcontract ARIX for specific inspection scopes, gaining access to our tech and data reporting while maintaining their client relationships. Best for high-profile jobs requiring flawless execution.



Purchase Model

Ownership: Partner owns the robot outright

What's Included (Year 1):

- Robot + accessories
- ARIX Inspection Portal software license
- Full onboarding and technical support (in-person & virtual)
- Field deployment support for initial project
- Maintenance, calibration, and remote diagnostics
- Access to the ARIX Inspection Portal (3D heat maps, annotations, client data reports)

Ongoing Costs (Post Year 1):

- Annual software license for ARIX Inspection Portal
- Optional extended support & maintenance plan



Leasing Model

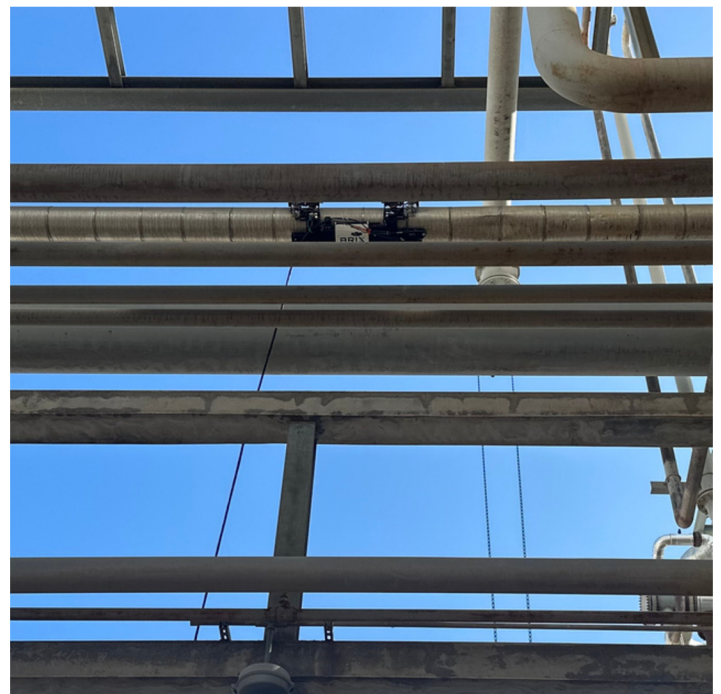
Ownership: ARIX retains ownership

What's Included (Year 1):

- All hardware, software, and accessories
- ARIX Inspection Portal software access
- Full training and on-the-job field support
- Robot maintenance, calibration, diagnostics
- Dedicated partner success rep

Add-Ons:

- Lease-to-own option available after 12-24 months
- Additional analytics modules and reporting tools



Subcontracting Model

Ownership: ARIX-owned and operated

What's Included:

- Full-service robotic inspection performed by ARIX
- High-resolution data capture, ARIX reporting, and client-ready deliverables
- Project management, field deployment, and QA/QC

Ideal For:

- Short-term or pilot projects
- Quality-sensitive or high-stakes inspection scopes
- Partners without in-house robotics teams
- Team with limited resources



Engagement Model Comparison

Engagement Type	Ownership	Revenue Model	Support Level	Ideal For
Purchase	Buyer	One-time purchase + annual support	High (Year 1)	Buyers with CapEx availability
Leasing	ARIX	Recurring leasing + rev share	Ongoing	Flexible, growth-stage partners
Subcontracting	ARIX	Per-inspection invoice	Full-service	Quality-sensitive project owners

**QUESTIONS ABOUT THESE ENGAGEMENTS?
SPEAK TO AN ARIX EXPERT!**

What's Included

Partner Enablement Support:

