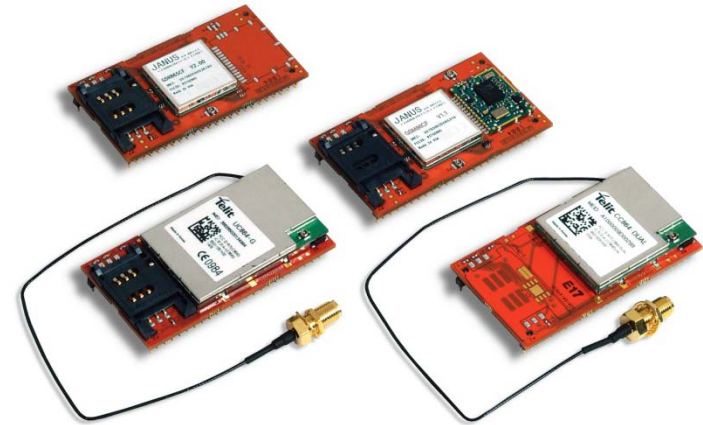


JANUS REMOTE COMMUNICATIONS

**We do M2M:
From Idea
Through Integration!**

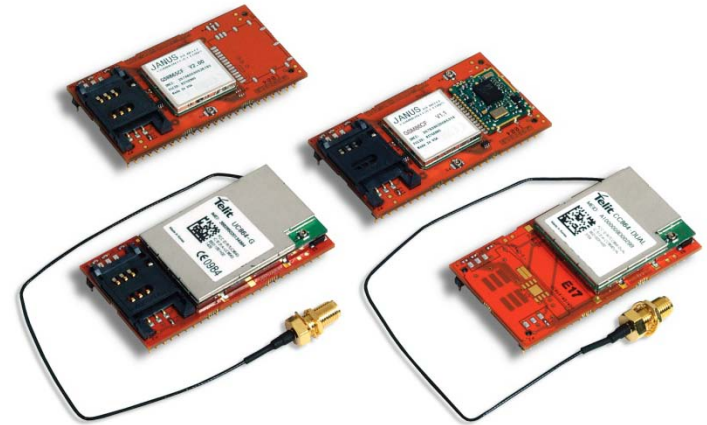


SECTION I JANUS – WHO WE ARE

Janus Remote Communications provides state-of-the-art wireless products and services, including Custom Design Solutions to the global M2M marketplace

Our Products are most often used in:

- Fleet Management
- Security Systems
- Healthcare Applications
- Remote Monitoring Systems
- Vending Machines
- Digital Signage



Any Telematics & Telemetry Applications

BRIEF HISTORY OF JANUS

2002 - 2004

- Created Custom Design Solutions for Avnet-Nokia Customers as well as Janus Products

2004

- Began Distribution of Nokia N12 Modules

2005

- Notified by Aplicom that North American N12 Production was not Possible

2005 - 2006

- Began Relationship with Telit

2007

- Released the Standard Terminus

2008 - 2009

- Released Custom Design Products

2010

- Released Terminus Plug-In Terminals

2011

- Released 400AP Terminus
- 2nd Generation Standard Terminus



JANUS CONTACT INFORMATION

SALES CONTACTS

Larry Earl West Coast Sales/Business Dev Learl@janus-rc.com 408 238-4682	Dave Jahr Corporate Office Sales/Business Dev djahr@janus-rc.com 630 499-2121	Gordon Olp Corporate Office Inside Sales golp@janus-rc.com 630 851-4722 x4220	Rob Rae East Coast Sales/Business Dev rrae@janus-rc.com 610 389-7559	Paul Horan Ireland/Europe Sales Mgr EMEA phoran@conwin.ie 011-353-61-472221	Kevin Earle Ireland/Europe Acct Mgr EMEA phoran@conwin.ie 011-353-61-472221
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MARKETING CONTACTS

Nancy Young nyoung@conwin.com Marketing Project Manager 630 851-4722 x 4253	Paul Jauregui pjauregui@conwin.com Mktg Coord & Spanish Liaison 630 851-4722 x4252	Ying Lou ylou@conwin.com Chinese Mktg Coord 630 579-0466
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ENGINEERING CONTACTS

Ken Hartman CTO khartman@janus-rc.com	Tom Heck Wireless Design Manager theck@janus-rc.com	Clive Turvey Design – Hardware Software cturvey@navsync.com	Clayton Knight Design Support cknight@conwin.com	Bill Borton Design Support bborton@conwin.com	Donal Geoghegan Support Engineer dgeoghegan@conwin.ie	Steve Overmyer Design Engineer sovermyer@conwin.com
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THE CONNOR-WINFIELD CORPORATION

