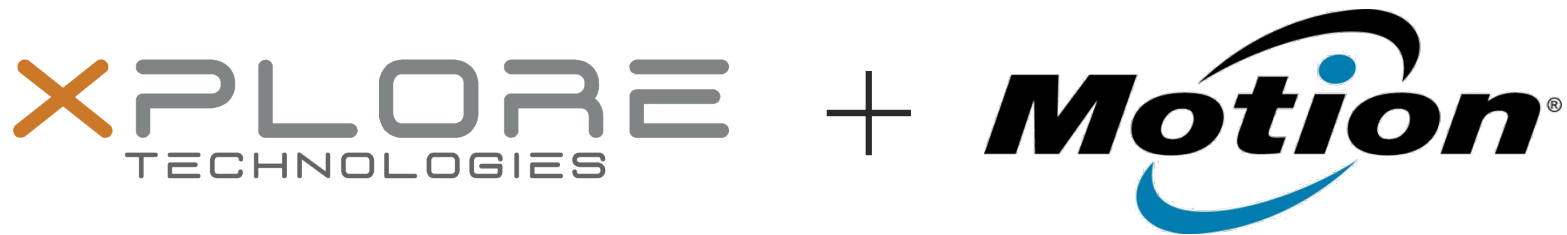# The Xplore Integrated Mobility Solution

Paul Russo

Director Global Deployment Support
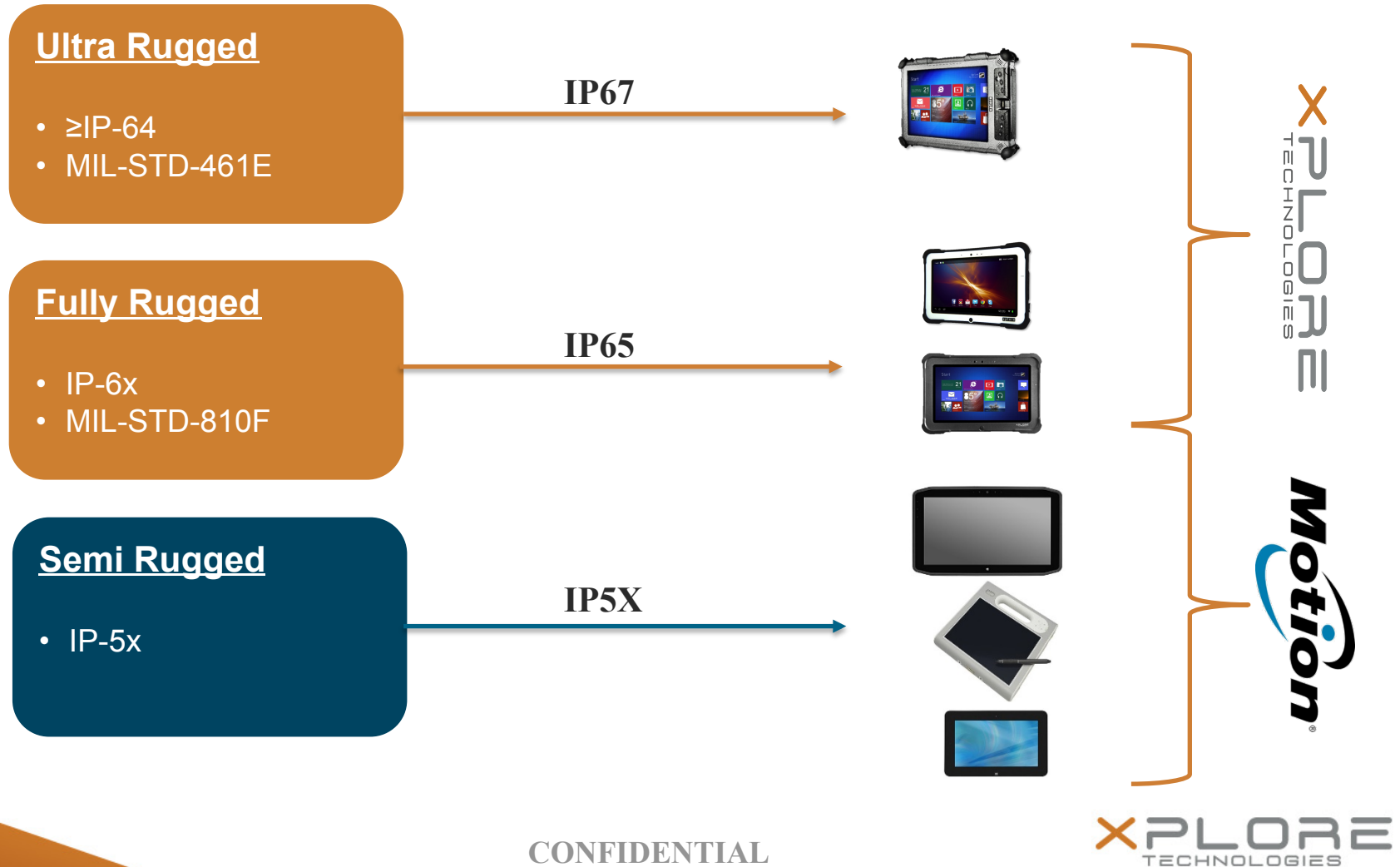
2 Leaders…Stronger Together

