

# Newsletter – February 2019



## Going Global: Quantum IR Technologies LLC

Headquartered in Salt Lake City, Utah, Quantum IR Technologies is a global software company that offers patented, real-time thermal detection technology using digital infrared data. The company is an industry leader in applying software automation to precision infrared (IR) sensor radiometric data for a wide range of industries and solutions.

Founder and CEO Mark Israelsen says Quantum IR's patented infrared software interprets thermal data from cooled infrared cameras for thermal measurement and reporting. The software can be applied to any object based upon its IR/thermal signature and temperature, enabling enterprises to offer automated alerts, real-time reporting, high-temperature process management and other actionable data to their customers.

Founded in 2012, Quantum IR (QIR) first developed infrared automation software for the oil, gas and steel industries. For the oil and gas industries, the software takes digital data from high-speed infrared cameras to monitor high-temperature equipment and processes and detect hydrocarbon and carbon monoxide gas leaks in real time. Next, the company tweaked its software for the steel industry to take thermal data and optimize the quality of steel.

For the past three years, QIR has been pursuing opportunities outside of the U.S. Through its international strategy, QIR regularly attends international trade shows to showcase its product to leading industry producers. Last year, the company began focusing its expansion into Asia due to strong demand from countries with fast-growing economies such as Vietnam, Thailand and Malaysia. The company used an export acceleration grant from World Trade Center Utah, which is made possible through a generous contribution by JPMorgan Chase & Co., to double its sales in Southeast Asia and fund its international expansion efforts. Specifically, the 2018 grant was used to gain international certification for its IR camera environmental housing in order to comply with industry standards in these countries. This IR camera housing is being built in Logan.

“Going international really made sense for our business. There are many steel, gas and oil companies outside of the United States that could really benefit from our software,” says Israelsen. “The Export Acceleration Grant has been crucial for our expansion efforts into Vietnam. It has led us to new opportunities within the region, which has given us a leg up against our competitors.”

With the funding, the company visited Vietnam several times and connected with new companies and potential distributors. While abroad, QIR leaders signed a sales partnership with a subsidiary of PetroVietnam in the oil and gas industry.

“Without the grant funding, we would have struggled to export our software technology to Vietnam,” Israelsen continues. “It has given us the capital to go beyond marketing and software demonstration in the region.”

As QIR’s presence in Southeast Asia grew, its export sales increased, jumping by \$4.5 million in 2018. The company also made significant strides to adapt its software to the fertilizer production and the coal-fired power generation industries in the region.

The company is organized with management, sales and support in Salt Lake City, research and development in Logan, software development in Carlsbad, CA and Asia sales and support in Bangkok, Thailand.

QIR’s technology and industry expertise provides the company with unique competitive advantages in each of its markets, where it applies its technology to both aerial-based IR detection solutions and ground-based infrared detection using standoff staring array IR technology. The majority of uses possessed by today’s infrared technology rely on visual interpretation done by an operator looking at an image produced by these IR sensors. QIR’s key competitive differentiator is its ability to apply software automation in interpreting thermal data, which provides automated alerts, real-time reporting, predictive maintenance management and other actionable data to QIR’s customers.

Furthermore, QIR is a systems integrator for the FLIR Corporation, integrating QIR’s software solutions with FLIR infrared cameras, including the FLIR machine vision, automation, optical gas detection and security IR cameras.

“Our customers include major global oil and gas companies, leading steel manufacturing companies, large power generation companies and U.S. Federal and State agencies,” says Israelsen. “We team with world-class technology partners to integrate and deliver our solutions, including: FLIR infrared cameras, Infratec infrared cameras, Tecovideo camera housings and Integrity Applications Inc. complex software development.” For more information about the company visit [www.quantumir.com](http://www.quantumir.com) or call (888) 662-0999.

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