XPLORE TECHNOLOGIES

RULING THE RUGGED WORLD

"THE MOST COMPLETE LINE OF RUGGED TABLETS ON EARTH."

Paul Russo Director Global Deployment Services

Mi-Corporation Mobility Summit 2016

Who is XPLORE

Most Experienced
- Founded in 1996
- 20 years of building rugged tablets only
- 29 tablet platforms launched
- 38 US Patents granted
- Broadest Line
- Global Scale

Customer-Centric Model
- Listen to Customers & Partners for features customers want
- Customizations
- Better ROI, Lower TCO

XPLORE

Premier Provider
- Quality & Reliability
- #1 WW in Ultra Rugged Tablets
- #1 WW in IP 5X Tablets
- #2 WW in Rugged Tablets
- Intel Mobile Platform of the Year
- PC Mag Editors Choice
- CRN Product of the Year

Financially Strong
- Transparent – NASDAQ listed
- Capital Raising Capacity
- Strong Cash Position
- No debt

RULING THE RUGGED WORLD

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.

Rugged to Ultra Rugged *"We got you covered!"*

Ultra Rugged
- IP-67
- MIL-STD-461E
- ATEX

IP67 →

Fully Rugged
- IP-65
- MIL-STD-810G
- ATEX

IP65 →

Rugged
- IP-5X
- MIL-STD-810G
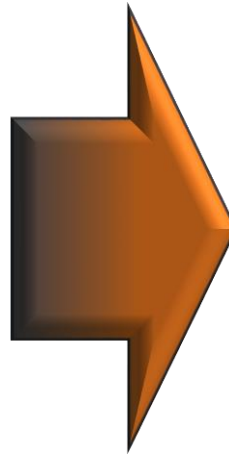
IP5X →

Delivering on the Customer-Centric Model

XPLORE Value Proposition

How it is Delivered

User Value:
Complete work more efficiently, accurately, and safely

Company Value:
Reduce operating costs, avoid deployment risks, protect existing IT infrastructure investments

Market Focus

Quality Product Breadth

Workflow Ecosystem

Operational Agility

Market Focus Value - Reduces Deployment Risk

Energy / Oil & Gas	Schlumberger, PennWest Energy, RWE The energy to lead, Piedmont Natural Gas, British Gas
Field Service / Utilities	DYCOM Industries Inc, hydro one, eDF, Thames Water, PG&E, Urban Utilities, Osmose, TEP, AQUA America
Distribution / Manufacturing	DAIMLER, Ford, BOEING, DASSAULT AVIATION, JOHN DEERE, MICHELIN, NISSAN, Mercedes-Benz, EMBRAER
Military/Federal	U.S. Air Force, U.S. Army, VA Department of Veterans Affairs, NAVSEA Naval Sea Systems Command, Department of Veterans Affairs, U.S. Air Force
Pharmaceutical / Healthcare	CVS/pharmacy, MERCK, NHS, gsk GlaxoSmithKline, abbvie, P&G, Lehigh Valley Hospital and Health Network
Public Safety / Government	Abu Dhabi Police, detroit police, EMS, Miami-Dade County Florida, Housing Authority City of Los Angeles, Long Beach Fire Department California, Orange County Fire Rescue, City of Las Vegas Nevada, Hawaii Food Policy Council, EMS Strong
Telecommunications	at&t, verizon
Transportation	airberlin, American Airlines, Hertz, CSX Transportation, UPS, FedEx
Retail / Hospitality	Disney, macy's, Finish Line, DSW

