JANUS REMOTE COMMUNICATIONS

We do M2M

From Idea Through Integration!

www.janus-rc.com

Janus Remote Communications provides state-of-the-art wireless products and services, including Custom Design Solutions to the global M2M marketplace
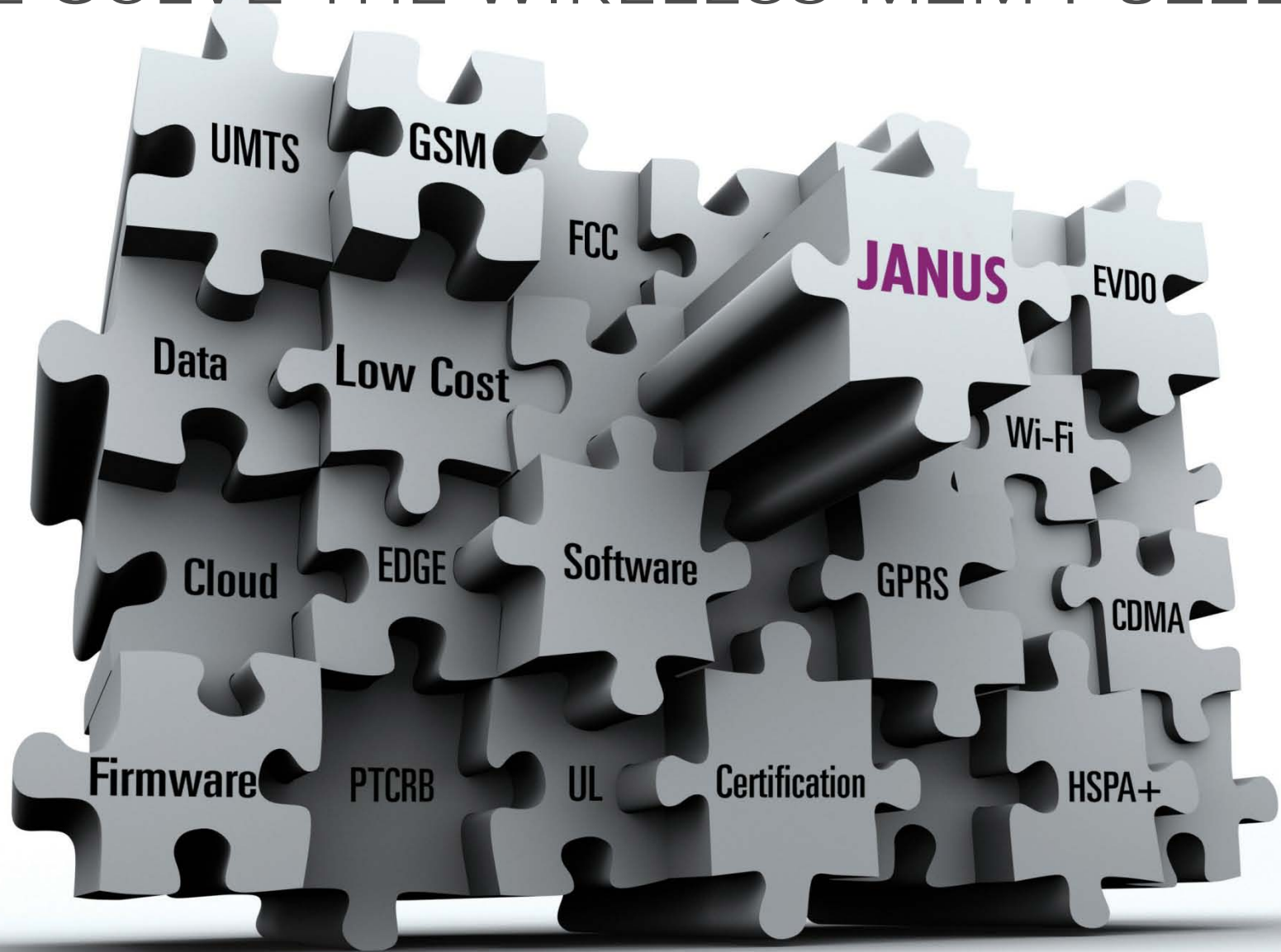
Our Products are most often used in:

- Fleet Management
- Security Systems
- Healthcare Applications
- Remote Monitoring Systems
- Vending Machines
- Digital Signage

Any Telematics & Telemetry Applications

JANUS REMOTE COMMUNICATIONS

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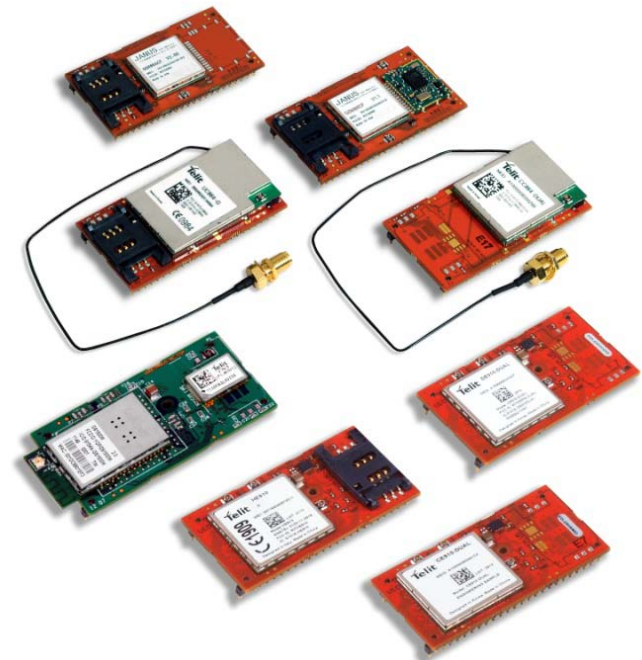
We Solve the Wireless M2M Puzzle

JANUS REMOTE COMMUNICATIONS

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BRIEF HISTORY OF JANUS

2002 - 2004
- **Created Custom Design Solutions for Avnet-Nokia Customers**
- **Began Distribution of Nokia N12 Modules**

2005 - 2006
- **Began relationship with Sony-Erickson**

2006
- **Began relationship with Telit North America**

2007-2009
- **Released the Standard Terminus**
- **Released Custom Design Products**