Janus Remote Communications is a Division of
The Connor-Winfield Corporation

CONNOR WINFIELD



ITAR



WBE



RoHs



ISO

CONNOR-WINFIELD CORPORATION

**CONNOR
WINFIELD**



NAVSYNC 

JANUS REMOTE
COMMUNICATIONS

HYBRID CIRCUIT WORKS 



 **NOVA** Systems Products, LLC
The EXPERTS in Gas Detection

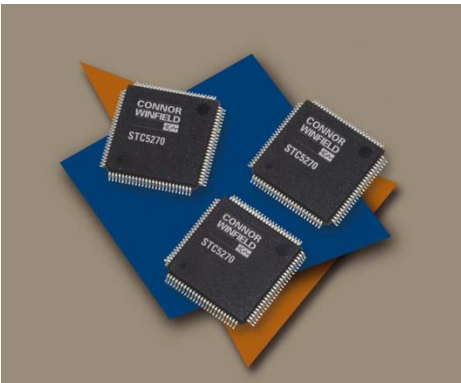
JANUS REMOTE
COMMUNICATIONS

www.janus-rc.com

CONNOR-WINFIELD GLOBAL TIMING SOLUTIONS

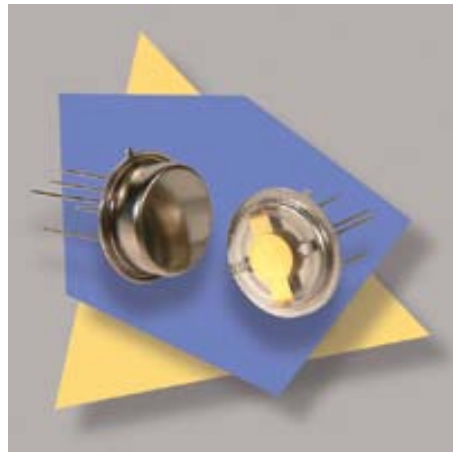
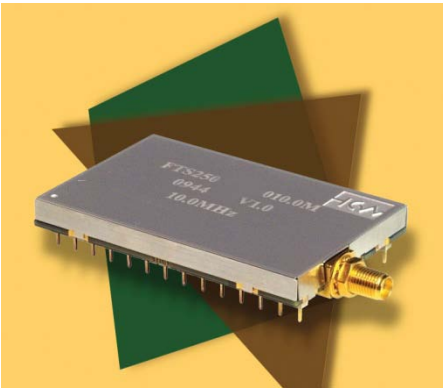
Semiconductor Timing Solutions

- Timing Card
- Line Card
- Clock Distribution
- On-Board Programmable



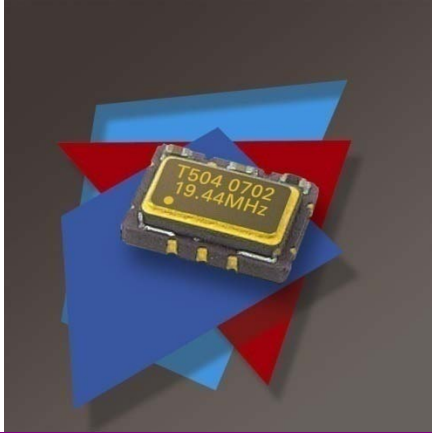
Modular Timing Solutions

- Timing Card
- Line Card
- GPS Timing Modules and Disciplined Oscillators



Oscillators

- TCXOs
- VCXOs
- OCXOs
- Clocks



Crystals

- Precision
- Hi Frequency Fundamental (HFF)
- Quartz Microbalance Sensor Crystals (QMR)

NAVSYNC



GPS Timing & Navigation Solutions

www.navsync.com

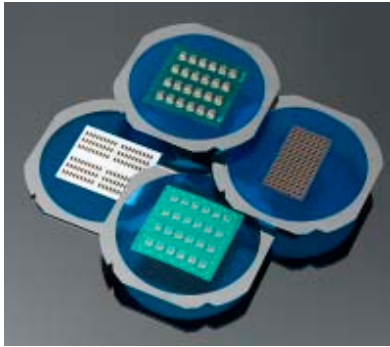
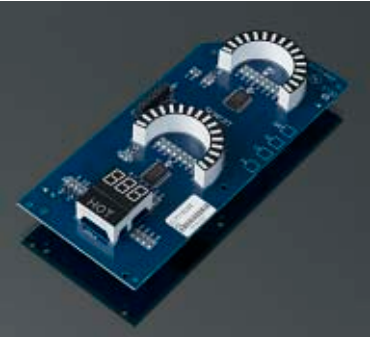


JANUS REMOTE
COMMUNICATIONS

www.janus-rc.com

HYBRID CIRCUIT WORKS

Hybrid Circuit Works specializes in Thick Film Technologies, Hybrid Assembly, PCB Surface Mount Technologies, and Custom Design Services.



CORPORATE FACILITY

1993 **Corporate Headquarters & R&D – 37,000 sq. ft.**
Comprehensive Drive, Aurora, IL



DEDICATED FACILITIES



GPS, Wireless and Timing & Frequency Custom Mfg.
95,000 sq. ft. Aurora, IL



Custom Manufacturing
33,000 sq. ft. Aurora, IL



Custom Manufacturing
15,000 sq. ft. Aurora, IL



Crystal Manufacturing
26,000 sq. ft. Shawnee, OK

DEDICATED FACILITIES

Janus Remote Communications
Shannon, Ireland

12,000 sq. ft.
GPS Mfg.



DEDICATED FACILITIES

Tooling & Machine Shop

Selmarten Drive, Aurora, IL

10,000 sq. ft.

Two Fadal Vertical CNC Machining Centers

One Sony/Bridgeport CNC Milling Machine

Two Bridgeport Milling Machine

Two Precision Harding Lathes

One Mid-Size Lathe

One Large Lathe

One Plasma, Tig and Standard Welding/Cutting Capabilities

One Light Sheet Metal Forming Equipment

Two Surface Grinders



EXCELLENT QUALITY TRACK RECORD



ISO 9001:2008

Re-Certification June 2011

Achieved Original ISO 9001
Certification in 1995



CERTIFICATE OF APPROVAL

This is to certify that the Quality Management System of:

**Connor-Winfield Corporation
Aurora, Illinois, USA**

has been approved by Lloyd's Register Quality Assurance
to the following Quality Management System Standards:

ISO 9001:2008

The Quality Management System is applicable to:

**Design and Manufacture of Crystal, Thick-Film,
and PCB Based Frequency Control Devices.
Design and Testing of Toll Manufactured
Semiconductor Devices.
Contract Manufacturing of Electronic
Assemblies and Related Services.**

Approval
Certificate No: UQA 0106676

Original Approval: June 8, 1995

Current Certificate: June 22, 2011

Certificate Expiry: June 30, 2013


Issued by: Lloyd's Register Quality Assurance, Inc.



