Launch of v3.2
Webinar for Sales Partners
Confidential

SERSTECH

Chemical identification for a safer world.

Agenda

10.00 Update and company news (PH)

10.10 New features and functions in v3.2 (JS,PB)

10.40 Sales and Marketing update (MW)

10.50 Q&A (PH)

10.00 End

Update and Company News

Peter Höjerback

This is our 7th webinar

We still need your input!

A vision of Chemical Awareness

We envision a world where modern chemistry is a true asset and not a threat. Serstech is the leading supplier of the required chemical awareness.
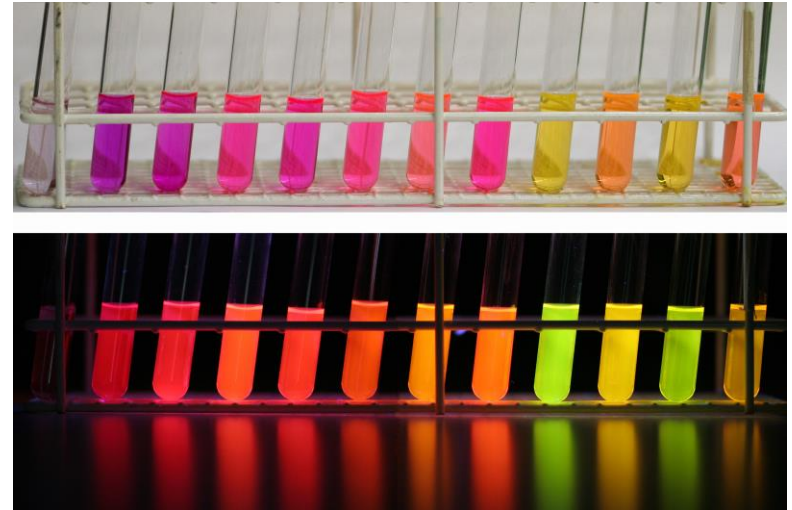
A mission for better decisions

We create chemical awareness that help those confronted by unknown chemicals make better decisions. We create information and turn it into knowledge.

A goal to maximise value

We aim to help our customers maximise the value of their chemical intelligence.

Status

- Today we offer "3-instruments-in-1"
    - Screen = " TruNarc"
        - For explosives – excellent
        - For narcotics - improved
    - Identify = "FirstDefender"
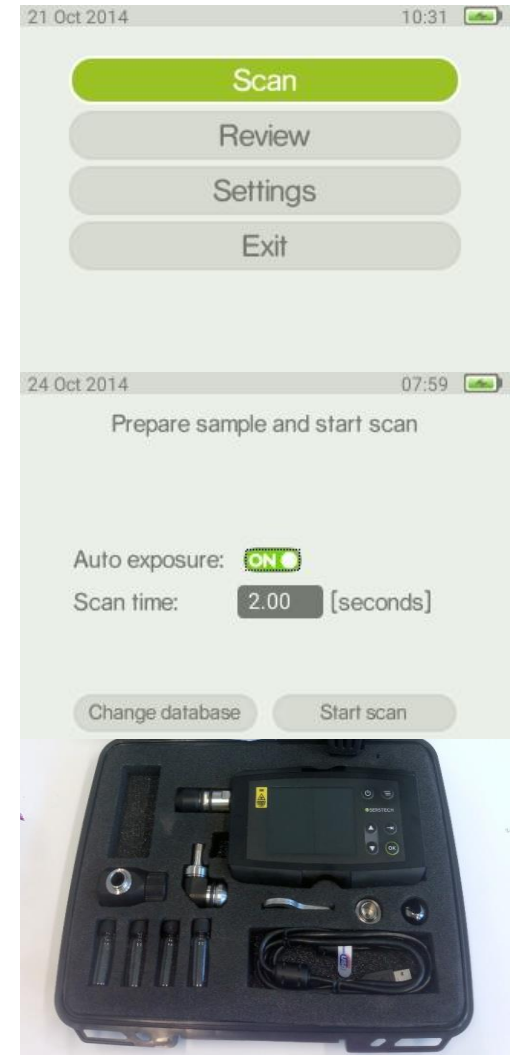   - For unknown substances
    - Verify ="TruScan"
        - For known substances
- DMT is our software solution

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Last time: v3.0.13

Product improvements v3.0.13

- Screen, first version
- Factory reset
- Multi-language support
- Speed and bug fixes

The focus of v3.2

- Better Screen mode
- Better matching, less false positives
- Faster speed
- Easier operations (pdf, USB, calibration, etc)

