Company Overview

Updated: May 2015

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Aeris Company Overview

People

- 135 people, diverse backgrounds
- > 50% in engineering
- Privately held

Facilities

- Corporate headquarters in Silicon Valley (Santa Clara, CA)
- Locations in the UK and India
- NOCs in Santa Clara, Las Vegas, and London; Delhi under construction

Technology

- Purpose-built network, optimized for M2M
- Supports CDMA, GSM, and LTE
- Carrier agnostic
- Global coverage with a single SIM/APN

Markets

- Cellular connectivity for enterprise IoT programs
- IoT platform for cellular carriers
- Cloud-based application-enablement platform with best-in-class, next generation data analysis capabilities

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Aeris in Numbers

A robust history of growth, stability and industry advances

50
industry patents

100%
annual growth (last 4 years)

99.995%
infrastructure reliability

Operational reach in **190** countries

1 in 4
new cars sold in U.S. built by Aeris customers

Top 10
No. of connected IoT devices

8.7 billion
M2M events per day

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Business Overview

Aeris Portfolio Overview

	Enterprise Connectivity Service	Aeris GSP	AerCloud & Analytics
What is it	• Managed cellular connectivity service (IaaS) • Available in 190+ countries • All technologies – CDMA, GSM, LTE	• Complete M2M technology stack • Sold as PaaS	• Application Enablement Platform • Integrated into core stack • Cloud-based, “infinitely” scalable • Device & application analytics
Target Customers	• Enterprise and M2M solutions providers • All verticals – auto, fleet, health care, utilities, industrial	• MNO’s building an M2M business	• Enterprises and M2M solutions providers building apps • MNO’s reselling service
Routes to Market	• Enterprise sales team • Telesales • Resellers • Self-service (launching in Oct)	• Aeris MNO sales team • Cisco OEM – IoT Cloud Connect • Tech Mahindra resell	• Enterprise sales team • Telesales • Self-service (launching in Jan)
Competitors	• MNOs • M2M MVNOs	• Jasper • Ericsson	• Thingworx • Axeda • Others

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Aeris Advantage

Industry's Only Network Dedicated for M2M

Service Provider		Customer Experience	
MNO	Network built for smart phones and tablets Limited M2M features No M2M support expertise	Biased towards own network	Not optimized for M2M
M2M MVNO	No mobile core network Resell MNO data plans: expensive No real-time visibility, support skills	Same as carrier partner; no control	Fundamentally limited through technology approach
Aeris	Purpose-built mobile core network for M2M Leading visibility, control, TCO Optimized features: SMS Direct, eCall, AerTap, and others	Optimized for maximum coverage	Superior coverage, reliability, and TCO

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Coverage and Reliability

Optimized for maximum coverage across both CDMA, GSM

CDMA

Optimized for coverage across 52 carriers in North America

Inherent redundancy

GSM

Single SIM across 550 Carriers

Over 190 countries

Single global APN

Enhanced Service Selection

- Customer-optimized preferred roaming list
- Supported in multiple radios
- Key differentiator with indoor coverage environments

Redundant Carriers Access

- Access to multiple carriers in many countries
- Customer driven ability to choose/block carriers