This document is subject to the provision on the reverse
1330 Enclave Parkway, Suite 200, Houston, Texas 77077, USA, registration number 17606475741
This approval is carried out in accordance with the LRQA assessment and certification procedures and monitored by LRQA.
March Version 11

EXCELLENT QUALITY TRACK RECORD

Reduction of Hazardous Substances ROHS

The Connor-Winfield Corporation

Certificate of Compliance to RoHS Directive 2002/95/EC

Connor-Winfield certifies that the part numbers listed below conform to the European Union's restrictions on the inclusion of certain hazardous materials in electronic devices (RoHS).

Joseph Bloch
Quality Assurance Manager
Connor-Winfield Corporation



ADDITIONAL REGISTRATIONS



International Traffic in Arms Regulations (ITAR) registration from the U.S. Department of State, U.S. Directorate of Defense Trade Controls. ITAR Compliance is a key strategic program to support our military and homeland security customers.

ADDITIONAL REGISTRATIONS



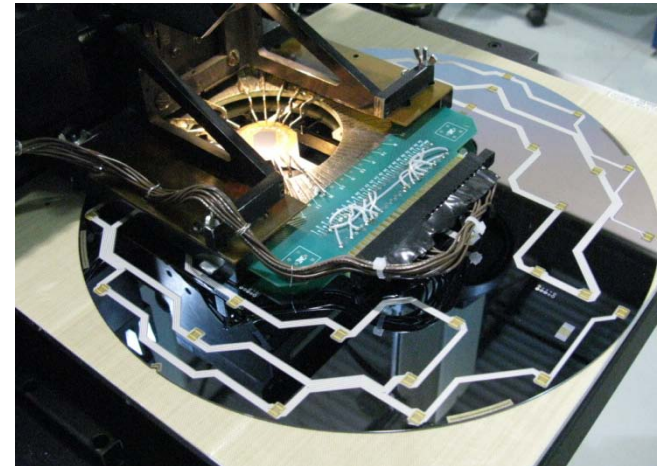
WBE – Women’s Business Enterprise / Women Owned Business

Being certified as a WBE means that we have gone through a rigorous and stringent certification process to confirm that we are owned, managed, and controlled by a woman or women.

INTEGRATION IS WHAT WE DO!

In-House Core Competencies

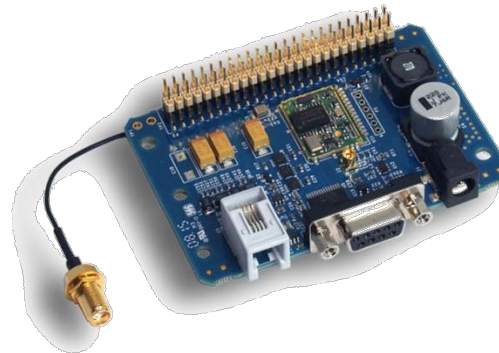
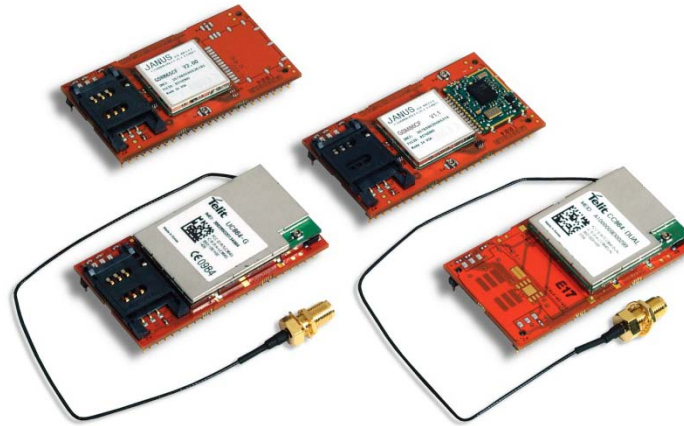
- Software Design
 - GPS Software Design
 - ERP Software Design and Support
 - Embedded Software Development & Design
 - Test Engineering Software Design
- Hardware Design
 - GPS Hardware Design
 - ASIC Design
 - Wireless Product Design
- Specialty Processing
 - Thick-Film Circuit Printing
 - Quartz Processing
 - Complete PCB and Hybrid Assembly
- State-of-the-Art Tools
 - CAD Services
 - Demand Flow Planning and Manufacturing
 - Business Services



