

IoT: Why Things Should Stay Things

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Arrayent: At a Glance



Where Arrayent fits:

- **The Cloud Platform**
 - *We are this*
- The App
 - *We make this easy*
- The Bridge
 - *We design these*
- The Device
 - *We "Virtualize" these*

Selected Arrayent customers:



New Consumer Demands of Manufacturers

“I want to use **MY** products
on **MY** screens.....from anywhere.



Market – “24B devices by 2020” -GSMA

Internet of things (Connected devices) 10¹¹

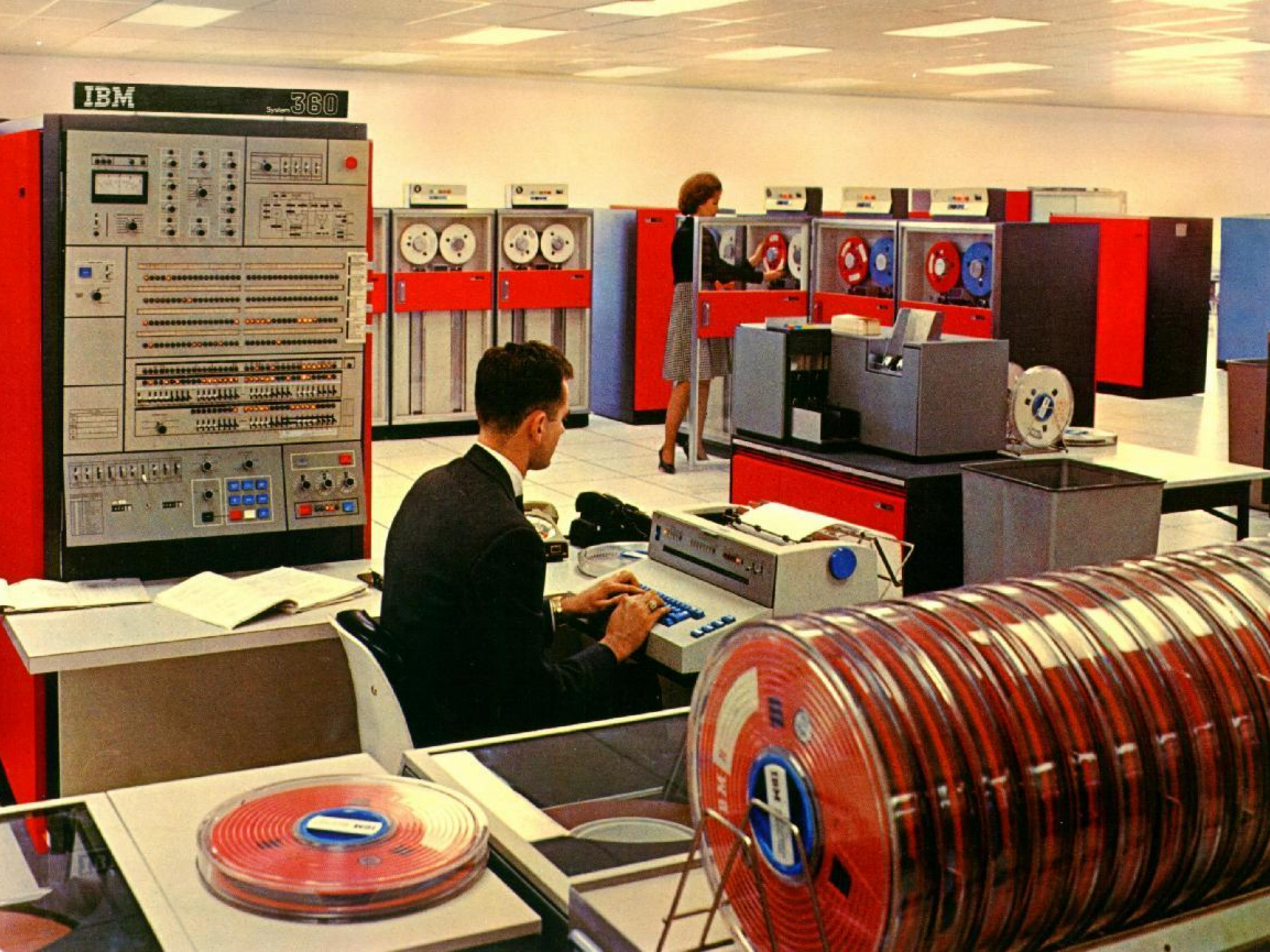


Mobile Phone 10¹⁰

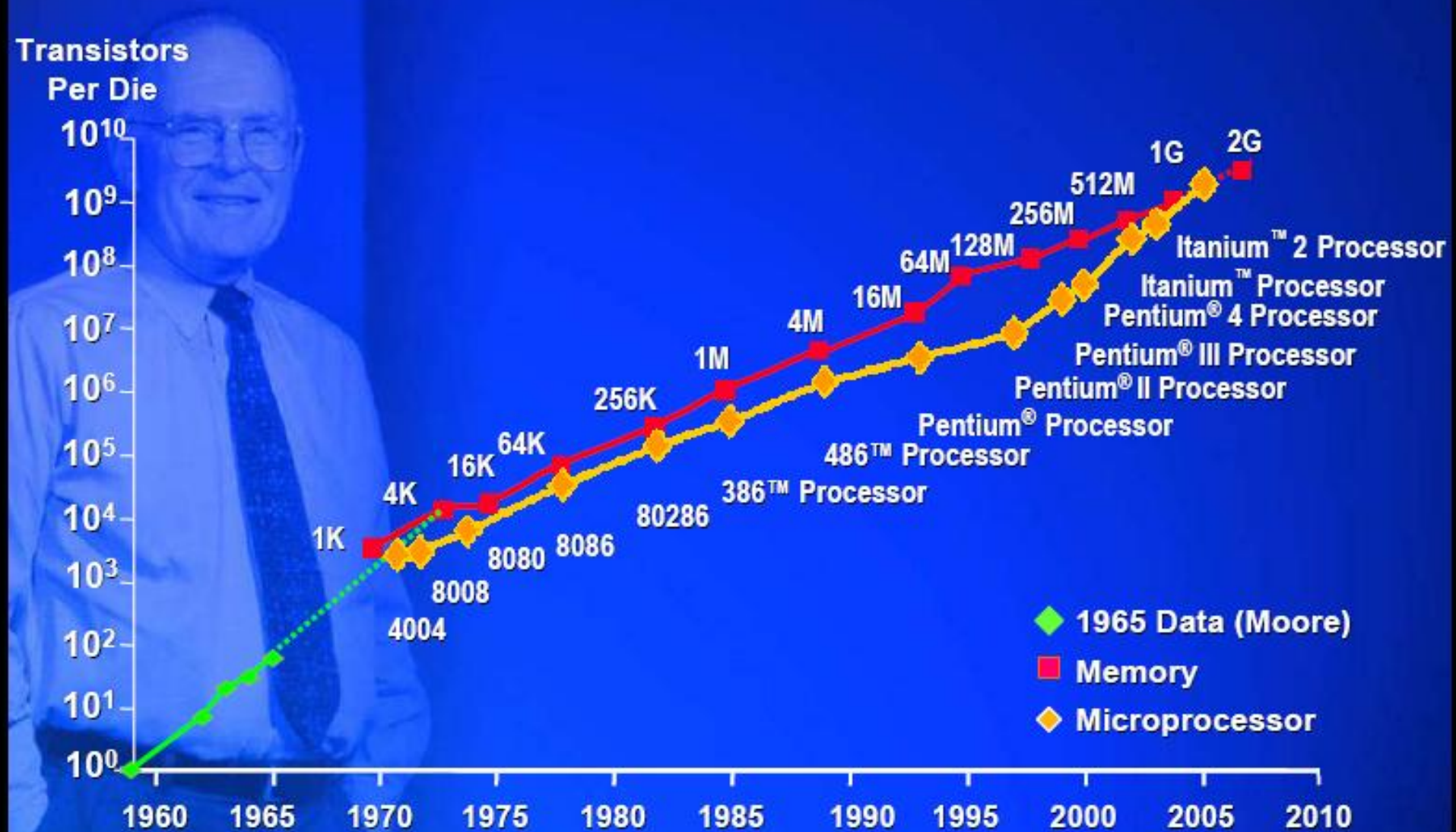


Personal Computers 10⁹





Moore's Law - 2005







Victories of Verification