Xplore has acquired Motion Computing

What this means to partners and customers

- <u>One Company, Single Point of Accountability for Rugged Mobility</u>
  - Broader product line: IP52 $\rightarrow$ IP67, Windows or Android,
  - Complementary product lineup that addresses wide range of workflows
  - NASDAQ listed

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Complementary Product Lines

Ultra Rugged

- ≥IP-64
- MIL-STD-461E

IP67

Fully Rugged

- IP-6x
- MIL-STD-810F

IP65

Semi Rugged

- IP-5x

IP5X

Mobilizing Mission Critical Processes

The Xplore Technologies and Mi-Corporation solution empowers mobile workers at the point-of-service

Mi-Co is a leading provider of handwritten-forms based software for the Xplore Tablet PC.

Mi-Co's Mi-Forms software can get you the most out of your Xplore Tablet with intelligent edit checks and back-end integrations leading to faster, cleaner data and improved efficiencies.

A Rugged Mobile Platform for Vertical Markets

With a dedication to business productivity, Xplore offers solutions that optimize mobile performance

- Platforms designed for demanding mobile environments
- Customized accessories designed for mobile workflows
- Services to optimize deployments & results
- Enterprise support for business integration
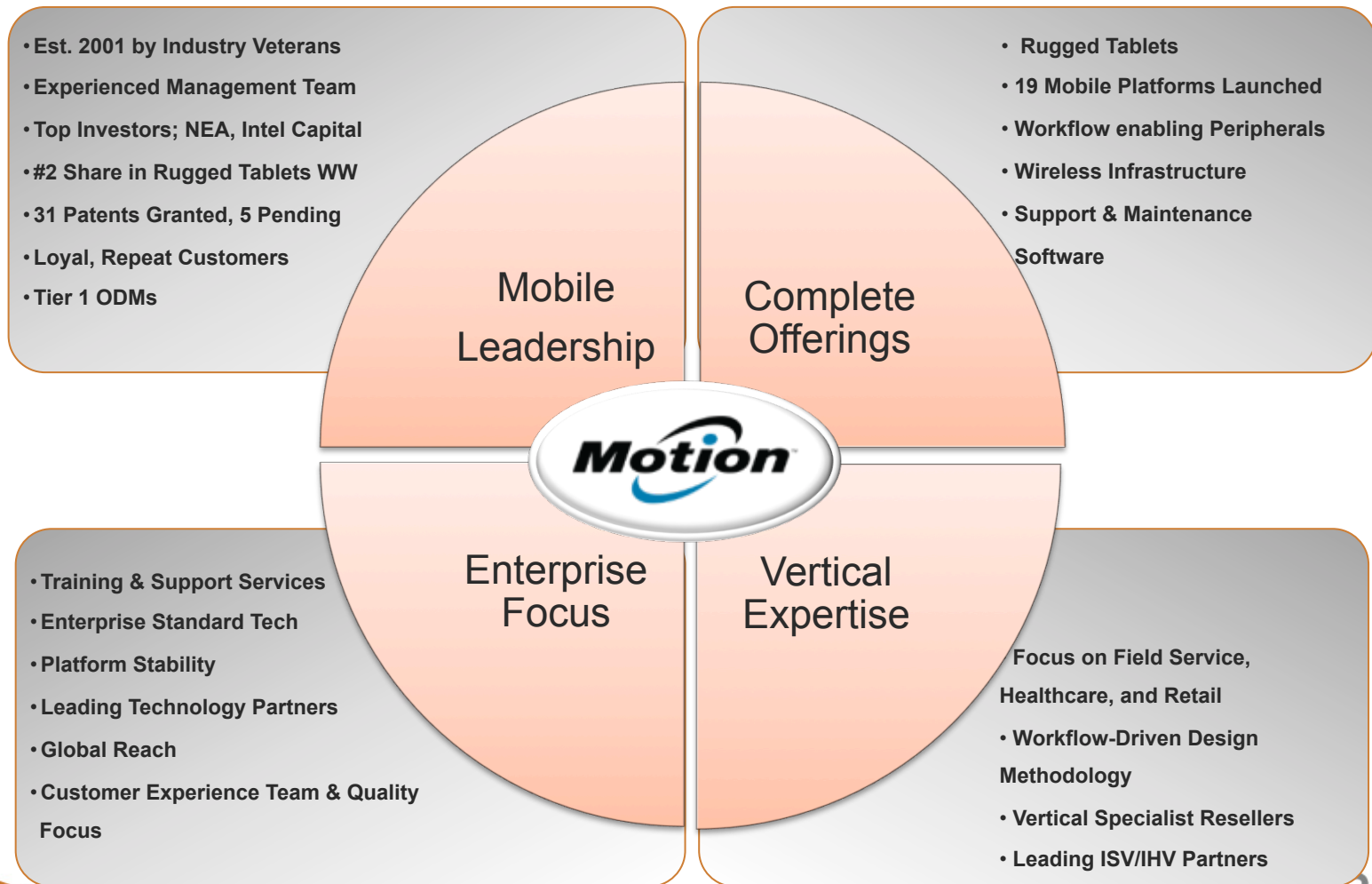- Integrated features for improved documentation processes

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Motion Story

A leader in providing mobility platforms to vertical markets

- Est. 2001 by Industry Veterans
- Experienced Management Team
- Top Investors; NEA, Intel Capital
- #2 Share in Rugged Tablets WW
- 31 Patents Granted, 5 Pending
- Loyal, Repeat Customers
- Tier 1 ODMs

Mobile Leadership

- Rugged Tablets
- 19 Mobile Platforms Launched
- Workflow enabling Peripherals
- Wireless Infrastructure
- Support & Maintenance Software

Complete Offerings

Enterprise Focus

- Training & Support Services
- Enterprise Standard Tech
- Platform Stability
- Leading Technology Partners
- Global Reach
- Customer Experience Team & Quality Focus

Vertical Expertise

Focus on Field Service, Healthcare, and Retail
- Workflow-Driven Design Methodology
- Vertical Specialist Resellers
- Leading ISV/IHV Partners