2010
- **Released Terminus Plug-In Terminals**

2011
- **Released 400AP Terminus**
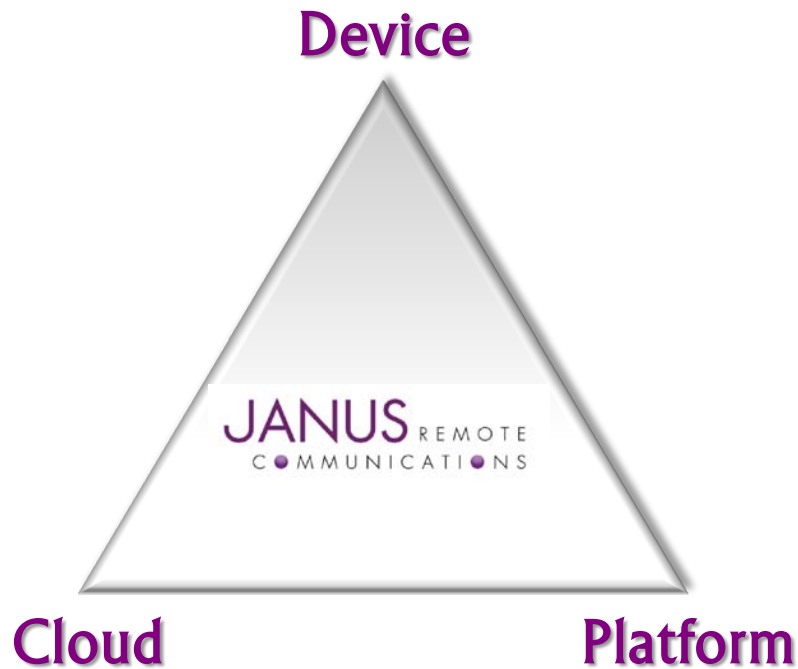- **Released the T2 – 2nd Generation Standard Terminus**

2012
- **Release of 3G: HSPA+ and EV-DO**
- **Release of POTswap Wireline Replacement**

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JANUS - 2013

2013

Janus Introduces M2M Solutions

Device

JANUS REMOTE
C O M M U N I C A T I O N S

Cloud   **Platform**

JANUS REMOTE
C O M M U N I C A T I O N S

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THE CONNOR-WINFIELD CORPORATION

Janus Remote Communications is a Division of
The Connor-Winfield Corporation

| ITAR | WBE | RoHs | ISO |

NAVSYNC

JANUS REMOTE COMMUNICATIONS

CONNOR WINFIELD HCW

HYBRID CIRCUIT WORKS HCW

NOVA Systems Products, LLC
The EXPERTS in Gas Detection
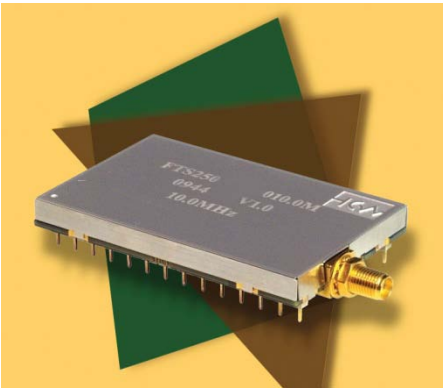
CONNOR-WINFIELD GLOBAL TIMING SOLUTIONS

Semiconductor Timing Solutions
- **Timing Card**
- **Line Card**
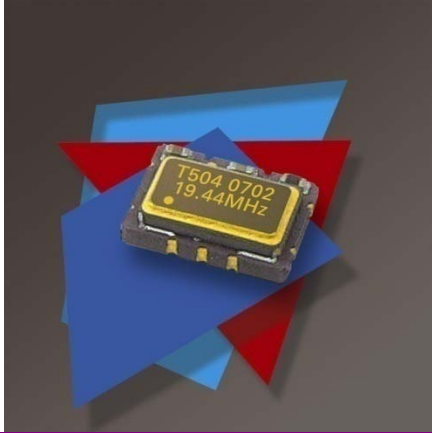- **Clock Distribution**
- **On-Board Programmable**
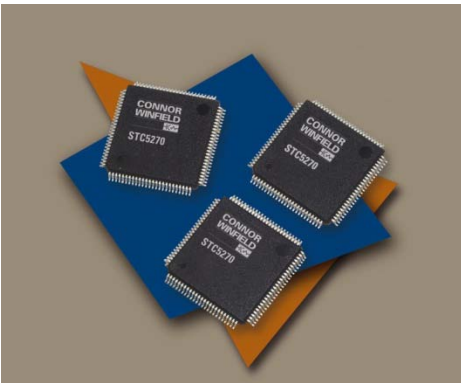
Modular Timing Solutions
- **Timing Card**
- **Line Card**
- **GPS Timing Modules and Disciplined Oscillators**
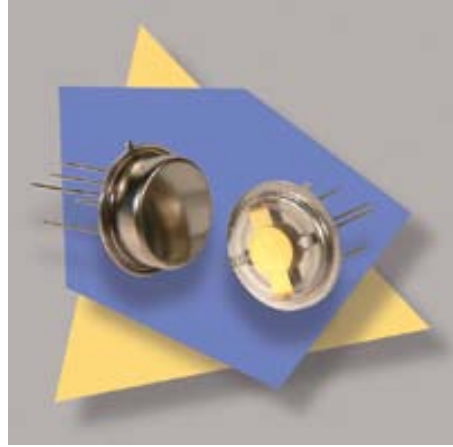
Oscillators
- **TCXOs**
- **VCXOs**
- **OCXOs**
- **Clocks**

Crystals
- **Precision**
- **Hi Frequency Fundamental (HFF)**
- **Quartz Microbalance Sensor Crystals (QMR)**

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GPS Timing & Navigation Solutions

www.navsync.com
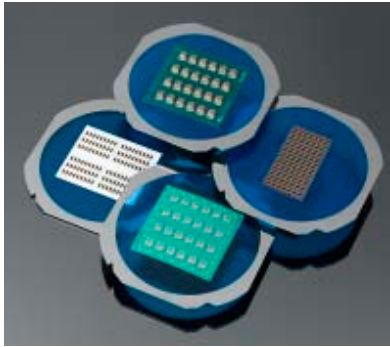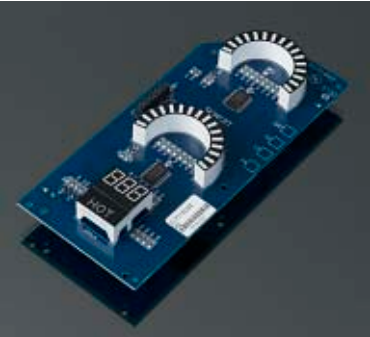
www.janus-rc.com

Hybrid Circuit Works

Hybrid Circuit Works specializes in Thick Film Technologies, Hybrid Assembly, PCB Surface Mount Technologies, and Custom Design Services.

CORPORATE FACILITY

1993   **Corporate Headquarters & R&D – 37,000 sq. ft.**
Comprehensive Drive, Aurora, IL

DEDICATED FACILITIES

GPS, Wireless and Timing & Frequency Custom Mfg.

