Webinar Launch Firmware v.3.3.

For Sales Partners
Confidential



Chemical intelligence solutions

Agenda

09.00 Update and company news (PH)

09.10 New features and functions in v3.3 (JS,PB)

09.40 Sales and Marketing updates (MW)

09.50 Q&A (PH)

10.00 End



Updates and Company News

Peter Höjerback





This is our 8th webinar



Please share what you think!





Company news

- 2015 the starting year
 - Commercial first wins in police, military and labs
 - Several trade shows with Security in focus
 - Instrument hardware quality enhanced
 - Instrument software developed (Screen, matching, GUI)
 - Sales Partners translating and starting selling
- 2016 the year of Security sales
 - Solution sales of ChemDash and Indicator



A system for continuous improvements







New features and functions

Jan Sonnvik, Peter Billsten





Recap of v3.2

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



3.3 functionality

- Significant overhaul of Identify method
 - Improved user interface design
 - Single matches and mixes
 - User settings of limits removed in GUI
- General enhancement of algorithms
 - Further reduction of false positive matches
 - Auto exposure algorithm optimized
- Some additional updates
 - Setting menus rearranged
 - GUI reset by pressing "down arrow" key at startup
 - GUI language font handling modified for e.g. Chinese

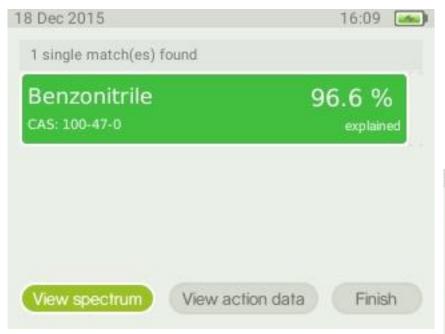


New Identify method

- Exposure, library selection etc as before
- New result screens for Single substance matches and Mixes
 - The Indicator first tries to identify a single substance which can explain the sample spectrum
 - If a single match cannot be found a Mix search will be initiated where a combination of up to 10 substances are investigated to explain the sample



Identify – Single and Mix









Bottle adapter

- For point-and-shoot sampling through transparent containers
 - Both solids (powders) and liquids
- Handles containers with wall thickness up to 1.5 mm (ideal range 1-1.5 mm)
- Attaches as existing point-and-shoot adapter
- Will be shipped as standard with Indicators in 2016
- Available now as accessory





Bottle adapter







Release schedule 2016

- Chemical Intelligence System Prel. April
 - Firmware 4.0.x
 - ChemDash
- Further releases during H2 2016, timing TBD



Sales and Marketing Updates

Mikael Wanland





Sales update

- Wey sales during 2015:
 - China
 - South East Asia
 - South America
 - Hotzone



Exhibitions & Conferences 2015

- Achema
 - with Polytec
- Pitcon, Pitsburg
- DSEI, London
- Emergency Service Show Birmingham
 - With Lutra Associates
- CBRNe conference, Umeå
- WCO, Rotterdam
- JASIS, Tokyo
 - By ST Japan
- CBRNe Conference, Shrivenham
 - With Lutra Associates
- Milipol, Paris
- Samsäk, Stockholm
- EU Commission/Customs Scientific meeting, Brussels





Expansion of sales network

- Argos Defence
- Lutra Associates
- Nushka Sensors
- KapriCorp
- GISS
- Franklin
- Several other contacts in
 - Romania
 - Kosovo
 - Australia
 - Nigeria
 - Saudi Arabia





Focus 2016

- Continued focus on security
- Continue to work with current sales network and expand sales network
- Continue active participation in conferences and exhibitions
 - Own booth & together with sales partners
- Develop marketing toolbox
 - Presentations
 - Guides
 - Images & Videos
 - Brochures & leaflets
- Launch of ChemDash solution



Questions and Answers

Peter Höjerback





End

Maximising the value of your chemical intelligence



