EXOSITE

Introduction

2022

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Topics

Company Overview
Company intro, market focus

Exosite Software
IoT platform and software review

Partner Solutions
Intro of our partner's collaboration

Case Studies
Showcase of Exosite solution in different industries

Exosite Demo
Murano and ExoSense live demo

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Company Overview

Company intro, market focus

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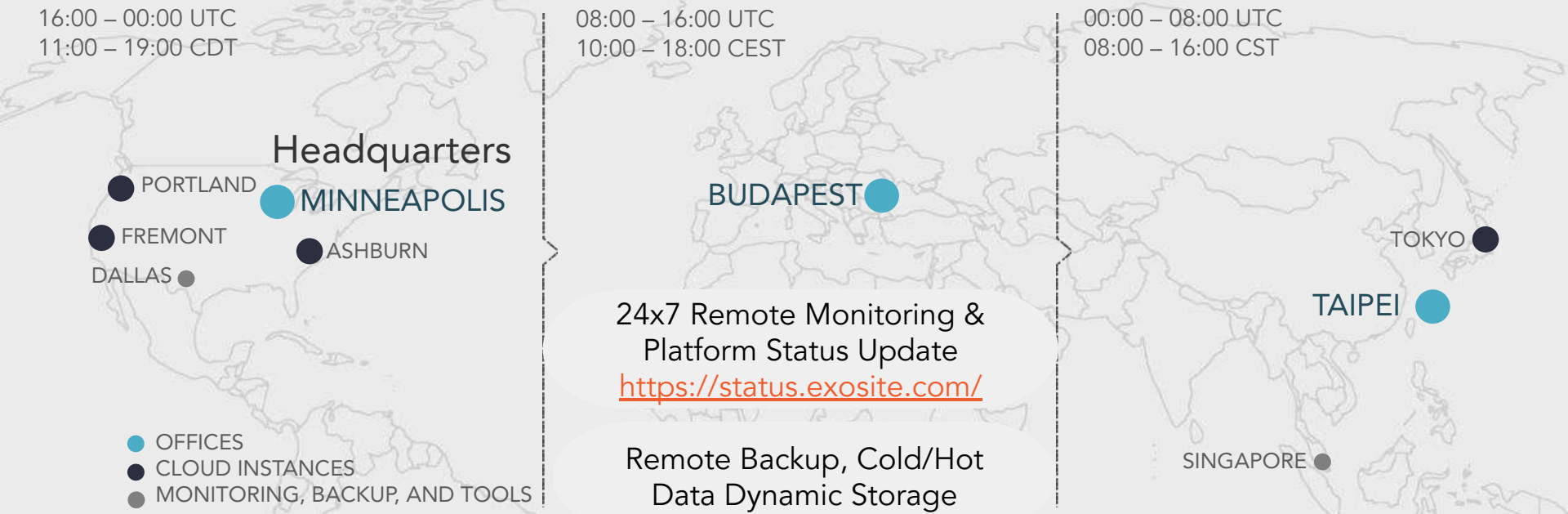
EXOSITE

Our mission is to be the premier provider of **off the shelf IIoT** solutions for industrial OEMs.

- Founded in **2009** by CEO Hans Rempel and the leaders of Invenshure, LLC
- Headquartered in **Minneapolis** with additional offices in Taiwan and team members in Hungary
- Highlighted by **Gartner** as a top IIoT platform in the 2019, 2020 and 2021 Magic Quadrants

Global Coverage

Exosite's global footprint includes offices and cloud instances in the USA, APAC, and EMEA.



24x7 Remote Monitoring & Platform Status Update
https://status.exosite.com/

Remote Backup, Cold/Hot Data Dynamic Storage

Over 1M Devices & Data Qualified Online Load Test

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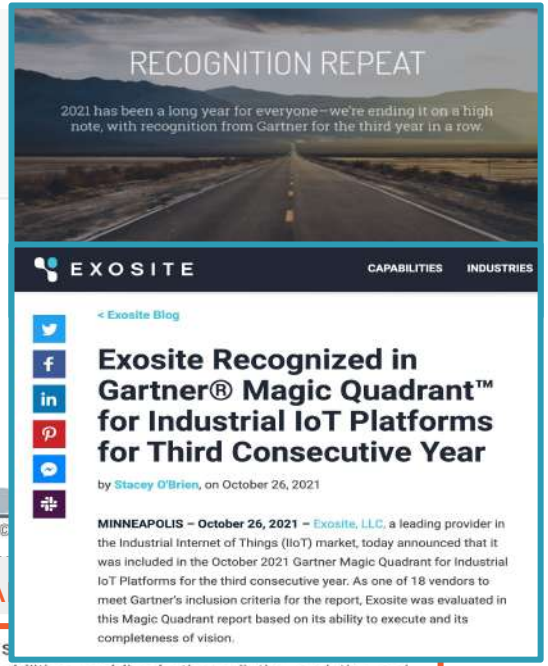
Top IIoT Software Company

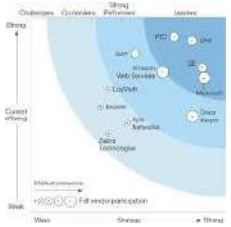
Highlight: Predictive A

Predictive Analytics for Equipment: This use case s
This is largely due to the strength of its analytics capabilities, enabling both predictive analytics and interactive visualization and alerting functionality. Customers cite these capabilities as reasons for



Gartner Cool Vendor

Only IIoT software company given the Cool Vendor award in 2017



Forrester Wave

Highest ranked independent organization, and perfect rating for security

Juniper Research

Exosite's partner strategy is key initiative to drive IoT adoption for the market

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Strong partner/VAR ecosystem with bundled solutions and support for any device, any cloud

EXOSITE

Driving Value for our Partners & Customers

Deploy in Minutes

Market leading industrial condition monitoring and home automation vertical applications

Repeatable Solutions

Repeatable package and bundle solutions with hierarchy, permissioning and monetization through Exchange.

