

Smart Lubricant Sensors

Revolutionizing Oil Quality Monitoring with Smart Sensor Technology

SMART
LUBRICANT
SENSORS

2025

Delta Services Industriels



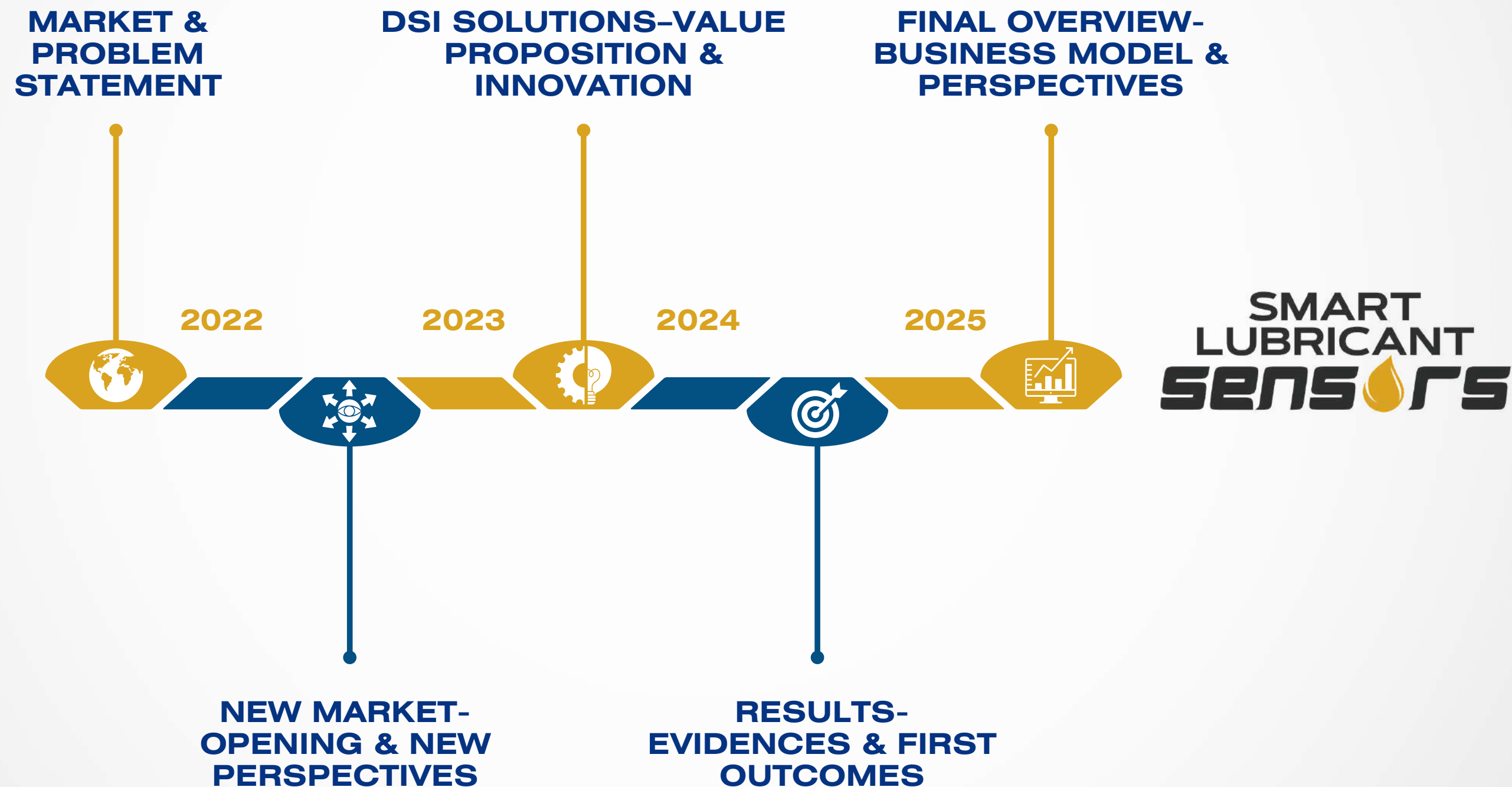
Smarter Oil



Longer Life



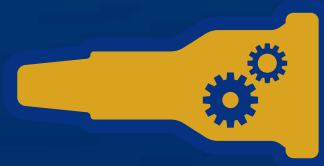
Smart Lubricant Sensors Journey



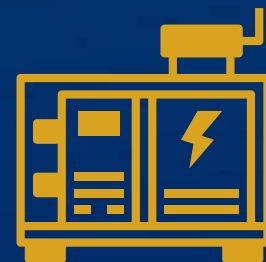
Market description:

- Technologies, services, and equipment developed to assess lubricant health
- The oil conditioning market is projected to reach USD 2.807 billion by 2030, growing by 7.3% compared to 2025.
- Annual oil sales reach billions of liters
- A substantial financial burden on the industrial sector

Target market for oil quality monitoring:



**Industrial
Transmissions**



**Power Generators and
large I.C. engines**



**Off-road/mining
vehicles**



Wind turbines

Oil Quality Monitoring Market

« Oil in a machine is like
blood in a human body »

Oil Quality Monitoring Market

Current Monitoring:

Off-line measurement: Oil samples are taken from industrial systems and sent to a laboratory for analysis.