RULING THE RUGGED WORLD

Product Breadth Value – Right Product, No Compromise

The Right Product for the Right Workflow

Rugged
IP52 → IP67
MIL-STD-810G → 461E

Size & Weight
10" → 12.5" Screens
4:3 → 16:9 Aspect Ratio
0.86 kg → 2.45 kg

Processing Power
Intel Core i3, i5, i7
Intel Atom

Operating Systems
Windows 8.1/10
Windows 7
Android

Pricing
Starting at $1299

XC6
**Ultra-Rugged
Best Outdoor Viewability
For Most Demanding Environments**

Motion R12
**Large Screen
High Performance
Mobile Desktop Replacement**

Motion F5/C5
**F5: Field Service Workhorse
C5: Mobile Clinical Assistant**

XSLATE B10
**Fully Rugged
10" Windows platform
iCore Processors**

Bobcat
**Fully Rugged
10" Windows platform
Telco optimized**

Motion CL920
**Light-weight
Low-cost Windows platform**

XSLATE D10
**Full Rugged
Android platform**

Product Breadth Value – Single Point of Accountability

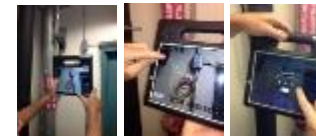**Faster Time to _Solution_, Lower Integration Risks**

- Rugged Tablets

- Peripherals

- Mounting Solutions Anywhere
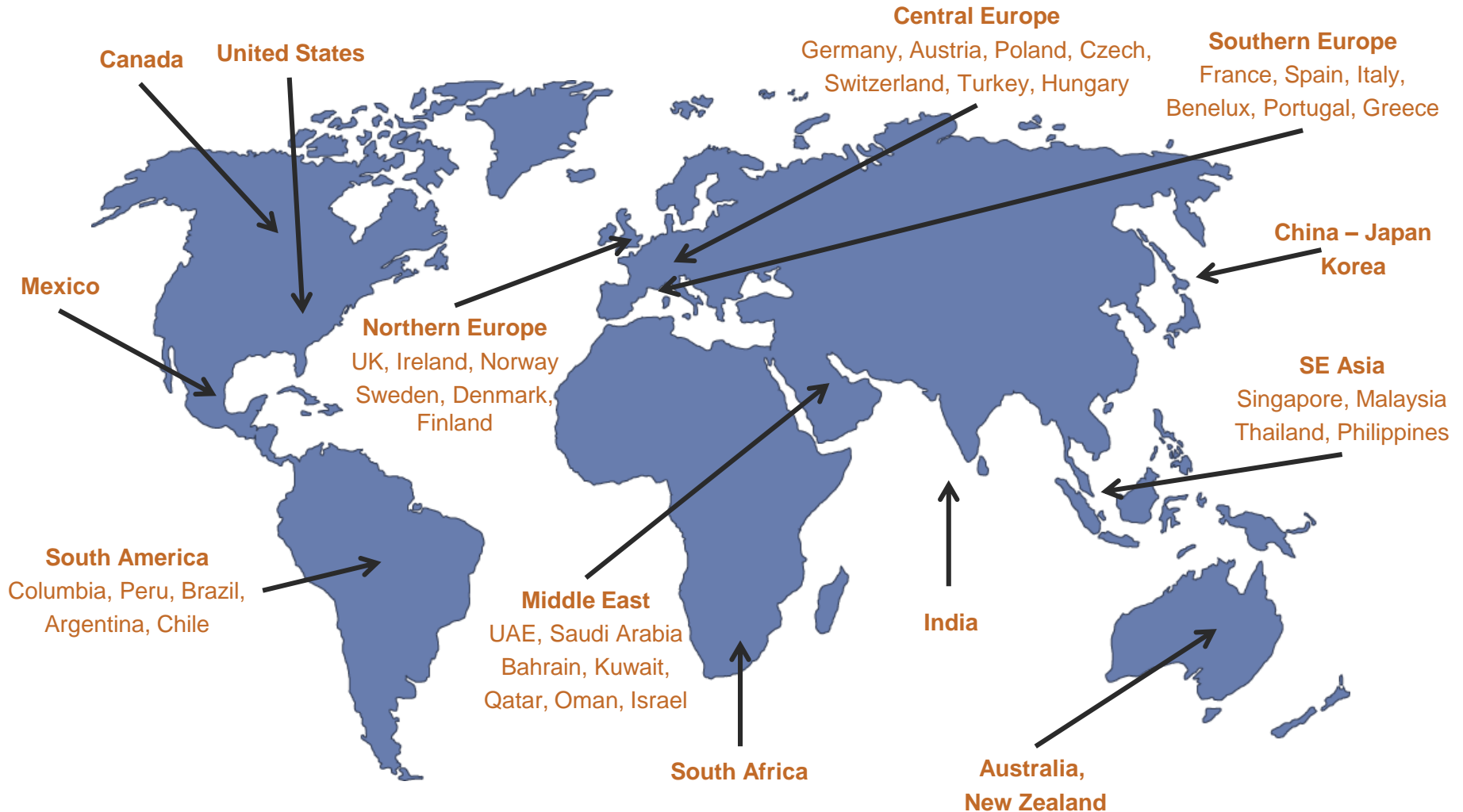
- Software Applications Mi-Co!