Partner Ecosystem

Strong partner/VAR ecosystem with bundled solutions and support for any device, any cloud

13 Years of IIoT Expertise

Experts in practical and scalable IoT business solutions, including AI, ML, and multi-cloud support

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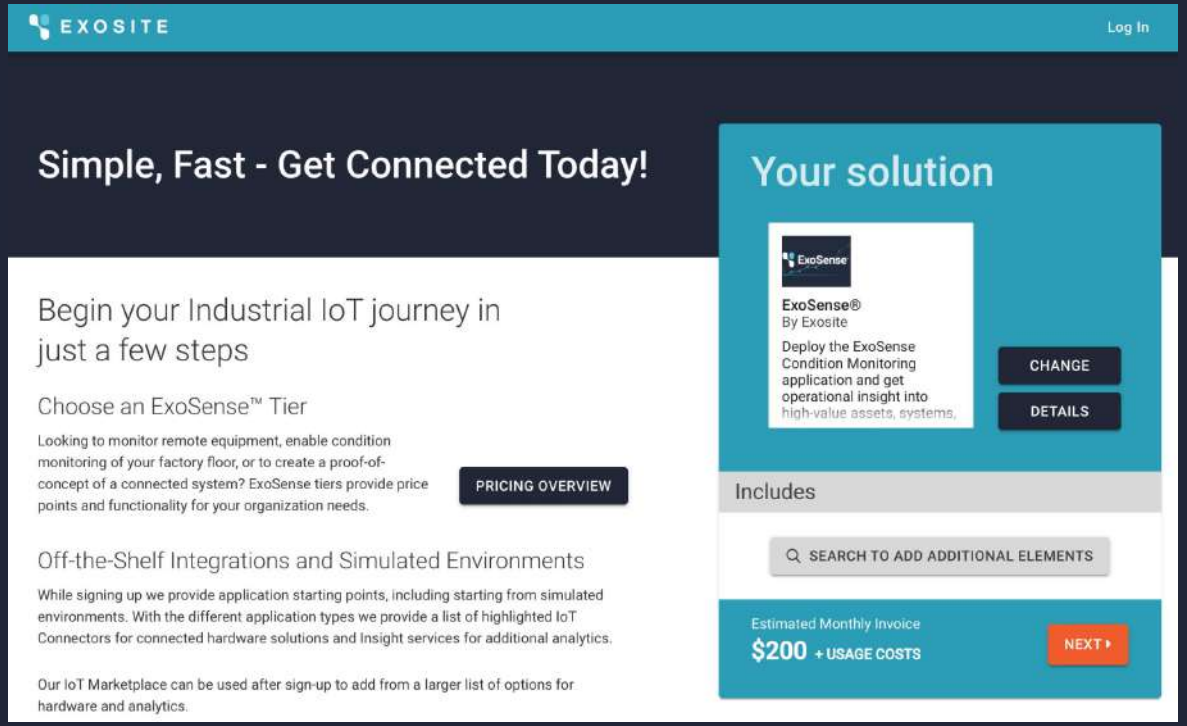
Deploy in Minutes

(1) One-Click to choose the Application-Specific ExoSense / Hardware device - EveryCloud IoT connectors and Insight (ML , AI)

(2) Full Automation sign-up , Solution deployment on Exosite Website process within 60 second

(3) Full production ready - GDPR , CNS ISO compliant



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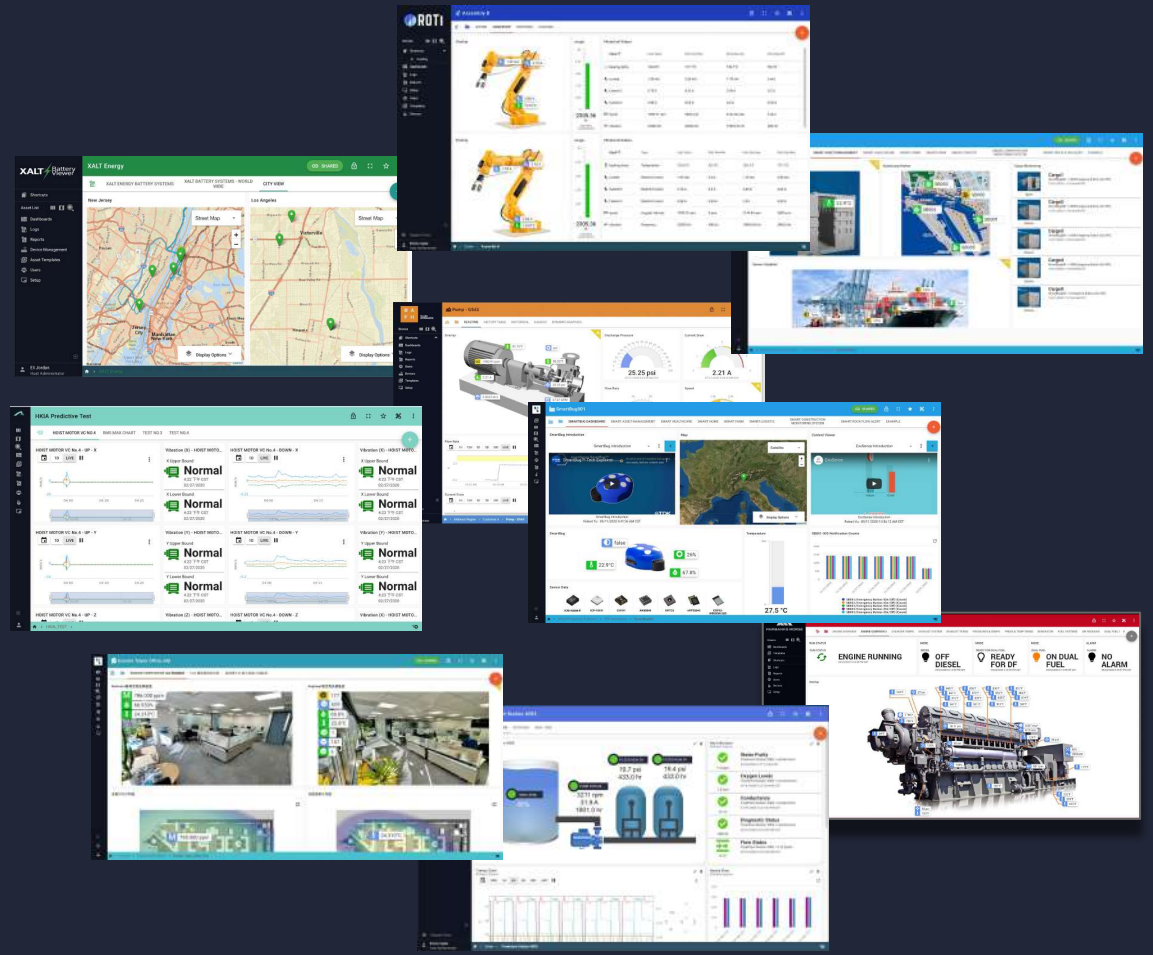
Repeatable Solutions

(1) No coding effort . Full flexibility on device group , user permission , solution domain name , theme .. management

(2) Modularized structure , feature and widget UI design

(3) High Security ,Scalability , Reliability on MURANO multi-tent platform on AWS



