



An Exhibitor Focus

In conversation with André Pimentel from ISA – Intelligent Sensing Anywhere, Exhibitor at the 31st World LPG Forum Booth #60



ISA – Intelligent Sensing Anywhere is the IoT company for Oil&Gas.

With more than 28 years of experience, ISA is specialised in remote monitoring solutions. Our solutions are reliable, robust and enable a variety of use cases, from a single tank monitoring to multiple tanks, from underground tanks with cathodic protection to flat roofs, from smart meters to cylinder monitoring and tracking. Our products are intrinsically safe and meet all the safety certification requirements for explosive environments.

All alarms and data are collected and stored in Prognos, a cloud-based IoT platform for Oil&Gas, which can be easily integrated with any ERP software. Prognos transforms data in information and presents a wide range of reports in order to assist Oil&Gas companies in their distribution optimisation, asset management and sales planning activities.

1. The Forum Voice: Thank you for taking the time to talk to the Forum Voice. Could you tell us what made you decide to be an exhibitor at this year's World LPG Forum?

ISA has been exhibiting at World LPG Forums for several years. The main reason behind our decision to exhibit every year in World LPG Forums is the relevance of this event in the global LPG industry. It is impressive the number of key decision makers, from all over the world, that get together to discuss the state of our industry, making this event the most insightful on global market challenges (and solutions).

On top of this, the World LPG Forum has always been (the) one industry event where it makes sense to launch a product and/or service. Indeed, there are other regional great events, but none is as global as the World LPG Forum.

2. The Forum Voice: What specific products or services will you highlight this year at your booth ? Or anything else that you would like to share with the readers of The Forum Voice.

The 31st World LPG Forum is set to be an outstanding event for ISA!

This year, we will be launching three products, for three different market segments, that we expect to have a significant impact in the LPG business at global scale.

First, we will be launching the new generation of our data logger. This new generation is expected to set new standards for tank monitoring technology.

Second, on the metering side of the business, we will launch an ultrasonic smart meter. The **u.meter** is the first ultrasonic smart meter in the market with IoT connectivity, temperature and pressure compensations, shutoff valve and earthquake sensor.

Third, we won't disclose – but if you have been looking for cylinder “smart” solutions, reach out to us (booth #60 in case you missed it).

Last, but not least, we will keep focusing on Prognos – the IoT platform for Oil&Gas. Prognos supports, not only, ISA own devices, but it support a growing list of third party equipment. In fact, it is being used by other technology-based companies, with innovative solutions, that are looking to kickstart in this market. We have already a few agreements with both startups and mature companies to start using Prognos as their IoT platform. Additionally, we integrated several ERPs and management software to provide a “plug&play” experience to our customers. In a short sentence, Prognos is the one stop shop for Oil&Gas.

3. The Forum Voice: What message do you have for the repeat and new attendees to the exhibition ?

These are exciting times for the LPG industry with dozens (not to say more) untapped opportunities. Many challenges and opportunities will be covered during the conference, while many solutions for those same challenges will be showcasing in the exhibition.

This is a chance to network with other people in industry in ways that will prove valuable for your business. It is an ideal occasion to begin and/or develop mutually advantageous business relationships, besides of learning about what is happening in the industry: new products, services and technologies.

To finalize, keep an eye on the Exceptional Energy Stage presentations as well as on the Innovation Product Showcase!

Looking forward to seeing you in Houston.

