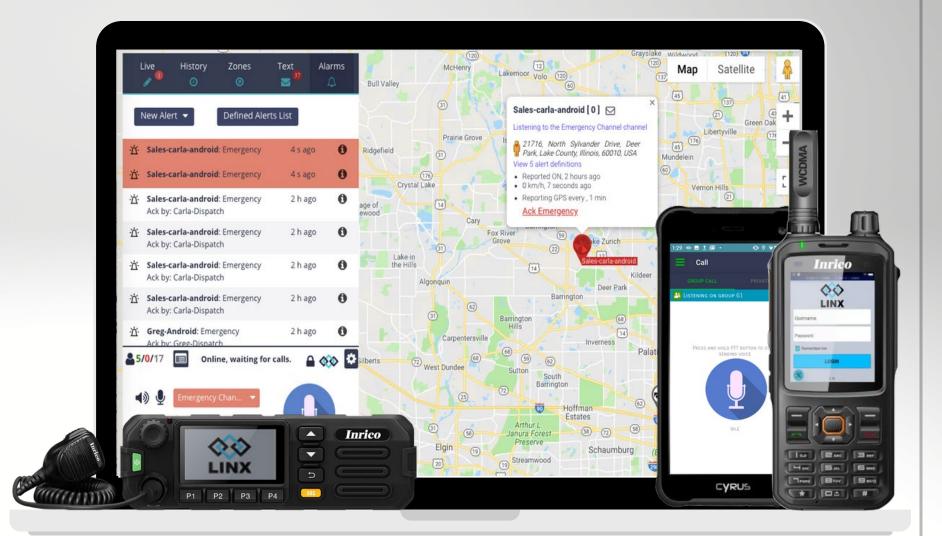
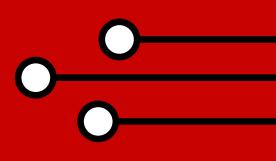
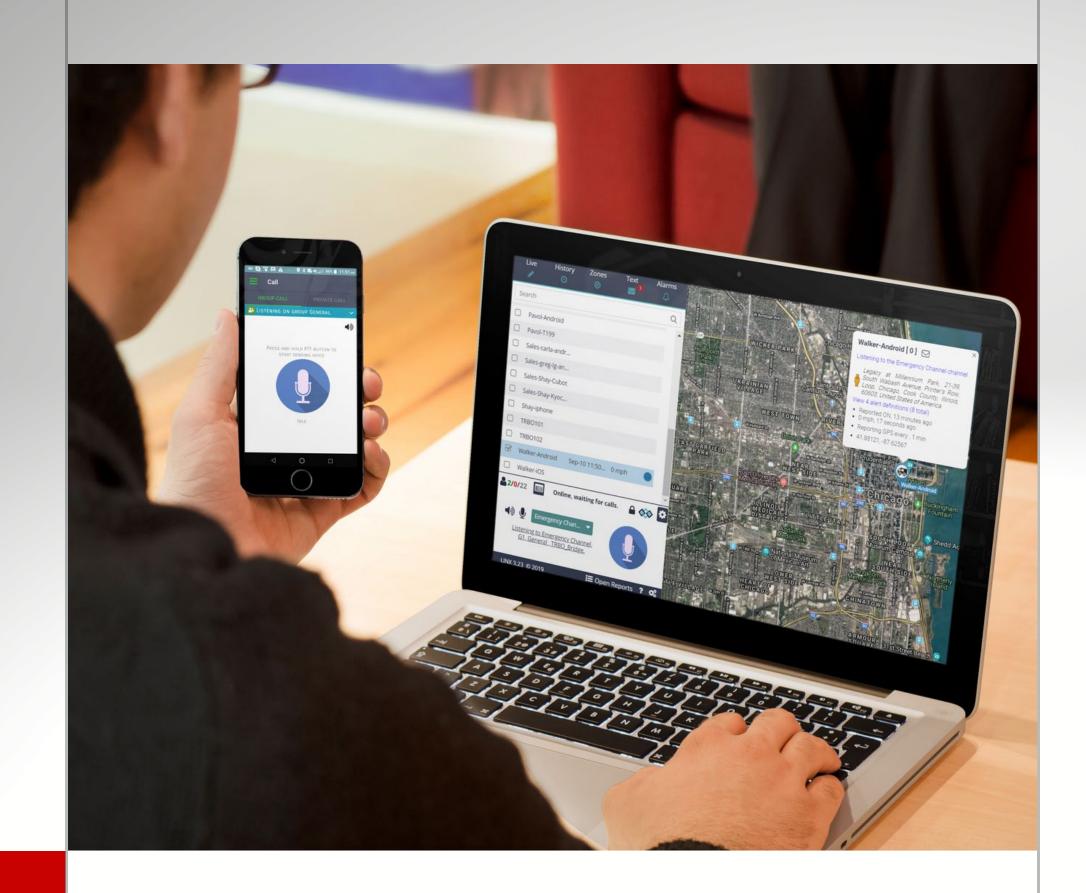


### Push for More than Push-to-Talk









### Agenda

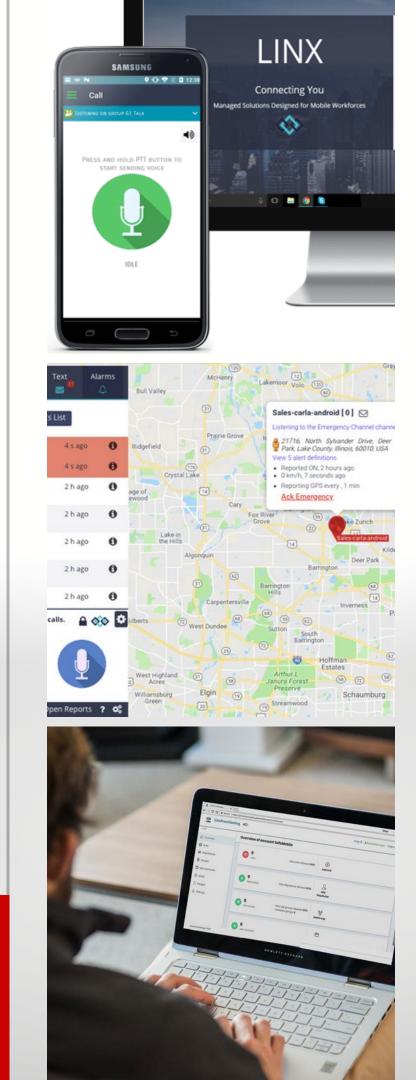
- Product Overview
- Benefits
- PTT Criteria
- LINX Features
- Pain Points
- Packages & Pricing
- Business Model
- Business Funnel
- Partner Information

### LINX Overview

LINX consolidates communication, tracking and safety technologies into one, easy-to-use solution.