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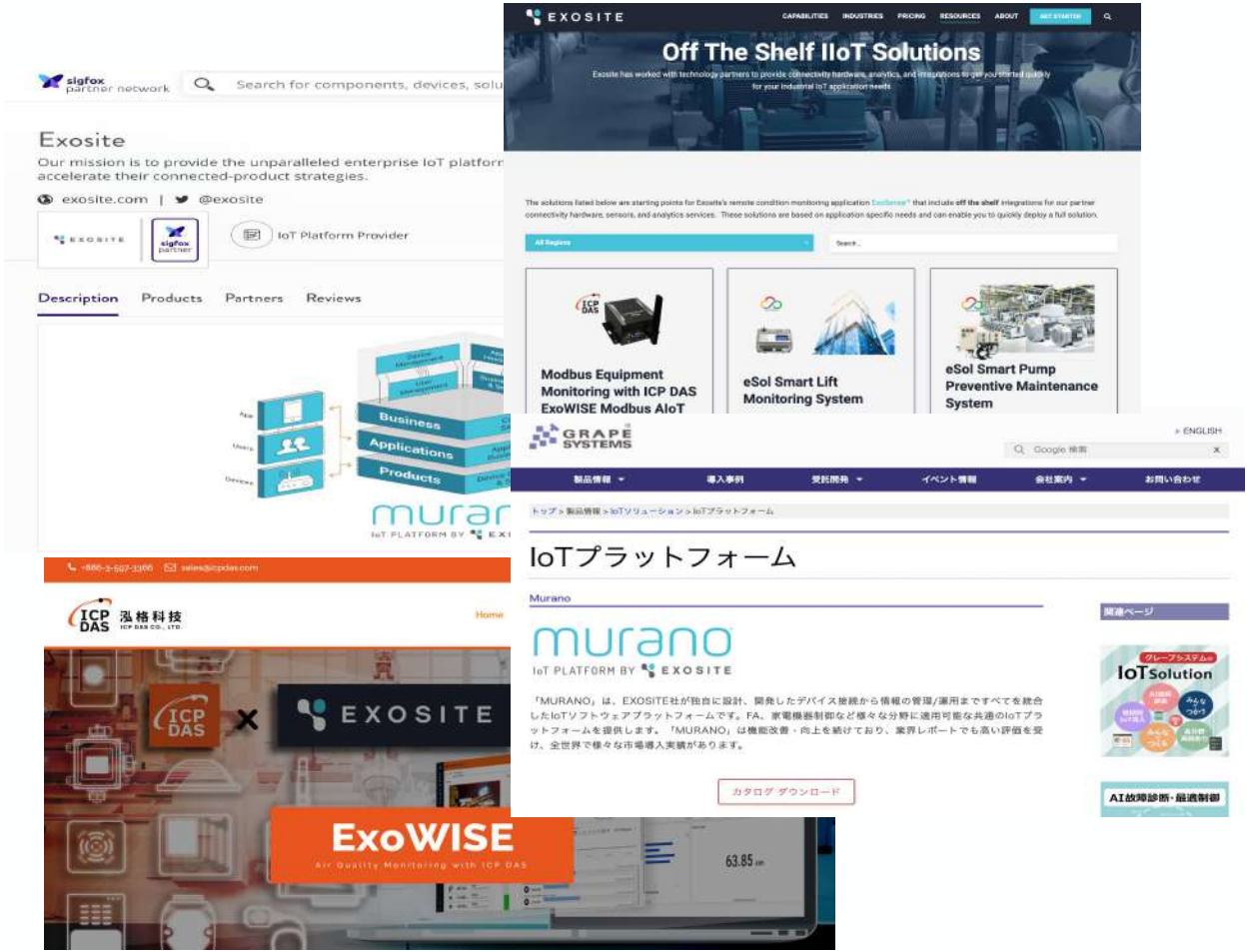
Partner Ecosystem

(1) Deep collaboration with the IoT ecosystems , Production-Ready Integration on the Exosite Marketplace - Exchange

(2) Diversified partners from Silicon/connectivity modules , Gateway and Sensors , System Integrator , service provider , Networks operators ..



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13 Years of IIoT Expertise

(1) Experience on the true value-proposition on the IoT digital transformation strategy

(2) Experience on the IoT Hardware x Cloud integration computing engineering

(3) Experience on the diversified industrial Insight on IoT

CASE STUDIES

Envision your success with these IoT case studies.

See what's possible when you connect. Our IoT case studies illustrate how to decrease downtime, optimize costs, and gain insights into your products and the people that use them.

Modernized an entire industry. →

CiDRA Concrete Systems used IoT to bring their industry into the 21st century.

Optimized critical processes. →

A pioneering agriculture startup used IoT to help farmers improve yields and reduce expenses.

WHITE PAPERS

Be your company's IoT leader with our white papers.

Learn the ins and outs of IoT security, monetization, organizational readiness, and more with white papers and strategy guides from the brainiacs at Exosite.

Best Practices for IoT Security Strategy →

Tips to build a culture of security to protect data and the people behind it.

The Augmented Digital Twin →

Insight to implement a digital twin model and optimize it over time.

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Why Companies Choose Exosite

Easy to use

For administrators setting up the system, ExoSense's code-less environment for configuring digital assets, rules, permissions, and visualizations can be learned in an afternoon.

Low-barrier Proof of Concepts / Onboarding

Exosite's pricing model, fast deployment, and onboarding packages get customers to a POC in days.

It Just Works

We hear this a lot. It's important—digitization in industrial use cases will not happen if it's not adopted by engineers and maintenance teams with low tolerance for flaky software. It's reliable and no platform shows data updates as close to real-time as Exosite.

Functionality

Exosite is responsive to the functionality our customers have asked for. We work with them to understand what they need to accomplish and then build it in a way that can be leveraged by many different market applications. We continuously release updates, so when we tell a customer we are going to deliver, they trust us.

Hardware Partnerships

We offer IoT Connector integrations for a multitude of gateways, connectivity platforms, and off-the-shelf hardware. Exosite works with sensor and wireless companies so that our Apps Engineers can provide options to our customers.

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Differentiation

Cost and Ease of Use

Have big plans for IIoT but need to start simple -or- they already tried to build and failed.