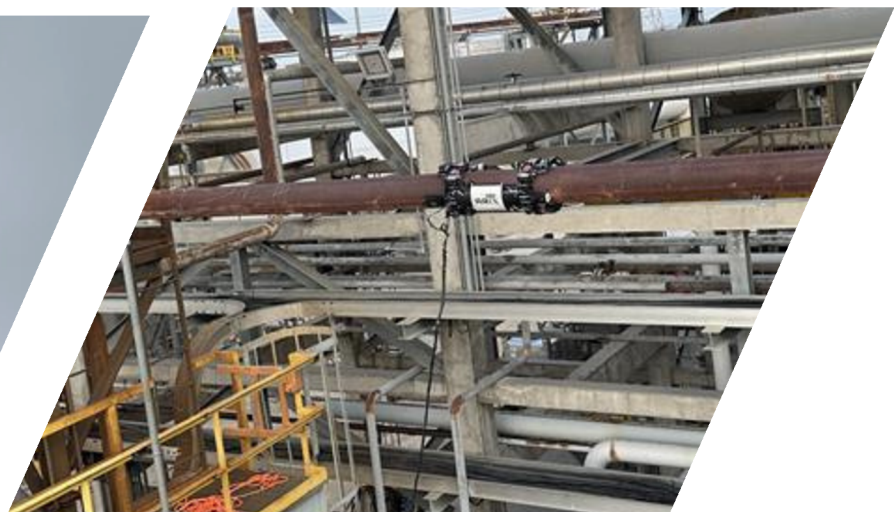
- Sales decks and one-pagers
- Technical documentation
- Training guides and certification
- Branded templates
- Joint marketing support (select partners only)

ARIX provides:

- Robots, software, maintenance, and tech support
- Technical onboarding and ongoing partner success management
- Access to ARIX Inspection Portal and client data reporting tools

Partner provides:

- On-the-ground inspection execution (buy/lease models)
- Field maintenance and troubleshooting (buy/lease models)
- Sales promotion and lead generation (all models)



Getting Started: Onboarding in Three Phases

Phase 1: Introduction & Agreement

- Partner agreement signed
- Kickoff call with ARIX team
- Territory and goals defined (if applicable)

Phase 2: Training & Certification

- Sales and technical enablement (remote & in-person)
- Field training with ARIX engineers
- Support escalation and troubleshooting walkthrough

Phase 3: Go-Live

- Co-branded assets delivered
- Partner listed in ARIX directory (select partners)
- Live field use and recurring check-ins



Empower Your Growth with Robotic Inspection

As our infrastructure ages, corrosion challenges are rising—manual inspection methods simply can't keep up.

ARIX helps top NDT and service providers unlock faster, safer, and more profitable inspections. Whether you're expanding services, entering new markets, or modernizing operations, we have a model built to scale with you.

Faster ROI. Stronger Margins. More Projects.

Most ARIX partners who purchase a robot recover their investment within 90–120 days—sometimes even faster. Robotic inspections are considered advanced services that command premium rates.

For teams facing labor shortages or resource constraints, ARIX delivers scale—allowing smaller teams to deliver more value, safely and efficiently.



Once you break even, every job is pure profit.

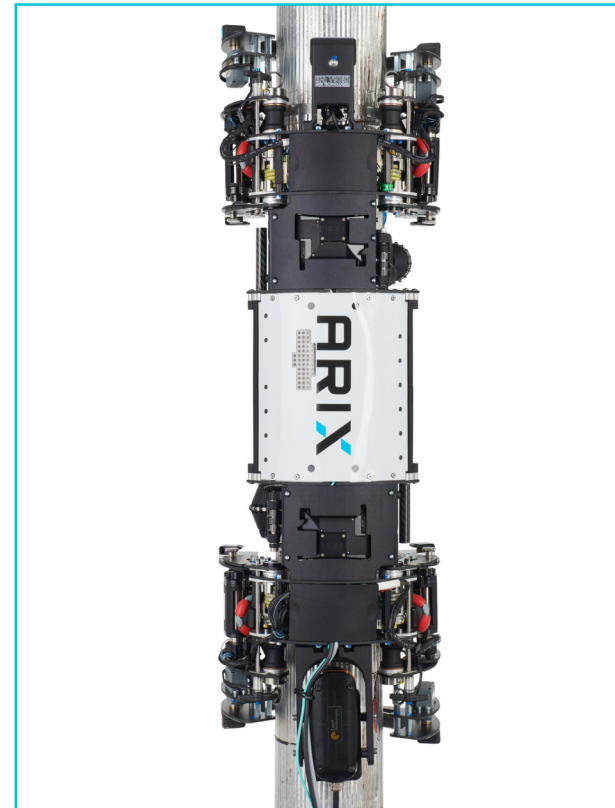
ARIX Technologies' VENUS: Transforming Pipe Inspections

VENUS captures high-resolution digital images during pipe inspections, allowing operators to simultaneously review inspection video as well as review inspection data. This integrated approach accelerates data collection, processing, and analysis, providing a more efficient and comprehensive inspection process.

