

A faint, light gray molecular structure graphic serves as the background for the slide. It consists of numerous spheres of varying sizes connected by thin, translucent rods, creating a complex, interconnected network that resembles a chemical or biological structure.

Webinar

Launch Firmware v.3.3.

For Sales Partners
Confidential



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

18 Dec 2015 16:09

1 single match(es) found

Benzonitrile 96.6 %
CAS: 100-47-0 explained

[View spectrum](#) [View action data](#) [Finish](#)

18 Dec 2015 16:20

Possible mixture, 85.0 % of spectrum explained.

Acetone
CAS: 67-64-1

Isopropanol
CAS: 67-63-0

Methanol
CAS: 67-56-1

[View spectrum](#) [View action data](#) [Finish](#)

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

Key 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

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- Argos Defence
 - Lutra Associates
 - Nushka Sensors
 - KapriCorp
 - GISS
 - Franklin
- South & Central America, The Caribbean
- UK
- India
- India
- Kuwait
- Turkey
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- 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

