

INDESS

PRODUCT





CONTENTS

COMPANY AND BRAND NAME
INTRODUCTION
THE COMPANY: VALUE PROPOSAL
PRODUCT
TRIALS
MARKETING PLAN
CONCLUSIONS

INDESS

RESEARCH AND DEVELOPMENT OF SYSTEMS FOR THE PROTECTION, EVACUATION AND RESCUE OF PERSONS FROM SERIOUSLY DAMAGED BUILDINGS



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INTRODUCTION

INDESS, Investigación y Desarrollo de Sistemas de Seguridad y Salvamento, is to compete in the industrial sector dedicated to producing materials, equipment and services aimed at protecting the life and property of people living in buildings, properties and structures that could be affected by serious life-threatening damage or destruction.

The **market is demanding more and better safety and evacuation systems** in buildings and structures. This demand has increased due to recent events and disasters that have occurred all over the world (11/September, 11/3, the Windsor Tower Fire, indiscriminate terrorist attacks, accidental and deliberate fires, etc.).

Every time a building in which people live/work suffers extensive damage resulting in people being trapped and dieing, the demand for more and better safety and evacuation systems intensifies. INDESS offers a **technically viable answer** to this problem at a price that is extremely affordable for users and extremely attractive and profitable for the potential shareholders and investors who choose to invest in our company.

We develop our own systems and over the years we have researched and developed personal protection, evacuation and rescue systems, designed to save the lives and protect the property of persons trapped in all types of structures. All our products and systems, which are **new worldwide, they are patented.**

Our products and systems are marketed all over the world to a target public made up of a large percentage of the population, particularly in highly developed countries. We predict that in the short-term in many countries of the five continents, our personal protection and evacuation systems, once their effectiveness and immediate need has been proven, will become mandatory by law. We can compete in the open market as we offer more and better products than those already in existence.

The market gaps detected are enormous, and include

- Public buildings (authorities, hospitals, hotels, etc.),
- Private buildings (community of owners),
- Business premises and shopping and leisure centres,
- **Professional sectors (fire fighters, security forces, civil protection, etc.)**
- Consumer interested in increasing building safety (architects, insurance



companies, property administrators, etc.)

In our internal studies we have found that current buildings and structures can and should be better protected against serious fires or natural or provoked disasters, and that there is room, even in those buildings equipped with adequate security measures, to install our protection, evacuation and rescue systems

We have found no direct competition for our product, given that all our products and systems are proprietary and patented. As regards any possible and future competitors, we plan to establish as our company strategy an alliance policy of entering into commercial agreements to access already existing market quotas and networks.

Our visits to international trade fairs (SICUR); our interviews with specialised personnel (fire fighters, insurance companies in the sector, etc.); the information obtained on Internet and in specialised magazines (articles published in Emergencia 112, Vida Económica,), together with the surveys and interviews carried out with people from a variety of different professional and educational levels, indicate that our products will be very well received and very much in demand.

In the Park of Firemen of Benalmadena, **we have demonstrated that we can rescue people from any area of a building making use of the stairways of the firemen.**

There is a market gap, there is **demand**, and we can cover that market gap and demand with our proprietary developed projects, at affordable prices for consumers and with some very attractive profit margins.

We have validated-approved our system rescue in 2009.

Our rescue system is tested, validated and approved to European standards. This system **has passed all tests and European laws.**



THE COMPANY: VALUE PROPOSAL

At INDESS we have placed as our objective as: “To save the lives of people who are trapped in situations of extreme danger and in all types of buildings and under serious life-threatening circumstances, creating a **profitable company of international prestige**”.

The company objective of INDESS is: To create a multinational firm, leader in the personal rescue and evacuation sector, with high levels of company and economic viability.

INDESS is currently working along two lines of research and development:

- A) Development of a rapid **system to evacuate persons trapped in damaged buildings**.
- B) Development of **fire and smoke protection structures** that can be created when and where required using fireproof materials in different formats and sizes, both portable or installed in strategic areas, capable of retaining (more time for evacuation) and preventing smoke and other asphyxiating gases or direct flames from getting to people who are trapped, thus permitting their rescue, and preventing propagation of lethal or inflammable gases”.