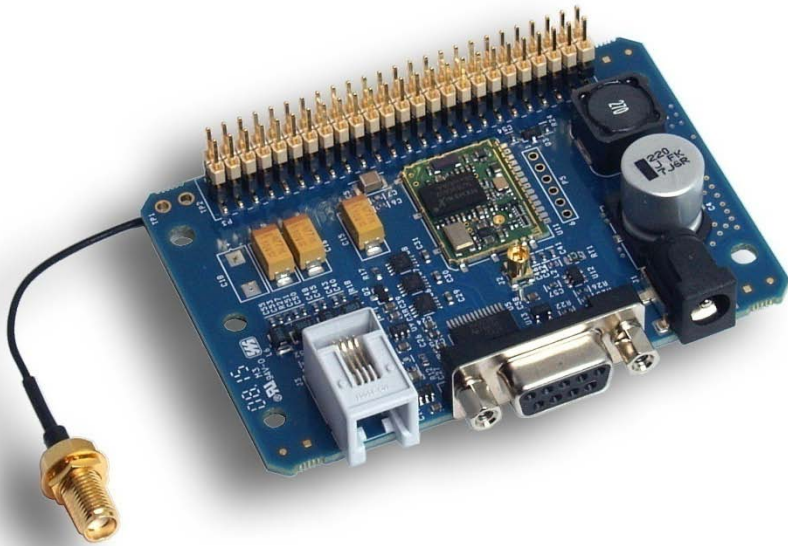
CUSTOMERS and PARTNERS



SECTION II JANUS PRODUCTS



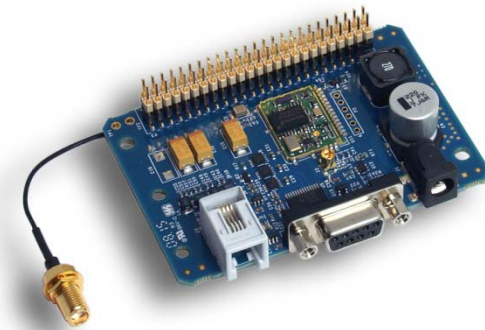
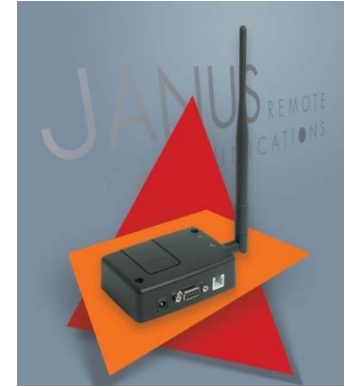
STANDARD GSM TERMINUS GSM864Q



STANDARD GSM TERMINUS GSM864Q

Quad Band GSM/GPRS Terminus w/Optional GPS

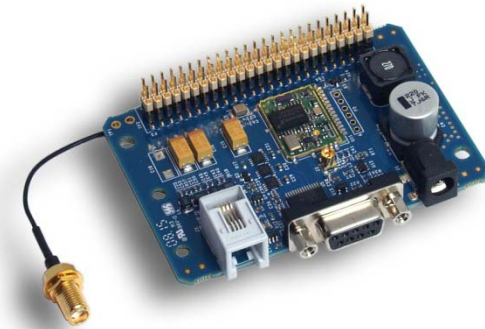
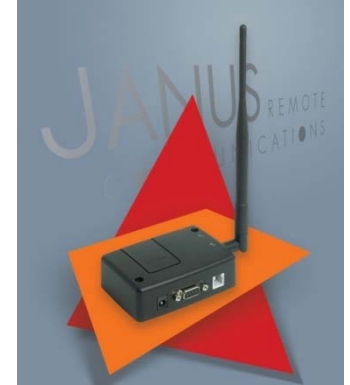
- PTCRB, AT&T, T-Mobile, Jasper & Rogers Certified
- Nine User-Configurable CMOS GPIOs
- Optional Integrated GPS
- One 11-bit ADC Input
- RS-232 AT Command UART Interface
- AT Interface Selectable Between DB9 & 50-pin Header
- Audio Handset Interface
- Input Supply Range: 7-18 VDC Operation (Other Power Options Available)
- Power Supply Connection via Standard 2.1mm Barrel Connector or 50-Pin Header



STANDARD GSM TERMINUS GSM864Q

The Terminus - Quad Band GSM/GPRS Terminus

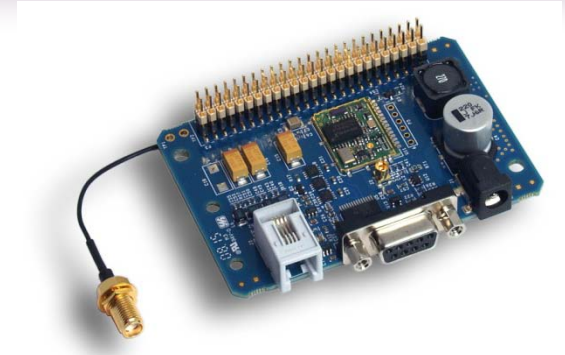
- Externally Accessible Replaceable Fuse
- Externally Accessible ON/OFF Control or Control via 50-Pin Header
- Industry Standard SMA Connector for GSM Antenna
- Externally Accessible SIM Card Socket
- GSM Status LED
- Advanced System Integration
- Terminal Mounting via Nut/Bolt Through Enclosure
- Telit GC864-QUAD Module



STANDARD GSM TERMINUS GSM864Q

Standard GSM Terminus Models:

- V1.1 Enclosed w/GPS
- V2.1 Enclosed
- V3.1 Enclosed w/GPS Extended Voltage Range (7 to 40Vdc)
- V4.1 Enclosed Extended Voltage Range (7 to 40Vdc)
- V5.1 Open Frame w/GPS
- V6.1 Open Frame