95,000 sq. ft. Aurora, IL

Custom Manufacturing

33,000 sq. ft. Aurora, IL

Custom Manufacturing

15,000 sq. ft. Aurora, IL

Crystal Manufacturing

26,000 sq. ft. Shawnee, OK

DEDICATED FACILITIES

Janus Remote Communications
Shannon, Ireland

12,000 sq. ft.
GPS Mfg.

DEDICATED FACILITIES

Tooling & Machine Shop   10,000 sq. ft.
Selmarten Drive, Aurora, IL

Two Fadal Vertical CNC Machining Centers

One Sony/Bridgeport CNC Milling Machine

Two Bridgeport Milling Machine

Two Precision Harding Lathes

One Mid-Size Lathe

One Large Lathe

One Plasma, Tig and Standard Welding/Cutting Capabilities

One Light Sheet Metal Forming Equipment

Two Surface Grinders

JANUS REMOTE COMMUNICATIONS

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Excellent Quality Track record

ISO 9001:2008
Re-Certification June 2011

Achieved Original ISO 9001
Certification in 1995

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EXCELLENT QUALITY TRACK RECORD

Reduction of Hazardous Substances RoHS

The Connor-Winfield Corporation

Certificate of Compliance
to
RoHS Directive 2002/95/EC

Connor-Winfield certifies that the part numbers listed below
conform to the European Union's restrictions on the inclusion of
certain hazardous materials in electronic devices (RoHS).

Joseph Bloch
Quality Assurance Manager
Connor-Winfield Corporation

RoHS
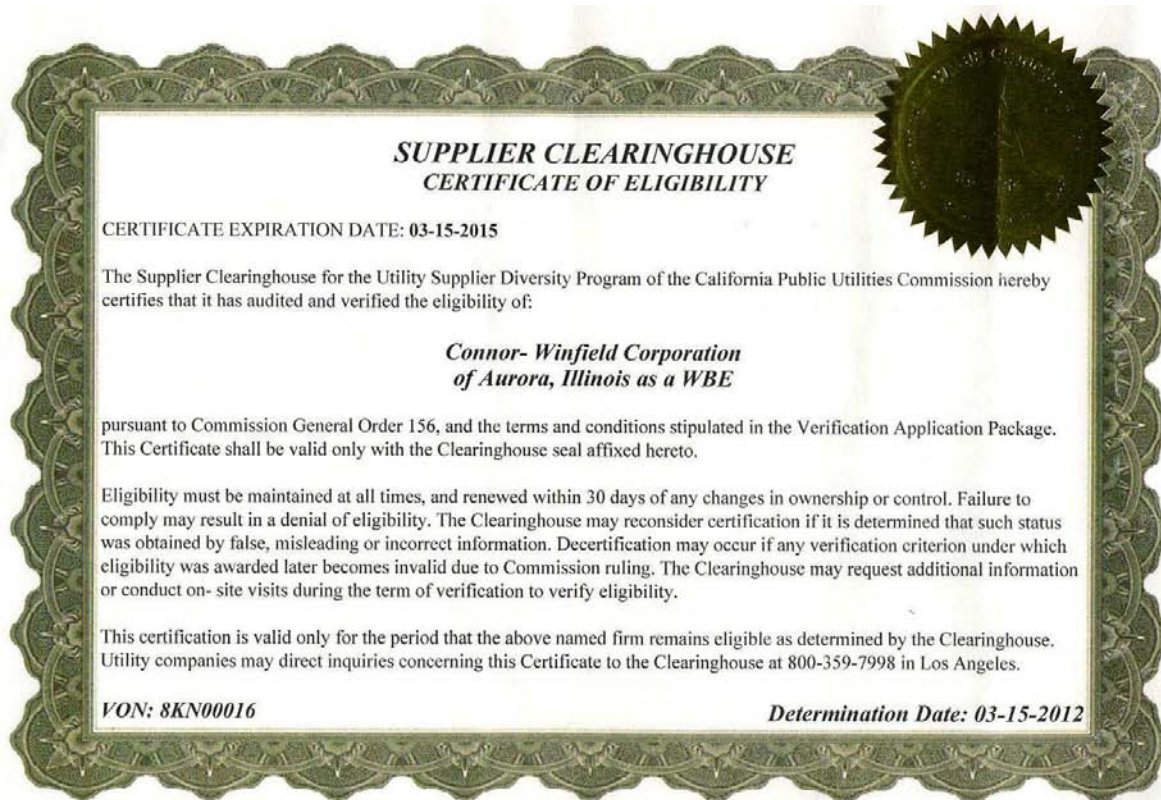COMPLIANT

JANUS REMOTE
COMMUNICATIONS

ADDITIONAL REGISTRATIONS

International Traffic in Arms Regulations (ITAR) registration from the U.S. Department of State, U.S. Directorate of Defense Trade Controls. ITAR Compliance is a key strategic program to support our military and homeland security customers.
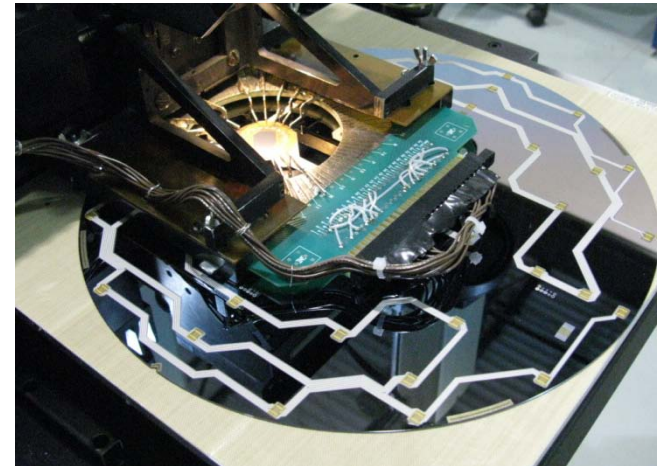
ADDITIONAL REGISTRATIONS

SUPPLIER CLEARINGHOUSE
CERTIFICATE OF ELIGIBILITY

CERTIFICATE EXPIRATION DATE: 03-15-2015

The Supplier Clearinghouse for the Utility Supplier Diversity Program of the California Public Utilities Commission hereby certifies that it has audited and verified the eligibility of:

Connor- Winfield Corporation
of Aurora, Illinois as a WBE

pursuant to Commission General Order 156, and the terms and conditions stipulated in the Verification Application Package. This Certificate shall be valid only with the Clearinghouse seal affixed hereto.

Eligibility must be maintained at all times, and renewed within 30 days of any changes in ownership or control. Failure to comply may result in a denial of eligibility. The Clearinghouse may reconsider certification if it is determined that such status was obtained by false, misleading or incorrect information. Decertification may occur if any verification criterion under which eligibility was awarded later becomes invalid due to Commission ruling. The Clearinghouse may request additional information or conduct on- site visits during the term of verification to verify eligibility.