Using broadband and Wi-Fi, IP connectivity stretches coverage to nearly all areas worldwide.

Push for More than Push-to-Talk



#### MOBILE APPLICATION

- Instant PTT over broadband, SMS, GPS, security features, and more.
- App deployed either on ruggedized, enterprise, or BYOD Android/iOS and PoC radio devices.

#### DISPATCHER

 Desktop PTT, Live Mapping, Alerts & Alarms, File Transfer, Recording, Zones, Messaging, Historical Trails, Reports and Analytics

#### PROVISIONING

 Users Permissions, Hierarchy, and Field Commands are monitored and maintained within LINX provisioning systems.

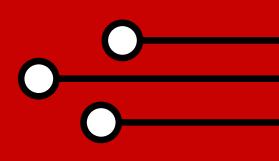
### KEY BENEFITS

- Improve team collaboration & efficiency
  - Reduce communication system costs
- Expand coverage beyond radio, link multiple locations
  - Minimize incident response time
  - Get up and running out of the box









### Criteria to Select the Right PTT Solution



Carrier/Network Agnostic



Supports Android & iOS



Banking Grade Encryption



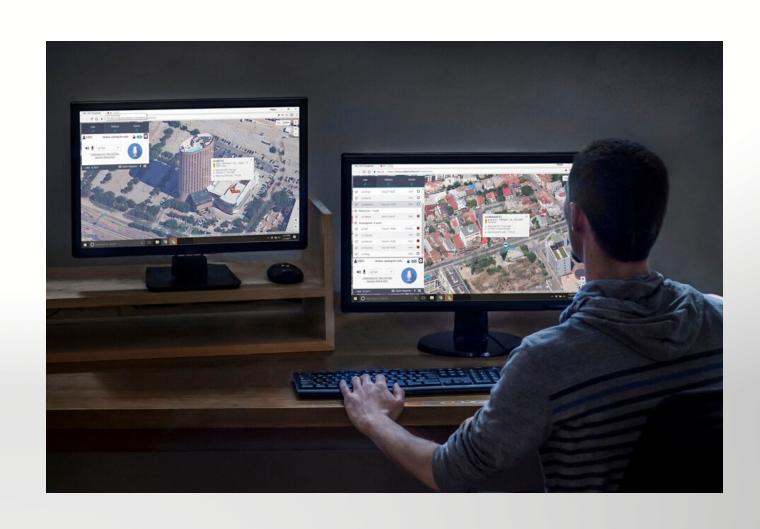
Managed Groups



Join PMR/LMR group calls



Dispatch console to monitor activity





# LINX FEATURES

#### MOBILE

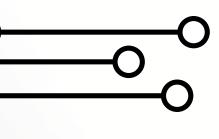
#### Private call

- Group call
- Call Priority
- Live Map & GPS Tracking
- SMS and File Transfer
  - Send & receive video up to 100Mb
- Worker Safety
  - Built-in SOS buttons
  - Man Down/Lone Worker
  - CYRN Panic Button
- Real-Time Updates
- Speeding alerts
- Call Recordings/Playback
- Vocal Notifications (text-to-speech)

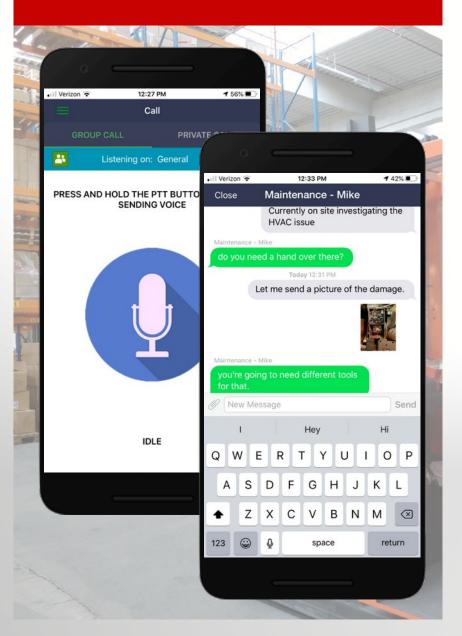
### DISPATCHER

- Private call
- Group call
- Units in distress displayed instantly on dashboard Indoor Positioning via BLE beacons

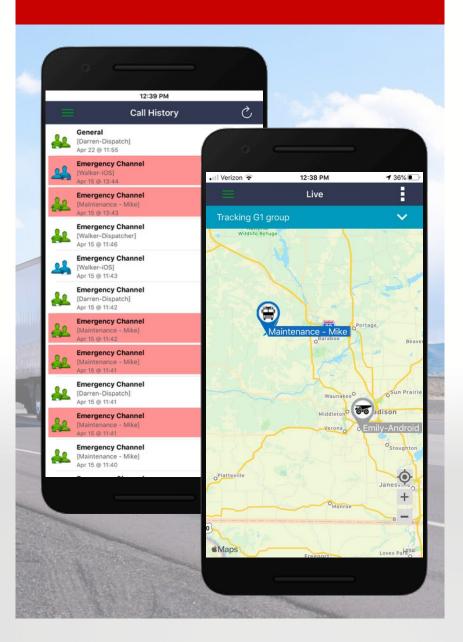
- Ad Hoc group call • Multiple call handling • Asset Tracking & GPS Dispatch • User display status • Tracking & Playback Zones & Landmarks • Alerts, Alarms & Security • Live global coverage • Analytics & Reports
- Battery life monitoring