If it were impossible to halt the fire, temporary containment would be achieved with firebreak and smoke protection structures, and as a last resort... the people trapped in the building would be rapidly evacuated.

We have developed a new protection, safety and evacuation system for damaged buildings and structures for which no competition exists on the market in a similar product. We give added value to existing **buildings** by making them **objectively safer** and we will be **providing fire fighters and security forces with more and better tools**.

PRODUCT

At INDESS we have researched and developed a new evacuation and rescue system **comprising**:

- A) Building and ground-arrival anchors**
- B) Evacuation cable**
- C) Descent harness**
- D) Break system: MANUAL** braking systems or **MOTORIZED** braking systems

Most of the technology we need is already available in the market. we have designed, tested and validated several components that make our system of rescuing people a powerful tool for rescuing

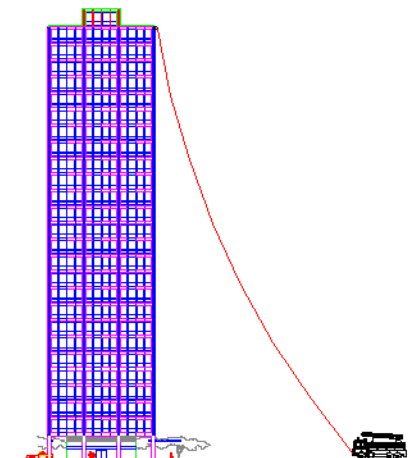
Evacuation system with arrival of the person evacuated from the damaged building, using a **HELICOIDAL CABLE**.

REAL DESCENT:

"arrival at the Break Mechanism, attached to a 4-wheel drive vehicle".

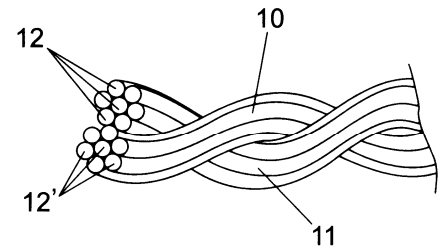


At the moment there is NO other kind of system on the market that can compete with the product we propose to commercialise. The higher and more complex is the building, the more ineffective are the current systems,... more justified is this evacuation system rescue.

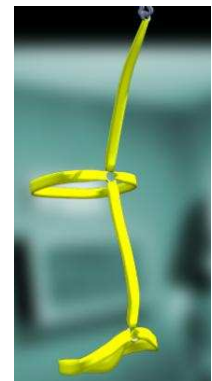


The **components** of the evacuation system for teams dedicated to rescuing and evacuating persons from buildings and other structures (transatlantic vessels, oil rigs, etc.) are:

- A) One or more descent **cables** designed to be fixed at one end to structural elements of the building, at different heights, and at the other end to a fixed or mobile break mechanism at street level or nearby buildings or structures.



- B) **Harnesses** that can be easily and rapidly attached to the persons.



- C) Break elements, located preferably on a vehicles, made up of a **break mechanism** that ensures controlled descent for the persons who abandons the building using the cable until they come to a total halt at ground level, thus ensuring their complete rescue and safety.



MANUAL braking systems



MOTORIZED braking systems

This system can set up as soon as the disaster situation occurs and it is operative in a few seconds. The whole system can be put into operation either manually or automatically.

When the buildings already have cables and harnesses pre-installed,

the people have only to go to the “exit point”, hook onto the cable and leave the building from whatever height they are at (50 m, 100 m, 300 m, etc.). Fitting the harness and hooking onto to the descent cable is extremely simple, **even for persons with disabilities, the injured**, etc.

We can cover a gap in the market with a small initial investment in a productive infrastructure and the required technology is easy to apply and well known.

We seek to offer our client a finished, installed and operative product as well as an after-sales consultancy and maintenance service.

The primary and most urgent **need that we cover** is that of: “**Save, rescue people** trapped in large buildings that have suffered damage or destruction.”

Additionally, the system provides an **important psychological advantage** to those persons and workers who find themselves tens or hundreds of metres above ground level, as it gives them assurance that they will be able to leave the building by a number of different exit options and thus save their lives.

This system introduces into the market **new, highly efficient tools for fire fighters** and the security forces that intervene in all types of disaster situations.