This certification is valid only for the period that the above named firm remains eligible as determined by the Clearinghouse. Utility companies may direct inquiries concerning this Certificate to the Clearinghouse at 800-359-7998 in Los Angeles.

VON: 8KN00016

Determination Date: 03-15-2012

WBE – Women's Business Enterprise / Women Owned Business

Being certified as a WBE means that we have gone through a rigorous and stringent certification process to confirm that we are owned, managed, and controlled by a woman or women.

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INTEGRATION IS WHAT WE DO!

In-House Core Competencies

- Software Design
    - GPS Software Design
    - ERP Software Design and Support
    - Embedded Software Development & Design
    - Test Engineering Software Design
- Hardware Design
    - GPS Hardware Design
    - ASIC Design
    - Wireless Product Design
- Specialty Processing
    - Thick-Film Circuit Printing
    - Quartz Processing
    - Complete PCB and Hybrid Assembly
- State-of-the-Art Tools
    - CAD Services
    - Demand Flow Planning and Manufacturing
    - Business Services

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CUSTOMERS and PARTNERS

NOKIA
CONNECTING PEOPLE

CROSSBRIDGE SOLUTIONS

Telit wireless solutions

FORCE10

SOFTMAXX

ARROW ELECTRONICS, INC.

Redback NETWORKS

Digi-Key.com

Alcatel·Lucent

SYMMETRY ELECTRONICS CORPORATION

CISCO SYSTEMS
EMPOWERING THE INTERNET GENERATION

ERICSSON

M2M antennas

CIENA
Simply Smarter Light

MOTOROLA
intelligence everywhere

tellabs

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LEGACY STANDARD CDMA TERMINUS

Janus' Standard Terminus enables quick and easy CDMA connectivity for an efficient and cost-effective M2M Solution. The CDMA864D Dual-band design allows for applications to be deployed on CDMA networks around the world.

JANUS REMOTE COMMUNICATIONS

Standard CDMA864D v2.00 — Sprint

Standard CDMA864D v3.00 — Verizon

Standard CDMA864D v4.00 — Aeris

Dual Band CDMA Terminus

- Seven User-Configurable CMOS GPIOs
- Integrated GPS
- One 8-bit ADC Input
- RS-232 AT Command UART Interface
- Input Supply Range: 7-26 VDC Operation (Other Power Options Available)
- Power Supply Connection via Standard 2.1mm Barrel Connector or 50-Pin Header
- Air Interface IS-95A/B and CDMA 2000
- 1xRTT Data up to 153.6 Kbps (Full Duplex)
- Full Voice Support Includes Supplementary Services
- 2-Way SMS Support
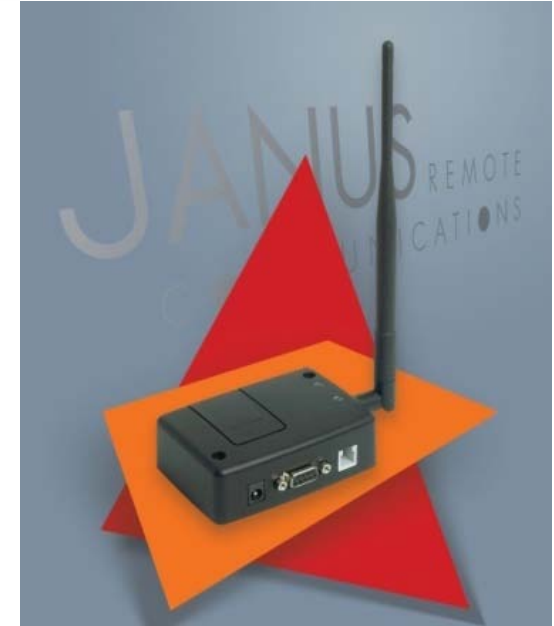
Dual Band CDMA Terminus continued…

- Externally Accessible Replaceable Fuse
- Externally Accessible ON/OFF Control or Control via 50-Pin Header
- Industry Standard SMA Connector for CDMA Antenna
- CDMA Status LED
- Advanced System Integration
- Terminal Mounting via Nut/Bolt Through Enclosure
- Telit CC864-Dual Module

Certified CDMA864 Terminus Units –

- Sprint Certified – CDMA864D v2.00

- Verizon Certified – CDMA864D v3.00

- Aeris Certified – CDMA864D v4.00

PLUG-IN TERMINUS

Janus has addressed the need for flexible, carrier-certified embedded solutions with the release of the Plug-In terminal modems. The "CF" (Common Footprint) family of devices provides efficient integration into telemetry, vending, AMR, medical diagnostic and industrial control equipment that need to transmit data over 2.5 & 3G networks.

JANUS REMOTE COMMUNICATIONS

PLUG-IN TERMINUS OVERVIEW

- Footprint Compatible Communication Terminals

- Designed Specifically for Wireless M2M Applications

- Change Network and User Configurability as Technology and Communication Needs Evolve

- Communication Options –
    GSM, GPRS, EDGE, UMTS, CDMA , HSPA+, EV-DO, Wi-Fi

- Compatible with Future Communication Protocol Development, such as 3G and 4G Networks

- HSPA910CF Plug-In Terminal – Sampling Now

- WiFi1500CF Plug-In Terminal – In Board Design

- EVDO910CF Plug-In Terminal – In Board Design

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PLUG-IN TERMINUS

GSM865CF Terminus

- 2.5G GSM Communication Terminal Including SIM Card Socket
- Quad Band: EGSM 850/900/1800/1900MHz
- Control via Remote AT Commands

HSPA910CF Terminus

- HSDPA 21.0D/5.76U Mbps
- Penta-Band HSPA+
- TCP/IP stack access via AT commands

CDMA864CF Terminus

- 2.75G CDMA Communication Terminal
- Dual Band: CDMA 800/1900MHz
- TCP/IP Stack Access via AT Commands
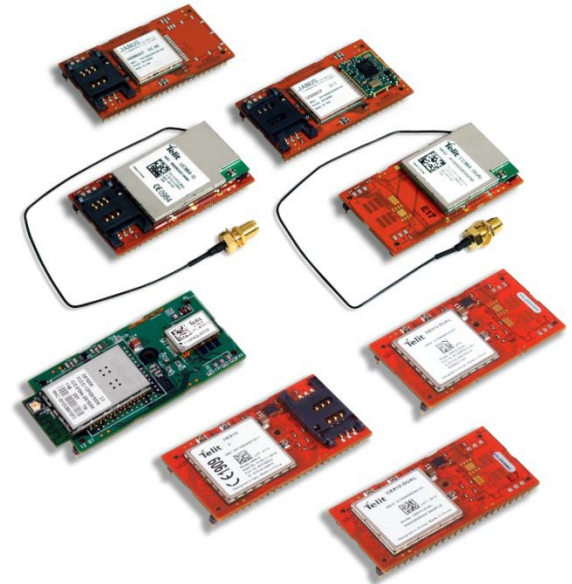
CERTIFIED PLUG-IN TERMINUS'

