Application Overview: Lone Workers
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Who are Lone Workers?

- People who performs an activity that is carried out in isolation from other workers without close or direct supervision
Where are Lone Workers Found?

• They could be:
  – Someone who works outside normal hours
    • Security, plant maintenance
  – Someone who is mobile and works away from a fixed base
    • Construction, utility workers, pipeline
  – Someone who may work at a facility where it is so large they work alone or are remote.
Lone Worker Applications

• Oil & Gas (Upstream, Midstream, Downstream)
  – Inspections and maintenance
  – Surveyors, land managers, drillers, refinery workers and drivers

• Chemical
• Environmental
• Wastewater
• Utilities
• Steel Production
US Lone Worker Regulations

• By law, employers have a responsibility to protect their workers regardless of whether they’re surrounded by colleagues or alone on an assignment.

• Only a few government resources on lone work are available to employers, and some vague language in OSHA’s regulations opens the door to more questions.

Canadian Lone Worker Regulations

• Many regions have safety regulations for Working Alone or in Isolation.
• Canada - Federal:
  – Under Canada Bill C-45 (which applies to the Code of Liabilities for Corporations), the Criminal Code has been amended such that organizations and even individuals may be criminally liable for failure to take reasonable measures to protect employee safety (effective March, 2004).
    – Canada Bill C-45
• Canada – Provincial:
  – Alberta, British Columbia, Manitoba, Saskatchewan
Other Global Lone Worker Regulations

- Australia
- France
- Germany
- United Kingdom
- Spain
## Gas Detection+Lone Worker Solutions

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Gas Detector</th>
<th>App or Software</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blackline Safety</td>
<td>• G7c</td>
<td>• Blackline Live</td>
</tr>
<tr>
<td></td>
<td>• G7x</td>
<td></td>
</tr>
<tr>
<td>Honeywell</td>
<td>• ConneX1 H2S (single gas)</td>
<td>• Safety Communicator</td>
</tr>
<tr>
<td></td>
<td>• MicroRAE</td>
<td>• ProRAE Guardian</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Trakopolis</td>
</tr>
<tr>
<td>MSA</td>
<td>• Altair 4XR</td>
<td>• ALTAIR Connect App</td>
</tr>
<tr>
<td></td>
<td>• Altair 5X</td>
<td></td>
</tr>
<tr>
<td>Industrial Scientific</td>
<td>• Ventis Pro 4</td>
<td>• iNet Sync App with iNet Now</td>
</tr>
<tr>
<td></td>
<td>• Ventis Pro 5</td>
<td></td>
</tr>
</tbody>
</table>
Blackline Safety: Overview

• Newer to gas detection
• Integrated cell and GPS into the device for real time cloud connection and location
  – (Satellite option available)
• 24/7 Call Center for response to alerts
• Ties in with Blackline Live cloud solution
Blackline Safety: Key Takeaways

• Is this a gas monitor or a LW device?
• Limited sensor options and Diffusion only
• Does not offer any other wireless options for peer-to-peer or area monitoring
• Does not offer any integration with 3rd party software or any fleet companies
• Does not offer any of the on-board features that can help keep the person safe (Alarm action messages, full screen alarms, etc)
• Do you want to rely solely on a call center?

• **Bottom Line:** This is more of a LW device than a gas detector and their man-down alert includes impact and is very sensitive
MSA: Overview

- Altair 4XR/5X with BLE paired and Altair Connect App on Smartphone (Android only)
- Used primarily to mirror what is on the monitor – and do simple user programming from a smartphone
MSA: Key Takeaways

• Does not offer any cloud connection or map view
• Does not offer supervisor mode to monitor remotely
• No integration with 3rd party software
• Does not offer any other wireless options for peer-to-peer or area monitoring
• Does not offer any of the on-board features that can help keep the person safe
• Not an automatic connection – has to be paired

• **Bottom Line:** The MSA option has very limited functionality and is difficult to pair with a smartphone
HON Lone Worker: Overview