### TALK & TEXT

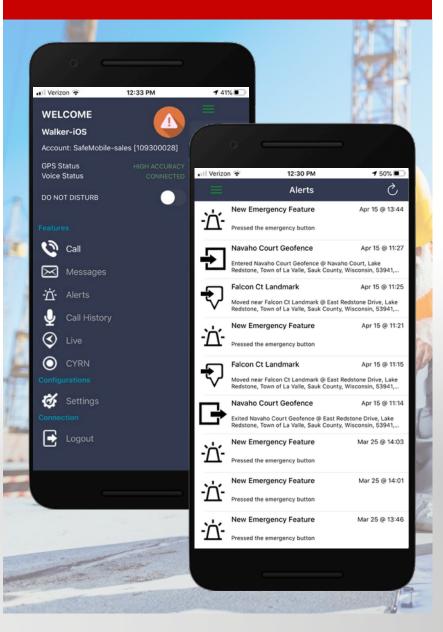


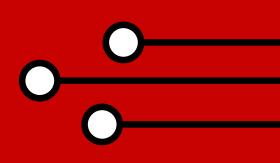
### TRACK



### MOBILE APPLICATION

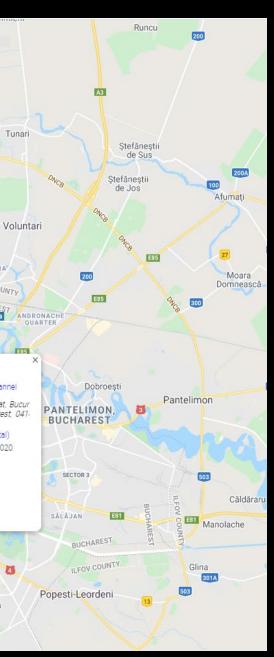




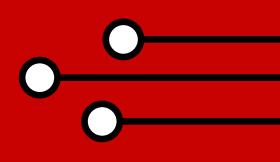


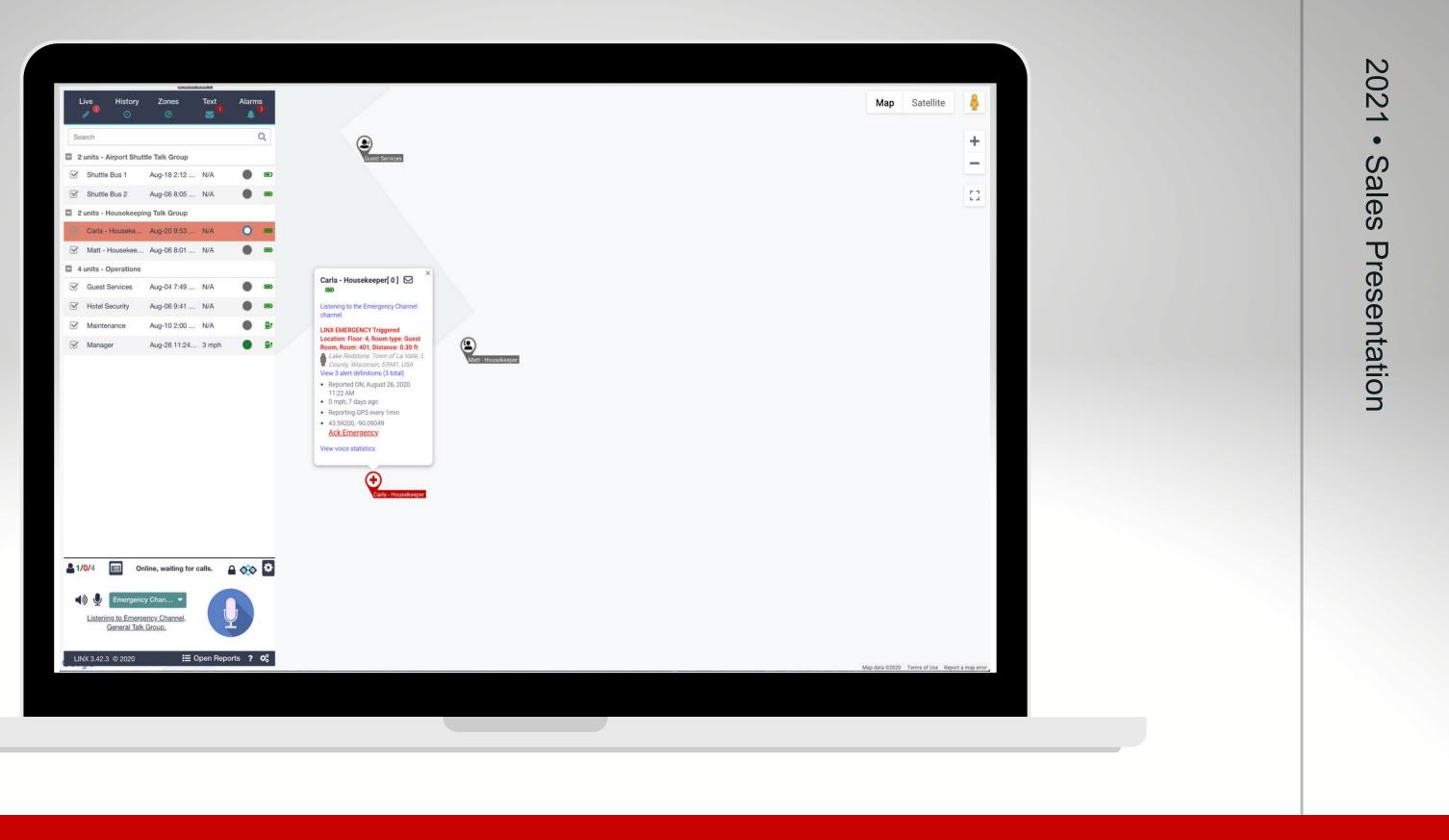
#### Aeroportui Internațional Henri Coandă Tamaşi 101 To ohen if History Zones Text Alarms Live Samurcaşi TRBO 151 6 Otopeni Q Search 🗹 John Aug-17 14:40 N/A 0 💵 100 100 Aug-13 12:57 N/A 🗹 Laurentiu 77A Buciumeni ILFOV COUNTY Odăile 602 Marius Aug-17 11:06 N/A BUCHAREST Marius2 Nov-26 10:27 N/A Mogoșoaia and a Marius3 Aug-22 14:19 N/A Marius4 Aeroportul București-Băneasa 6 🗹 Mihai Aug-17 10:51 N/A 0 Mihai 2 Jan-28 14:56 N/A Zurbaua MihaiB Aug-03 11:12 N/A Vlad MyAsset7 -601A Dragomirești-Vale 🗹 Radu Jul-09 12:18 N/A Mihai I Truck5[0] 🖂 📼 Dragomirești-Deal Richard Jul-14 16:36 N/A Chiajna 0 Listening to the Bridge .20 channel Sergiu Jul-30 13:14 N/A Bl. 26, Aleea Cricovul Sărat, Bucur REGI Berceni, Sector 4, Bucharest, 041-🗹 Tibi Aug-17 10:59 N/A Romania Grădinil Divertiland Park 🔞 /iew 0 alert definitions (16 tota Tibi2 Aug-12 13:50 N/A Reported ON August 17, 2020 14:23 0 km/h, 2 minutes ago 🗹 Tibi4 Aug-17 14:23 N/A О • Reporting GPS every 1min 44.38813, 26.11080 ☑ TRBO 115 Aug-14 14:57 N/A view voice statistics BUCHAREST Aug-17 14:52 0 km/h Truck5 D1A Domnest 602 Truck5 2/0/45 Online, waiting for calls. Ċ omnesti Olteni 1 00 RAHOVA 401A FERENTARI GIURGIL 14 SECTOR 5 Bragadiru 401A Listening to G2, Maintenance. SECTOR 4 Clinceni rdoreanu Măgurele