GSM865CF

- PTCRB Certified
- AT&T Certified
- T-Mobile Certified

CDMA864CF

- Sprint Certified
- Verizon Certified
- Aeris Certified

HSPA910CF

- PTCRB Certified

WiFi1500CF

- FCC Part 15
- CE

EVDO910CF

- Verizon Pending

Applications

- Fleet Management
- Asset Tracking
- Security Systems
- Telemetry

- Telematics & Telecontrol
- Remote Monitoring Systems
- Remote Meter Reading
- Vending Machines

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T2 TERMINUS

Our second generation Standard Terminus (T2) products are highly adaptable, cost-effective cellular terminals incorporating an embedded 32-bit Cortex M3™ 150MIPS processor with 256KB Flash/96KB+4KB RAM. The T2 offers standard serial and USB (OTG) connectivity, 4-20 mA current loops, an accelerometer, an input power range of 7 -28 VDC and incorporates our highly flexible Terminus Plug-In Series of Modems.

T2 Terminus Overview

- Footprint Compatible Communication Modems

- Designed Specifically for Wireless M2M Applications

- Change Network and User Configurability as   Technology and Communication Needs Evolve

- Communication Options – GSM, CDMA , HSPA+, EV-DO, and Wi-Fi

- Compatible with Future Communication Protocol Development, such as 4G Networks

- External antenna connections enable the system to meet application specific requirements

JANUS REMOTE COMMUNICATIONS

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T2 Terminus Versions

Motherboard Model	Version	Processor ST #	Type	DMIPS	Flash [kB]	SRAM [kB]	Backup RAM [kB]	FPU	DSP
T2	v2.0	STM32F205ZCT6	Cortex-M3	150	256	96	4		
T2	v2.0 M405G	STM32F405ZGT6	Cortex-M4	210	1024	192	4	x	x
T2	v2.0 M427I	STM32F427ZIT6	Cortex-M4	210	2048	256	4	x	x

T2 TERMINUS OPTIONS

GSM865T2 Terminus

- 2.5G GSM Communication Terminal Including SIM Card Socket
- Quad Band: EGSM 850/900/1800/1900MHz
- Control via Remote AT Commands

HSPA910T2 Terminus

- HSDPA 21.0D/5.76U Mbps
- Penta-Band HSPA+
- TCP/IP stack access via AT commands

CDMA864T2 Terminus

- 2.75G CDMA Communication Terminal
- Dual Band: CDMA 800/1900MHz
- TCP/IP Stack Access via AT Commands

more…

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T2 TERMINUS OPTIONS con't

EVDO910T2

- 1xEV-DO (Rev.A) 3.1D/1.8U Mbps CDMA2000 1xRTT153D&Ukbps
- Dual Band CDMA2000 1xRTT, 1xEV-DO Rev. A 800/1900 MHz
- TCP/IP Stack Access via AT Commands

WiFi1500T2

- Incorporates an 802.11 b/g/n radio and supports Enterprise Security
- FCC Certified
- CE Compliant

CERTIFIED T2 TERMINUS'

GSM865T2

- Pending

CDMA864T2

- Pending

HSPA910T2

- Pending

WiFi1500T2

- FCC Part 15
- CE

EVDO910T2

- Verizon Pending

Applications

- Fleet Management
- Asset Tracking
- Security Systems
- Telemetry

- Telematics & Telecontrol
- Remote Monitoring Systems
- Remote Meter Reading
- Vending Machines

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400AP Intelligent Terminus

The Terminus GSM | CDMA | UMTS | HSPA+ | EV-DO | Wi-Fi 400AP is an open-platform, intelligent cellular terminal. The Terminus 400AP products are carrier-certified, applications ready, wireless communication devices incorporating an ARM processor, deep flash & RAM memory and rich I/O (ethernet|USB|serial|GPIO|CANbus) embedded support and incorporates our highly flexible Terminus Plug-In Series of Modems.

400AP TERMINUS OVERVIEW

- Open Platform Intelligent Cellular Terminals

- Footprint Compatible Communication Modems

- Integrated ARM9™ Processors and Expanded Memory

- Include Serial, USB and Ethernet Connectivity

- Voltage Input Range From 7 to 26 VDC

- Atmel ARM9™ Architecture is Capable of 400
  MIPS Operates with Linux™ OS

Visit the 400AP Download Page via Link
400AP DOWNLOADS

www.janus-rc.com

400AP TERMINUS FEATURES

Features

- ARM9™ Processor Capable of Running Embedded Linux™
- 128 MB of NAND Flash
- 64 MB of SDRAM
- GSM, GPRS, CDMA 1XRTT, EDGE, UMTS, HSPA+   EV-DO, and Wi-Fi
- 802.3 Ethernet 10/100
- USB Host Port
- Externally Exposed RS-232 and RS-485 Ports
- Two CAN Interfaces (2 Channel)
- Embedded GPS (except GSM400AP V2.00)
- Four Exposed GPIOs
- Ruggedized Aluminum Enclosure
- Dimensions: 3.15" (L) x 4.27" (W) x 1.18" (H)

400AP TERMINUS

Benefits

- Quick-to-Market Solution

- Increased Reliability From a Proven Hardware Platform

- Uses Linux-Based Open Source Software for Simplified Development

- Cost-Effective Solution to Custom Manufacturing

- Easily Adapts to Future Technology

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CERTIFIED 400AP TERMINUS

GSM400AP

- PTCRB Certified
- T-Mobile Certified

CDMA400AP

- Sprint Certified v2
- Verizon Certified v3
- Aeris Certified v4

HSPA400AP

- Pending Certifications

EVDO400AP v3

- Verizon Pending

WiFi400AP

- FCC Part 15
- CE

Applications

- Fleet Management
- Asset Tracking
- Security Systems
- Telemetry

- Telematics & Telecontrol
- Remote Monitoring Systems
- Remote Meter Reading
- Vending Machines

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Wi-Fi TERMINUS

The Wi-Fi Terminus Series are a wireless (802.11) enabled GPS receiver for real-time location tracking. The light-weight ergonomic case of the NT-110 series is suitable for personnel tracking, while the NT-220 ruggedized version is suitable for long-term tracking of equipment in all-weather environments

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Wi-Fi Tracking

NT-110ST

NT-220LT

Applications

- Asset Tracking
- Fleet Management
- Remote Monitor Sensing
- Safety and Security

Wi-Fi TERMINUS NT-110ST

NT-110ST

- Sensitive GPS Receiver with Tracking as Low as -150dbm

- 802.11b/g Compliant

- WPA2 Encryption

- Integrated Rechargeable Battery

- User Programmable Update Rates

- Internal Flash Memory for Saving GPS Data

- Indictors for Battery Charging Status, GPS Fix Status, and Network Status Operation