Customization, Functionality, Scale

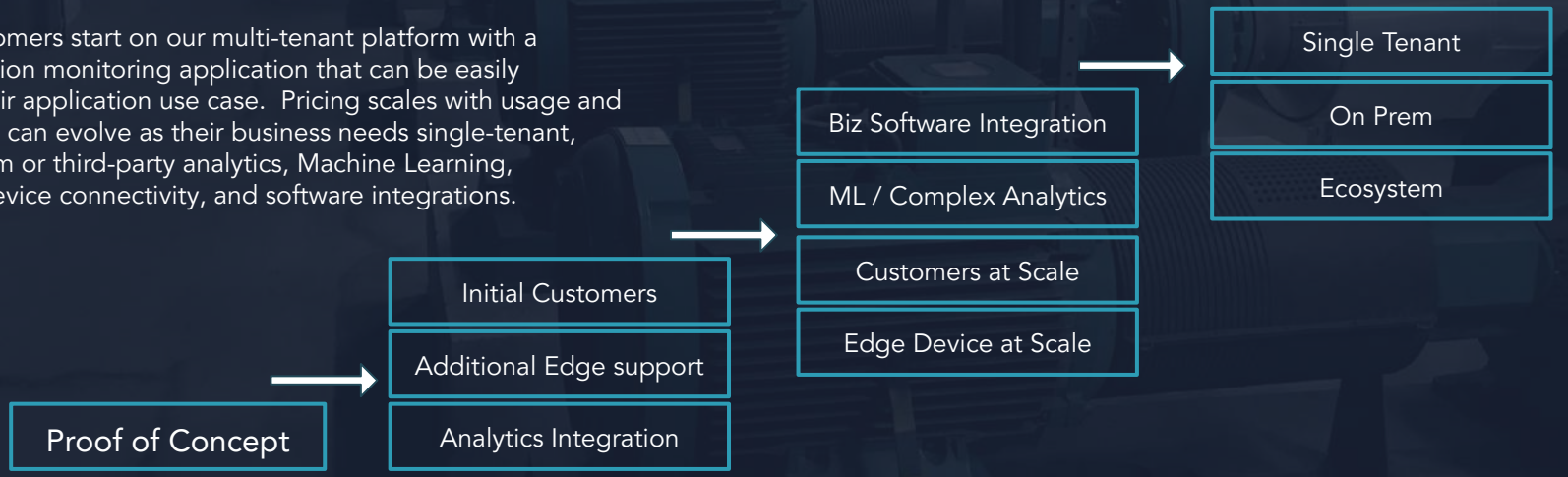
Don't quite fit into niche all-in-one vertical applications.

Flexibility, Hardware, Edge Protocols

Are either a hardware solution provider or a maintenance / service organization.

A platform built for the Digital Evolution of industrial companies

With Exosite, customers start on our multi-tenant platform with a whitelabled condition monitoring application that can be easily customized for their application use case. Pricing scales with usage and feature tiers. They can evolve as their business needs single-tenant, on-premise, custom or third-party analytics, Machine Learning, additional edge device connectivity, and software integrations.



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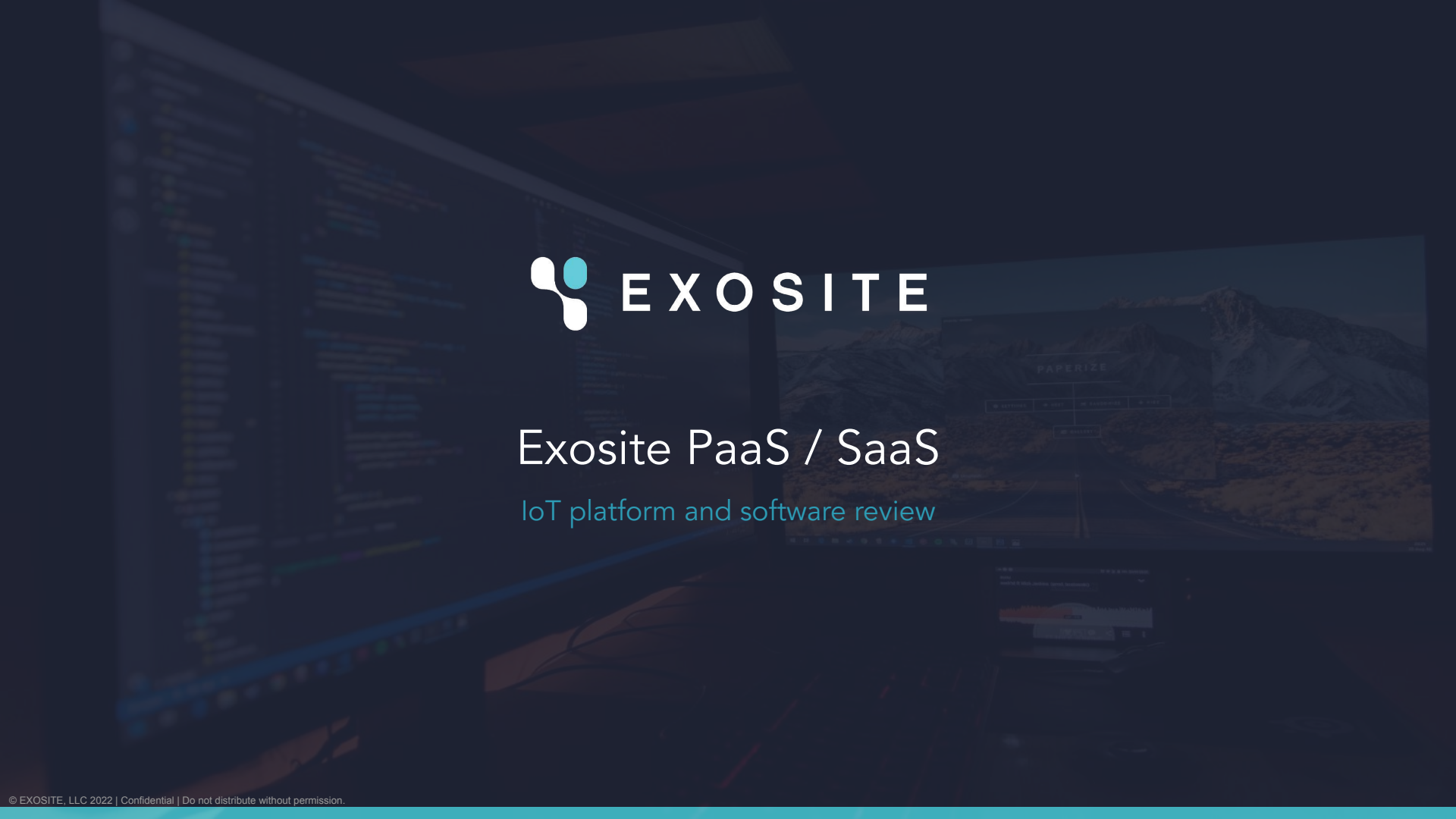

EXOSITE

Exosite PaaS / SaaS

IoT platform and software review

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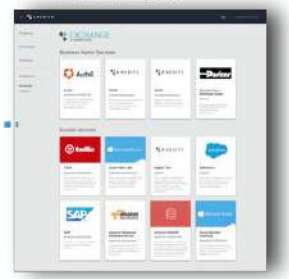
Our Product Portfolio

ExoSense
Condition Monitoring Solution

- Asset Digital Twin
- Dashboard Visualization
- Flexible Asset definition & dashboard creation
- Condition Rules and Data Transformations
- Whitelabel Solution
- Multi Tenant / Customer Permission Hierarchy
- Defined Data Schema
- Asset & User Uploaded Content Support
- Public API for integrations and automation