### DISPATCHER — GPS TRACKING

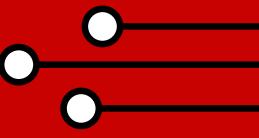


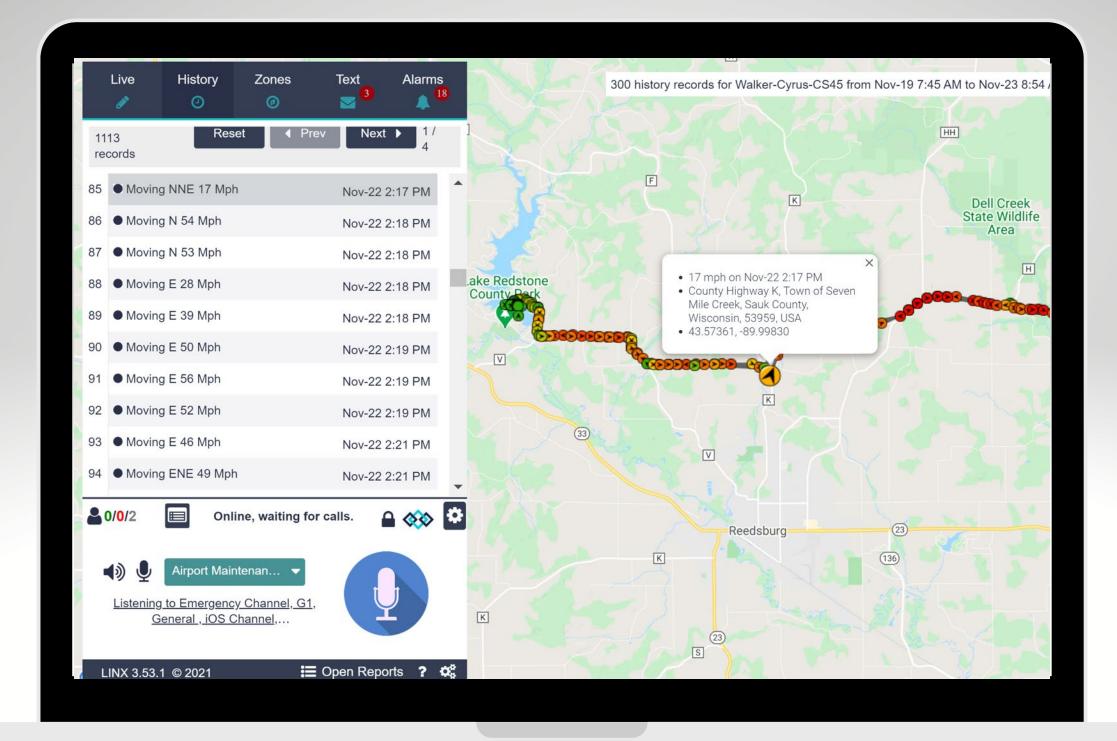




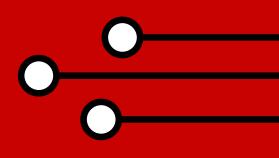


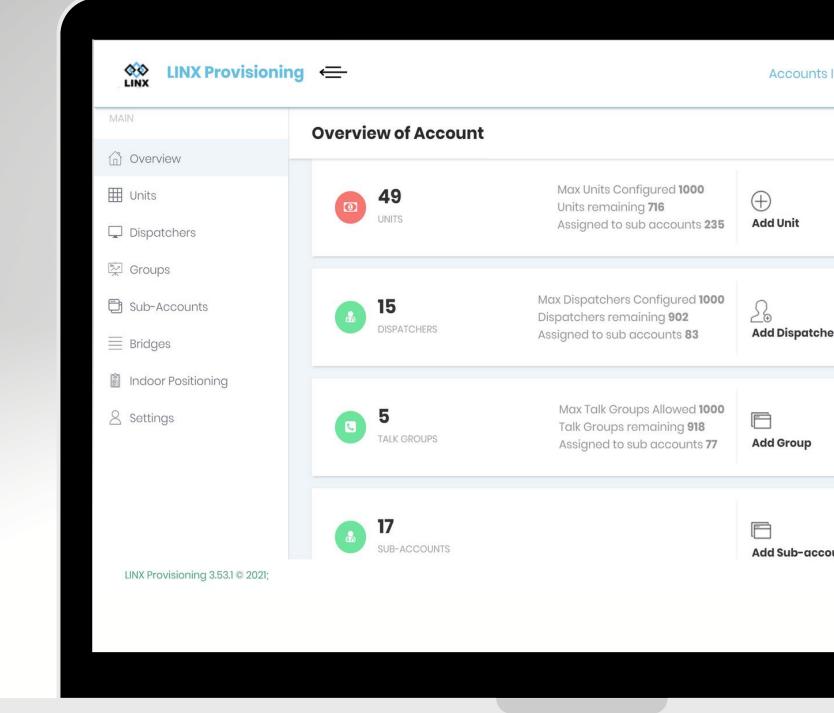
### DISPATCHER-INDOOR POSITION





# DISPATCHER-ROUTE HISTORY

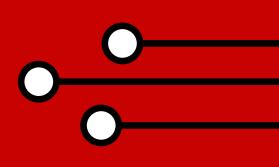




### PROVISIONING — DASHBOARD

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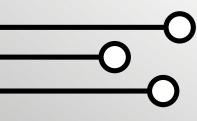


Available features			
All <ul> <li>Alerts</li> <li>Messages</li> <li>Google Map</li> <li>Indoor Positioning</li> </ul>	<ul> <li>Emergency</li> <li>File Transfer</li> <li>OSM Map</li> <li>Battery monitoring</li> </ul>	<ul><li>Live</li><li>Voice PTT</li><li>CYRN</li></ul>	<ul> <li>GPS</li> <li>Can Be Recorded</li> <li>Call History</li> </ul>
	bigcar0		
Assign Icon	bigedro	♦ Voice ID	10930003
Assign to Dispatchers	Sales-Ileana-Dispatcher,Sales-Radu Dispatcher,Sales-Greg-Dispatcher,s emily-dispatch,Sales-Walker- Dispatcher,Sales-Darren- Dispatcher,Sales-Lubo-Dispatcher,S Carla-Dispatcher,Sales-Pavol- Dispatcher,Ronny-Dispatch,SafeMol sales-dispatch,Sales-Shay- Dispatcher,Sales-Paulina- Dispatcher,sales-cristi-dispatcher	sales- Gales-	
Groups	6 selected		
Default Talk Group	General ([T])	\$	

# PROVISIONING-OTA FEATURES •

### Pain Points by Industry

—and how LINX solves them





#### PUSH FOR MORE THAN PUSH TO TALK



### Private Security

#### Pain Point:

- Reliable communication
- Live presence on map, geofences and points of interest
- Emergency alerts

#### LINX Use Case:

As a Private Security Manager, I need to know where my guards are at all times and to be notified if a guard leaves his assigned point of interest. I also need proactive emergency alerts should the guards be injured or unresponsive.