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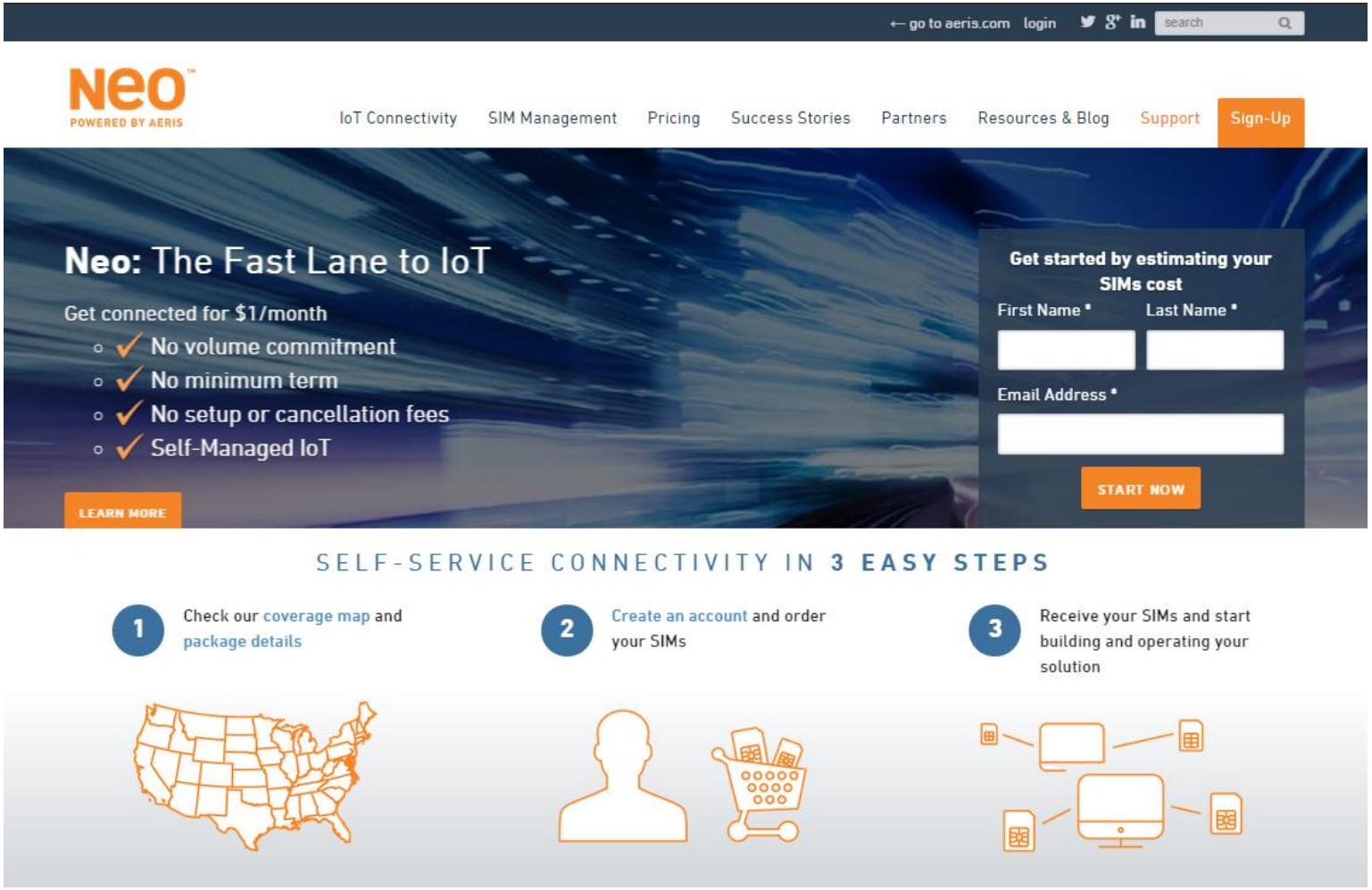
Neo™–Self service connectivity, launched in Q4'14

Platform capabilities drive dramatic improvements in delivery cost and cycle time



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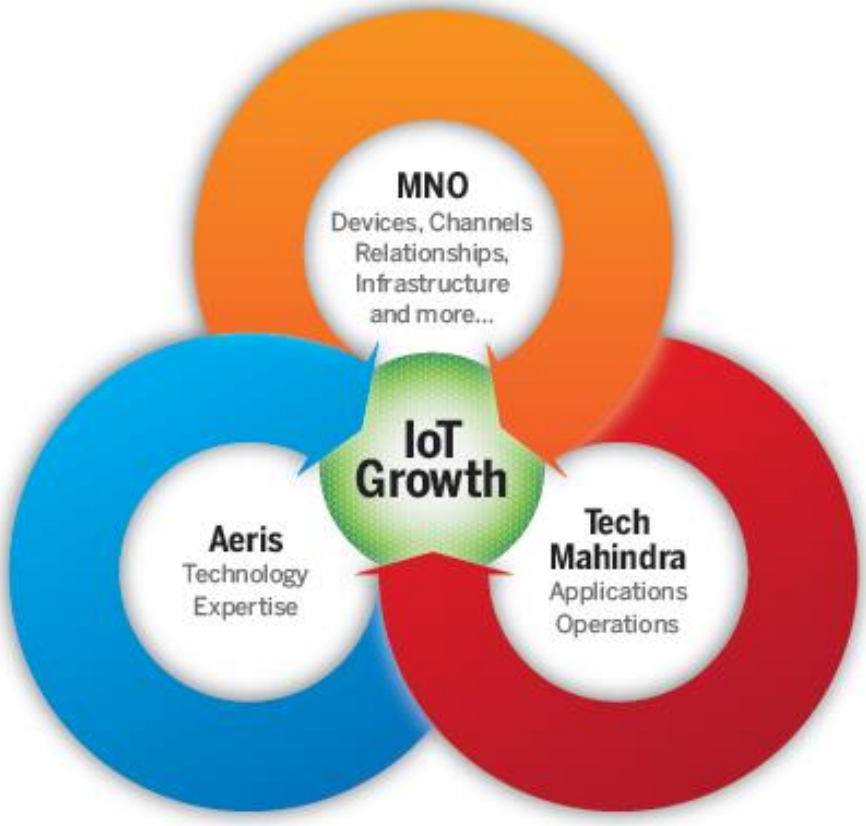
Jumpstart IoT: Planning an Operator's Success