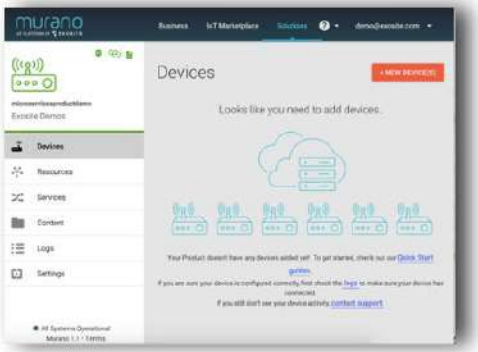
Exchange
IoT Marketplace



ExoEdge
IoT Gateway Edge Client

murano
IoT PLATFORM BY EXOSITE

- Exosite's 3rd Generation, core IoT Platform
- Highly Scalable, Secure Micro-services Platform
- Optimized / Monitored Core Services
- OpenAPI Service Publishing
- Maintained and Operated by Exosite
- Device Connectivity Management / Authorization
- Application hosting
- Custom API Endpoints / serverless functions



EveryCloud
IoT Device Cloud Solution

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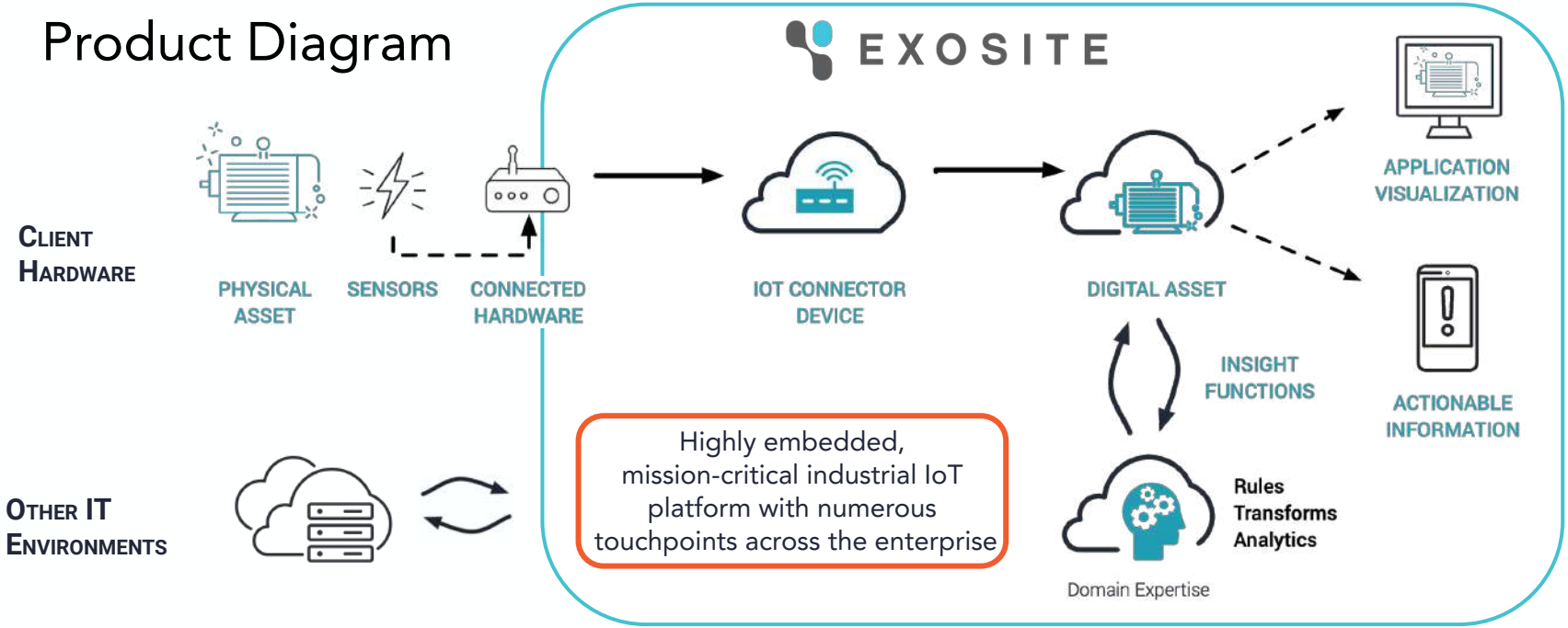
Product Diagram



Zero Coding to Customize

Customize branding, themes, hierarchies, roles, and more without writing code

Accessible & Affordable

No IT required, cost- efficiently enabling new industrial IoT products

Fast Time to Value

Deploy in minutes, connect devices in less a day, have a solution in the field in a week

Backed by a Powerful Platform

Built on Murano industrial IoT platform for security, scalability, and business integrations

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murano
IoT PLATFORM BY EXOSITE

- Highly Scalable, Secure Microservices Platform
- Optimized / Monitored Core Services
- OpenAPI Service Publishing
- Maintained and Operated by Exosite
- Device Connectivity Management / Authorization
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- Custom API Endpoints / serverless functions

ExoSense™
Condition Monitoring Solution

- Asset Digital Twin
- Dashboard Visualization
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IoT Connectors
Device & Data Ingestion Services,
Device Management, Authorization

Public Weather
Business Inputs
Third-party Data Sources

AWS

3rd Party Device Clouds

ExoEdge
Edge Client for industrial Linux computers and gateways, support for industrial protocol conversion

AGGREGATE
ANALYZE
Digital Twin
EXOSITE
COMMUNICATE
INSIGHT
Physical Connected World
CREATE
ACT

Sensors
Gateways
Controls

Actuators
Processes
Firmware Updates
Edge Analytics

Insights
Stream Analytics and Integration Services,
Support for Hosted & External Integrations

AWS

Support for Externally Hosted Insights

Human Actions
Design Updates
Business Software
Maintenance
Big Data Analytics

Factory | HPUs | Air | Remote | HVAC | Mobile | Pumps

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IoT Connector Device Management Functionality Overview

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IoT PLATFORM BY EXOSITE

ExoSense

IoT Connectors
Device & Data Ingestion Services, Device Management, Authorization

Device Identity Management
Manage and track data events, IP addresses, and provisioning for individual unique device identities.

Security: Provisioning
Requirement for devices to provision using whitelisted unique ID in given time window, certificates, or PKI.

Security: Authentication
All APIs require SSL. Support for unique TOKEN, PKI, Certificate, or Username/Password

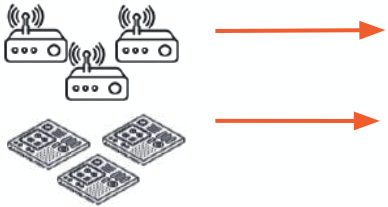
OTA Updates / Content
Support for content download such as firmware or configuration and for upload of files such as logs , images, and high resolution data files.