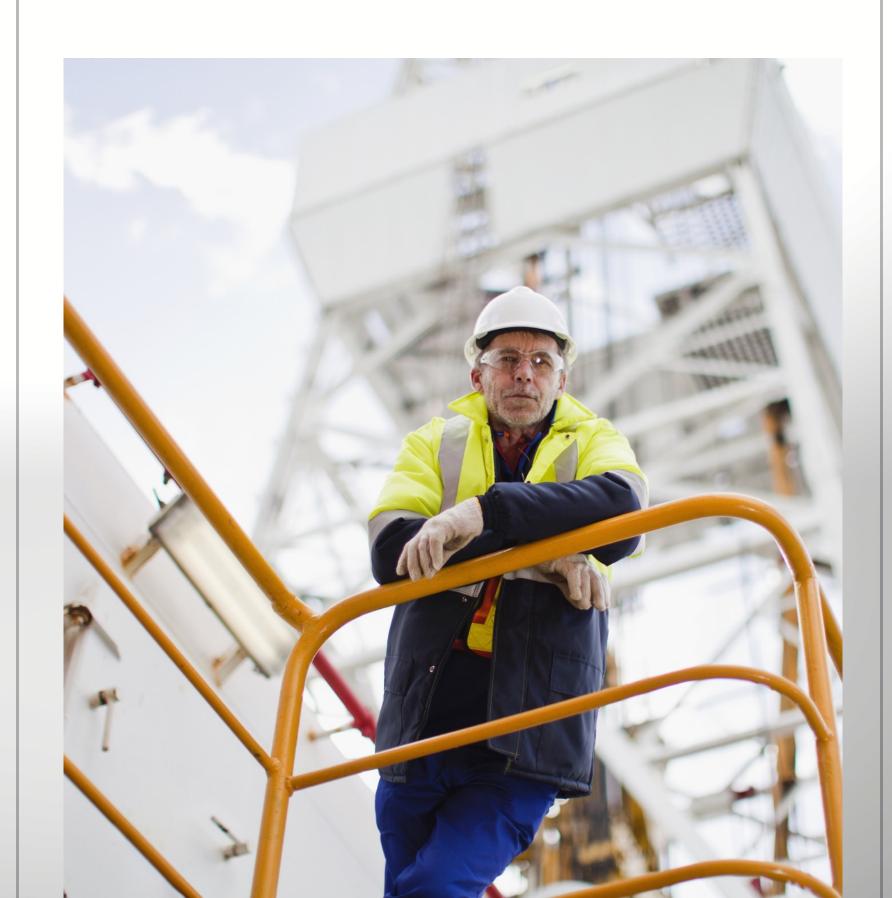
### Energy

#### Pain Point:

- Reliable communication
- Dispatch functions
- Worker safety

#### LINX Use Case:

As a Rig Manager, I need the ability to broadcast messages in louder environments to ruggedized devices or radios. I am also responsible for team safety and can use my Dispatcher to monitor emergency alerts and ambient listening channels in real time.





# Transportation & Logistics

#### Pain Point:

- Mobile asset tracking
- Driver habit monitoring
- Driver safety

#### LINX Use Case:

As a Logistics Manager, I need the ability to track and communicate with my drivers in real time so I can dynamically route trucks during pick-up and drop-off to increase efficiency and keep assets moving.







### Utilities

#### Pain Point:

- Worker safety
- Live presence on map, geofences and points of interest

#### LINX Use Case:

As a Utility Worker, I need the my equipment to automatically trigger a Man Down Emergency Alert if I fall on the job so my Dispatcher can send the necessary emergency assistance to my location in the event that I am unable to call for help myself.







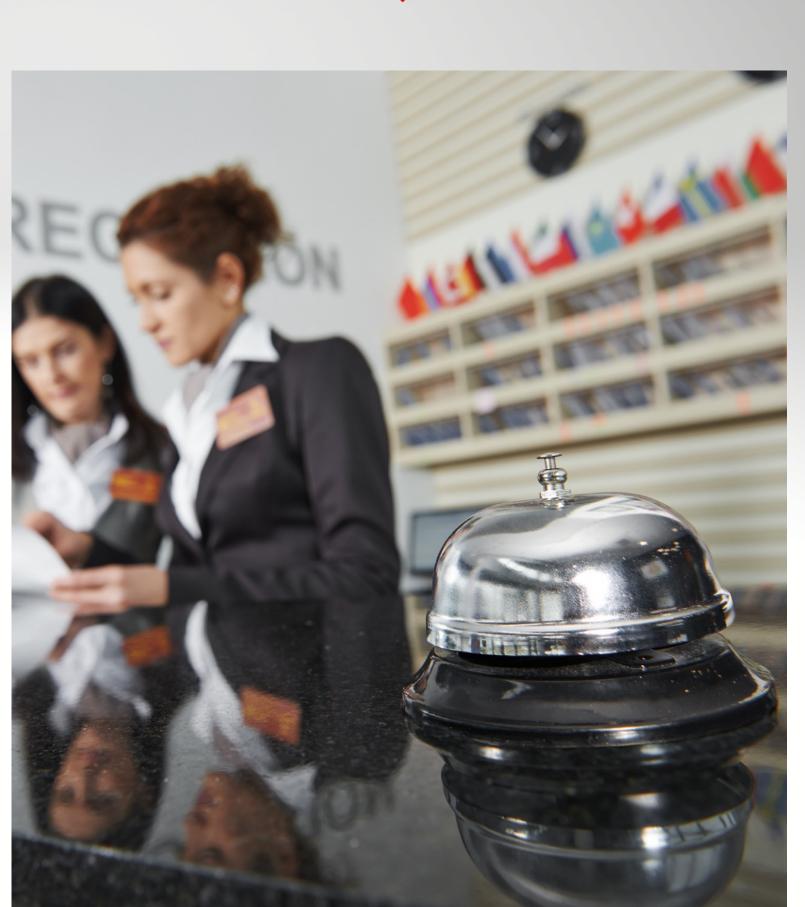
### Hospitality

#### Pain Point:

- Slow inter-department communication
- Employee safety
- Communicating incidents/defects

#### LINX Use Case:

As a Hotel Manager, I need the ability to communicate seamlessly between all departments of my staff so I can turn over rooms faster and ensure the best possible guest experience.