Addressing an Operator's most stubborn challenges: Effective Market Entry



Jumpstart IoT combines:

- Aeris's flexible, low cost service delivery platform
- Tech Mahindra IoT applications and customization capabilities
- MNO's sales, marketing and wireless services reach

A jointly developed and structured go-to-market plan to maximize the Operator's opportunity and to ensure Operator success

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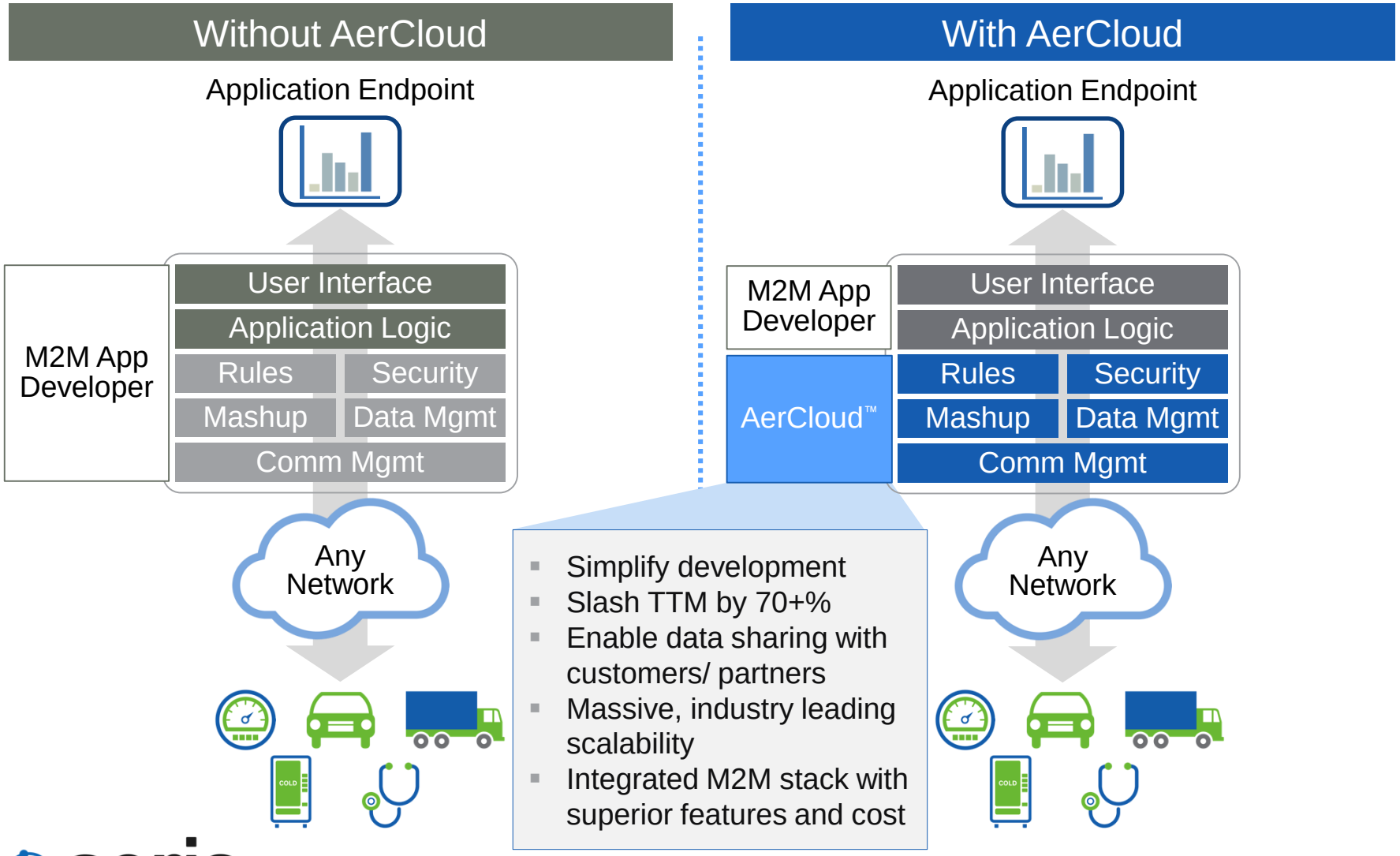
What Is AerCloud™?

