AeroScout Background

Company Overview

▶ Market leader in Wi-Fi based active RFID solutions (over 100 customers)
▶ Inventor of the Wi-Fi active RFID tag
▶ Based in San Mateo, CA; worldwide sales coverage
▶ Cisco Systems is an investor

Selected Customers

Selected Partners
How Does Wi-Fi Active RFID Work?

- 100% Wi-Fi standards-based
- Leverages Wi-Fi infrastructure for location
- No security risks
- 100% read rates
- Seamlessly integrated with Cisco Systems
Unified Advanced Services
Unified cellular and Wi-Fi VoIP. Advanced threat detection, identity networking, location-based security, asset tracking and guest access.

World-Class Network Management
Same level of security, scalability, reliability, ease of deployment, and management for wireless LANs as wired LANs.

Network Unification
Integration into all major switching and routing platforms. Secure innovative WLAN controllers.

Mobility Platform
Ubiquitous network access in all environments. Enhanced productivity. Proven platform with large installed base. Plug and play.

Client Devices
Broad industry adoption of Cisco Compatible Extensions. “Out-of-the-Box” wireless security.
A Unique Combination of Visibility Solutions

**Real-time Location**
- Infusion Pump X is in room 219

**Presence**
- There are 12 wheelchairs in the north wing of floor 2

**Choke-point**
- Bed X has entered the Operating Room
Problem Statement

Lack of visibility of mobile assets costs enterprises billions of dollars every year

Logistics, transportation, manufacturing and health care are affected the most.
Health Care: Hospital Assets

- AeroScout and Cisco have announced three joint installations: Reading Hospital (US), Bronson Hospital (US) and KangNam St. Mary’s (Korea)
- AeroScout tags and Cisco’s Location Engine deployed to track wheelchairs, infusion pumps and patients

"AeroScout is a key partner in Cisco's Clinical Connection Suite solution. Hospitals can now address the common and costly problem of hospital equipment tracking in a simple and effective manner."

- Kent Gray, global lead for Cisco’s Healthcare Solutions.
Logistics: Fleet management

- 250 yards distributed throughout the US
- Real time visibility of trucks between yards
- Uses Cisco APs in each site as readers
Yard Management: American Port Svcs.

- Yard management within large trailer/container yards
- Tracking trailers in cross-docking facilities. Increases yard efficiency and saves labor and fuel costs.
Manufacturing: Semiconductors

Tracking Work-In-Process cases in Mask Shop. Real-time location of manufacturing lots results in improved capital equipment utilization, labor savings and increased throughput.
Mining: INCO

- Locating mobile equipment in a Canadian mine, 1000m underground
- Tracking production assets to speed ore production
- Tracking personnel for safety
Telemetry: Leading Gas Provider

- Tracking the location and pressure of liquid gas containers
- Tags integrated with pressure sensors
- Benefit is lower operational costs of providing gas as a service to customers

![Image of gas tracking devices]

Cisco Systems
AeroScout®
Case Study: Holmgrens

- Automotive dealership in Jönköping, Sweden
- Solution integration by InformationslogistiQ
- Tracking 700-800 automobiles in multiple indoor and outdoor parking lots
- Purpose is labor savings and improved customer service
Kiosk Search Utility
Solution Benefits

- **Increased customer satisfaction**
  - Speed of finding specific cars for test drives

- **Effective labor usage**
  - Purposeful and rapid search of cars
  - Short exposure to external bad weather

- **Inventory visibility**
  - Real time visibility of all cars in the lots
  - Improved usage of space and churn of cars

“Through the simple and efficient means of keeping track of the 700-800 cars which circulate throughout our Jönköping premises, we can give our customers both better service and better support in their choice of cars. I see this project as one of the most interesting parts of our rennovation.”

Benny Holmgrens, Holmgrens Bil
Thank you!

Contact:
Andris Berzins, Managing Director, EMEA
andris.berzins@aeroscout.com
+371 956 8157