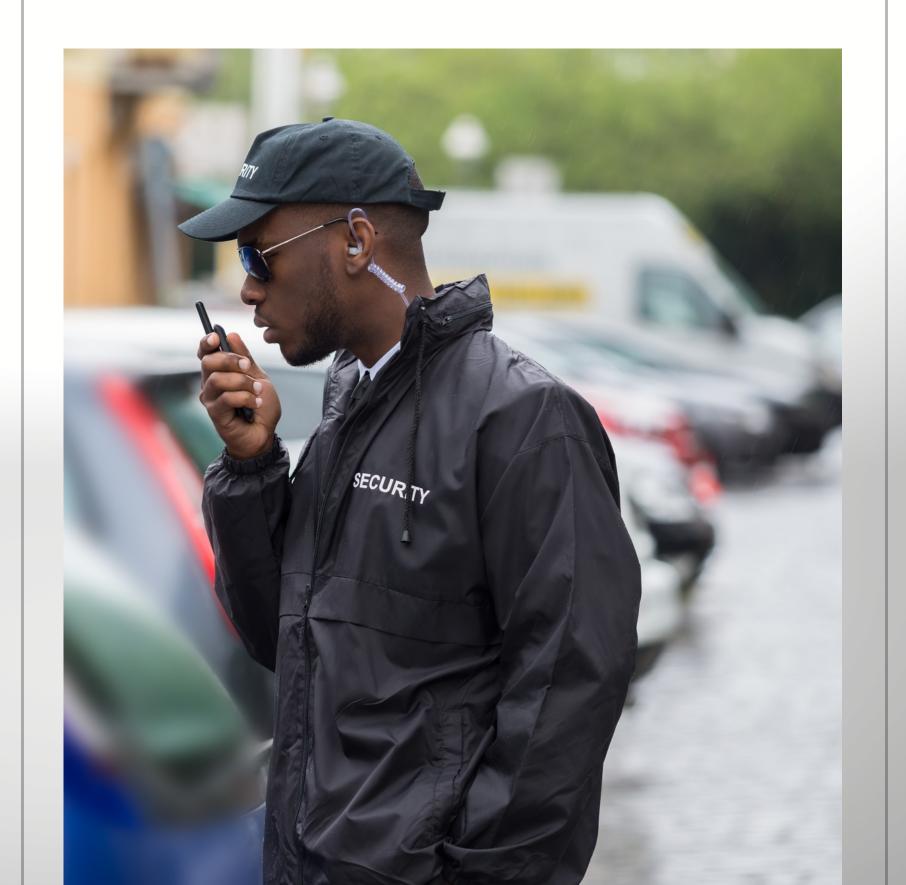
### Retail, Campus & Event Management

#### Pain Point:

- Group communication
- Emergency alerts
- Live GPS tracking

#### LINX Use Case:

As a Mall or Event Security Manager, I need the ability to transmit and receive Emergency Alerts with exact locations so I can quickly assign the closest security and medical personnel to respond to issues and reduce response time.





### & More

#### Additional Industries:

- Hospitality
- Healthcare
- Facilities
- Warehousing
- Agriculture
- Manufacturing
- Utilities
- Education
- Security

\*Inquire for individual use case information



#### ONE TOOL TO GET THE JOB DONE



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### LINX— A One-Stop Shop

- One platform for all tools
- One invoice for your customers
- Fast deployment over-the-air (OTA)
- Inexpensive, flexible, reliable
- No expensive equipment, wiring or IT
- Sales engineering and integration support



### Competitive Advantages

Why LINX?

Presentation

Sales

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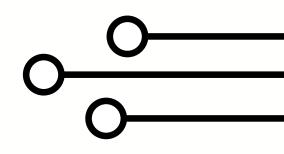
2021



#### MINIMAL LATENCY FOR LARGE GROUP CALLS (NO SIP ISSUES)

#### EMERGENCY ALARM WITH INDOOR POSITIONING

#### WEARABLE PANIC BUTTON INTEGRATION



### Competitive Advantages

Why NOW?

Presentation

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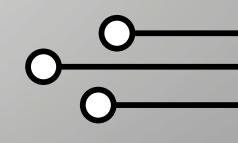




#### FEATURE FORWARD SOLUTION

#### MISSION CRITICAL FEATURES WITHOUT THE MISSION CRITICAL PRICE TAG

ENTERPRISES WANT DIGITAL SOLUTIONS FOR OPERATIONAL EFFICIENCY



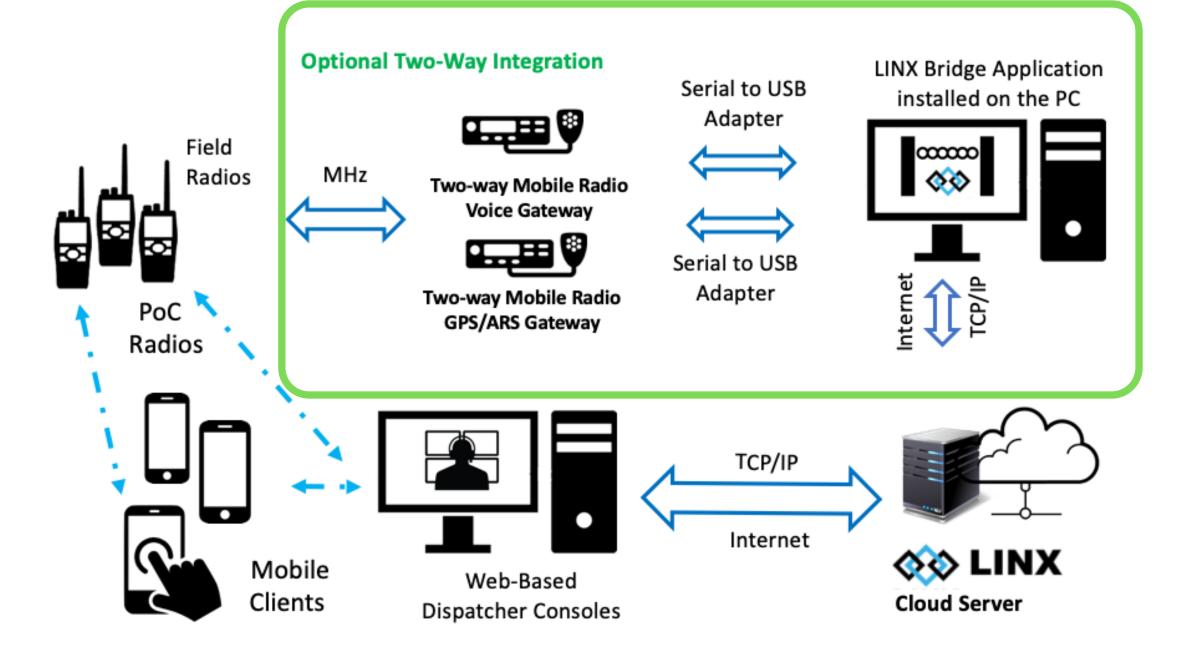
### Product Portfolio

- LINX on Cloud
- LINX Server Solution
- LINX TETRA Gateway
- LINX MotoTRBO Gateway
- CYRN Panic Button