- Services

RULING THE RUGGED WORLD

Workflow Ecosystem Value - Broad Geographic Coverage

Ensures world-wide enterprise support

Canada

United States

Central Europe
Germany, Austria, Poland, Czech, Switzerland, Turkey, Hungary

Southern Europe
France, Spain, Italy, Benelux, Portugal, Greece

China – Japan Korea

Mexico

Northern Europe
UK, Ireland, Norway Sweden, Denmark, Finland

SE Asia
Singapore, Malaysia Thailand, Philippines

South America
Columbia, Peru, Brazil, Argentina, Chile

Middle East
UAE, Saudi Arabia Bahrain, Kuwait, Qatar, Oman, Israel

India

South Africa

Australia, New Zealand

Rapid Prototyping and Testing In-House Makes it Possible
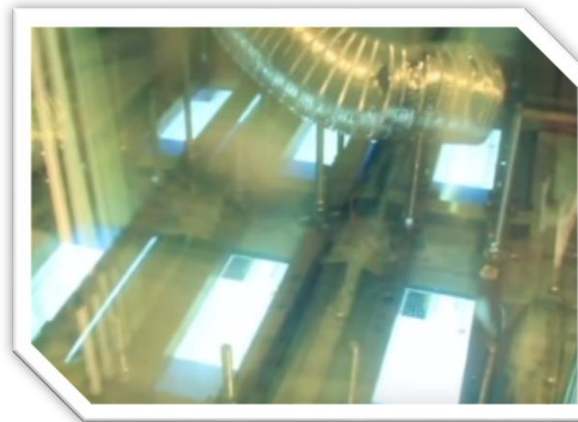

Radio Frequency Testing

Drop Testing

Ingress Water & Dust Testing

Vibration Testing

Highly Accelerated Life Testing

Steel Ball Drop Display Testing

Xplore Product Positioning

Xplore XC6
Ultra Rugged Worker

Target Markets:
- Natural Resources
- Government – Military
- Transportation – Air, Rail

Key Supporting Features:
- IP-67 – Ultra Rugged
- Highest Sunlight Viewability
- Dual Touch – wet & glove
- Highly Customizable

XSLATE B10
Field Worker / Manager

Target Markets:
- Telco
- Manufacturing

Key Supporting Features:
- IP-65
- Intel Core i5/i7
- Many Standard I/O
- HDMI Input Option
- Up to 20 hour battery life
- FPR & GPS Standard

Xplore Bobcat
Field Worker

Target Markets:
- Transportation & Distribution
- Utilities

Key Supporting Features:
- IP-65
- Light Weight
- BayTrail Processor
- Many Standard I/O
- Up to 20 hour battery life
- GPS Standard

XSLATE D10
Field Worker

Target Markets:
- Utilities
- Public Safety – Fire, EMS
- Android Market

Key Supporting Features:
- Android OS
- IP-65
- Light Weight
- BayTrail Processor
- Up to 20 hr battery life
- GPS Standard

Motion by Xplore Product Positioning

Motion F5
Field Worker

Motion C5
Healthcare Worker

Motion R12
Mobile Worker / Manager

Motion CL920
Mobile Worker

Target Markets:
- Utilities
- Transportation – Distribution

Target Markets:
- Healthcare
- Public Safety – Emergency Response

Target Markets:
- Manufacturing
- Public Safety – Police

Target Markets:
- OEMs
- Retail

Key Supporting Features:
- Ergonomic Handle
- High Connectivity
- Light Weight
- Many Integrated options
- C1D2 option
- Core series i3/i5/i7 CPU