Next generation M2M application enablement platform



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AerVoyance – IoT Analytics

Provides insight, management, control & optimization of M2M / IoT device footprint

- Enables customers to gain visibility & insight into the device, usage & billing info.
- It also enables alerts, anomaly detection & prediction providing relevant debugging & actionable info to effectively manage IoT / M2M deployment using a simple graphical interface.

Account Dashboard
Obtain an overall view of the device portfolio including billing, usage, and status

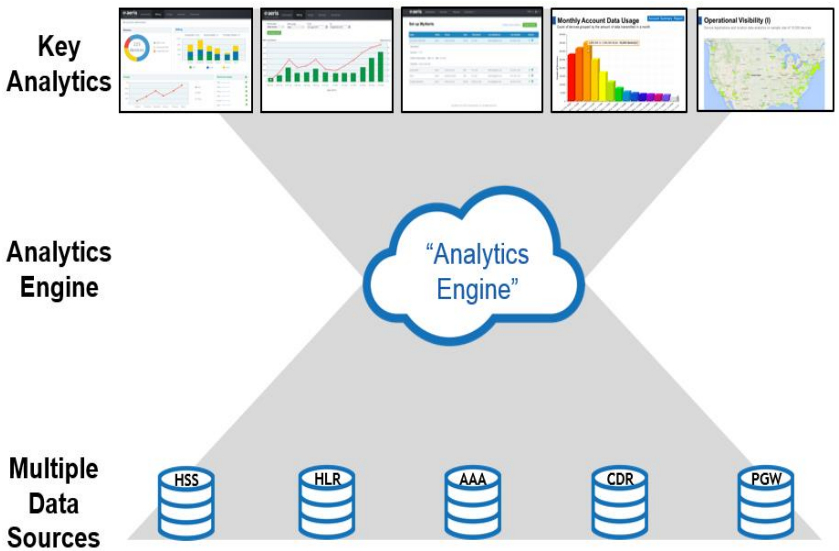
Visibility & Insight
Visibility into billing & usage information leveraging simple graphical interface

Analytics
Analyze billing & usage data enabling account admin to manage cost and devices.

Diagnostics
Root cause and fix issues related to billing, usage and behavior of devices

Anomaly & Alerts
Bubble up and present key anomalies and learn from user reaction and feedback

Prediction & Action
Learning engine to predict device behavior for pre-emptive action



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Why Does Aeris Win?