Data Transform
Custom Advanced IoT Connectors can transform data for schema conversion, filtering, and other requirements.

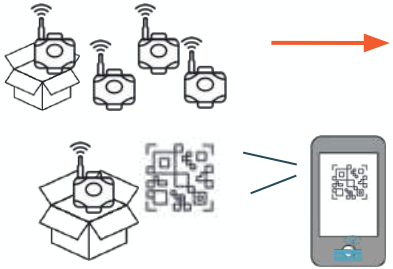
Device data events are published to one or more applications, this can be controlled by Administrators.

3rd Party Device Clouds

Your Custom Hardware



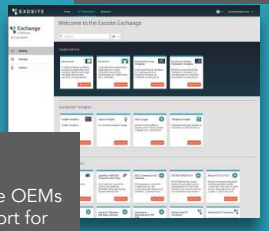
Partner Edge Products



Cloud-2-Cloud Integrations
Off the shelf or build your own connection using native protocols or HTTP/MQTT client services.

Standard - Connect Your Own
Tools, Schema, and Device API to build your own device connector for your edge devices.
- HTTPS / MQTT API
- Provisioning and Authorization
- Content Upload/Download
- ExoEdge Python CLient or Embedded Libraries Available

Off-the-Shelf IoT Marketplace
Exosite and partners have created IoT Connectors to support Edge devices off the shelf, for immediate use. These are available in Exchange



EveryCloud™
Device Cloud and Portal functionality for hardware OEMs to sell hardware to end-users with hands-off support for device registration, device web services, and 'drop-in' support for ExoSense and subscription service for third-party Applications

Subscription based Web Service API

3rd Party Applications and Platforms

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EXCHANGE
IoT MARKETPLACE

Companies can deploy solutions instantly from Exchange into their Exosite account.

Exosite and third-party off-the-shelf services for device connectivity, Insights, and integrations are available to add to solutions or build your own using a template.

Applications
Off-the-Shelf IoT Solutions

ExoSense® & ExoSense® Vertical Templates

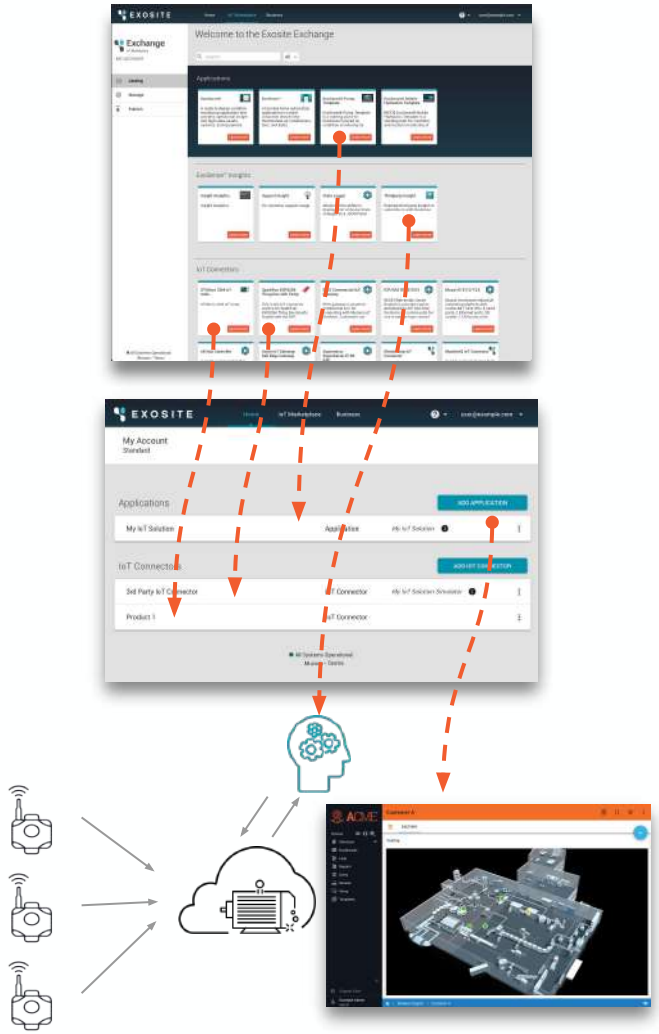
- A configurable asset condition monitoring application
- Preconfigured templates with simulated assets, templates, user structure, off-the-shelf hardware, and features

IoT Connector Services
Device Connectivity & Data Ingestion

- Off-the-shelf hardware IoT connectors
- Third-party published IoT connectors
- EveryCloud templates - publish your own
- Device cloud IoT connector
- Device cloud-to-cloud templates

Insights
Programmable Stream Analytics & Integration Services

- Develop and publish your own
- Third-party published Insight services
- Business software Integrations
- Exosite-developed Insights



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murano
IoT PLATFORM BY EXOSITE

ExoSense

Digital Twin Asset streaming signal data is made available to Insight functions.

Insights: Turn Analytics and Logic into Actions

Stream Analytics and Integration Services, Support for Hosted & External Integrations

Streaming Data Interface

Inlet and outlet based schema that allows function blocks to be dropped into the Asset signal pipeline for direct end user use.

Transforms

Convert 1 or more signal streams for data conversion and simple logic operations.

Rules

Run rule functions to look at the condition of signals and assets, which can then alert users and record state changes to the asset log.

Analytics / Machine Learning

Take existing system knowledge or use Machine Learning platforms to derive actionable data.

Custom Inline (NEW)

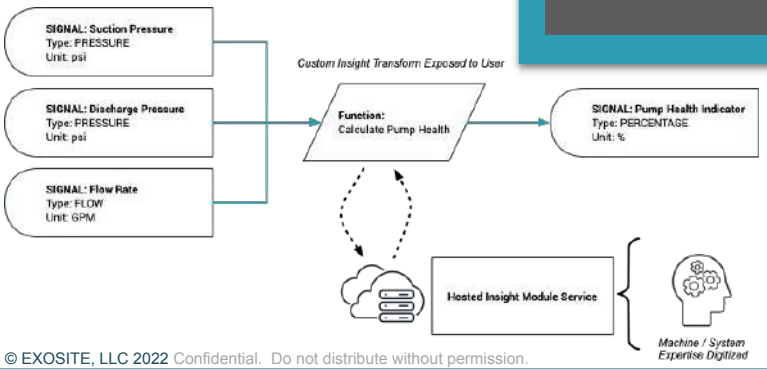
Add inline functions to your ExoSense instance using math.js or JSONe through a simple UI that allows testing your functions before enabling for users.

Off-the-Shelf IoT Marketplace

Exosite provides Off the Shelf rules and transforms with ExoSense. Exosite and Partners provide advanced Insight modules in Exchange. Customers may build insights and re-use in their business network

External Hosted

Insight modules may be build and hosted on any infrastructure platform that supports web service hosting. This allows companies to use Exosite Murano or maintain their code in existing platforms.