- Power Saving Mode

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Wi-Fi TERMINUS NT-220LT

NT-220LT

- Sensitive GPS Receiver with Tracking as Low as -150dBm
- 802.11b/g Compliant
- WPA2 Encryption
- Integrated Rechargeable Battery
- User Programmable Update Rates
- Internal Flash Memory for Saving GPS Data
- Indicators for GPS Fix Status, and Network Status Operation
- The NT-220LT is Designed for Longer Battery Life than the NT-110 Versions of the Wi-Fi Terminus
- Dimensions: 4.27" x 3.36" x 1.77" (108.50mm x 85.45mm x 45.00mm)
- Ruggedized Version

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Terminus Products Comparison

Module	Voltage Range	Operating Temp	Network	GPS	GPIO	ADC	DAC	Dimension	Enclosure	Connectivity	Certifications
GSM865CF v1.1	4.75-5.25 Vdc	-30° to 65°C	GSM/GPRS	Yes	7	2	1	2.5 x 1.4 x 0.365"	Open Frame Plug-In	49 Pin DIP Header; 2.8v Level UART for AT/Trace; Python Script Ready	PTCRB AT&T T-Mobile
GSM865CF v2	4.75-5.25 Vdc	-30° to 65°C	GSM/GPRS	No	7	2	1	2.5 x 1.4 x 0.365"	Open Frame Plug-In	49 Pin DIP Header; 2.8v Level UART for AT/Trace; Python Script Ready	PTCRB AT&T T-Mobile
CDMA864CF v2 - Sprint v3 - Verizon v4 - Aeris	4.75-5.25 Vdc	-30° to 80°C	CDMA	Yes	7	2	1	2.5 x 1.4 x 0.415"	Open Frame Plug-In	49 Pin DIP Header; 2.6v Level UART for AT/Trace; USB for AT/Trace/Embedded GPS	Sprint v2 Verizon v3 Aeris v4
HSPA910CF v1	4.75-5.25 Vdc	-30° to 80°C	HSPA+ GSM/GPRS EDGE UMTS	Yes	5	1	0	2.5 x 1.4 x 0.325"	Open Frame Plug-In	49 Pin DIP Header; 2.85v Level UART for AT/Trace; USB for AT/Trace/Embedded GPS Python Script Ready	PTCRB AT&T T-Mobile
WiFi1500CF v1 v2	5 Vdc	-40° to 85°C	Wi-Fi	Yes No	3	0	0	2.75 x 1.4 x 0.415"	Open Frame Plug-In	49 Pin DIP Header; CMOS Level UART for AT/GPS; SPI for AT	FCC Part 15 CE
EVDO910CF v3	4.75-5.25 Vdc	-30° to 80°C	EV-DO	Yes	5	1	0	2.5 x 1.4 x 0.420"	Open Frame Plug-In	49 Pin DIP Header; 2.85v Level UART for AT/Trace; USB for AT/Trace/Embedded GPS	Verizon Pending
GSM400AP v1 v2	7-26 Vdc	-30° to 65°C	GSM/GPRS	Yes No	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG; RS-232 Level UART; RS-485; CAN; USB Device; USB Host; Ethernet	PTCRB T-Mobile
CDMA400AP v2 - Sprint v3 - Verizon v4 - Aeris	7-26 Vdc	-30° to 65°C	CDMA	Yes	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG; RS-232 Level UART; RS485; CAN; USB Host; Ethernet	Sprint v2 Verizon v3 Aeris v4
HSPA400AP v1	7-26 Vdc	-30° to 65°C	HSPA+ GSM/GPRS EDGE UMTS	Yes	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG; RS-232 Level UART; RS485; CAN; USB Host; Ethernet	Pending PTCRB AT&T T-Mobile
EVDO400AP v3 - Verizon	7-32 Vdc	-30° to 65°C	EV-DO	Yes	4	2	0	3.15 x 4.27 x 1.18"	Ruggedized Aluminum	DB9 RS-232 for LINUX DEBUG; RS-232 Level UART; RS-485; CAN; USB Device; USB Host; Ethernet	Verizon Pending

Terminus Products Comparison

Module	Voltage Range	Operating Temp	Network	GPS	GPIO	ADC	DAC	Dimension	Enclosure	Connectivity	Certifications
CDMA864D v2 - Sprint v3 - Verizon v4 - Aeris	7-26 Vdc	-30˚ to 80˚C	CDMA	Yes	7	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232; 50 Pin Header CMOS Level UART for AT/Trace; Handset Jack;	Sprint v2 Verizon v3 Aeris v4
HSPA910T2 v1	7-32 Vdc	-30˚ to 65˚C	HSPA+ GSM/GPRS EDGE UMTS	Yes	9	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232 for LINUX DEBUG; RS-232 Level UART; RS-485; CAN; USB OTG; Ethernet	PTCRB AT&T T-Mobile
GSM865T2 v1.1	7-32 Vdc	-30˚ to 65˚C	GSM/GPRS	Yes	9	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232; 50 Pin Header; USB OTG; CMOS Level UART for AT/Trace; Python Script Ready	PTCRB AT&T T-Mobile
CDMA864T2 v2 - Sprint v3 - Verizon v4 - Aeris	7-32 Vdc	-30˚ to 65˚C	CDMA	Yes	7	1	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232; 50 Pin Header; CMOS Level UART for AT/Trace; USB OTG	Sprint Aeris Verizon Pending
EVDO910T2 v3 - Verizon	7-32 Vdc	-30˚ to 65˚C	EV-DO	Yes	4	2	0	2.6 x 3.75 x 1.2"	Standard Enclosure	DB9 RS-232 for LINUX DEBUG; RS-232 Level UART; RS-485; CAN; USB Device; USB Host; Ethernet	Verizon Pending
NT-110ST	5 Vdc	-15 to 60˚C	Wi-Fi	Yes	0	0	0	3.77 x 3.15 x 1.25"	Standard Enclosure	Wi-Fi (802.11b/g WEP, WPA, WPA2)	FCC Part 15
NT-220LT	5 Vdc (USB)	-15 to 60˚C	Wi-Fi	Yes	0	0	0	4.27 x 3.36 x 1.77"	Ruggedized Aluminum	Wi-Fi (802.11b/g WEP, WPA, WPA2)	FCC Part 15

POTSwap TERMINUS

The POTswap is a Wireless to Wireless Replacement Terminus and a POT (plain old telephone service) line emulator using cellular transport. Incorporating Janus' versatile line of Plug-In Modems for connectivity on virtually any cellular network, the POTswap allows the user to create a wireless network connection from any fixed telephone line.

