

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.



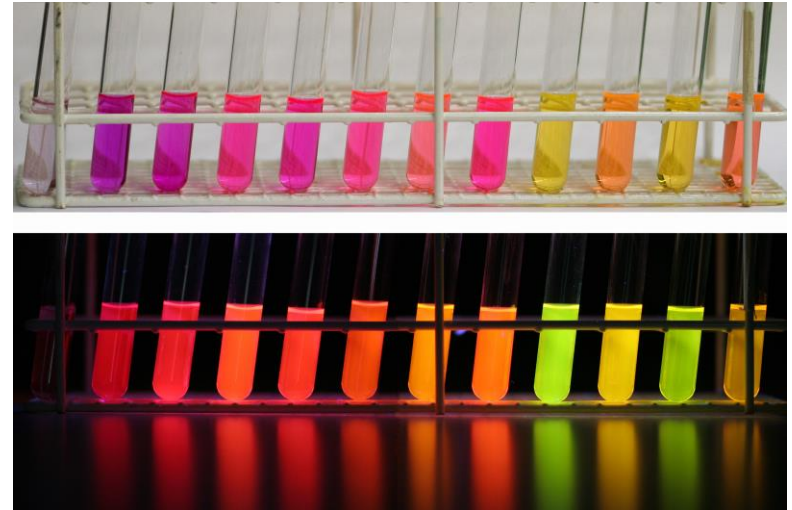
A mission for better decisions

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"

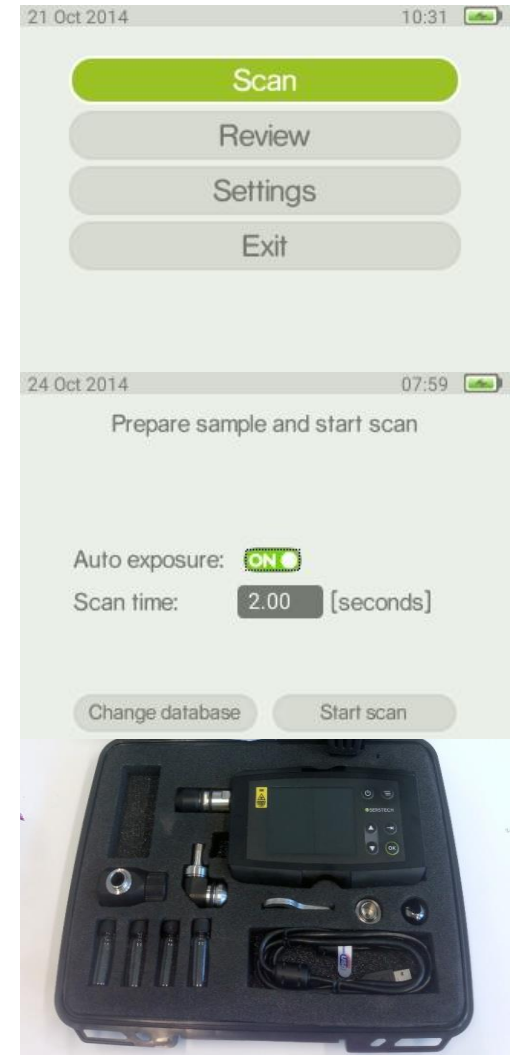
 - For known substances

DMT is our software solution

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

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.

Screen method

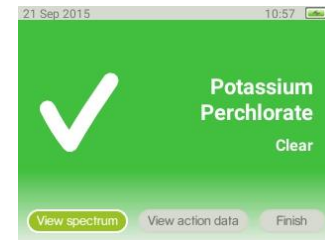
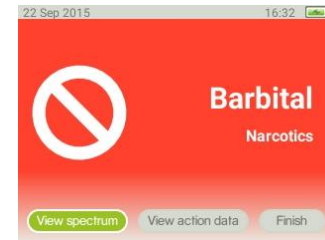
- Search ("Screen") for specific categories of substances of interest
 - Now Regulated: Narcotics, Explosives
- Main purpose is to get "Alert" notification if any substance in the target category(-ies) has been found, or else a "Clear" message
- Target users e.g:
 - Police and customs officers, bomb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