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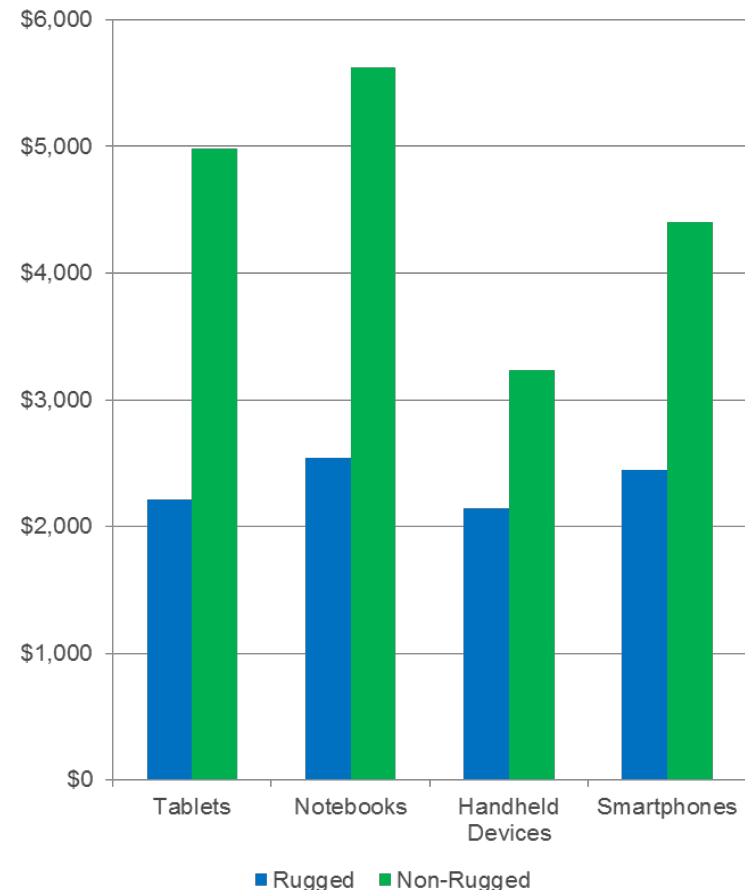# The Xplore Story… 18 Years of Innovation

- 18 years making rugged tablets only

  - Most experienced rugged tablet PC manufacturer

- In Growth Mode

  - Four consecutive years of growth

- #1 in the Ultra Rugged tablet market

  - Combined Company will be #2 in the rugged tablet market!

- Leader in innovation

  - Displays, field serviceability, docking

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Total Cost of Ownership - Ruggedness

Cost of Mobility is more than the initial purchase price

- Cost of Mobility is more than initial cost of tablet or other device

- Commercial – Grade Tablets have about ½ cost of Consumer-grade tablets (VDC)

- The perceived lower cost of consumer grade tablets can be a "siren's call" that can lead business down a path that will ultimately lead to more cost, energy and downtime for their employees.

Rugged device TCO measurably lower in comparison to non-rugged TCO

Bar chart comparing Rugged vs Non-Rugged TCO across Tablets, Notebooks, Handheld Devices, and Smartphones. Y-axis ranges from $0 to $6,000.

The Product Family

Feature	Motion CL920	Motion R12	Motion C5/F5m
Durable	MIL-STD-810G	MIL-STD-810G	MIL-STD-810G
Sealed	IP52-rated	IP54-rated	IP54-rated
CPU	Intel® N3540 Quad core	Intel® Core™ i5 or i7 vPro™	Intel® Broadwell Gen Core™ i3, i5 or i7 vPro™
Integrated Components*	Web camera, documentation camera, barcode scanner, MSR/Debit card reader	Documentation camera, web camera, barcode scanner, RFID reader	Web camera, documentation camera, barcode scanner, Smartcard reader
Advanced Communications	802.11 Dual Band-AC 4g LTE w/Gobi™ Connectivity GPS capabilities Bluetooth® 4.0	802.11 ac wireless 4G LTE Multi-Carrier capable Connectivity GPS capabilities Bluetooth® 4.0	802.11 ac wireless 4G LTE Multi-Carrier capable Connectivity GPS capabilities Bluetooth® 4.0
Displays	10.1" High Definition (1366 x 768) View Anywhere® display with Corning® Gorilla® Glass 3	12.5" Full High Definition (1920 x 1080) View Anywhere® with Corning® Gorilla® Glass 3	10.4" (1024 x 768) View Anywhere® with Corning® Gorilla® Glass
Battery Life	~8 hours (sealed battery)	> 9 hours (hot-swappable)	> 7 hours (hot-swappable)
Weight	1.9 lbs.	2.9 lbs	3.3 lbs