Coming 2nd Quarter 2013

POTSwap CONNECTIVITY

POTS EQUIPMENT

MODEM

TELEPHONE

ALARM PANEL

POTSwap

JANUS REMOTE COMMUNICATIONS
POWER
CELLULAR
STATUS
SERIAL PORT
RESET   MODE

CELLULAR
IP OR VOICE

MOBILE
NETWORK

INTERNET

DATA

REMOTE
APPLICATION

PSTN

VOICE

REMOTE
POTS EQUIPMENT

JANUS REMOTE COMMUNICATIONS
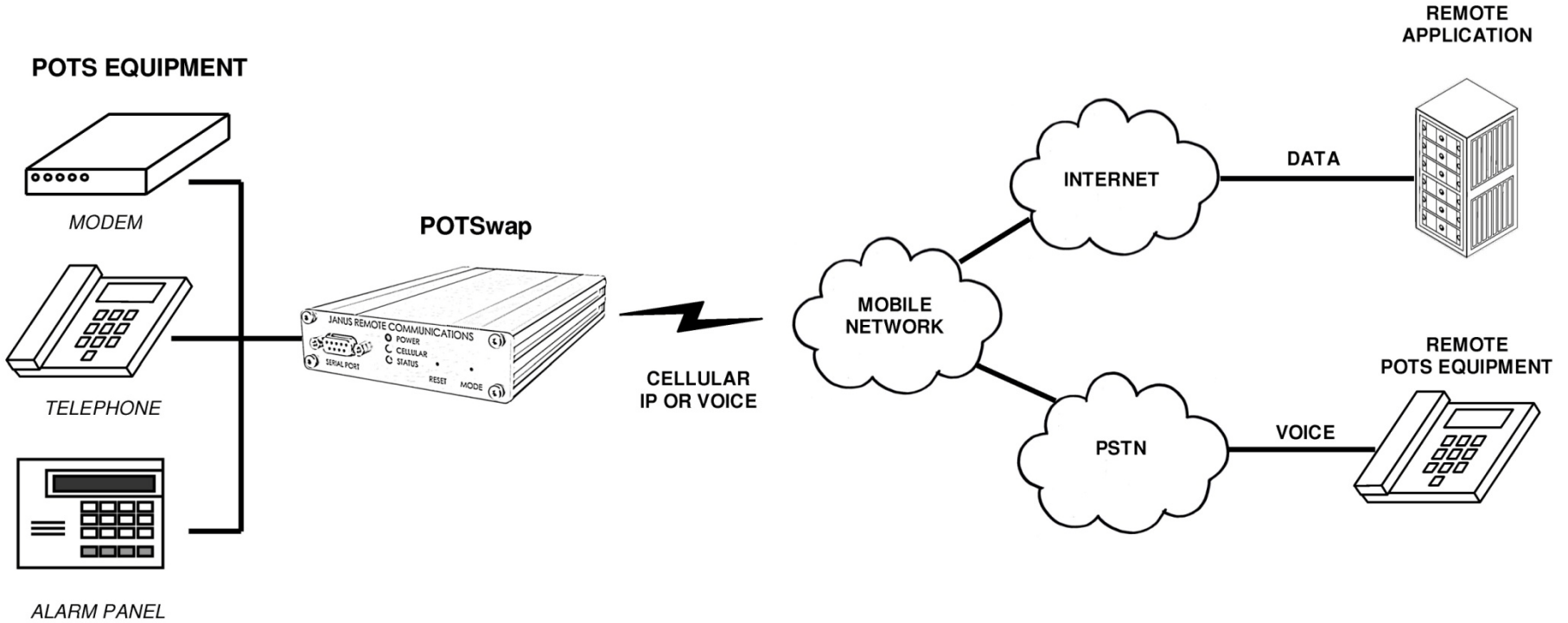
LOOKING FORWARD – 2013

(Low Cost) Terminus

Designed specifically for cost-sensitive terminal applications, the Low Cost Terminus incorporates Telits' new GE864-GPS GSM/GPRS/GPS module in a small metal housing with standard power, I/O, and antenna connections. The low cost and outstanding features and functions make the Low Cost Terminus the device of choice for all cost sensitive terminal applications. *Scheduled Q2 2013*

Ethernet Terminus (with optional Wi-Fi)

The low cost Ethernet Terminus bridges the GAP between wired and wireless by facilitating communication between hard line devices and the wireless world. The Ethernet Terminus will be available for use on GSM/GPRS, CDMA-1xRTT, EDGE, UMTS, HSPA+, EV-DO, and Wi-Fi (802.11 b/g/n) wireless networks. *Scheduled Q3 2013*