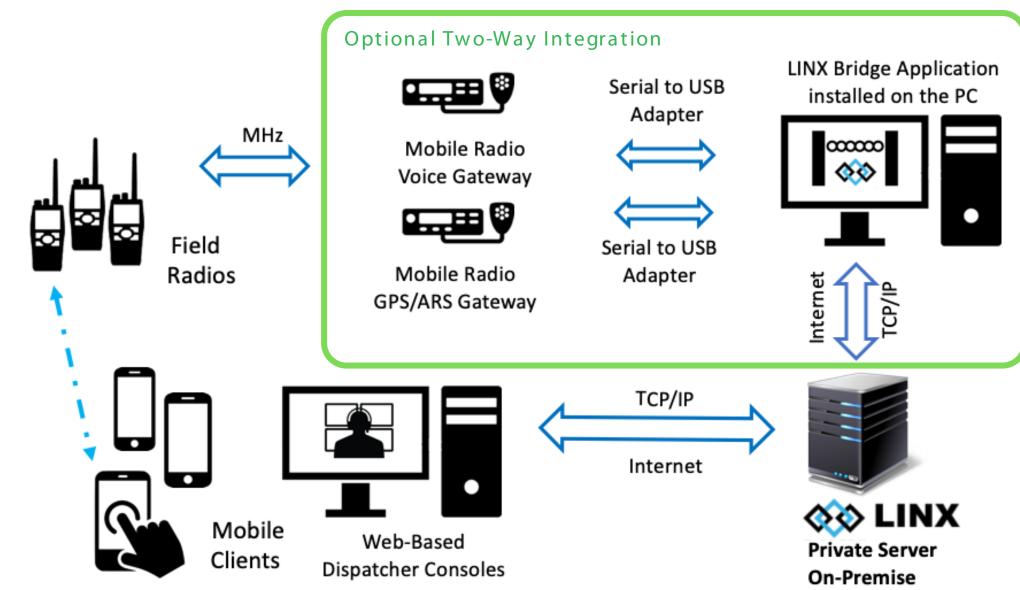




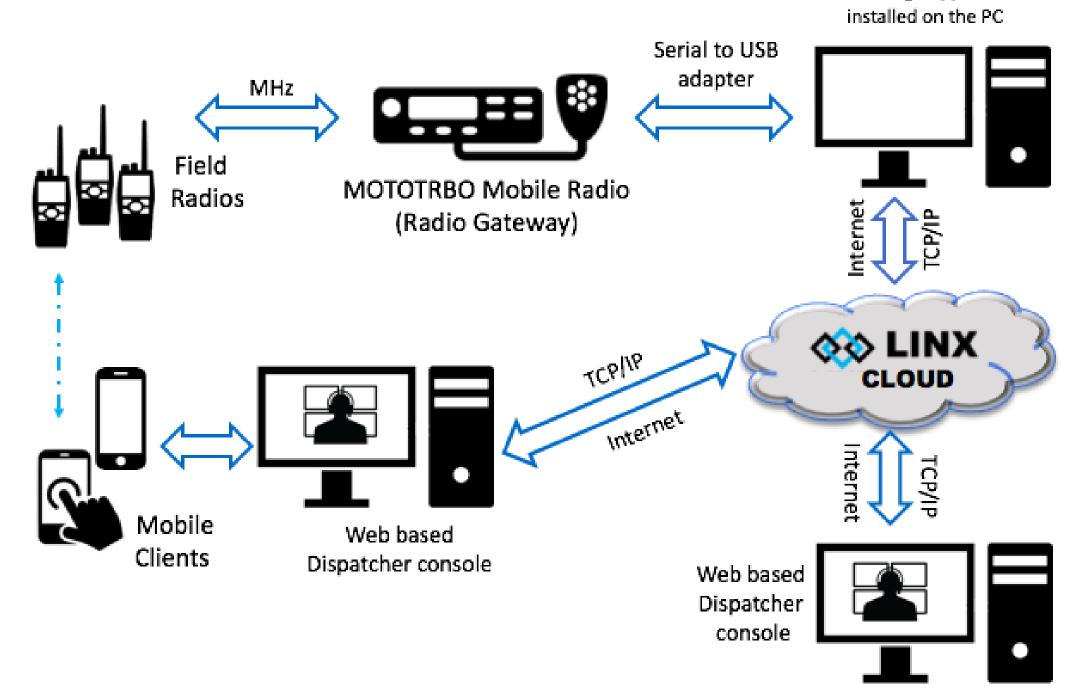
### LINX ON CLOUD



### LINX ON - PREMISE (PRIVATE SERVER)



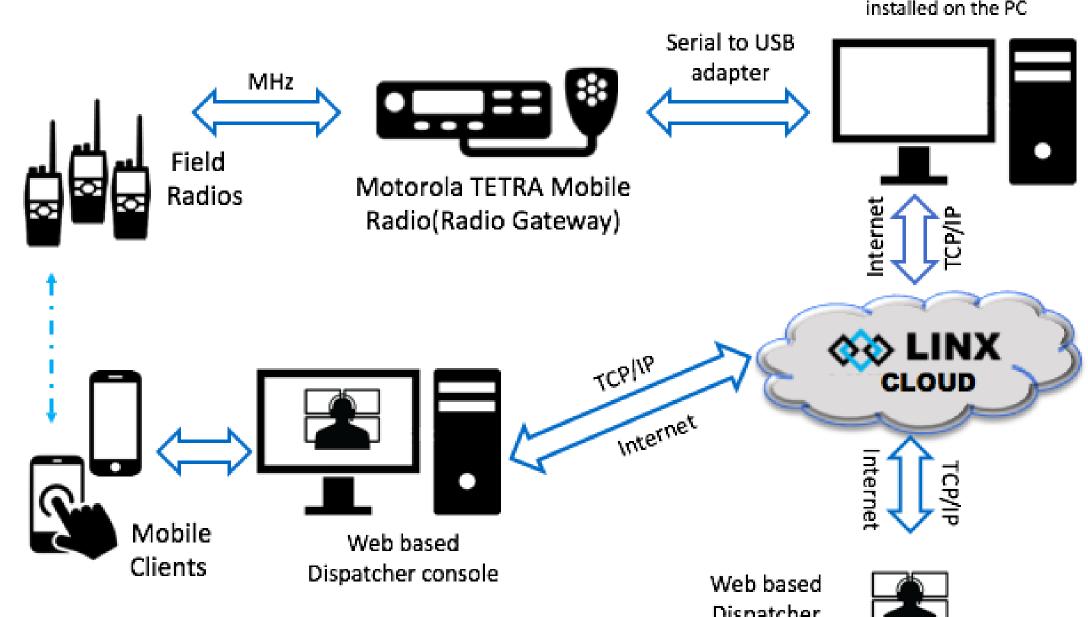
### TRBO BRIDGE DIAGRAM



2021 • Sales Presentation

#### LINX Bridge Application

### TETRA BRIDGE DIAGRAM



Dispatcher console

#### LINX Bridge Application installed on the PC

### Devices + Accessories

- Remote Speaker
   Microphones
- Headsets
- PTT Buttons
- GSM Radios
- Smartphones

\*Inquire for full list of compatible devices

PUSH FOR MORE DEVICES

#### INRICO



#### ZEBRA



#### CYRUS

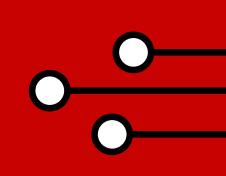


#### CYRN



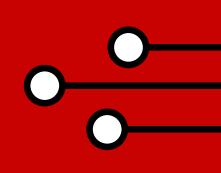
### LINX Cloud Package—Mobile Users





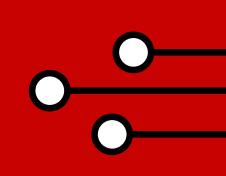
### LINX Cloud Pricing — Mobile Users





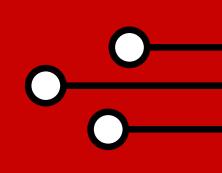
### LINX Cloud Package—Dispatchers





### LINX Cloud Pricing — Dispatchers

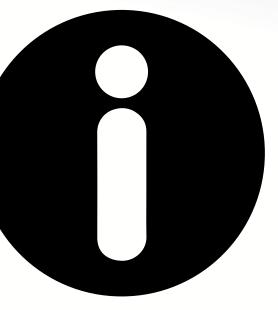


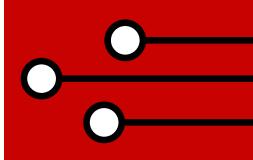


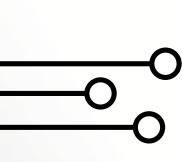
### COLLABORATION BENEFITS

- Expansion into new markets
- Personalized product & service packages
- More features = More customer satisfaction
- Upsell & Add-on opportunities for existing carrier customers
- Expanded hardware/accessories catalog
- Safety & Compliance sales with new SOS features (Man Down/Lone Worker, Panic Button)
- Data SIM Sales—voice, fleet & safety features all over data cards for budget conscious customers

# How LINX helps you.







# BUSINESS MODEL

AIR, INC.



### PARTNER COMPANY

- Service Providers
- Telco/Telecom
- System Integrators

#### **CORE MODEL:**

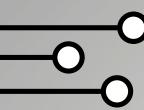
Cloud and web-based, subscription fees, OPEX, data stored on cloud Amazon Web Services (AWS).

