

## The SiteWatch Pilot Program

Now that 2021 is here and there's light at the end of the Covid tunnel, many manufacturers are taking advantage of our Pilot program to try out our technology for finding energy-savings, improving machine-reliability, and lowering production costs - as quickly as possible.

### Our Pilot program provides...

1. **Rapid remote installation:** We can install sensors<sup>1</sup> on 25 machines in ½ a day - without coming onsite.
2. **45-day Pilot program:** no cost unless you decide to keep it - see details below\*.
3. **Option at 45 days:** If the decision is to keep **SiteWatch** in place, you have the option to amortize the upfront cost over 24 months - see the example below.

**Cost example:** If you are happy with the Pilot and choose to keep SiteWatch, the costs for a 25-machine pilot are...

1. Hardware about \$4,000, and installation about \$1000 - depending on the electrical conditions onsite.
2. The ongoing support charge for extensive data-analytics, Reports, Alerts for machine-deterioration, and professional engineering advice is about \$250/month.

We are happy to put our money where our mouth is. SiteWatch pays upfront costs - hardware, time for scoping, installation training, and software training - because we know our solution always provides value for manufacturers. After 70+ pilots, nobody has ever chosen to return the hardware to us at the end of the Pilot, period!

### Pilot Program - Steps

1. **Goal:** One of our engineers will discuss what you need to monitor while helping develop objectives for an effective energy and equipment monitoring solution.
2. **Design:** The first step involves scoping, designing, and configuring the hardware and software, as well as overseeing installation (remotely) to ensure data-flow.
3. **Installation:** Within an hour, we can train personnel responsible for deployment to install the sensors. We continue to support until sensors and bridges are operational.
4. **User Training:** We train your facilities and operations personnel to use the software - including graphs, charts, reports and alerts
5. **Review: #1:** After 14 days, we review the data with you and decide if we're measuring the right equipment and whether any more sensors are needed.
6. **Review: #2:** Between 30-45 days, we review the data together with you again (in detail) and discuss specific issues and savings opportunities with your equipment and operations.
7. **Decision:** After 45 days, you decide if you are getting value out of SiteWatch in terms of the potential for energy- and labor-savings, as well as machine-reliability and improved-maintenance.

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<sup>1</sup> Panoramic Power and PowerRadar are registered trademarks of Panoramic Power Ltd in the United Kingdom and United States of America.



If you decide to return the hardware, we will simply shake hands and you will not be billed. If you decide to keep the system, we will start billing and providing our energy-consulting, engineering, software, and data support services, which include...

- Perpetual full hardware warranty
- Unlimited software user seats - perpetual updates and enhancements
- Secure data transmission, storage and analysis (we never delete old data)
- Modular and custom management reports – hourly/daily/weekly/monthly/annually
- Customized alerting system (warns of declining machine performance, potential failure, or operator error).
- Energy consulting services for both demand and supply side strategies are included

**Questions? Please call Kit Gutteridge at 484-802-2422 or Jeff Lyon at 610-291-0621.**