The adjacent picture shows a **real descent carried out**.



This rescue system ... can also be applied **TO SPORT AND LEISURE**. We can build applications from soft zip ... to declines sports

There is NOTHING that matches this product on the market, which positions us at an advantage to become worldwide market leaders in the short term.

TRIALS

we carried out the **real trials** of the system for the evacuation and rescue of **persons** from buildings.

The trials carried out were:

- A) Descent of **Mr Manolo Bravo, Málaga fire fighter.**
- B) Descent of **Mr Antonio Díaz, Huelva fire fighter.**
- C) **SIMULTANEOUS** descent of **Mr Manolo Bravo and Mr Antonio Díaz** using helicoidal cable.
- D) Descent of **Mr José M^a González**, inventor and promoter of this invention.
- E) **Mr Daniel Gil, Córdoba fire fighter** also took part in trials.



The **RESULTS** obtained were **CONCLUSIVE**:

1. **The system worked extremely well**, fulfilling all the expectations.
2. The previous trials carried out using prototypes and the real descent trials have confirmed or improved on the expectations.
3. We would highlight the **test in which Mr Manolo Bravo and Mr Antonio Díaz descended, SIMULTANEOUSLY** down the helicoidal cable, **the system**



giving optimum results and functioning in the manner expected: “we controlled the descent at will, stopping and accelerating whenever we wanted to”. The distance between Manolo Bravo and Antonio Díaz remained constant. “The system can support

much more extreme working conditions and in fact, more of us did not descend because of a lack of descent snap rings”.

4. Any person can use this system, for example José González commented, “This is my fourth trial with **no training or qualifications in this type of cable descent, in which I have come down feeling totally safe**. In fact, even before reaching the ground, I talked with no discomfort on the telephone”.



5. This rescue system can also be applied **TO SPORT AND LEISURE**. Descent of Jose with a 45 degree angle

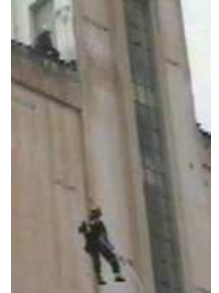
With this trial **we have proved, beyond all reasonable doubt** that the **evacuation and rescue system** for people trapped in all types of structures affected by disaster situations **works, that it is valid and that it is ready** for immediate manufacture, sale and to be made available for the community, from **professionals,... to persons who have no training whatsoever and are total laypersons** in the world of safety and rescue.

To **SUM UP**: “The **results** of this real descent trials have been **highly satisfactory** All the expectations have been fulfilled. It has been proved that **the system works** and that it **is effective**”.

They SUMMARIZE OF TESTS AND CONCLUSIONS

Until today we have carried out several tests, each one with results and concrete conclusions::

- A) **Descent test** in the Silo of Source of Stone (**Málaga**), in which we demonstrate that we can descend without problem with superior angles at the 80° of fall ($>85^\circ$).



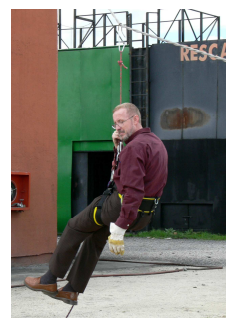
- B) **Second test**, in the Silo of Source of Stone (**Málaga**), in which demonstrate that several people can lower at the same time, without approaching and controlling in all moment the descent of people. The descent angle was approximately of about 60° .



- C) **Third test**, carried out in the Park of Firemen of the Pyramids (**Málaga**), with people and assisting public, in which the descent angles were of about 40° with well tightened cable: "Good result".



- D) **Fourth test**, carried out in the facilities of TEPESA (**Madrid**), in which has been proven that there are difficulties to descend with very small angles ($<10^\circ$), but that we can approach the anchorage point (vehicle) to the person to rescue maintaining in all moment the security and the rescued person's integrity.



E) **Fifth and sixth test, (Barcelona)**, we highlight that, for the first time a **voluntary person** has descended of among the assisting public. It is demonstrated that any person, even those that ignore the system, can make use of this rescue system and salvage in an intuitive, quick, sure and effective way. It is not needed training neither previous preparation.