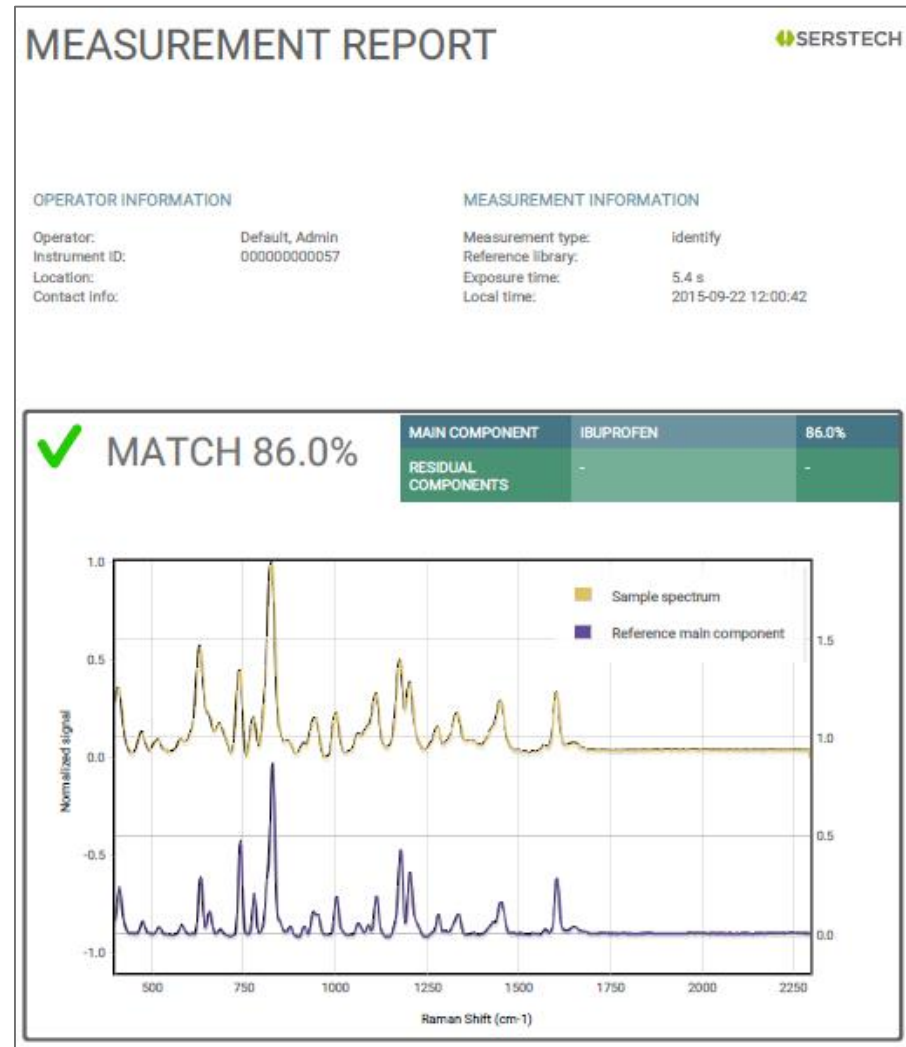
Screen result displays

- 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"**



Measurement Reports

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



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.

User interface languages

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



(*) = New

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.