New in v3.2

Jan Sonnvik

Indicator firmware, release schedule

- Principle: Four releases/year
  - March, June, Sept, Dec
- Releases - 2015
  - 3.2.x: Now
  - 4.0.x: Dec 2015

Matching algorithms

- Significantly reduced false-positive detection rate for all sampling methods
- Default tuning adapted to method
  - Screen and Verify stringent
  - Identify slightly less stringent

- Note!
  - Avoid adjusting default tuning settings if not absolutely necessary

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USB storage

- All USB drives will be mounted at once and can be accessed simultaneously

- Drive names changed
  - "i100_data" : DATA partition (your measurements)
  - "i100_conf" : CONF partition (configuration)
  - "i100_dmt"   : Reserved for DMT software

- Note!
 - Do NOT modify contents of the "i100_dmt" drive.

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Screen method

- Search ("Screen") for specific categories of substances of interest
  - Now Regulated: Narcotics, Explosives
- Main purpose is to get "Alert" notification if any substance in the target category(-ies) has been found, or else a "Clear" message
- Target users e.g:
  - Police and customs officers, bomb disposal
- Supported categories can be expanded over time, e.g. Toxic, Hazardous

- Recommendations on use
  - Avoid change of search tuning parameter from default value (80%)
  - Avoid use of excessive number of active databases

Understanding Screen priorities

- Max one substance (with the highest priority) will be shown on screen, even if several substances are found in the sample

- The algorithms search according to this priority order:

    1. Regulated substance
    2. Masking Agent (substance which may hide the presence of a regulated substance)
    3. Precursor (substance which may be used in manufacturing of a selected regulated substance category, e.g. Explosives)
    4. Cutting Agent or Adulterant (substance often used mixed with a regulated substance)
    5. Other non-regulated substance
    6. New/not categorized substance

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Screen result displays

- Regulated substance found:
  - Red screen - **"Alert"**
- Precursor or Masking Agent:
  - Orange screen – **"Warning"**
- Non-regulated or Cutting Agent:
  - Green screen - **"Clear"**
- Uncategorised, Unknown or no substance found:
  - Grey screen – e.g. **"Inconclusive"**

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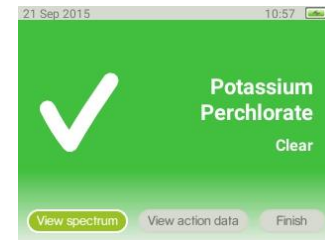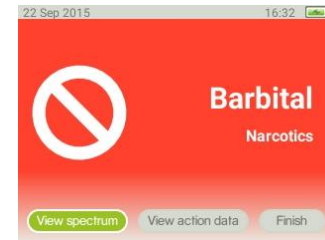
Measurement Reports

- Reports generated for every measurement
- Stored in PDF format, English only
- Available in the same USB folder as measurement
  - "i100_data\history"

MEASUREMENT REPORT   SERSTECH

OPERATOR INFORMATION   MEASUREMENT INFORMATION

Operator: Default, Admin   Measurement type: identify
Instrument ID: 000000000057   Reference library:
Location: Exposure time: 5.4 s
Contact info: Local time: 2015-09-22 12:00:42

✓ MATCH 86.0%

| MAIN COMPONENT | IBUPROFEN | 86.0% |
| RESIDUAL COMPONENTS | - | - |

Sample spectrum
Reference main component

Raman Shift (cm-1)

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Calibration reminder

- The user will be reminded when the instrument should be re-calibrated

- Timer 0 (off) – 200 hrs, default 8 hrs

- Calibration shortcut available in the mini-menu

- Use supplied calibration cap

- Note!
  - We recommend calibration before start of each workday.

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User interface languages

- Swedish
- Danish
- English
- Russian
- Japanese
- Polish*
- German*
- Chinese*
- French*

(*) = New

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Misc

- Reduction in total sampling time
- Single configuration file
- Instrument serial number shown in about screen
- User passwords hidden ("****") in config file
- Increased stability of USB file system
- Possible to abort ongoing measurement