Xplore Product Family

Product	iX104 (C6)	Bobcat	RangerX Pro
Year Introduced	2001	2014	2013
Market Segment	Ultra-Rugged	Fully-Rugged	Fully-Rugged
Price Range	$3,299 - $7,299	$2,199-$3,000	$1,399-$2,000
Weight	5.4 lbs.	2.4 lbs.	2.2 lbs.
Operating System	Windows	Windows	Android
Display	←	Bright Sunlight Readable	→
Features	• Field serviceable • Best outdoor display (1300 NITS) • Only RAID configurable tablet	• Full array of multiple ports standard • Expandable options; barcode, RFID	• Google certified • Only HDMI-In and Gigabit Ethernet

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Motion R12
Mobile Worker

A powerful, flexible, 12.5"
rugged TPC, ideal for
mission critical professionals
that split their time between
the field and office.

Target Markets:

- Public Safety – Police/ Fire
- Construction – AEC, Site Supervisors
- Insurance – Claims Agents
- Utilities – Supervisors, Field Engineers
- Health Care - Physicians

Motion CL920
Mobile Worker

Highly mobile with
requirement for a lightweight
& durable device Designed
for task-oriented workflows,
requiring sufficient
processing power to run
LOB specific apps or web-
based apps. Mobile rugged
projects under budget
constraints

.

Target Markets:

- OEMs – Long life cycle solution
- Retail line busting – Mobile POS
- Healthcare – Home Health, & Hospice service
- Direct Store Delivery
- Construction – Trade contractors, Inspectors

Motion F5m
Field Worker

The Motion F5 Mobile
Field Tool is a lightweight,
rugged mobile tablet PC
designed specifically for
the mobile field worker
that supports task specific
field applications with
integrated functionality in
a durable, light and easy
to carry form factor

Target Markets:

- Public Safety – Police, Fire, Ambulatory Services
- Utilities – Line Workers
- Manufacturing
- Oil and Gas
- Mining
- Construction – Contractors
- Military

Motion C5m
Healthcare Worker

The first Mobile Clinical
Assistant that is a hospital
grade rugged computing
device that supports
clinicians and home
health workers to provide
secure quality patient care
while streamlining clinical
workflows and
efficiencies.

Target Markets:

- Nurses, Clinicians and Physicians
- Home Health Professionals
- Mobile Healthcare Professionals

XPLORE TECHNOLOGIES

Field Segment: Usage Case – Success Story

Public Electric Power Supplier: Realizes 75% in time savings

"What it comes down to for us is being able to enhance our customer service and increase our efficiency, and the Motion Tablet PCs help us do just that,".

"The tablets streamline our entire workflow, from the office to the field and back again, reducing errors, increasing productivity and saving time and costs."

Results

- A new, automated workflow helps create up to 75% time savings.
- Now, instead of carrying around stacks of service orders, the linemen rely on the Tablet PCs to provide them with real-time access to their schedules, service orders and business-critical information as well as the ability to process meter readings and update the database from the field.

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Public Safety Segment: Usage Case – Success Story

County EMS improves billing by $2M annually and realizes 40% increase in cycle times with the Motion F5

With the new software and tablet PC solution client says that County EMS has improved billing by $2 million annually and achieved a nearly 40 percent improvement in billing cycle times.

Results
County EMS has leveraged Motion mobile technology throughout their field operations including in their fleet of emergency response vehicles – experiencing substantial improvements in billing processes and ability to provide the highest level of care for its patients.

"We are now billing back 96% with our new process which is incredible."