• Combines a wireless portable gas detector, a vehicle-mounted router and a web interface with optional smartphone app

• Uses different software solutions:
  – 3rd party company for their Cloud and Fleet software (Trakopolis out of Canada)
  – HON software (Safety Connect App, ProRAE Guardian and ProRAE Studio)
HON Lone WW: Key Takeaways

• MicroRAE four gas will not least a full shift due to battery drain from GPS inside the monitor
• MicroRAE does not offer all the unique safety features on the instrument that the Ventis Pro has, is diffusion only, and has just five sensor options.
• Must purchase PRG license to get data to cloud

• Bottom Line: The HON solution is complex, and the MicroRAE doesn’t offer many features necessary in a lone worker application
## Revenue Opportunities

<table>
<thead>
<tr>
<th></th>
<th>Customer A</th>
<th>Customer B</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong># of Gas Detectors</strong></td>
<td>50</td>
<td>500</td>
</tr>
<tr>
<td><strong>Model</strong></td>
<td>Ventis Pro 4 Std. 4 gas</td>
<td>Ventis Pro 5 Std. 4 gas + SO2</td>
</tr>
<tr>
<td><strong>iNet Now Subscription</strong></td>
<td>$50/month + $250/unit activation fee</td>
<td>$50/month* + $250/unit activation fee</td>
</tr>
<tr>
<td><strong>Non-iNet Pricing</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gas Detector List Price</td>
<td>$999</td>
<td>$1,499</td>
</tr>
<tr>
<td>Initial Sale</td>
<td>$62,450</td>
<td>$874,500</td>
</tr>
<tr>
<td>Added Revenue: Monthly</td>
<td>$2,500</td>
<td>$25,000</td>
</tr>
<tr>
<td>Added Revenue: Annual</td>
<td>$30,000</td>
<td>$300,000</td>
</tr>
<tr>
<td>Added Revenue: 4-years</td>
<td>$120,000</td>
<td>$1,200,000</td>
</tr>
<tr>
<td><strong>iNet Contract Pricing</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Monthly iNet Pricing</td>
<td>$59/month</td>
<td>$79/month</td>
</tr>
<tr>
<td>iNet Now Subscription</td>
<td>$50/month</td>
<td>$50/month</td>
</tr>
<tr>
<td>Added Revenue: Monthly</td>
<td>$5,450</td>
<td>$64,500</td>
</tr>
<tr>
<td>Added Revenue: Annual</td>
<td>$65,400</td>
<td>$774,000</td>
</tr>
<tr>
<td>Added Revenue: 4-years</td>
<td><strong>$261,600</strong></td>
<td><strong>$3,096,000</strong></td>
</tr>
</tbody>
</table>

*Contact your sales director for volume pricing"
Target Industries for Lone Workers

- Utilities
  - Meter readers, Technicians
- Oil and Gas
  - Upstream: Drillers, Surveyors
  - Midstream
  - Downstream
  - Contractors
- Transportation
- Construction
- Manufacturing
Key Questions to Ask Your Customers

1. How do you intend to monitor your workers?
   – Only remote Lone Workers? Are some in a plant?
   – Who is monitoring? Manager? Supervisor? Call center?

2. What alerts are important to you in the Moment?

3. Do you want to use the monitoring device for other applications?
   – Confined Space? Area Monitoring? Other Wireless/Peer-to-Peer? Integration with iNet?
How to Overcome Objections

• Industrial Scientific is new to Live Monitoring
  – We are investing heavily in cloud solutions
  – Doing business in the Cloud longer than anyone
  – Our cloud solutions are trusted by more Fortune 500 companies than any other vendor in our space

• This other company offers GPS in their device?
  – GPS can drain the battery very quickly
  – This is a life saving device – the gas detector needs to work and last throughout the shift

• What if I need fleet integration?
  – We have future plans to tie into fleet and other 3rd party applications through our API and partners, options that our competition doesn’t have
Remember Our Key Differentiators

1. iNet Cloud Solutions
   - iNet Now, iNet Control, iNet Exchange

2. LENS Wireless
   - Peer-to-Peer communication
   - Option to connect wirelessly to Area Monitors

3. Trusted Partner in Gas Detection
   - 30+ years in the gas detection industry
   - Monitor options and reliable sensor performance
   - Doing business in the cloud for 12+ years
   - Our channel partners and their expertise
QUESTIONS
Happy Selling!