➤ Samhällssäkerhet 24-25 Nov

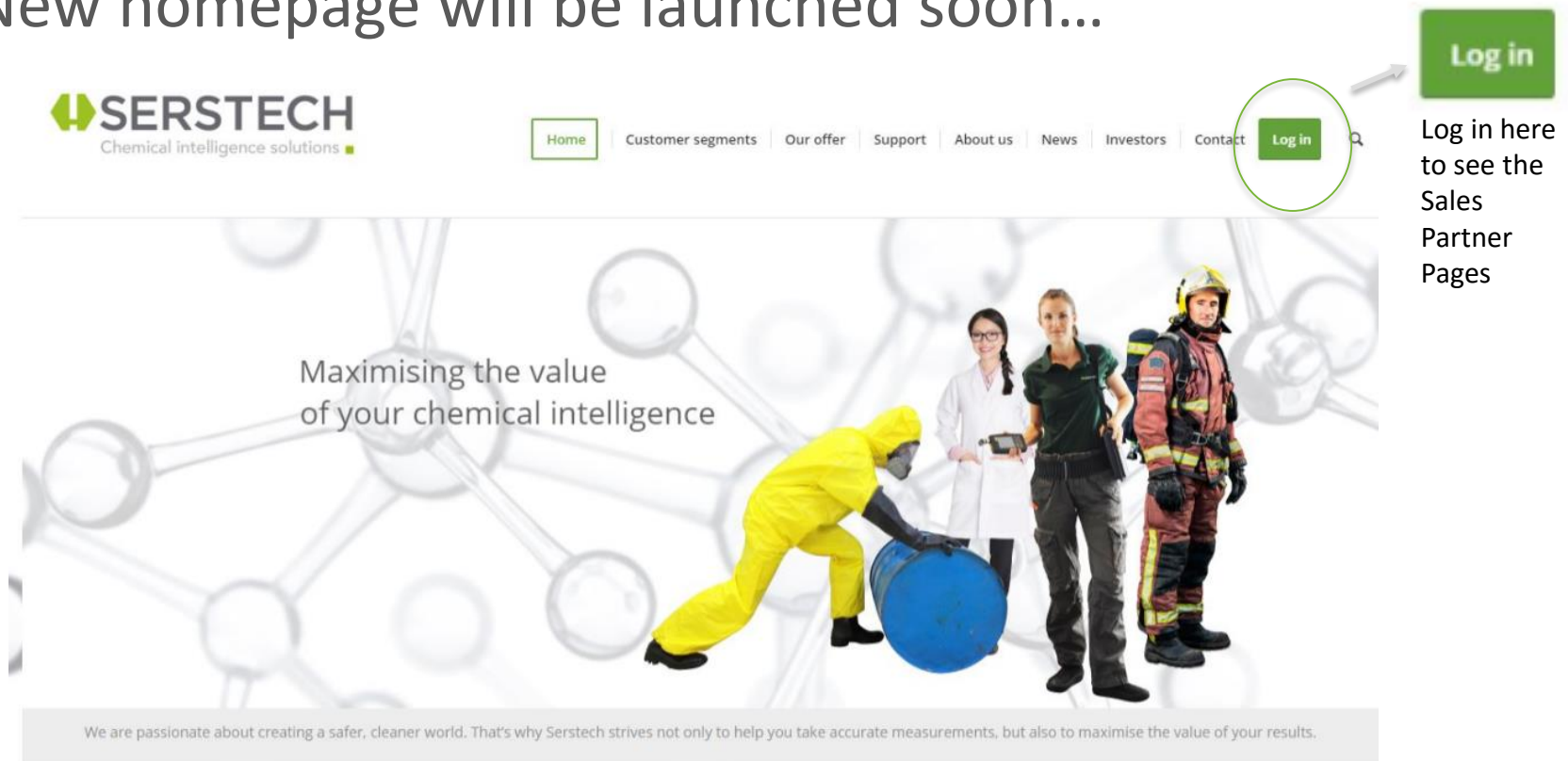
➤ New Datasheet, Manual...

➤ Material for new roll-ups



Sales and Marketing News

➡ New homepage will be launched soon...



The screenshot shows the Serstech website homepage. At the top left is the Serstech logo with the tagline "Chemical intelligence solutions". To the right is a navigation menu with links: Home, Customer segments, Our offer, Support, About us, News, Investors, and Contact. A green "Log in" button is circled in the navigation menu, and a grey arrow points from it to a larger green "Log in" button on the right side of the page. Below the navigation menu is a large banner image featuring a molecular structure background. In the foreground, there are four people: a person in a yellow hazmat suit bending over a blue barrel, a woman in a white lab coat holding a device, a woman in a dark green polo shirt, and a man in a full orange and black firefighter's suit. The text "Maximising the value of your chemical intelligence" is overlaid on the banner. Below the banner is a grey bar with the text: "We are passionate about creating a safer, cleaner world. That's why Serstech strives not only to help you take accurate measurements, but also to maximise the value of your results."

Log in here to see the Sales Partner Pages



OUR COMPLETE SERVICE

Serstech's full-service platform includes software, hardware and expertise. It brings you many unique benefits: the ability to share data and information, to analyse it and to build knowledge as a



GETS YOU CONNECTED

Integrated connectivity is at the heart of our system. It empowers you to store, analyse and share chemical measurement data and so leverage its full value, leading to better decisions and actions.



CUSTOMISABLE SOLUTIONS

Every organisation is unique. The ability to fit our system into your existing way of working is therefore key. Serstech's solutions are based on modules, and designed for easy adaptation to meet your organisation's



Introducing Newsflash

- ◀ We will keep you informed regularly with a short Newsflash:



Save the dates! Join us at the following trade shows this fall.

Dear Sales Partner,

Serstech will take part at several trade shows this fall. We will present the new screening method, ChemDash and many other new features. It would be a pleasure to have you visit us.

Contact us for more information.

Sincerely,
Team Serstech



NEC | BIRMINGHAM | 23-24 SEPTEMBER 2015

[The Emergency Services Show](#)

23-24 September 2015, Birmingham, UK
Meet us at booth A1!



Myndigheten för
samhällsskydd
och beredskap

[CBRNE-dagarna 2015](#)

30 September - 01 October, Umeå, Sweden








[5th WCO Technology Innovation Forum](#)

25-26 September 2015, Stockholm, Sweden



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!