XPLORE TECHNOLOGIES

Healthcare Segment: Usage Case – Success Story

Medical Clinic Cuts Approximately $4M in Costs with Motion Mobile Technology

"Other PC vendors had a pure slate product with some similar product characteristics, but Motion's depth of experience was the key deciding factor. "

- **Results**
- Motion Computing deployed C5 devices to its 230 providers, several hundred nurses and ancillary staff without any physician turnover and with positive response from caregivers and patients alike.

- **Benefits**
- Improved nurse productivity
- More efficient quality care
- Organizational workflow agility
- Patient relations improvements
- Enhanced physician recruitment
- Reduced transcription costs
- Low cost of technology ownership

XPLORE TECHNOLOGIES

Construction Segment: Usage Case – Success Story

Construction company improves tracking and operational efficiency plus energy savings

"The building information model (BIM) becomes a digital dashboard, documenting every step, giving operators a very fast, accurate picture of the exact status of the commissioning process."

"The same tasks that used to take us days to manage and track, now take just hours,". "The model is a powerful way to navigate the structure while facilitating field-specific workflow tasks that are an integral part of commissioning, which includes work lists, punch-lists and QA/QC."

Results

- Improved Tracking & Time Savings: Tasks such as the commissioning process that took days to manage, now takes hours.

- Improved Operational Efficiency & Timeliness: Important information is available real time in the office and in the field.

- Higher Energy Savings & Reduced Costs: A technology-driven solution now manages the mechanical systems to peak performance.

XPLORE TECHNOLOGIES

Retail Segment: Usage Case – Success Story

Largest discount retailer in Europe modernizes warehouse operations with Motion Mobile Technology

"Quality Assurance is a mission-critical task. The Motion F5 Tablet PC has brought huge benefits in our abilities to check the quality of goods and the speed with which we do that. We have eliminated a bulky system that inhibited warehouse operations with state-of-the-art mobile technology in one light weight and portable platform."

Results

- A single Motion F5 Tablet PC now does the job of the previous four separate pieces of hardware
- Improved battery life has led to an increase in productivity
- Eliminated a bulky solution that inhibited warehouse operations

Access Case Studies per industry/segment at:

http://www.motioncomputing.com/us/industries

Xplore Success Stories

- http://www.xploretech.com/case_studies

Xplore Technologies Corp., maker of the most rugged tablets on earth, has been in the business of designing and engineering industrial grade rugged tablets for customers in the Energy, Utilities, Manufacturing and Distribution, Public Safety, Field Services, Transportation and Military Sectors for more than 15 years.

Read some examples of our customer's experiences using Xplore Technologies' products by clicking on the industry specific images below.

Field Services

Military

Manufacturing / Warehouse

Energy

Public Safety / Government

Transportation

Cleanroom / Healthcare

Other Industries

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The Components of a Successful Implementation

- Assessing the Opportunity and Customer Ecosystem
- Positioning the Proper TPC Solution
- Achieving a Successful Deployment

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Identifying the Opportunity

- Pre presentation questions
  - What technology are they using today
    - Paper
    - PC's
    - Laptops/Convertibles
    - Tablets
    - Smartphone's/handhelds
  - What is the software application
    - Are they trying to capture signatures
  - What tools do they need today and in the future
    - Camera
    - Barcoding
    - RFID
    - Mag-stripe reader
    - Forms based applications
- Determining the proper Xplore TPC based on the customer requirements.
  - Workflow
  - Usage Model
  - A day in the life of the end user
  - Accessories

Deployment Best Practices

- Image solid and user friendly
- Plan..Pilot..Communicate…Train….Check in
- Communicate to users that a new TPC is coming
  - It will enhance their workflow
  - Make life easier
  - It's a PC only better
- A properly planned Pilot will lead to a successful deployment
- Schedule super user training
  - These are the go to people who are always asked "how do I do _____?"
- Schedule formal classroom training not in-service
- Follow up with check-ins
- Mandatory training for all new employees
- Some clients certify users using an online assessment

Don't allow users to turn the TPC into a PC!!
Xplore Deployment Services can assist with training and go live support

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Questions??

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