1. Show up early
2. Stay late
3. Have 10 deals working for every one you want.
4. Spend zero time crying about how unfair the world is.

Grant Cardone

The 10x Rule

Your customer doesn’t care how much you know until they know how much you care.

Damon Richards

www.eliteresolution.com
@eliteresolution

“Every no gets me closer to a yes.”

Mark Cuban

YES
## Competitive Overview: Gas Detector

<table>
<thead>
<tr>
<th></th>
<th><strong>Blackline Safety G7c</strong></th>
<th><strong>HON MicroRAE</strong></th>
<th><strong>MSA Altair 4XR</strong></th>
<th><strong>MSA Altair 5X</strong>*</th>
<th><strong>ISC Ventis Pro 4/5</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>IP Rating</strong></td>
<td>IP65</td>
<td>IP67</td>
<td>IP68</td>
<td>IP65</td>
<td>IP68</td>
</tr>
<tr>
<td><strong>Sensor Options</strong></td>
<td>6</td>
<td>5</td>
<td>7</td>
<td>20</td>
<td>13</td>
</tr>
<tr>
<td><strong>Panic Button</strong></td>
<td>Yes (Latch)</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes (Button)</td>
</tr>
<tr>
<td><strong>Pump Option</strong></td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Runtime (Diffusion)</strong></td>
<td>20 hours</td>
<td>11 hours</td>
<td>24 hours</td>
<td>20 hours</td>
<td>12-24 hours</td>
</tr>
<tr>
<td><strong>Instrument Warranty</strong></td>
<td>2 years</td>
<td>2 years</td>
<td>3 years</td>
<td>3 years</td>
<td>GFL</td>
</tr>
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</table>
## Competitive Overview: Monitor Options

<table>
<thead>
<tr>
<th></th>
<th>Blackline Safety G7c</th>
<th>HON MicroRAE</th>
<th>MSA Altair 4XR</th>
<th>MSA Altair 5X*</th>
<th>ISC Ventis Pro 4/5</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Alarm Action Messages</strong></td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Full Screen Alarms</strong></td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Language Options</strong></td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Confined Space/Sampling</strong></td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Area Monitoring Integration</strong></td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
</tr>
</tbody>
</table>
# Competitive Overview: Wireless Options

<table>
<thead>
<tr>
<th></th>
<th>Blackline Safety G7c</th>
<th>HON MicroRAE</th>
<th>MSA Altair 4XR</th>
<th>MSA Altair 5X*</th>
<th>ISC Ventis Pro 4/5</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Peer Alarms</strong></td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>GPS in monitor</td>
<td>BLE to SmartPhone or GPS in monitor</td>
<td>No</td>
<td>No</td>
<td>BLE to SmartPhone or Gateway</td>
</tr>
<tr>
<td><strong>Cloud connectivity</strong></td>
<td>Instrument/Cell; Satellite with G7x</td>
<td>Via Smartphone, Mesh or Wi-Fi</td>
<td>No</td>
<td>No</td>
<td>Via Smartphone or Gateway</td>
</tr>
<tr>
<td><strong>Connection to Smartphone</strong></td>
<td>n/a</td>
<td>Must be Paired</td>
<td>Must be Paired</td>
<td>Must be Paired</td>
<td>Automatic</td>
</tr>
<tr>
<td><strong>SmartPhone App/Software</strong></td>
<td>Blackline Live (Web)</td>
<td>Safety Communicator to Trakopolis or PRG</td>
<td>Altair Connect</td>
<td>Altair Connect</td>
<td>iNet Now</td>
</tr>
</tbody>
</table>