



Reach out to  
**LUKE TRAINOR**  
to learn more!

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 **EDUCATION**

BASc Mechanical Engineering  
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# MARATHON

INDUSTRIES INTERNATIONAL

Your partner for:  
**PROJECT EXECUTION**

○ **Communication** & Clarity

- ✓ *Create awareness & coherence among project stakeholders*
- ✓ *Manage customer expectations*

○ **Trusted** Onsite Representation

- ✓ *Secure site resources and buy-in from personnel*
- ✓ *Harmonize with your customer's organization*

○ **Technology** Integration

- ✓ *Edge computing, cloud services, network design*
- ✓ *Software and hardware troubleshooting*

○ Experience working on 6 Continents

- ✓ *Rio Tinto, Freeport-McMoRan, Vale, Anglo American, Newmont*



- ✓ Drive projects with strong on-site relationships
- ✓ Validate performance and handover systems
- ✓ Train end users and regional staff
- ✓ Communicate customer feedback to developers



TEAMWORK



COMMUNICATION



FLEXIBILITY

## CENTRAL AMERICA



*Sustainability project for remote site operations of a Canadian mining group.*

*Coordinated trial with site project managers and multiple equipment contractors.*

*8-month project sponsored by the Sustaining Capital division of a Western Australian mining group.*

*Concluded with successful User Acceptance Testing (UAT) of systems at site.*



## AUSTRALIA



## SOUTH AMERICA



*Executed trial of enterprise IoT system for largest Iron ore producer in Brazil.*

*Partnered with local vendor for site access and stakeholder engagement.*

# EXPERIENCE YOU CAN TRUST

MARATHON

*Convened with all African site and service colleagues to complete a week-long software and hardware training session in South Africa for new product education.*

## AFRICA



*Training topics:*

- OS configuration and system troubleshooting
- Installation guides and best practices
- Hardware design and hands-on bench testing



## SOUTH AMERICA



*Customer visit to engage with leadership and technology departments to implement cloud connectivity within the cybersecurity requirements at site.*

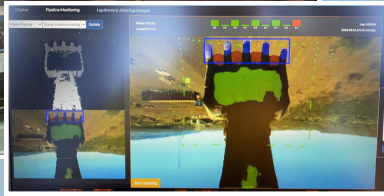
*Technical sales & support mission with the Indonesian regional staff members of a Canadian manufacturer.*

*Notable activities:*

- Led multi-day seminar
- Onsite customer visits
- Inventory assessment
- Custom marketing material and translation

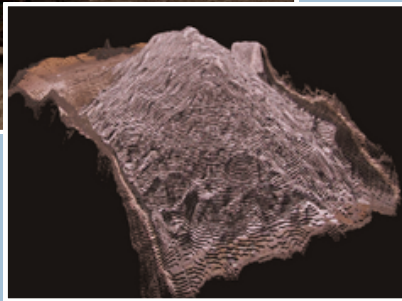
## ASIA





## ALGORITHM VALIDATION

*Performance testing of embedded machine vision systems operating in real time.*



## CONSTRUCTION AND COMMISSIONING

*full cycle management of construction and commissioning of inaugural camera segmentation software system.*

## DESIGN & PROJECT DELIVERY

*Management of customer's EPCM for design, fabrication, and commissioning of custom electrical equipment and hardware.*



## SOFTWARE TROUBLESHOOTING

*Solving issues with runtime arguments, data archiving, cloud connectivity, ML model performance, application failures.*



- ✓ *Embedded software & hardware commissioning*
- ✓ *Project management and system integration*
- ✓ *High-pressure onsite troubleshooting*
- ✓ *Cloud connectivity and data transfer*



SOFTWARE & HARDWARE



NETWORK ARCHITECTURE



MACHINE VISION

## VENDOR OF RELIABLE TECHNOLOGY PRODUCTS

### Centered around reputation

Marathon has been built from the ground up as a trusted product and service provider to the mining industry.

### Long-term relationships

Leveraging industry knowledge, with first-hand experience of products at sites worldwide, to bring value to customers.

### Site Services

We offer product support by commissioning and troubleshooting our systems at site.



## Customer Success Stories

Successful product implementation and support for new mining customer base.

Installation Example (ToughEye 1700)



ToughEye-1700 Camera. Extreme temp. rating, 100 deg FOV, integrated LED, no video storage	TE17-XDS100S-N-NR-N
Main Cable, Single Connector, 100m, Extreme Temp Rating (-40F), IP Cable	MC17-SC-100M-X-IP
Industrial grade PoE+ injector, suitable for field deployment with a wide temperature range -40C to 65C, Input: 10-30VDC	INJ-POE-N
RJ45 Coupler	RJ45-COUP-X
Mounting Bracket, ToughEye Compatible, Damped	MB-TE-DW

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