Target Audience

iNet Now monitors workers in real time. The software generates real-time alerts for gas, panic, and man-down alarms, and provides a map to understand worker status.

<table>
<thead>
<tr>
<th>ROLE/FUNCTION</th>
<th>TOP OF MIND ISSUES</th>
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</table>
| Safety Leader     | • Validate the right procedures, equipment, systems, and people are in place to eliminate or reduce risks  
                   | • Muster political goodwill and support for the expenses related to the above  
                   | • Ensure proper training and equipment to keep people safe                        |
| Safety Supervisor | • Deliver incident diagnostics - What went wrong? Could it happen again? Prevention?  
                   | • Reduce false alarms  
                   | • Measure gas levels with better, more accurate techniques  
                   | • Find trends in data/results that indicate risk to workers or processes           |
| Safety Technician | • Ensure equipment is robust, accurate, and dependable and that all needed equipment is available  
                   | • Build a culture of safety and demonstrate safety leadership                      |
| Worker            | • Finish work quickly and safely  
                   | • Manage length and scope of work  
                   | • Reduce supervisors interference, they slow teams down with procedural items      |

Probing Questions

• Do you know what hazards your people are exposed to?
• Do you know if your gas detectors are working properly in the field?
• Do you know how your gas detectors are really being used?
• How do you demonstrate compliance with corporate and regulatory mandates?

Value of iNet® Control

1. Know which hazards exist
2. Easily manage gas equipment
3. Know how gas detectors are being used
4. Demonstrate compliance
5. Manage only what you need to worry about

Elevator Pitch

iNet Control gives you visibility into your gas detection program.

For safety professionals who want to better understand their gas detection programs, iNet Control is a hosted cloud application providing alerts, historical data, and custom reports about gas detectors covering gas exposure, alarms, and instrument usage/health. Unlike the competition, iNet Control offers visibility across all core safety responsibilities – hazard, people, and equipment management.
Features of iNet Control

1. Know which hazards exist
   a. Recurring, scheduled alarm summary reports which highlight all instrument alarm events including man-down, panic, and gas alarms
   b. Alarm trends and graphs
   c. Detailed historical data showing all gas reading data by instrument and user as well as panic and man-down

2. Easily manage gas equipment
   a. Ability to set schedules for bump testing and calibrations to ensure instruments are tested and calibrated as required
      i. Set schedules for bump tests, calibrations, data download, and diagnostic data
   b. Alerts when instrument firmware updates are available
   c. Instrument settings verification, update, and alerts
      i. Make sure gas detectors are configured properly and receive alerts when there are changes
   d. Equipment groups
      i. Apply different settings to specific groups of instruments
      ii. Save complete history of all settings and all equipment groups
   e. Bump/calibration certificates and history
      i. Ensure complete documentation
      ii. Capture data on manual bump tests and calibration
   f. History of all components and users of instruments
   g. Instrument reports
      i. Overdue bump tests and calibrations
   h. Calibration gas monitoring and alerts when needs replenished

3. Know how gas detectors are being used
   a. Gas detector user creation, assignments, and history
      i. Understand who has what instrument and when they are using it
      ii. Assign specific settings for each user
   b. Complete datalog
      i. Understand how users responded during alarms and when gas detectors are used
      ii. Documented usage history
   c. User groups with different settings and permissions, alerts when settings are changed

4. Demonstrate compliance
   a. Documented history and reports of instrument bump test and calibration
   b. Calibration certificates
   c. Records available on demand
5. Manage only what you need to worry about, manage by exception
   a. Alerts sent via email detailing each gas alarm event including:
      i. Gas type
      ii. Alarm duration
      iii. Peak gas concentration
      iv. Average gas concentration
      v. Instrument
      vi. Instrument user
      vii. Instrument location
   b. Alerts sent via email when instruments not seen / no data
   c. Alerts sent via email regarding all gas detectors parts such as batteries and sensors
   d. Understand what equipment needs attention
   e. Alerts sent via email for improper gas detector usage
      i. Know who used which instruments without being bump tested or calibrated
      ii. Know who turned off an instrument during a critical alarm event
      iii. Know who changed a critical setting
      iv. Know who manually calibrated instruments and completed manual bump tests

Competitors

<table>
<thead>
<tr>
<th>FEATURE</th>
<th>INET CONTROL</th>
<th>MSA LINKPRO</th>
<th>HONEYWELL PRORAE STUDIO II</th>
<th>HONEYWELL BW FLEET MANAGER II</th>
<th>DRAGER XDock MANAGER</th>
<th>HONEYWELL IQ</th>
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</thead>
<tbody>
<tr>
<td>Hosted cloud application</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>No installation required</td>
<td>✔</td>
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<tr>
<td>No additional software purchase</td>
<td>✔</td>
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<td></td>
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<tr>
<td>Schedule bump and calibration</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Partial</td>
</tr>
<tr>
<td>Communicate to docks on network</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>Automatic firmware updates</td>
<td>✔</td>
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<tr>
<td>Custom reports</td>
<td>✔</td>
<td>Partial</td>
<td>Partial</td>
<td>Partial</td>
<td></td>
<td>Partial</td>
</tr>
<tr>
<td>Support equipment groups</td>
<td>✔</td>
<td>✔</td>
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<td>✔</td>
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<tr>
<td>Email gas, panic, and man-down alerts</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Track cylinders</td>
<td>✔</td>
<td>✔</td>
<td></td>
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<tr>
<td>Update/maintain instrument settings</td>
<td>✔</td>
<td>Partial</td>
<td>Partial</td>
<td>Partial</td>
<td></td>
<td>Partial</td>
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<tr>
<td>Sensor span history trends</td>
<td>✔</td>
<td></td>
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<td>✔</td>
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<tr>
<td>Bump and calibration overdue reports/alarms</td>
<td>✔</td>
<td>✔</td>
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<td>✔</td>
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Competitive Response
Use these talking points in competitive situations

Honeywell
- Honeywell has many disjointed and competing offerings making it hard for customers to understand which solution is right for them.
- Honeywell doesn’t offer a cloud solution so there is significant effort required to get software setup and working.
- Customers have complained about the user experience across Honeywell’s software and hardware offerings.
- Honeywell has many products to sell, and, as a result, they push additional offerings that the customer might not need in order to make a sale and make up gaps in their software solutions.

MSA
- MSA has an older product and hasn’t responded to customer demands such as moving to the cloud and automating firmware updates.
- MSA stops at sending alerts; they don’t have fully built reports and they don’t give full visibility into gas detectors.
- MSA doesn’t give full visibility into sensors because they rely on warranties for additional business and don’t want customers to explore the data.
- MSA doesn’t automate firmware updates because they want customers to buy new gas detectors or purchase extended warranties to get updates.

Drager
- Drager’s offerings are built with engineers in mind rather than safety professionals.
- Drager’s share in the portable gas detection business has been declining.

Resources
iNet Control video https://youtu.be/xz2U05il5ul

Key Contacts
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