STANDARD CDMA TERMINUS CDMA864D

Standard CDMA864D V2.00 — Sprint



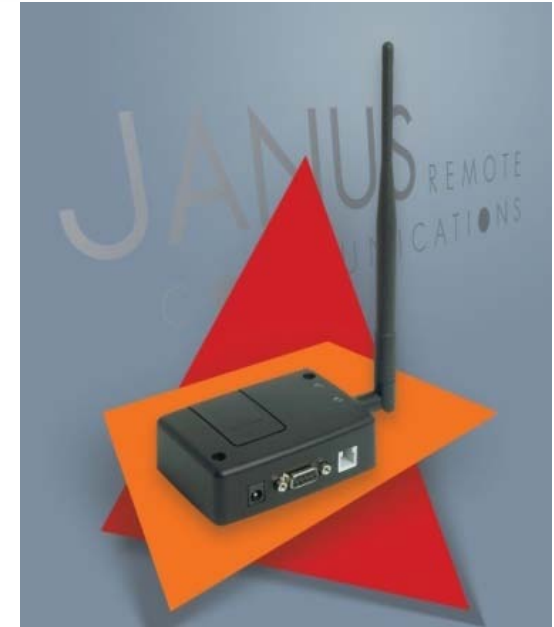
Standard CDMA864D V3.00 — Verizon



STANDARD CDMA TERMINUS CDMA864D

Dual Band CDMA Terminus

- Seven User-Configurable CMOS GPIOs
- Integrated GPS
- One 8-bit ADC Input
- RS-232 AT Command UART Interface
- Input Supply Range: 7-26 VDC Operation (Other Power Options Available)
- Power Supply Connection via Standard 2.1mm Barrel Connector or 50-Pin Header
- Air Interface IS-95A/B and CDMA 2000
- 1xRTT Data up to 153.6 Kbps (Full Duplex)
- Full Voice Support Includes Supplementary Services
- 2-Way SMS Support



STANDARD CDMA TERMINUS CDMA864D

Dual Band CDMA Terminus continued...

- Externally Accessible Replaceable Fuse
- Externally Accessible ON/OFF Control or Control via 50-Pin Header
- Industry Standard SMA Connector for CDMA Antenna
- CDMA Status LED
- Advanced System Integration
- Terminal Mounting via Nut/Bolt Through Enclosure
- Telit CC864-Dual Module



STANDARD CDMA TERMINUS CDMA864D

Certified CDMA864 Terminus Units –

- Sprint Certified – CDMA864D V2.00
- Verizon Certified – CDMA864D V3.00



PLUG-IN TERMINUS

- Footprint Compatible Communication Terminals
- Designed Specifically for Wireless M2M Applications
- Change Network and User Configurability as Technology and Communication Needs Evolve
- Three Communication Options – GSM, UMTS, CDMA
- Compatible with Future Communication Protocol Development, such as 3G and 4G Networks.
- Coming Soon HSPA+ 910CF Plug-In Terminal



PLUG-IN TERMINUS

GSM865CF Terminus

- 2.5G GSM Communication Terminal Including SIM Card Socket
- Quad Band: EGSM 850/900/1800/1900MHz
- Control via Remote AT Commands

UMTS864CF Terminus

- 3.5G GSM Communication Terminal Including SIM Card Socket
- Quad Band: EGSM 850/900/1800/1900MHz
- TCP/IP Stack Access via AT Commands

CDMA864CF Terminus

- 3G CDMA Communication Terminal
- Dual Band: CDMA 800/1900MHz
- TCP/IP Stack Access via AT Commands



PLUG-IN TERMINUS

GSM865CF

- PTCRB Certified
- AT&T Certified
- T-Mobile Certified

CDMA864CF

- Sprint Certified
- Verizon Certification – In Process

UMTS864CF

Applications

- Fleet Management
- Asset Tracking
- Security Systems
- Telemetry
- Telematics & Telecontrol
- Remote Monitoring Systems
- Remote Meter Reading
- Vending Machines



400AP TERMINUS

400AP Terminus

- Open Platform Intelligent Cellular Terminals
- Integrated ARM9™ Processors and Expanded Memory
- Include Serial, USB and Ethernet Connectivity
- Voltage Input Range From 7 to 26 VDC
- Atmel ARM9™ Architecture is Capable of 400 MIPS Operates with Linux™ OS



400AP TERMINUS

Features

- ARM9™ Processor Capable of Running Embedded Linux™
- 128 MB of NAND Flash
- 64 MB of SDRAM
- GSM, CDMA, UMTS
- 802.3 Ethernet 10/100
- USB Host Port
- Externally Exposed RS-232 and RS-485 Ports
- Two CAN Interfaces (2 Channel)
- Embedded GPS (except GSM400AP V2.00)
- Four Exposed GPIOs
- Ruggedized Aluminum Enclosure
- Dimensions: 3.15" (L) x 4.27" (W) x 1.18" (H)



400AP TERMINUS

Benefits

- Quick-to-Market Solution
- Increased Reliability From a Proven Hardware Platform
- Uses Linux-Based Open Source Software for Simplified Development
- Cost-Effective Solution to Custom Manufacturing
- Easily Adapts to Future Technology



Wi-Fi TERMINUS

Wi-Fi Tracking

NT-110ST

NT-220LT

Applications

- Asset Tracking
- Fleet Management
- Remote Monitor Sensing
- Safety and Security



Wi-Fi TERMINUS NT-110ST

NT-110ST

- Sensitive GPS Receiver with Tracking as Low as -150dbm
- 802.11b/g Compliant
- WPA2 Encryption
- Integrated Rechargeable Battery
- User Programmable Update Rates
- Internal Flash Memory for Saving GPS Data
- Indicators for Battery Charging Status, GPS Fix Status, and Network Status Operation
- Power Saving Mode
- Ruggedized Version



Wi-Fi TERMINUS NT-220LT

NT-220LT

- Sensitive GPS Receiver with Tracking as Low as -150dBm
- 802.11b/g Compliant
- WPA2 Encryption
- Integrated Primary Cell Battery
- User Programmable Update Rates
- Internal Flash Memory for Saving GPS Data
- Indicators for GPS Fix Status, and Network Status Operation
- The NT-220LT is Designed for Longer Battery Life than the NT-110 Versions of the Wi-Fi Terminus
- Dimensions: 4.27" x 3.36" x 1.77" (108.50mm x 85.45mm x 45.00mm)