Problem statement:

- **Offline monitoring only** – no real-time insights
- **Slow detection** – industries face costly downtime due to poor oil monitoring
- **Inefficient oil management** – oil often changed too late or too early
- **Higher costs** – maintenance and lubricant expenses increase significantly

Direct analysis, smart prevention,
and tailored solutions for industrial
maintenance.

Smart sensors track oil condition in real
time:



Key market demands

A comprehensive system that:

- Provides a **global diagnosis** of oil condition
- Offers **predictive insights** on degradation or failure risks
- Supports **automated & predictive** maintenance **strategies**

New Method: Real-Time Oil Conditioning

DSi Solutions: Smart Lubricant Probes



STEP 1

Determine key parameters that monitor oil conditions in specific system



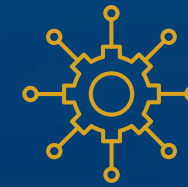
STEP 2

Pre-study to determine the most suitable probes



STEP 3

Installation of the selected probes



STEP 4

Improvement of existing algorithms to determine oil lifetime



STEP 5

Real-time oil monitoring

Many incidents of machines can be avoided by monitoring parameters:

✓ Temperature & Pressure

✓ Soot Contamination

✓ Wear Debris

✓ Water/Coolant Contamination

✓ Viscosity/Density

Customized Algorithms

→ Enhanced oil lifetime prediction for deeper performance insights

Configurable Sensor Kit

→ Flexible integration for diverse industrial environments

Real Added Value

→ Transforming raw sensor data into actionable, decision-driving intelligence

Service First, Not Just Sales

→ DSi delivers expert support before and after sensor deployment

Cloud-Based Monitoring Platform

→ Real-time access to sensor signals for performance tracking

Continuous Value Creation

→ From installation to long-term optimization, we stay connected

Unique Value Proposition

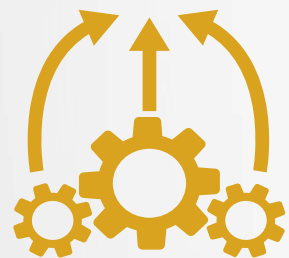


Key Benefits



With 5 years of experience and over 20 years in lubrication measurement, we have developed our own wear probe and innovative solutions.

OPERATIONAL EFFICIENCY



Reduction of unplanned maintenance

COST SAVINGS



Lower oil consumption

ACCURACY & SPEED



Faster, more precise measurements

SUSTAINABILITY



Contribution to ESG goals (reduced oil waste, extended lifetime)

SCALABILITY



Adaptability from small machinery to large industrial systems

Roadmap



Our project has been subsidized by the Walloon Region for €700,000 — a strong investment to support its deployment.



Revenue Streams

Our business model relies on three complementary sources of income:

1/ Feasibility Studies

Preliminary analyses and tailored algorithm design to assess project viability and optimize performance.

2/ Sensor Kit Sales

Turnkey systems including multisensor kits, calibration, and interfaces.

3/ Monthly Data Acquisition Subscriptions

Continuous access to our online monitoring and data analysis platform.



Expenses

1/ Employee Salaries

3 full-time employees in 2025, projected 5 full-time employees by 2029.

2/ Consumables

Materials and resources needed for day-to-day operations

Business Plan



Business Plan

	2021 - 2025	2026	2027	2028	2029
R&D Investments	560k				
Revenues: <ul style="list-style-type: none"> • Feasibility studies • Multisensor kits • Web supervision subscriptions • Industrial systems • R&D kits • DSi wear sensors • Other related sales 		213k	487k	800k	1.172M
Expenses: <ul style="list-style-type: none"> • Employees • Salaries • Equipment • Communication • Rent & energy 		297k	399k	581k	717k
Amortization over 7 years		80k	80k	80k	80k
Annual result after amortization		-164k	8k	139k	375k





Let's build
something
great
together!

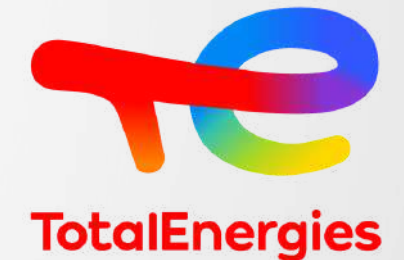




By partnering with DSi, you
become a driving force in the
evolution of industrial
maintenance!

Collaborate with DSi

- 25 years+ expertise in lubricant R&D testing
- Trusted by 100+ clients worldwide, major lubricant brands, OEMs, and industrial leaders



Contact us



PHONE:

+32 (0) 69 64 06 04



E-MAIL:

infos@deltabeam.net



ADDRESS:

**Rue Mont d'Orcq, 3
7503 Froyennes
Belgium**



WEBSITE:

www.deltabeam.net



**SMART
LUBRICANT
SENSORS**



BARNABÉ HOVINE

Project Engineer

M: +32 (0) 493 75 46 16

T: +32 (0) 69 64 06 04

E: barnabe.hovine@deltabeam.net



JUSTIN GILLOT

Sales Manager

M: +32 (0) 479 76 57 95

T: +32 (0) 69 64 06 04

E: justin.gillot@deltabeam.net