Janus Solutions

Hardware; Software, Firmware, Middleware, Platform Accessories
Scheduled Q3 2013

JANUS REMOTE COMMUNICATIONS

www.janus-rc.com

2013

Janus Introduces M2M Solutions
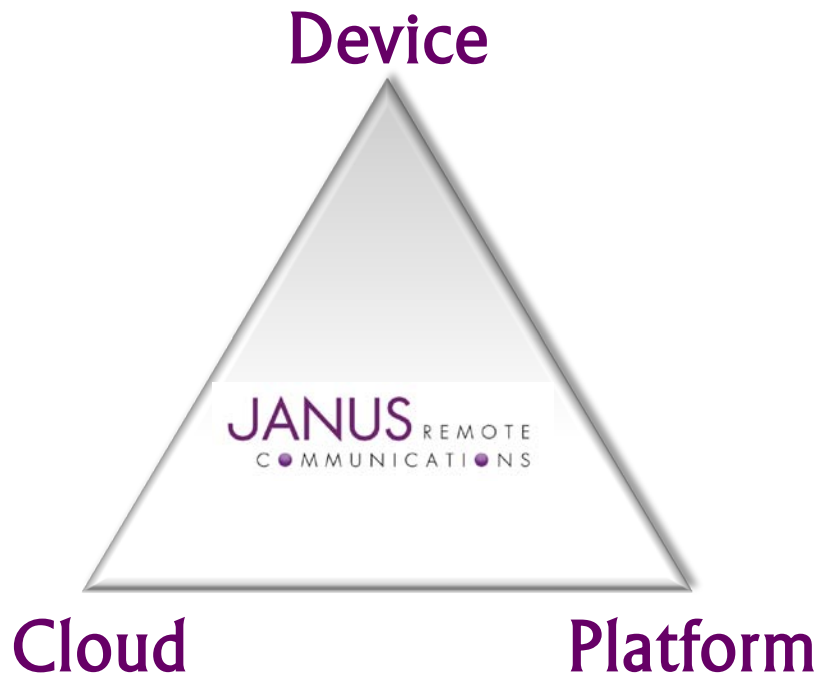
M2M JANUS SOLUTIONS
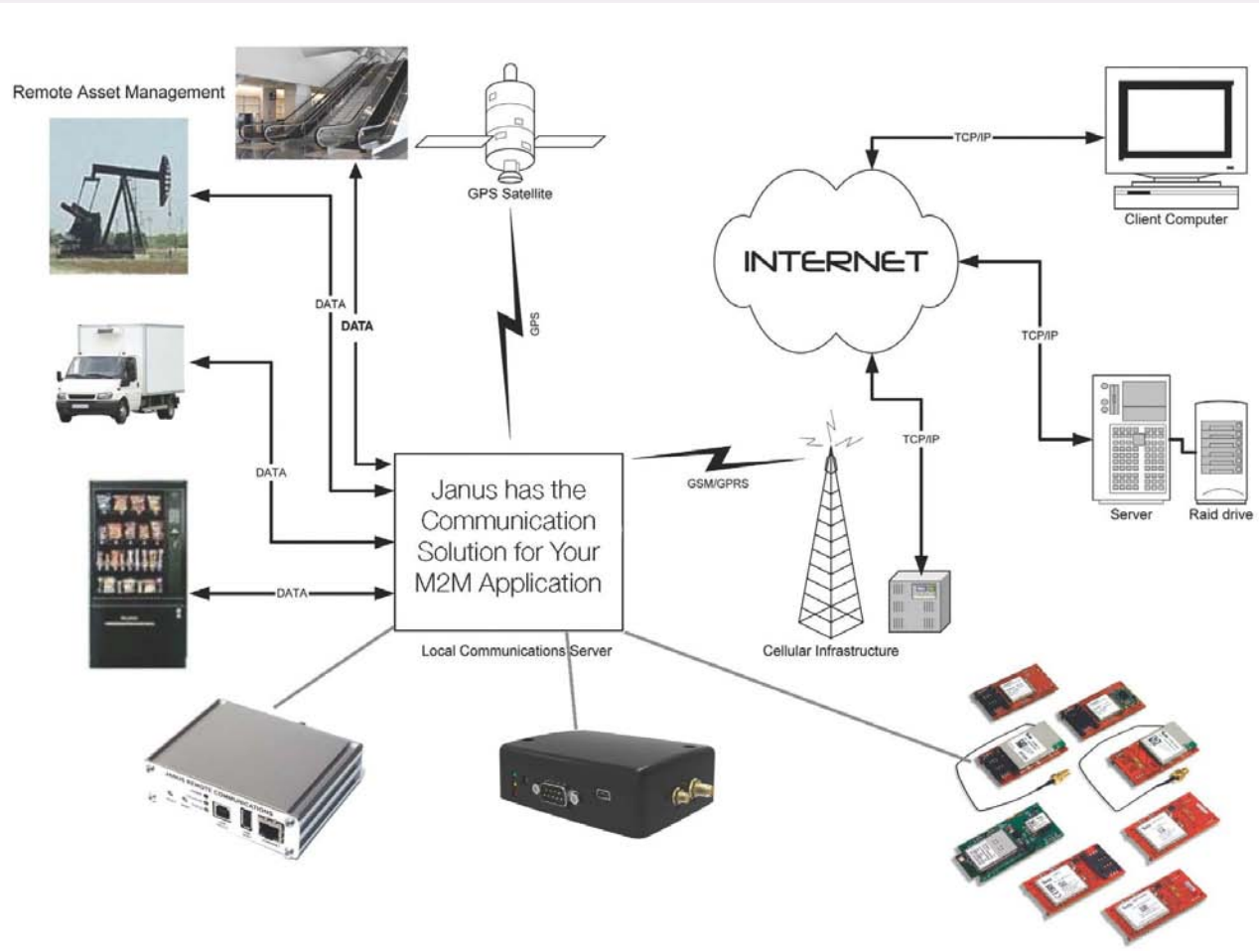
SECTION III   SALES & MARKETING

- Janus Sales Strategy

- Finding Potential Customers & Customer Applications

- Representative & Partnership Relationships

- Janus Website

- Janus Marketing Activities

- Janus Social Marketing

- **New** Janus Forum – Product Support

JANUS REMOTE COMMUNICATIONS

JANUS SALES STRATEGY

- Product Driven (Design Distinction)

- Customer Support

- Price Competition

- Strategic Partnerships (Reps, Suppliers, Customers)

- Expand/Enhance Web Store

WHO USES JANUS PRODUCTS & SERVICES

- Companies with little or no wireless experience – whose products or services would benefit from wireless connectivity

- Companies that require a quick and easy wireless implementation

- Companies with products that currently incorporate a wireless solution going into product redesign

- Companies with low volume demand that might not be able to achieve PTCRB, carrier, FCC, CE, or other certifications due to great expense

- Companies that might require some engineering assistance

Janus Connects – Anywhere, Anyone, Anything

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JANUS DISTRIBUTORS

JANUS DISTRIBUTORS

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F: 310.536.6188		golp@janus-rc.com			www.arrow.com
www.symmetryelectronics.com		630 851-4722 x4220			

www.janus-rc.com

CLEARCONNEX SOLUTIONS

As a Partner of Janus Remote Communications, ClearConnex is an innovative engineering firm with extensive experience in wireless device design and development. They have built and forged innovative product platforms, dynamic engineering services and strategic alliances that produce exceptional results. For example, ClearLink allows customers to build applications using Janus products without needing to learn the ins and outs of wireless modules, wireless technology, or technology generations.

ClearConnex

Janus Partner

JANUS REMOTE COMMUNICATIONS

Exosite Solutions

Janus partners with Exosite who has been developing embedded technologies for over 20 years – and have first-hand experience dealing with the lack of connectivity between devices, networks and users. The exponential growth in electronic data implores a ubiquitous connection tool. Exosite's One Platform is that tool. Exosite's goal is to make accessing and analyzing data easier than subscribing to a mobile phone service.

EXOSITE

Janus Partner

Janus Marketing Activities

- Print Advertising
- Collaborative Marketing
- Tradeshows
- Online Advertising
- Target Specific Market Opportunities
- Website and Store
- Social Media

JANUS WEBSITE

- General Navigation
- Product Pages
  - Documentation
  - Downloads
  - App Notes, etc.
- Media
- Support
- Contact Us
- Partners
- Janus Store

JANUS – SOCIAL MEDIA

Social Media 2012 Roadmap

- Janus Facebook
- Janus Twitter
- Janus YouTube Channel – Coming Soon
- Janus RSS Feed
- LinkedIn
- Janus Forum

JANUS REMOTE COMMUNICATIONS

Janus RSS Feed

- What is RSS?

- Implementation of RSS In Janus

- Viewing RSS Feeds

- Benefits

JANUS FORUM – Stay Connected

Product Support | FAQs | General Support

JANUS FORUM
Stay Connected
Product Support
Interactive Tool

[Sign Up](#)

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