JANUS PRODUCTS CERTIFICATION

Upcoming Janus Products Certifications

- 3Q 2011 – CDMA864CF V3.0 Verizon Certification

In Progress

- CE Terminus Product Certifications – Pending
- 400AP
- 2nd Generation Standard Terminus Products

Terminus Products Comparison

Module	Voltage Range	Operating Temp	Network	GPS	GPIO	ADC	DAC	Dimension	Enclosure	Connectivity	Certifications
GSM864Q V1.10	7-18 Vdc	-30° to 65° C	GSM/GPRS	Yes	9	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232 50 Pin Header CMOS Level UART for AT/Trace Handset Jack Python Script Ready	PTCRB AT&T T-Mobile Rogers CE - Pending
GSM864Q V2.10	7-18 Vdc	-30° to 65° C	GSM/GPRS	No	9	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232 50 Pin Header CMOS Level UART for AT/Trace Handset Jack Python Script Ready	PTCRB AT&T T-Mobile Rogers CE - Pending
GSM864Q V5.10	7-18 Vdc	-30° to 65° C	GSM/GPRS	Yes	9	1	0	2.275 x 3.325 x 0.952"	Open Frame	DB9 RS-232 50 Pin Header CMOS Level UART for AT/Trace Handset Jack Python Script Ready	PTCRB AT&T T-Mobile Rogers CE - Pending
GSM864Q V6.10	7-18 Vdc	-30° to 65° C	GSM/GPRS	No	9	1	0	2.275 x 3.325 x 0.952"	Open Frame	DB9 RS-232 50 Pin Header CMOS Level UART for AT/Trace Handset Jack Python Script Ready	PTCRB AT&T T-Mobile Rogers CE - Pending
CDMA864D V2.0	7-26 Vdc	-30° to 80° C	CDMA	Yes	7	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232 50 Pin Header CMOS Level UART for AT/Trace Handset Jack USB	Sprint CE - Pending
CDMA864D V3.0	7-26 Vdc	-30° to 80° C	CDMA	Yes	7	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232 50 Pin Header CMOS Level UART for AT/Trace Handset Jack USB	Verizon CE - Pending
GSM865CF V1.1	5 Vdc	-30° to 65° C	GSM/GPRS	Yes	7	2	1	2.5 x 1.4 x 0.365"	Open Frame Plug-In	49 Pin DIP Header CMOS Level UART for AT/Trace Python Script Ready	PTCRB AT&T T-Mobile CE - Pending
GSM865CF V2.00	5 Vdc	-30° to 65° C	GSM/GPRS	No	7	2	1	2.5 x 1.4 x 0.365"	Open Frame Plug-In	49 Pin DIP Header CMOS Level UART for AT/Trace Python Script Ready	PTCRB AT&T T-Mobile CE - Pending
CDMA864CF V2.00	5 Vdc	-30° to 80° C	CDMA	Yes	7	2	1	2.5 x 1.4 x 0.415"	Open Frame Plug-In	49 Pin DIP Header CMOS Level UART for AT/Trace USB	Sprint CE - Pending
CDMA864CF V3.00	5 Vdc	-30° to 80° C	CDMA	Yes	7	2	1	2.5 x 1.4 x 0.415"	Open Frame Plug-In	49 Pin DIP Header CMOS Level UART for AT/Trace USB	Verizon Pending CE - Pending
UMTS864CF	5 Vdc	-30° to 80° C	UMTS	Yes	7	2	1	2.5 x 1.4 x 0.420"	Open Frame Plug-In	49 Pin DIP Header CMOS Level UART for AT/Trace USB	Pending CE - Pending

Terminus Products Comparison

Module	Voltage Range	Operating Temp	Network	GPS	GPIO	ADC	DAC	Dimension	Enclosure	Connectivity	Certifications
GSM400AP V1.00	7-26 Vdc	-30° to 65° C	GSM/GPRS	Yes	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG RS-232 Level UART RS-485 CAN USB Device USB Host Ethernet	PTCRB T-Mobile CE - Pending
GSM400AP V2.00	7-26 Vdc	-30° to 65° C	GSM/GPRS	No	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG RS-232 Level UART RS-485 CAN USB Device USB Host Ethernet	PTCRB T-Mobile CE - Pending
CDMA400AP V2.00	7-26 Vdc	-30° to 65° C	CDMA	Yes	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG RS-232 Level UART RS-485 CAN USB Device USB Host Ethernet	Sprint CE - Pending
CDMA400AP V3.00	7-26 Vdc	-30° to 65° C	CDMA	Yes	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG RS-232 Level UART RS-485 CAN USB Device USB Host Ethernet	Verizon CE - Pending
UMTS400AP V4.00	7-26 Vdc	-30° to 65° C	UMTS	Yes	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG RS-232 Level UART RS-485 CAN USB Device USB Host Ethernet	Pending CE - Pending
NT-110ST	5 Vdc	-15 to 60° C	Wi-Fi	Yes	0	0	0	3.773 x 3.149 x 1.253"	Standard Enclosure	Wi-Fi (802.11b/g WEP, WPA, WPA2)	FCC Part 15 CE - Pending
NT-220LT	N/A	-15 to 60° C	Wi-Fi	Yes	0	0	0	4.27 x 3.35 x 1.77"	Ruggedized Aluminum	Wi-Fi (802.11b/g WEP, WPA, WPA2)	FCC Part 15 CE - Pending