Key Supporting Features:
- Disinfection capability
- Multi-factor authentication
- High Connectivity
- Digitizer pen and touch
- Core series i3/i5/i7 CPU

Key Supporting Features:
- 12.5" FHD View Anywhere Display
- Core series i5/i7 CPU
- Companion Keyboard
- SlateMate Expansion Option
- High Connectivity

Key Supporting Features:
- High Connectivity
- Light Weight
- SlateMate Expansion option
- Low cost rugged

The Challenge:

- Ada County determined the devices should be easy to carry and dock and feature a Microsoft®Windows® operating system, network connectivity, a high level of data processing power, the ability to view maps and route to scenes, and the ability to take and share photos from the field.

- Ada County, initially, looked at consumer tablets. However because they wanted to support business initiatives for at least the next three years, they recognized that consumer tablets would not support their workflows or have a cost effective product lifecycle. The department then looked at several enterprise-focused rugged tablet options, however initially found them to be too heavy and bulky.

The Solution: Motion F5 by Xplore Tablets and In-Vehicle Solutions

Customer quote:

"Our Emergency Communications Bureau introduced us to Motion by Xplore tablets,"

"I can honestly say it was love at first sight. The F5 tablets met all of our requirements and then some. Our deputies particularly loved the handle and integrated RFID scanners."

Ada County deployed F5-series tablets and accompanying in-vehicle docking solutions throughout their fleet.

In addition to the RFID reader, barcode scanner and handle, the tablets feature an integrated camera, Windows® 7 and network connectivity, as well as meet all Criminal Justice Information System (CJIS) requirements in the vehicle.

The in-vehicle docking system takes up minimal space in the vehicle and easily locks and unlocks for added security and portability.

The Customer:

PETERSON
AIR FORCE BASE

The Peterson Air force Base (PAFB), located in Colorado Springs, is the home of five military installations. The PAFB fire department is tasked with the responsibility of responding to emergency situations.

The Challenge:

- The department's Aircraft Emergency Rescue Information technical order contains almost 3,000 color pages.

- "We routinely update more than 6,000 pages of emergency response plans on hundreds of aircraft, thousands of hazardous chemicals and also the layouts of Peterson's buildings."

- Firefighters would normally have to search through 45 pound binders, through pages of technical data, with detailed profiles for 250 types of aircraft. If someone dropped a book, all the pages would fall out.

- Each technical order must be replaced every two years, unless there is an update or a mid-year revision. The cost of printing and maintenance of one copy, including the cost of document protectors, three-ring binders, updates and spoilage is almost $3,000 per vehicle every two years. With 5 fire vehicles involved, the cost is about $15,000.

The Solution: Xplore Technologies C6 Ultra Rugged TPC

- **Weight:** The C6 weighs about 4 pounds. One Aircraft Emergency Rescue Information technical order weighs 14 pounds.

- **Rugged:** The C6 is MIL STD designed and tested to verify its ability to survive extreme environments. The product has 30 unique rugged design elements.

- **View ability**: The 10.4" outdoor viewable screen with 1300 NITs backlighting allows firefighters to easily view critical information in or out of the vehicle. The resistive display is unaffected by gloves or wet environments.

- **Accessibility**: Firefighters have quick access to information required for emergency responses. No more wasting time searching through thousands of pages looking for one item.

- **Portability**: Units are portable and are hand held, no more wasted time printing, replacing and tracking paper products. The C6 is secured in a case bolted to the inside of the fire vehicles, affording instant emergency access and portability outside of the vehicle when required.

- **Easy to Use:** Firefighters can zoom in and out on maps with instant access to information at our fingertips. Applications can be opened with the touch of an icon. Firefighters can use the tablet input pen while wearing protective gloves.

Summary

- Xplore Technologies award-winning tablet PCs are among the most powerful and longest lasting in their class – able to withstand nearly any hazardous condition or environmental extreme.

- Our solutions are purpose-built for the unique workflow demands of critical industries including oil & gas, utilities, telecommunications, government, military, public safety, manufacturing, distribution and healthcare.

Q&A

Thank You