What We Do

Arrayent Platform



ARRAYENT

*“Move complexity
from the device to
the cloud”*



**Product
With
Wireless**

**Enables
Low Cost, “Just Works”**

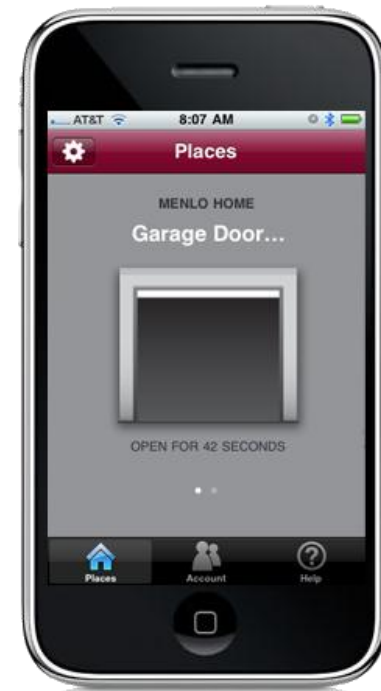


Apps

Value Proposition

CHAMBERLAIN[®]

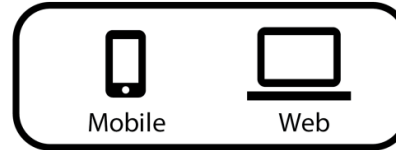
**Is your garage door open?
Check and close it from your smartphone!**