2nd GENERATION TERMINUS

2nd Generation Terminus Products – 2011 Roadmap

- Based on Plug-In Terminus
- Microcontroller
- Accelerometer
- Standard Plastic Enclosure
- Standard DC Input
- Cost Reduced from Original Terminus

Scheduled for release in second half of 2011

LOOKING FORWARD – 2012

Low Cost Terminus Tracker

Designed specifically for cost-sensitive asset tracking applications, the Terminus Tracker incorporates Telits' new GE864-GPS GSM/GPRS/GPS module in a plastic housing with standard power, I/O, and antenna connections. The low cost and outstanding features and functions make the Terminus Tracker the device of choice for AVL and other asset tracking applications. *Scheduled Q1 2012*

Wireline to Wireless Replacement Terminus

Janus' Wireline Replacement Terminus is a POTS (plain old telephone service) line emulator using cellular transport. Incorporating Janus' versatile line of Plug-in Modems for connectivity on virtually any cellular network, the Wireline Replacement Terminus allows the user to create a wireless network connection from any fixed telephone line.

Scheduled Q1 2012

HSPA+ Plug-In Modem

The Janus HSPA910CF Plug-In Modem is a full-featured, open frame HPSA+ (3G) terminal specifically designed to be quickly and easily incorporated directly onto any application PC Board. The DIP (Dual Inline Package) design allows users maximum flexibility integration. Using the Telit's penta-band HE910 as the cellular heart of the modem, the Plug-In Terminus can be used in GSM, GPRS, EDGE, UMTS and HSPA networks. *Scheduled Q1 2012*

EV-DO Plug-In Modem

The Janus EVDO910CF Plug-In Modem is a full-featured, open frame EVDO (3G) terminal specifically designed to be quickly and easily incorporated directly onto any application PC Board. The DIP (Dual Inline Package) design allows users maximum flexibility integration. Telit's DE910 provides the Janus Plug-In Terminus a 3G CDMA solution for M2M applications. *Scheduled Q2 2012*

SECTION III SALES & MARKETING

- Janus Website
- CrossBridge Solutions
- Janus Sales Strategy
- Janus Marketing Activities
- Finding Potential Customers & Customer Applications
- Representative & Partnership Relationships

- General Navigation
- Product Pages
 - Documentation
 - Downloads
 - App Notes, etc.
- Media
- Support
- Contact Us
- Partners
- Janus Store



We do M2M — From Idea Through Integration

Janus Remote Communications

Janus has a solid reputation for designing and producing quality M2M products and services. Our extensive internal resources coupled with our experience in all M2M technologies combine to create original and pragmatic solutions for specific application requirements.

Terminus CDMA864D Receives Sprint Certification!

The Terminus CDMA, now with Sprint Certification, joins the highly successful line of Terminus cellular devices. [Read more...](#)



New! Intelligent Terminus

Introducing the new Terminus GSM400AP, CDMA400AP and UMTS400AP, powerful, all in one M2M communication devices. Janus' latest addition to the highly successful Terminus family of products, the 400AP series, are complete wireless communication devices backed by ARM-9 architecture capable of 400 MIPS and controlled by Linux OS or Windows CE. These new modules are offered with GSM, CDMA or UMTS network communication protocols. [Read More...](#)



New! Wi-Fi Terminus NT-220LT

The new rugged Wi-Fi Terminus NT-220LT combines state-of-the-art



[Search Janus](#)



Gadgets powered by Google

Not sure which Terminus is right for your application? Check out the Terminus product comparison.

[View Terminus Comparison](#)

**BROWSE
STORE**

Upcoming Innovations

Terminus Transit - Provides seamless indoor and outdoor tracking via Wi-Fi or Cellular Carrier networks. Never lose sight of your assets.

Terminus TerMini - A small compact cellular tracking device can follow your every move

Sign Up for Our E-Newsletter

**E-News
Sign Up**

CrossBridge Solutions

- 21 year history serving the M2M marketplace
- Unparalleled 24 x 7 Customer Service and Support
- Flexible technology to meet your dynamic needs
- One stop service for wireless networks around the globe
- Carrier Partners
 - **AT&T** – One of only four **Master** VARs since 2004
 - **Sprint** – VAR since 2005
 - **Global GSM** –over 300 GSM networks in 200 countries
 - **Iridium Satellite** – Solves coverage issues in fixed remote monitoring applications.
 - **Verizon** – Coming Soon!



CrossBridge 90 Day Evaluation

Features

- Activation on AT&T and/or Sprint network, AT&T includes sim card
- 50 MB data plan / month
- Public and Private Internet access
- Private Static IP assigned to your SIM card
- Assigned a Personal Account Engineer
- Access to the CrossBridge Solutions Web Portal



Web Portal

Monitor your developer kit usage

- View Network Session info real-time
- PPP Session Start and Stop
- Historical data usage charting
- Configure and Send Canned SMS text
- Threshold Reporting

Device Management

Usage History for Device B0113BF6

(MT=Mobile Terminated, MO=Mobile Originated)

[Back to Device](#)