Partner Highlight: Boon Logic

An unsupervised Machine Learning platform. Exosite offers an off the shelf Insight integration that allows turning on ML for signal streams with immediate results.

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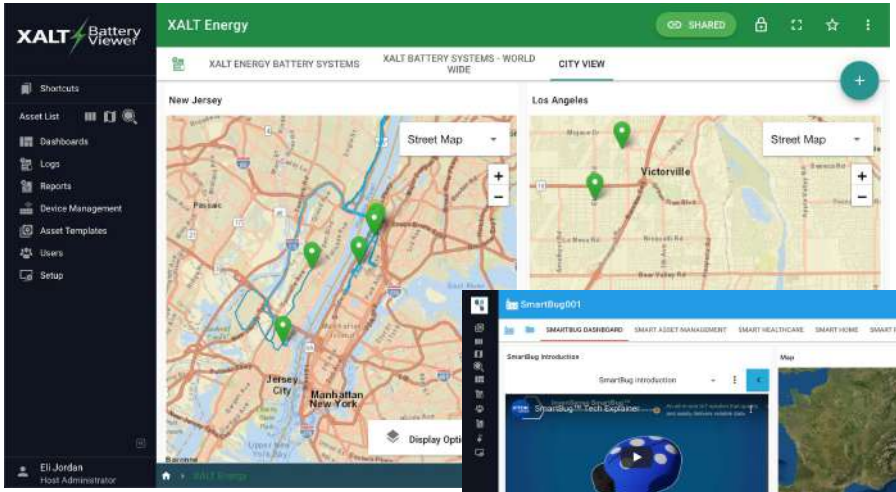