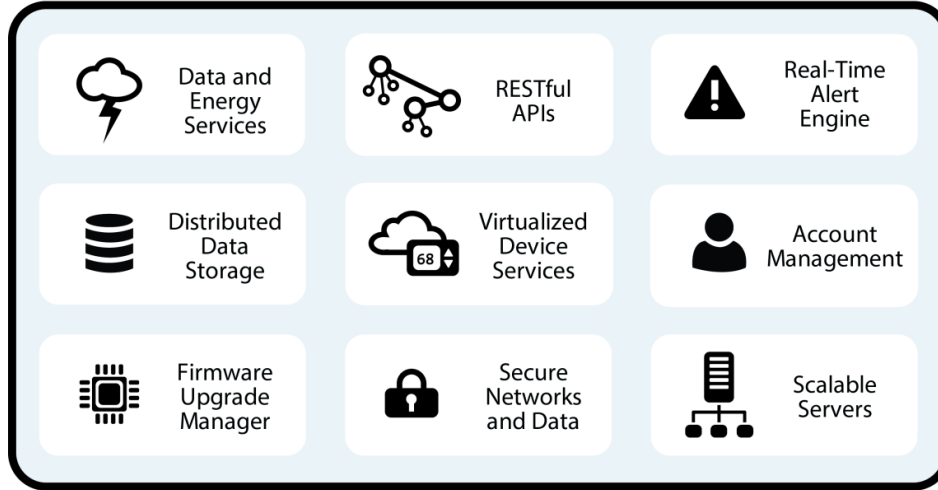
Enterprise Apps



Consumer Apps



Arrayent Connect Platform™



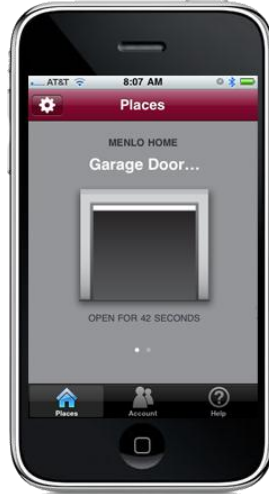
Arrayent Low-Cost Gateway



* roadmap

Arrayent Account Growth Leverage

CHAMBERLAIN 7 new SKUs



**Retrofit 50MM
Installed Base**



Gate Opener



Light Control



Cloud Compatibility

Arrayent

Any App



Any Radio

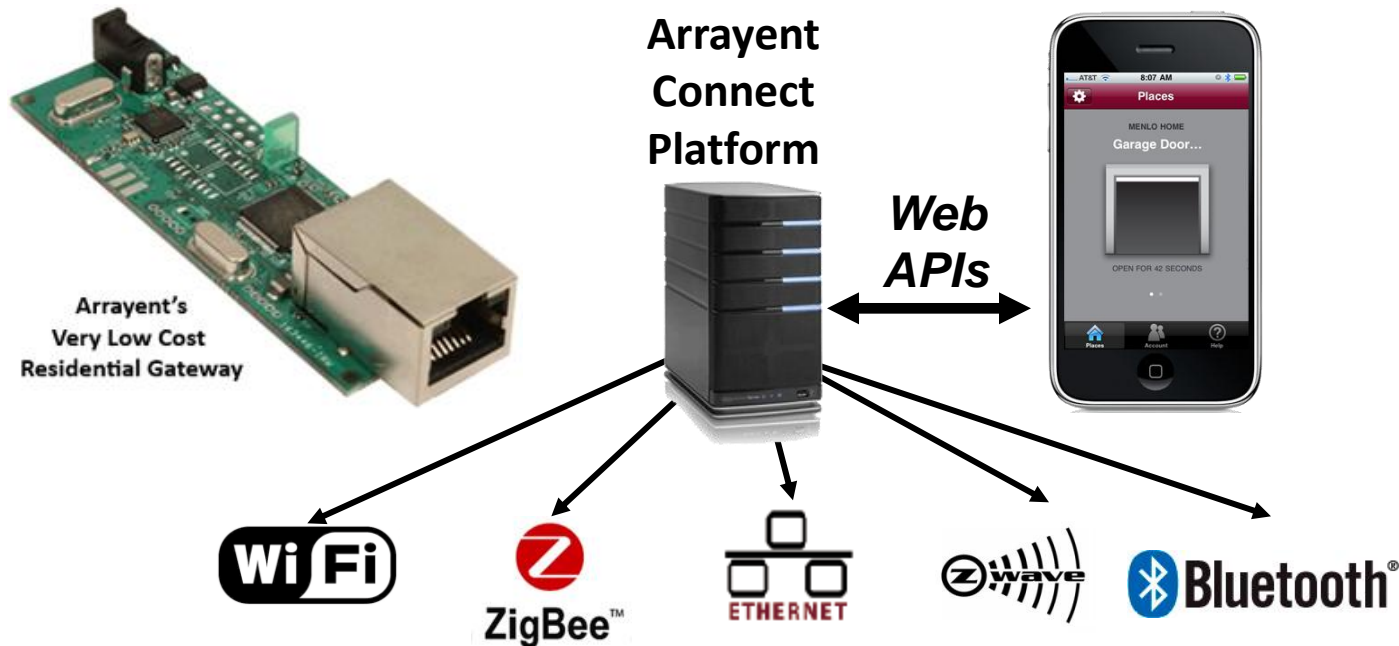
**“Normalized
Devices”**

Any Cloud

Manufacturers



Very Low Cost Bridge



- Arrayent has a universal LAN bridge architecture
 - Supports any RF or wired LAN
- Reference Design BOM = \$4.97
- The same Web Services API across any LAN



- Wireless laundry room management & communication system
 - Track and control equipment from anywhere
 - Smart Service – reduce 2.2 truck rolls to 1.0
 - Dynamic Pricing – maximize profits
 - Alerts to customers - customer convenience
 - Retrofit and New appliances