Summary Authentication Accounting Usage

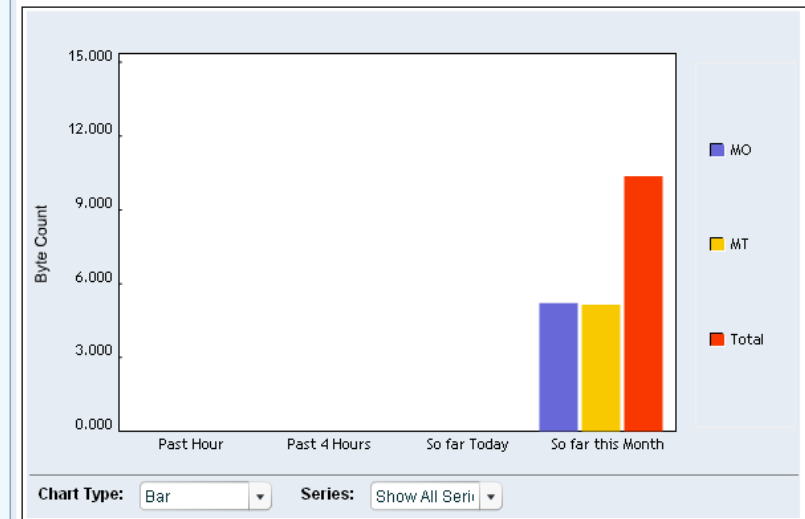
Active Sessions

Session Id Started (CST) Time Span Updated (CST) Time Span MO Bytes MT Bytes

Usage Summary

Note: Byte counts do not contain rounding. Actual bytes billed may differ.

Time Frame	MO Bytes	MT Bytes	Total Bytes
Past Hour	0	0	0
Past 4 Hours	0	0	0
So far Today	0	0	0
So far this Month	5,214	5,148	10,362



Some Things to Keep in Mind

Private vs. Public

- Avoid Unauthorized traffic concerns and costly usage overruns

Size Does Matter

- Architect for the variance in wireless costs
- Consider optimized over-the-air messaging and compression benefits

One network may not meet all needs

- Coverage issues a concern, especially in remote monitoring applications

Over the Air configurability

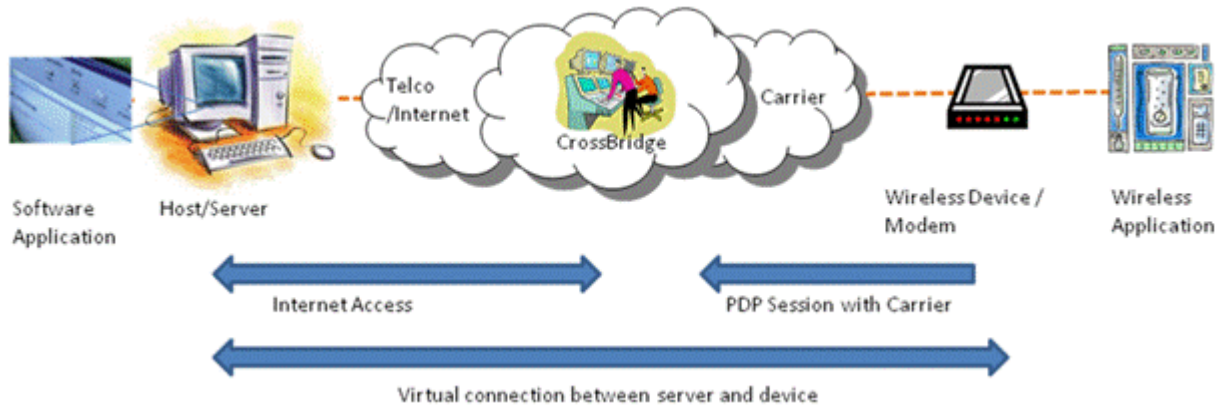
- Firmware downloads
- Modification of Device configuration parameters
- Static IP(Optional)



What to Expect

Email from Account Engineer

- Data Plan Components
- Provisioning information
- Web Portal Credentials
- Instructions on getting started



CrossBridge Follow-Up

CrossBridge Support during the 90 day evaluation

- Personal contact to make sure everything is going smoothly
- Access to 24 x 7 technical support for any questions

Seamless transfer to a CrossBridge account

- After 90 days, no cost to transfer to a production account
- 30 day contracts with no minimums
- Flexible monthly rate plans
- Ability to activate additional AT&T SIMs or Sprint ESNs
- End User, Reseller, & Agent models



JANUS SALES STRATEGY

- Product Driven
(Design Distinction)
- Customer Support
- Price Competition
- Strategic Partnerships
(Reps, Suppliers, Customers)
- Expand/Enhance Web Store



JANUS MARKETING ACTIVITIES

- Print Advertising
- Collaborative Marketing
- Tradeshows
 - CTIA –Fall w/Arrow & Exosite
 - Connected-World w/Telit
 - Remote Conference - Presenter
- Online Advertising/Marketing
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 - www.janus-rc.com
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- Social Media

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Engineered for *any* M2M Application



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JANUS – SOCIAL MEDIA

Social Media 2011 Roadmap

- Janus Facebook 
- Janus Twitter 
- Janus YouTube Channel 
- Janus RSS Feed 

JANUS – SOCIAL MEDIA

Janus RSS Feed

- What is RSS?
- Implementation of RSS In Janus
- Viewing RSS Feeds
- Benefits



POTENTIAL CUSTOMERS & APPLICATIONS

Finding Potential Customers & Customer Applications

- Companies with little or no wireless experience whose products or services would benefit from wireless connectivity
- Companies that require a quick/easy wireless implementation
- Companies whose products currently incorporate a wireless solution going into product redesign
- Companies with low volume demand that would not be able to achieve PTCRB, carrier, FCC, CE, or other certifications
- Companies that require engineering assistance



REPRESENTATIVES and PARTNERS

Representative and Partner Relationships

- Representative Agreements
- Manufacturers / Suppliers
- Distributors
- Product Partners
- Future Plans

THANK YOU!