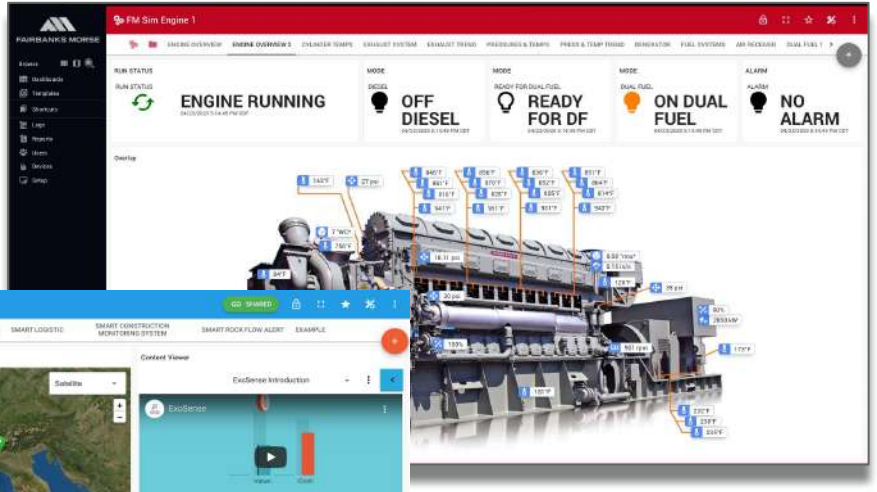

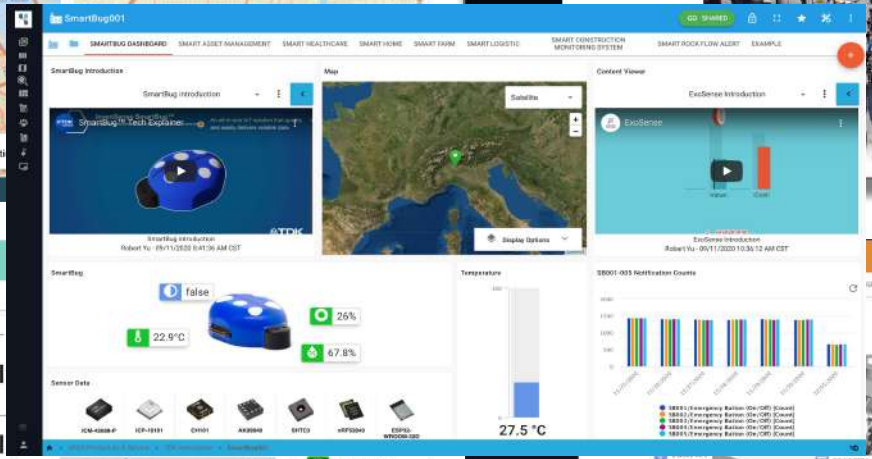

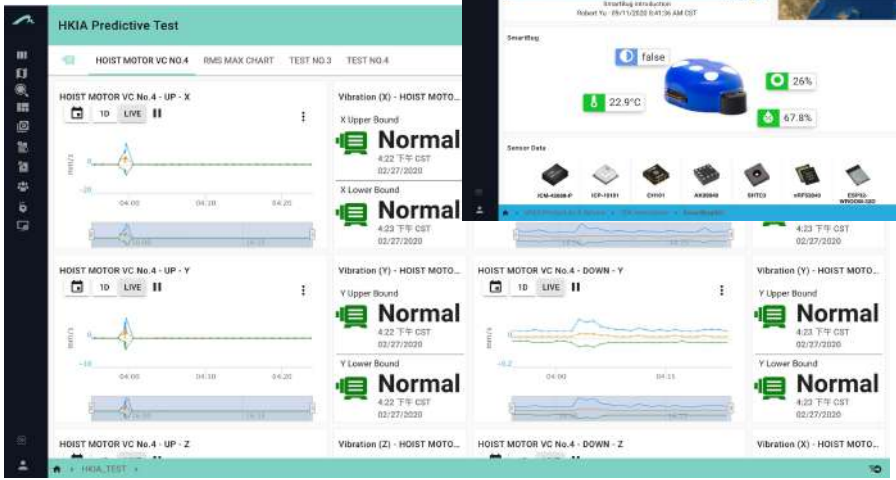

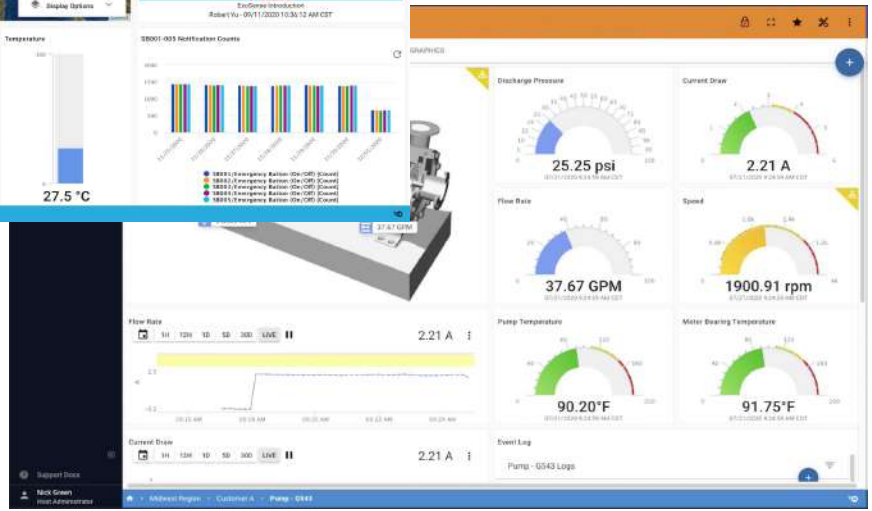

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ExoHome™

Home Automation Solution

COLLECT

YOUR DEVICE

AGGREGATE

IFTTT · amazon alexa

SERVICES

ENTERPRISE INTEGRATIONS

CUSTOM FIRMWARE DEVELOPMENT

HAMV FIRMWARE SDK

EMBEDDED HW

PRODUCT APIs

DEVICE MANAGEMENT

murano IoT PLATFORM BY EXOSITE

APPLICATION SERVICES

CUSTOM APIs

ENTERPRISE INTEGRATIONS

SERVICES

EXTERNAL WEB SERVICES

DATA COLLECTED

CONSUME

YOUR APPLICATIONS

CUSTOM APP DEVELOPMENT

HAMV MOBILE APP SDK

DATA ENRICHMENTS

ANALYTICS ALGORITHMS

ANALYTICS SERVICES

KEY: Exosite core technology · Application-specific customizations · Customer hardware, integrations, and partnerships

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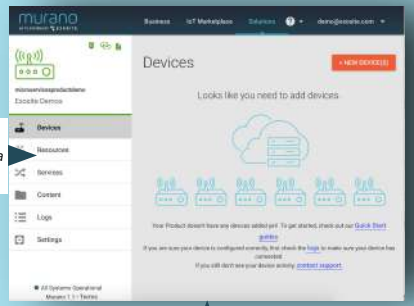
ExoHome Pro

ExoSense™
Condition Monitoring Solution

taiseia SMART HOME

Wi Fi™

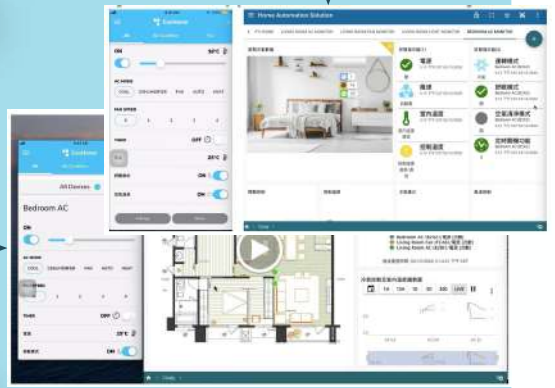
murano
IoT PLATFORM BY EXOSITE

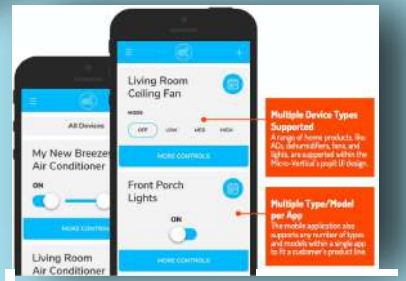


ExoSense config / data schema

CNS 16014

ExoHome™
Home Automation Solution





ExoHome Mobile APP +
ExoSense Dashboard

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Partner Solutions

Intro of our partner's collaboration

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Off-the-Shelf IoT Solutions

Exosite has worked with technology partners to provide connectivity hardware, analytics, and integrations to get you started quickly for your Industrial IoT application needs

ICP DAS Air Quality Monitoring Solution
By ICPDAS x Exosite Bundle
The DL-300 series data logger devices record CO, CO2, temperature, humidity, and dew point information, including date and time stamps, and are able

AIONT Pump Predictive Maintenance
By AIONT x Exosite Bundle
The AIONT Pump Predictive Maintenance solution is a turn-key system for pumping applications requiring pump health monitoring and predictive

eSol Indoor Air Quality Monitoring
By eSol x Exosite Bundle
The eSol Indoor Air Quality Monitoring solution is an off-the-shelf system that has multiple air quality and environmental sensors for

eSol Smart Pump Preventative Maintenance
By eSol x Exosite Bundle
The eSol Smart Pump Preventive Maintenance solution is a turnkey system that leverages Exosite's ExoSense®

eSol Smart Lift Monitoring Solution
By eSol x Exosite Bundle
The eSol Smart Lift Monitoring solution is a turnkey system that combines Exosite's ExoSense® application, current transformer (CT) sensors, a cellular gateway

IESS Smart Freezer Monitoring
By IESS x Exosite Bundle
The IESS Smart Freezer Monitoring solution provides a cost effective and easy-to-install freezer monitoring system with high precision

ICP DAS Stack Light Monitoring Solution
By ICPDAS x Exosite Bundle
The ICP DAS stack light monitoring system is an off-the-shelf solution for remote monitoring of manufacturing execution system (MES)

eSol Smart Remote Monitoring and Control
By eSol x Exosite Bundle
Off the shelf IoT devices equipped with the latest technology provide more flexibility, convenient and higher accuracy on subject sensing

eKoral Smart Aquaculture
By eKoPro x Exosite Bundle
This off-the-shelf bundle combines Exosite's ExoSense® application with the eKoral sensing and control kits to provide a complete and extensible monitoring and

Artila Temperature/Humidity Monitoring
By Artila x Exosite Bundle
The Artila TH-752 IoT kit provides battery-powered, IP67-rated, wireless long-range temperature and humidity

ReliaGATE ESF Condition Monitoring
By Eurotech
ExoSense preconfigured for your ReliaGATE gateways running ESF.

ESMT Coldchain Monitoring
By APAC Bundle Applications
This solution combines the SINEWY DIS-8001 temperature sensors with Sigfox data loggers and an off-the-shelf configurable application that

Echo Wireless Vibration Monitoring
By MTS Systems
Enables you to connect your Echo Wireless Vibration Monitoring System and monitor your assets remotely via the cloud

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Total Solution

- Pump predictive maintenance
- Smart lift
- Air quality monitoring
- Cold chain monitoring
- Temperature/Humidity monitoring
- Stacklight monitoring
- Vibration monitoring
- Machine learning/data analytics

Integrated IoT Hardware

- Sensors
- Industrial IoT gateways
  - ICP DAS
  - Artila
  - Wintec
  - Moxa
  - Eurotech
  - Aiont

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Case Studies

Showcase of Exosite solution in different industries

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Demo

Murano and ExoSense live demo

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Thank You!

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