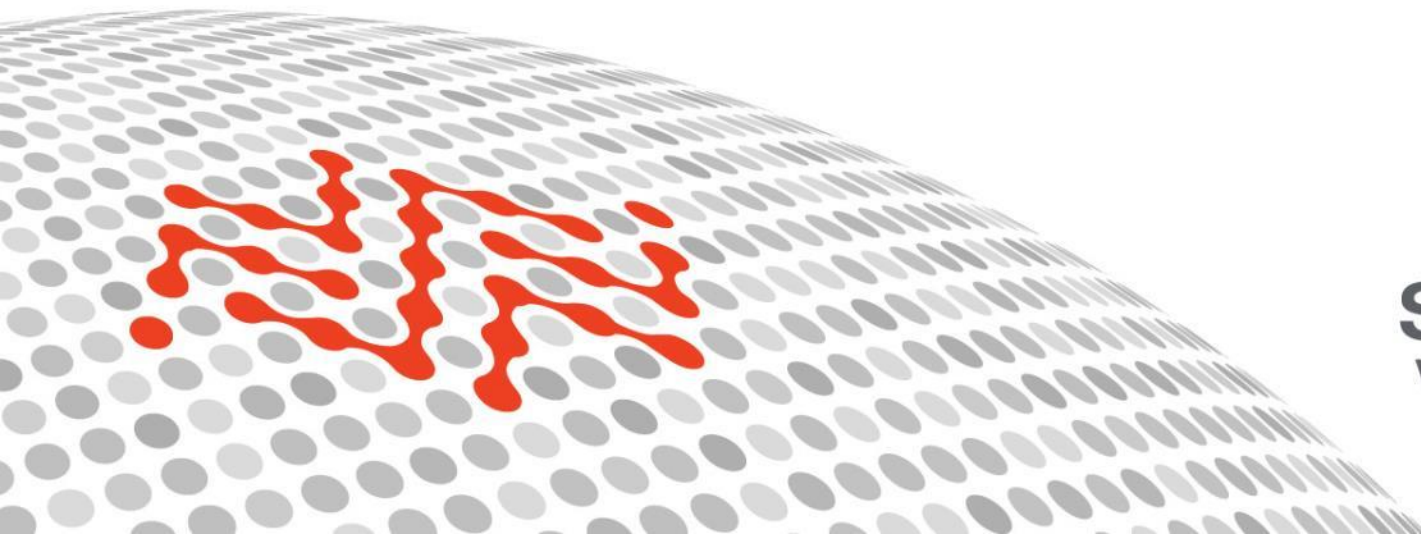
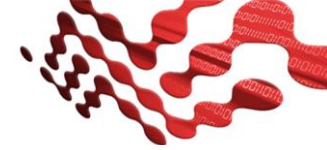


A Real-Life Example of Remote Monitoring Services

Gillo MALPART – Sierra Wireless Developer Day – June 13th 2014





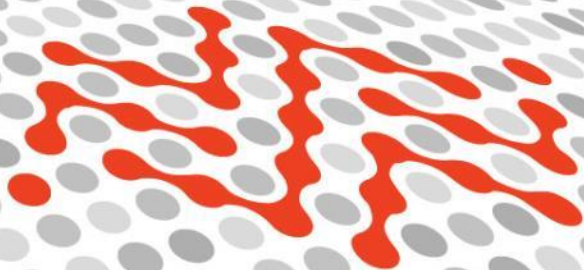
The Customer case

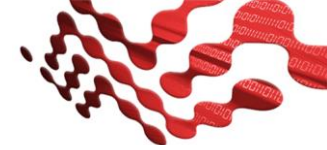
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Vision

Innovation & Transformation





Customer Case : Customer Profile

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The world leader in the environmental services sector



- water supply & management
- waste management
- energy management

Founded in 1853

2013 revenue: 22€ billion

Publicly listed:
PARIS
NYSE



Customer Case : Customer Profile

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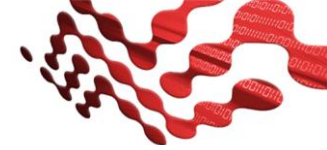
Water treatment solutions and associated services

- Municipalities
(drinking water, desalination, biosolids, etc.)
- Industries
(biofuels, food & beverage, laboratories, etc.)