F) **Test** carried out from the stairways of the firemen, we can assure that we can rescue people **from the exterior of the buildings, making use of the stairways of the firemen**. With the cranes that have the firemen in Málaga of 45 m, we can rescue people from **15 floors of height**". In other cities like Madrid, there are cranes that arrive to but of 100 m, what would allow to **rescue people caught from outside of the building to almost 30 floors of high**.



CONCLUSIONS: In all the cases, the rescue system and salvage has worked correctly, maintaining in all moment the physical integrity and people's security that we have descended from different heights and with different angles.



MARKETING PLAN

Our target customers are all those people who usually live and work a few or many meters and who have considered, at any moment, “what would happen if there was a serious fire or disaster in the building and how could I get out”? Our primary and main client will be fire fighters, security and emergency forces (Civil Protection), and official organisations and entities.

Our potential clients are located in the five continents, are of all ages and status.

INDESS has marked as its objective that of being perceived by its clients as a rigorous, trustworthy and technically solvent company which will resolve the serious issue of saving their lives in the face of major difficulties should they find themselves trapped in a building. First of all **we will offer our clients tranquillity, safety and trust**, ... and after this we will sell them the evacuation and rescue system they need.

Our reputation has to be based on solid and verified technical and scientific pillars of proven effectiveness, backed by the corresponding **certifications** and supported by on-site **demonstrations** to our clients, with special care given to customer attention and after-sales services.

Our **first product**, ready to be installed, is the evacuation and rescue system based on the helicoidal cable with a **80°** drop and break mechanism to control descent speed. We have **developed and tested with brake systems rescue manual**. The latest tests were **self-rescue** ... a trained person can rescue others and ultimately self-rescue.

The form in which this system should be launched on the market is to present it as a **tool for fire fighters** that should be kept in the buildings to be used by these professionals in the event of an emergency. The option to attach the cable directly to the fire fighters' ladders or telescopic cranes extends the scope of their intervention from the current 7 or 8 floors (ladders) to over 20 floors (cranes with helicoidal cable), thus increasing effectiveness, operability and the fire fighters' safety margins (modification of action protocols).

Once this first step has been taken, we will offer the product to professional groups interested in the safety of their installations (hotel chains), architects, insurance companies, public authorities (ministries, administrative offices, schools, hospitals, etc.) and private concerns (office buildings, companies, etc.) community of property owners, etc.



The aplicaióm for **sport** and **recreation** is also increasingly important.

In the Inventors Trade Fair in Bilbao, the public asked for products that we had considered of lesser importance in our studies, such as applications for goods transport, maritime rescue, mountain rescue, a line of toys... All these **lines of work and research** are open and **can be developed** in the short term.

Of particular importance is the maritime transport sector. In all ocean liners, merchant shipping, oilrigs, etc., this system is ideal to evacuate people, quickly and safely, in the event of fire, danger of sinking, etc, as it **works under any conditions, no matter how adverse** (rain, snow, strong winds, hail, etc.).

INDESS is a registered trademark, and we have our own company logos, which will allow us to launch the INDESS **image**.



INDESS Trademar

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Product prices, both of the system as a whole and for each component individually, will be affordable for customers and profitable for investors.

This system of rescue and evacuation of people, **has passed all tests and European laws**.

CONCLUSIONS

- INDESS is built on **solid scientific-technical pillars**. All our products have been **tested** and their **effectiveness proven**.
- We offer **basic essential products**, of universal use, designed for rescue, evacuation and protection of the life and property of persons.
- The products are **patented**, and are ready for development.
- This system of rescue and evacuation people, **has passed all tests and European laws**. Its implementation is immediate.
- There is a market gap and an objective and growing demand.
- Products:
 - . at affordable prices;
 - . that are easily installable in all types of homes and structures already built or in construction;
 - . that are easy to mount, lightweight and manageable, easily handled (automated);
 - . that provide a high added value in protection of persons and property, both from an objective and subjective perspective (psychological value);
 - . that are potentially saleable at world level, with high anticipated returns;
 - . that have a considerable number of public and private consumers (possible legal obligation for the system use in the short term).



System particularly suited for **handicaps and disabilities people, elderly, hospitals**, etc.

This system **has passed all tests and European laws**