Coverage and Reliability

Real Time Visibility and Control

Total Cost of Ownership

M2M / IoT Support

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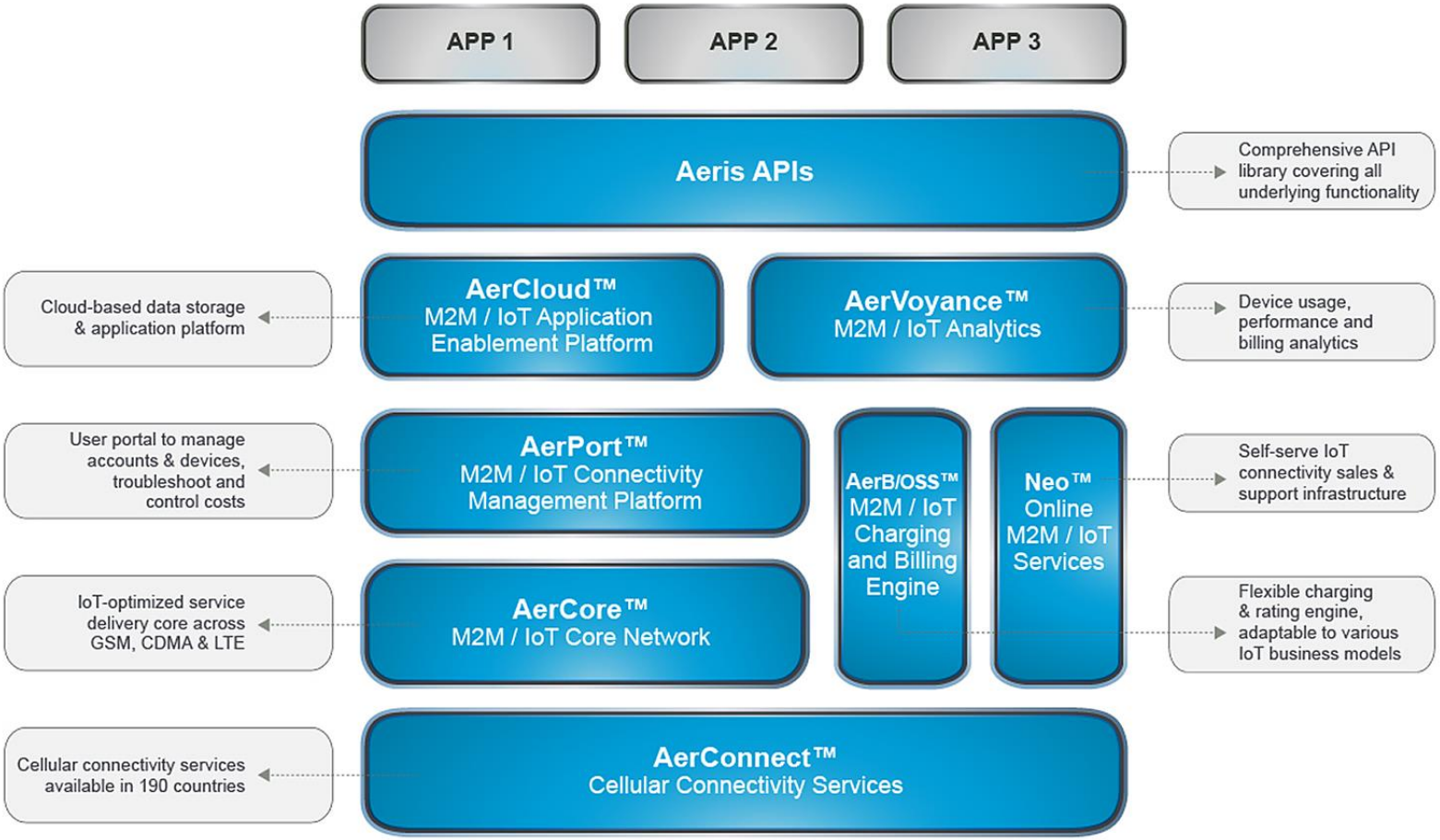
Technology Overview

Aeris M2M / IoT Platform



IoT Optimized Service Delivery Platform

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Case Studies

Key customers using the platform

Automotive	Fleet	Health	Monitoring	Utilities
HONDA	Trimble	ResMed	SILICON controls	Honeywell
HYUNDAI	PEOPLENET Performance.	BOSCH Invented for life	SENSUS	Badger Meter
CHRYSLER	RAND McNALLY	Tunstall	HydroPoint data systems, inc.	ACLARA

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Value in action

HYUNDAI

- Full Verizon and Sprint footprint
- Ability to select strongest signal
- Increased success rates by 5% over OnStar comparison

ResMed

- Aberrant devices found during ramp
- Early identification of product issue
- SW change avoided 1M unit recall

Badger Meter

- Enabled new business model
- Moved to cellular at each meter
- Competitors forced to follow

SILICON controls

- Devices flipping between towers
- Early identification of battery life issue
- PRL updates to resolve and avoid 20K truck rolls

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