ARIX Technologies revolutionizes pipe inspections with robots like VENUS, designed to **reduce the need for scaffolding**, ensuring faster, safer, and more cost-effective inspections. By reducing the number of humans working at hazardous heights and allowing for ground-based control, ARIX robots continuously gather reliable data, offering industrial facilities an accurate, comprehensive 360° view of asset health. **This technology not only prevents costly leaks and shutdowns** but also integrates seamlessly into advanced infrastructure systems, enabling better decision-making through data compilation and analysis.

ARIX Technologies' robots, like VENUS, revolutionize pipe inspections by reducing the need for scaffolding and rope crews, delivering accurate, comprehensive inspection data that enhances decision-making and reduces costs and risks.

Unlike traditional methods, ARIX's robots provide a holistic view of an asset's condition, enabling more accurate financial, operational, and safety decisions. Compared to internal pipe robots (PIGs) and flying drones, ARIX robots excel in environments where other technologies fail, such as "inside the fence" inspections, handling complex piping systems, and delivering consistent data without the safety risks associated with flying or magnetic robots. **ARIX robots have proven to significantly reduce inspection time and costs, offering unparalleled efficiency and reliability in maintaining industrial integrity.**



Accurate Data Informs Intelligent Decisions

Because of the high speed at which VENUS collects and processes data (often exceeding 1000 feet per day in ideal environments), **it can screen 85-100% of a pipe in the time it typically takes to inspect just 7% of that same asset using manual methods.** This transforms VENUS into a powerful large-scale screening tool that not only identifies areas of concern but also empowers data-driven prioritization of maintenance efforts.

Rather than choosing between overspending to inspect an entire asset or risking undetected issues through limited sampling, operators can use VENUS to make intelligent, targeted decisions. The data captured feeds directly into the ARIX Inspection Portal, allowing teams to quickly visualize results, validate integrity threats, and determine which pipe sections require further investigation—while confidently leaving non-corroded areas untouched. VENUS can also support a hybrid approach: conduct rapid screening up front, then schedule detailed follow-ups only where the data indicates concern. **This drives smarter, more efficient decision-making at every stage of the inspection process.**



VENUS CUI Screening Benefits



Disruptive pricing on high-cost lines



Inspection of difficult-to-access piping



Elimination of complete pipe insulation removal and reinstallation



More comprehensive data



Clear and Robust reporting



Reduction of humans working from heights

Client Case Study: Petromax Refining



Petromax Refining needed a faster, safer, and more cost-effective way to detect Corrosion Under Insulation (CUI) across its industrial pipe circuits. Traditional inspections—reliant on scaffolding, rope crews, and spot-checking—are costly, slow, and carried significant safety risks.



By partnering with ARIX Technologies, Petromax leveraged robotic CUI inspection, drastically improving efficiency, safety, and data quality. ARIX's leading-edge solution delivered:

- 7x faster** inspections (20 days vs. 11 months)
- 63% cost savings** over conventional methods
- 85%+ full-coverage scans**, eliminating blind spots
- Near-zero scaffolding requirements**, reducing risk

With ARIX, Petromax achieved comprehensive, high-accuracy inspections while reducing downtime and operational costs—setting a new benchmark for CUI detection.



7x faster



37% cheaper

than traditional inspection methods

The Future of Inspection Is Here. Don't get left behind.

ExxonMobil



Marathon
Petroleum Corporation

أرامكو السعودية
saudi aramco



 **ONEOK**



REPSOL

INEOS



**Chevron
Phillips
CHEMICAL**



conEdison

Petromax

cenovus
ENERGY



Shell



TARGA

SUNCOR
ENERGY



"The ARIX team exceeded our expectations. They delivered a fast, efficient, and highly accurate inspection, allowing us to stay on schedule without compromising safety or quality. We'll definitely be working with them again in the future."

– Toby Mares, Maintenance Manager, Petromax Refining

"This robot has the potential to be game-changing in the refining industry where nothing like this currently exists."

– Joe Nunez, ExxonMobil

"We haven't had success with robot companies before, but your team exceeded expectations."

– conEdison

"This robot should sell itself based on scaffold reduction."

– Top 5 Chemical Producer



At ARIX, we believe robotic inspection isn't just the next step—it's the new standard. From reducing scaffolding and insulation removal to cutting inspection timelines from months to weeks, industry leaders are already proving what's possible.

Petromax Refining slashed costs by 37% and completed inspections 6x faster using ARIX's robotic technology. More and more operators are saying goodbye to the old way of doing things—and they're not looking back.

If you're ready to lead the change in your region, we're here to help.

Discover more at arixtech.com

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