Sales, Marketing and Support

Mikael Wanland

Sales and Marketing News

◀▶ Introducing Mikael Wanland new VP Sales

◀▶ Meet us at exhibitions

- ◆ Emergency Services Show Birmingham 23-24 Sep.
- ◆ WCO Rotterdam 26-29 Oct.
- ◆ Milipol Paris 17-20 Nov.
- ◆ Samhällssäkerthet 24-25 Nov
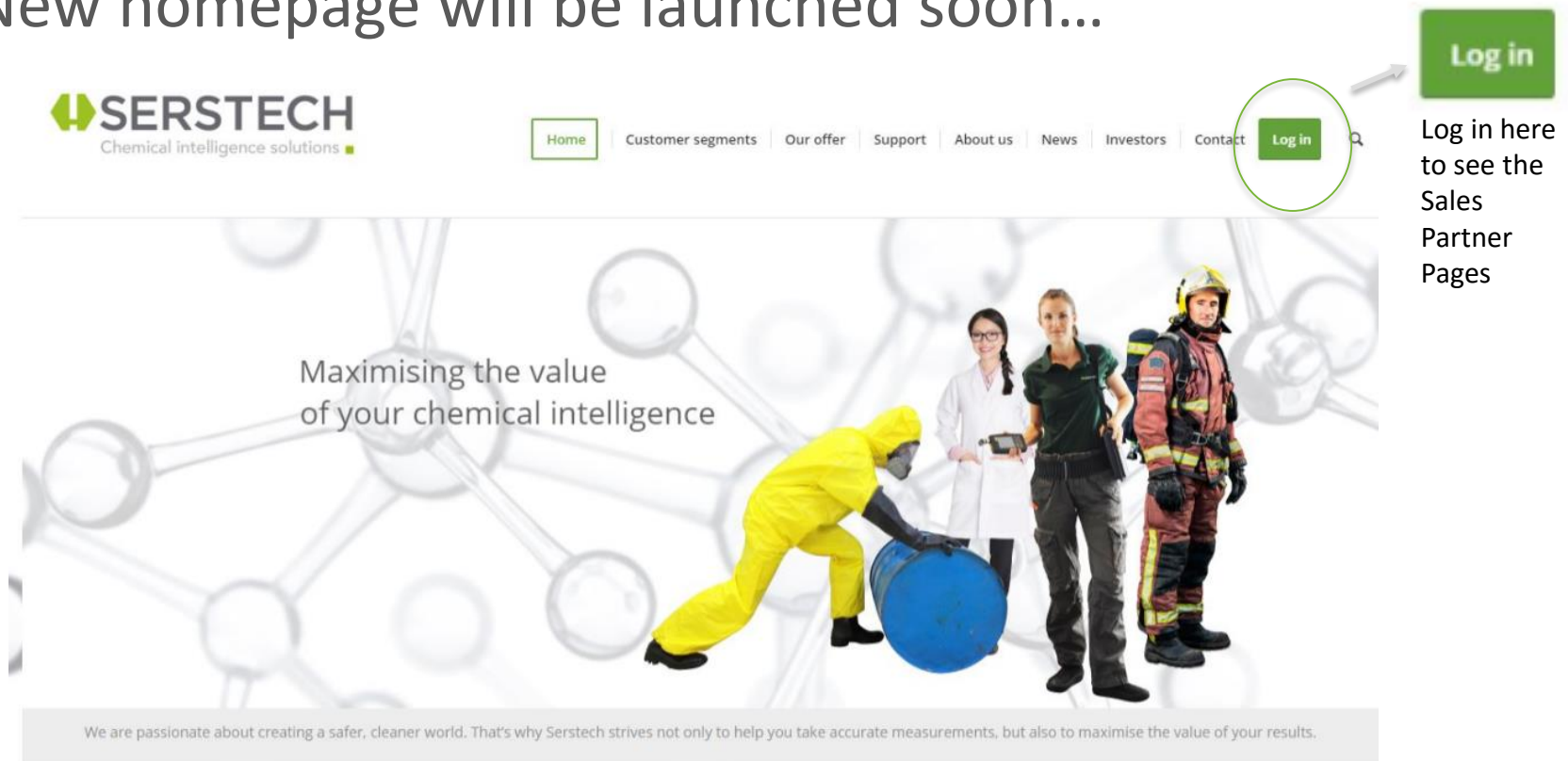
◀▶ New Datasheet, Manual…

◀▶ Material for new roll-ups

Sales and Marketing News

◀▶ New homepage will be launched soon...

Log in here to see the Sales Partner Pages

Indtroducing Newsflash

We will keep you informed regularly with a short Newsflash:

We are happy to guide you!

⬤ Contact us for a visit to:

  ⬤ Discuss our future cooperation

  ⬤ Help you grow your market

  ⬤ Understand your needs in sales & marketing support

  ⬤ Do Demos together.

  ⬤ Join you at fairs

Q&A

Peter Höjerback

Summary

- v3.2 new features

- Please let us know what else you need

Join us to make the world safer and cleaner!