Client-tailored solutions

Engineering
Design
Installation
Maintenance



Customer Case : The mission

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Near real-time quality monitoring of ultra-pure water for hospitals & medical laboratories

- It is vital to use the correct **water grade or quality** to match the required procedures or appliances.
- Reduce operating costs
- Re-nforce leadership and customer satisfaction



Customer Case : The Outcome

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```
DD/MM/YY HH:MM:SS R LSI Alarm Warn |AB| TSA  
20/12/07 09:45:44 1 21.6 90 00000300 0000 |01| 18.0
```

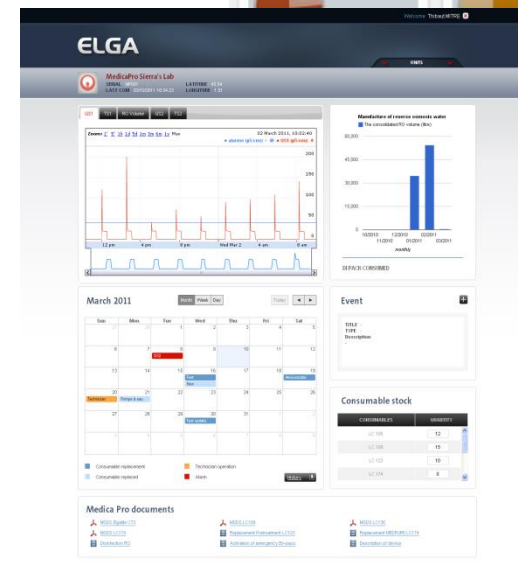
Mode Step Screen