#### **ONE-TIME PAYMENT:**

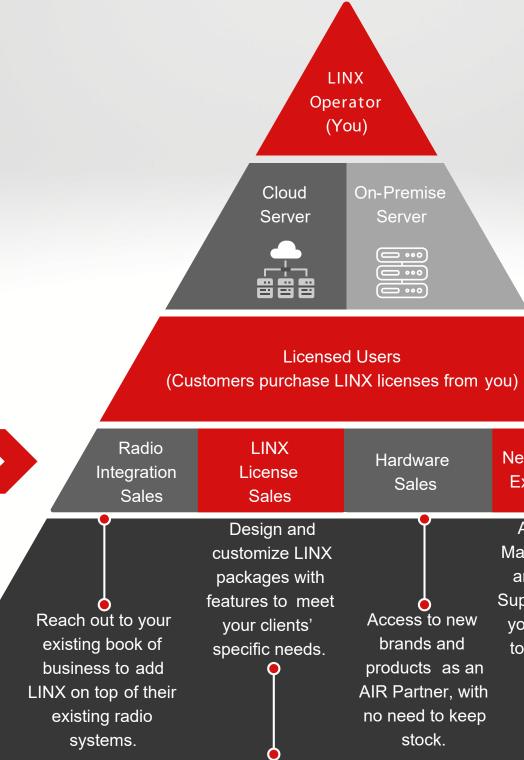
Server solution with cost savings in LTE technology, compared with radio infrastructure investment, OPEX/ CAPEX. Data stored on own server, three year maintenance required.

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### NEW BUSINESS FUNNEL



 Sales Presentation 2021

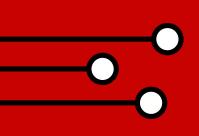
New Market Expansion AIR Provides Marketing, Sales and Technical Support to ensure you have all the tools you need.

 $\bigcirc$ 

### PARTNER BENEFITS

- New revenue stream to your product portfolio
   40% Margin
- Low cost solution for the same quality as radio communication to help you stay competitive
- The total cost of deploying a PoC solution with hundreds of users could be as low as 5-10% of the cost of a traditional, two-way radio LMR solution
- Technical skills not required to deploy LINX since it's an IP based, encrypted solution
- Our technical, sales and marketing support will help you with your proof of concepts, projects, demonstrations, and collateral material





### OPERATIONS TREE

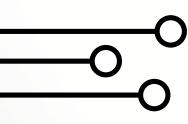


### PARTNERS & TECHNOLOGY YOU CAN TRUST

#### STEPS TO BECOME A PARTNER:

- Full demo organized by SafeMobile
- Testing demo account
- Discussion to see how LINX can fulfill market requirements/can fit your specific market
- Set up strategy and pricing
- Technical Training, LINX Provisioning system setup
- Partner Agreement
- Sales Technical Training
- Marketing Plan
- Launching LINX

### PARTNER **Onboarding**



#### EMAIL ADDRESS

#### PHONE NUMBER

WEBSITE

www.linxptt.com

### CONTACT US

### ΤΗΑΝΚ ΥΟυ

### PUSH FOR MORE THAN PUSH-TO-TALK

#### with



