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) $10^{11}$

Mobile Phone $10^{10}$

Personal Computers $10^9$
Victories of Verification
What We Do

Arrayent Platform

“Move complexity from the device to the cloud”

“Virtual Device”

Enables Low Cost, “Just Works”

Product With Wireless

Apps
Value Proposition

Is your garage door open?
Check and close it from your smartphone!
Arrayent Account Growth Leverage

CHAMBERLAIN®

7 new SKUs

Retrofit 50MM Installed Base

Gate Opener

Light Control
Cloud Compatibility

"Normalized Devices"

Arrayent

Any App

Any Radio

Manufacturers

Any Cloud

Alarm.com™
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