```
RUN 009 106-00 RECIRC_TEMP_T82
```

```
D# |T0 T1 T2 T3 |P2 UV V4 V5| Q82 T82 F81 PWM  
008 |00 00000 0000 00 |1 1 0 0 | 08.0 34.6 1.22 118
```

```
RO# |L1 L2 T4 T5 C1 |P1 V1 V2 V3 P3| Q81 T81 F81  
012 |1 1 0000 00 00 |1 1 0 0 1 | 010 24.8 00.0
```

```
Status T6 T7 T8 T9 T10 T11 Key T12  
0200 7583 08 000 000 002 000 17 120 00 00
```

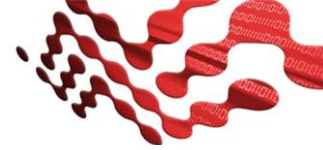


“ With the AirVantage M2M Cloud, expanding the services of **ELGA MEDICA** water purification systems was simple and created a new revenue stream for us.”

Franck Wolf, ELGA Range Technical Manager

Let's Talk About Technology

Sierra Wireless Developer Day 2014



AirLink™

OpenAT



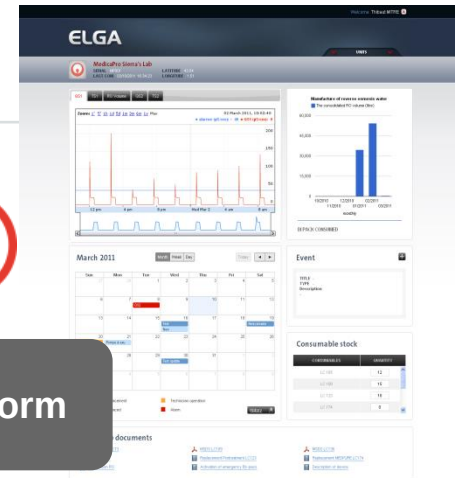
Management Service

Simplify Operations



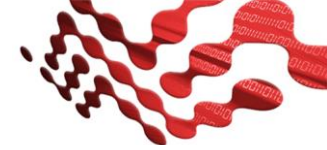
Enterprise Platform

Accelerate Integration

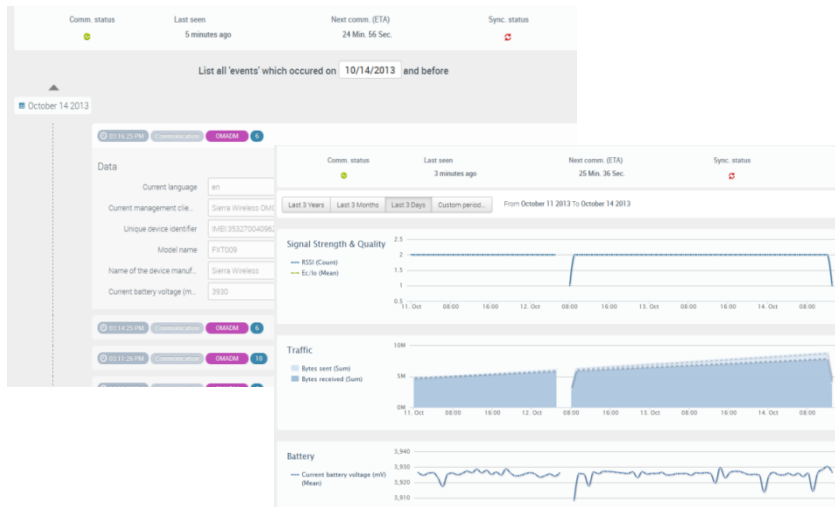


Powerful Monitoring – Reduce Downtime

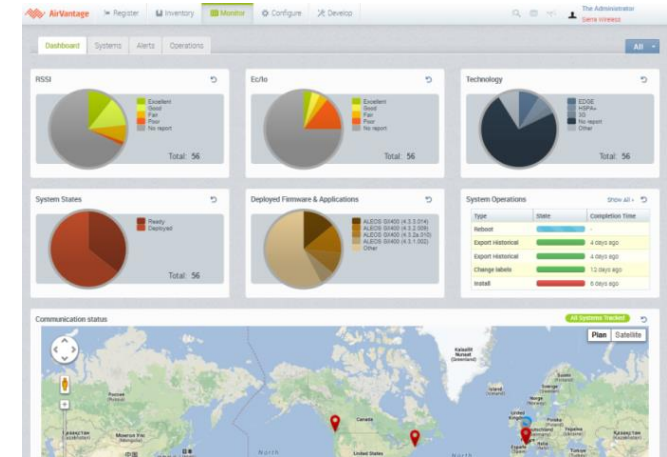
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Identify abnormalities with interactive dashboards

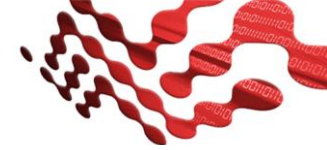


Set alerts on critical events to prevent downtime



Diagnose issues with historical data

The screenshot shows the 'When' section of an alert configuration. It includes a 'Test' button and a 'When' section with a dropdown menu set to 'A Comm. status changes'. Below this, there's a 'Test' section with a dropdown menu set to 'Warning'. The 'Alert' section includes a 'Name' field (Poor communication), a 'Description' field (When communication status is poor), a 'Send an email?' checkbox (checked), and a 'To' field for email notifications.

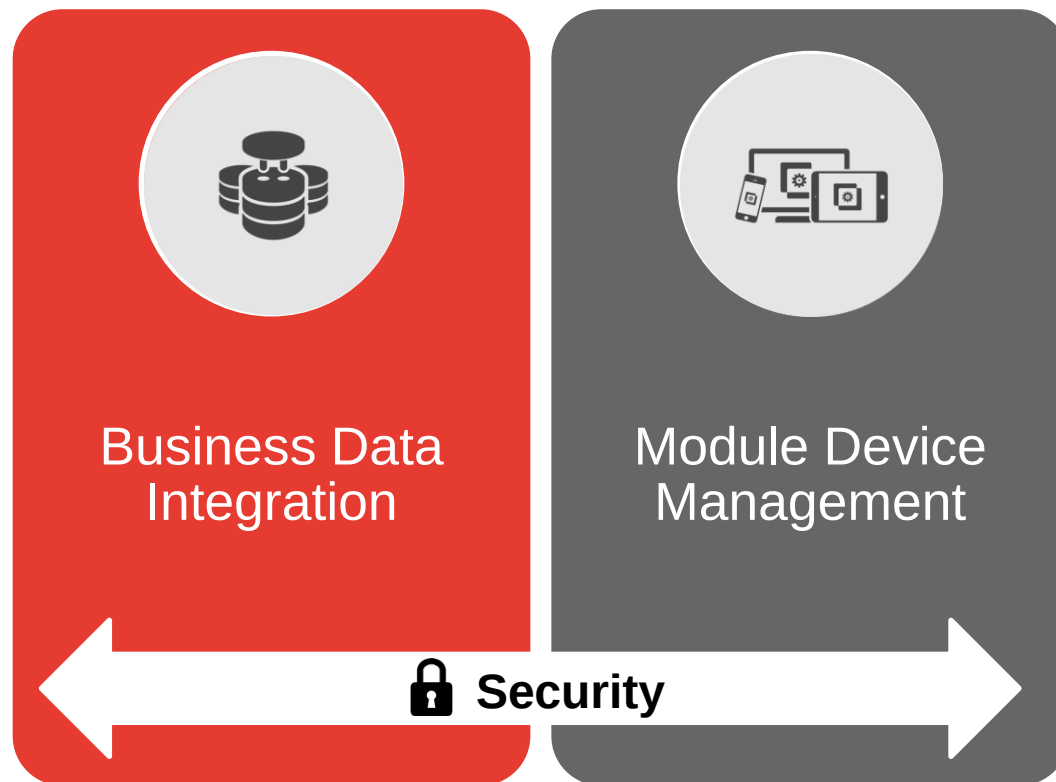


AVEP – Accelerate Integration

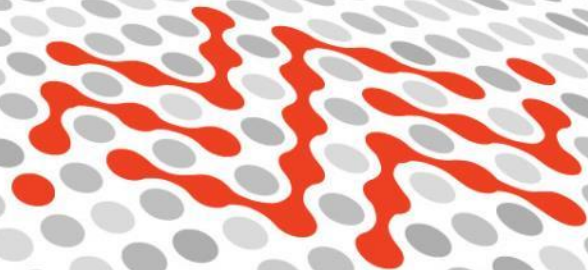
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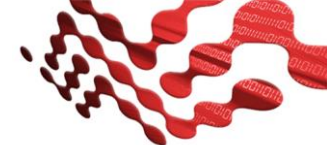


Development **platform** to integrate machine information into backend systems and create new applications



A Partner of Choice





Customer Case : What people want

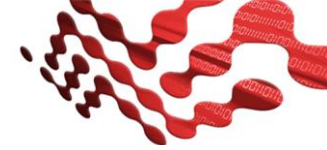
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An **easy-to-install** solution

To **predict** potential problems

And optimize **sustainability**,

Providing a **comprehensive analysis** of customer's machines
throughout the world



Sierra Wireless can help you with...

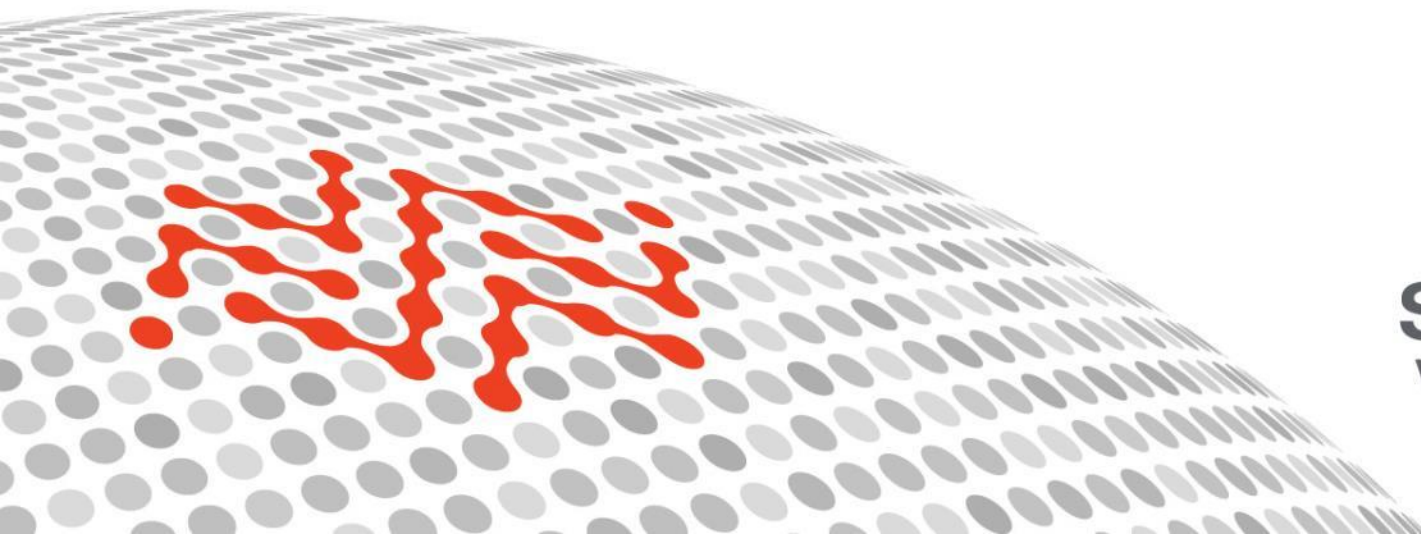
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- Optimized hardware customization
- Embedded software expertise
- Web portal integration & scalability
- Mobile Network integration
- Worldwide operations



- Service & hardware contracts
- Supply chain & logistics
- Certifications & RF regulatory requirements
- Training for diverse teams
- Billing model with cascading organizations

Great Collaboration Leading to Great Success !





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