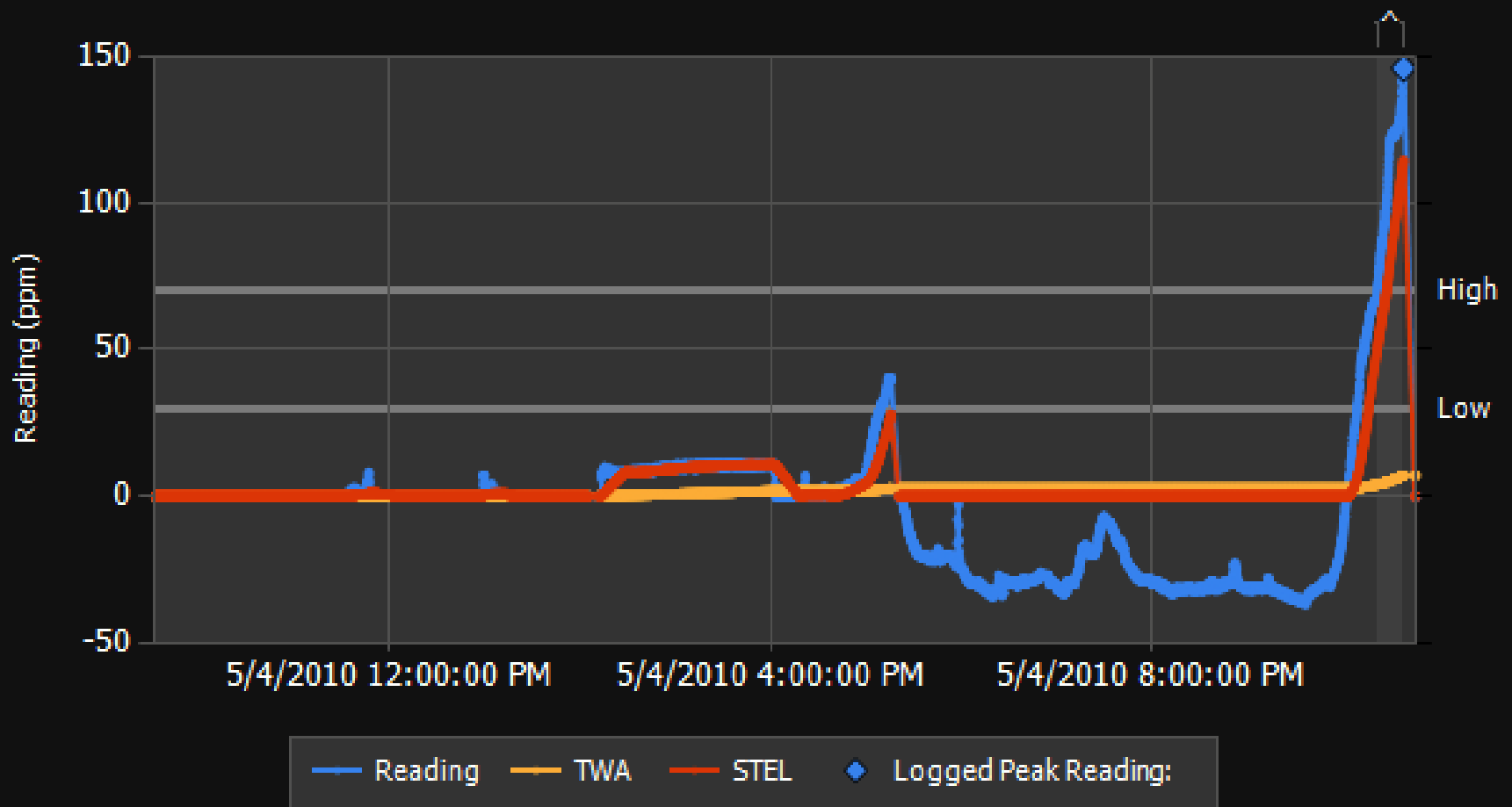




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Selected Alarm

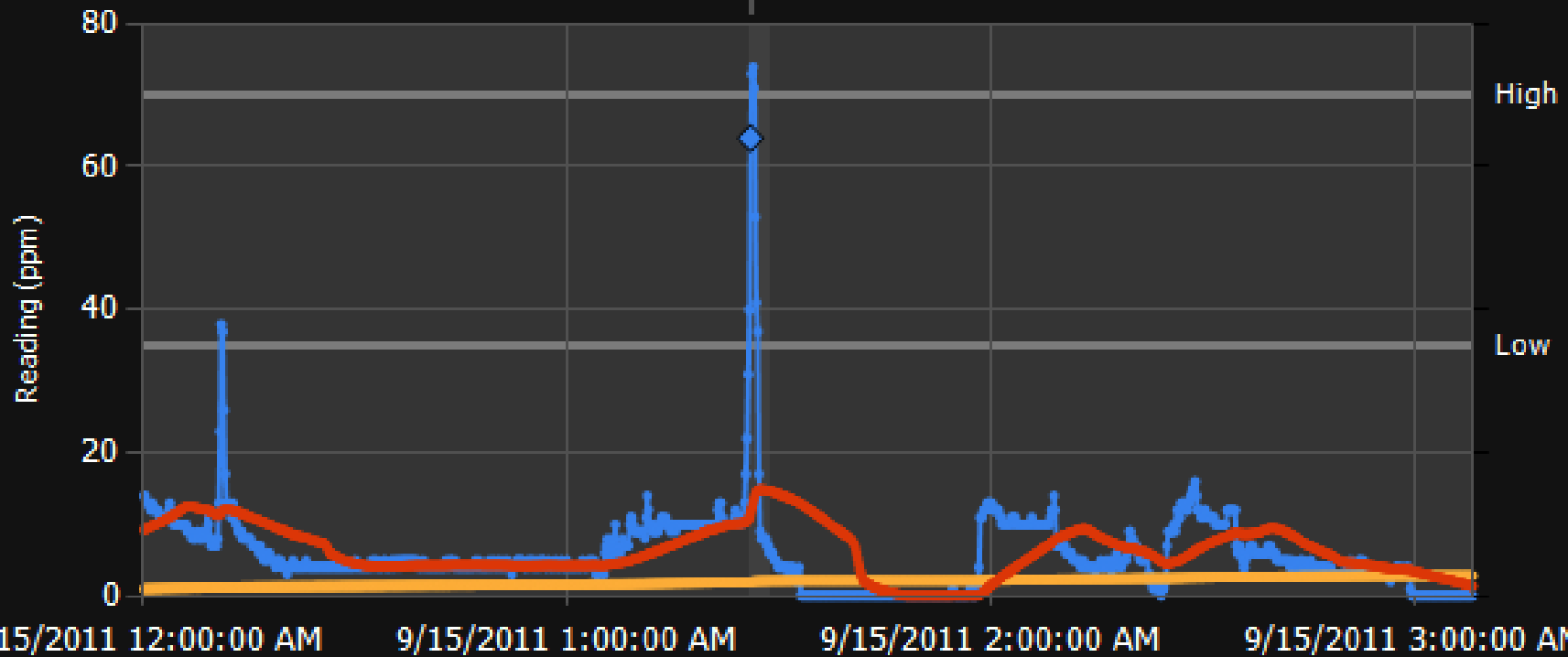


Show Alarm

Show Day(s) of Alarm

Show Session

Selected Alarm



Reading TWA STEL Logged Peak Reading:

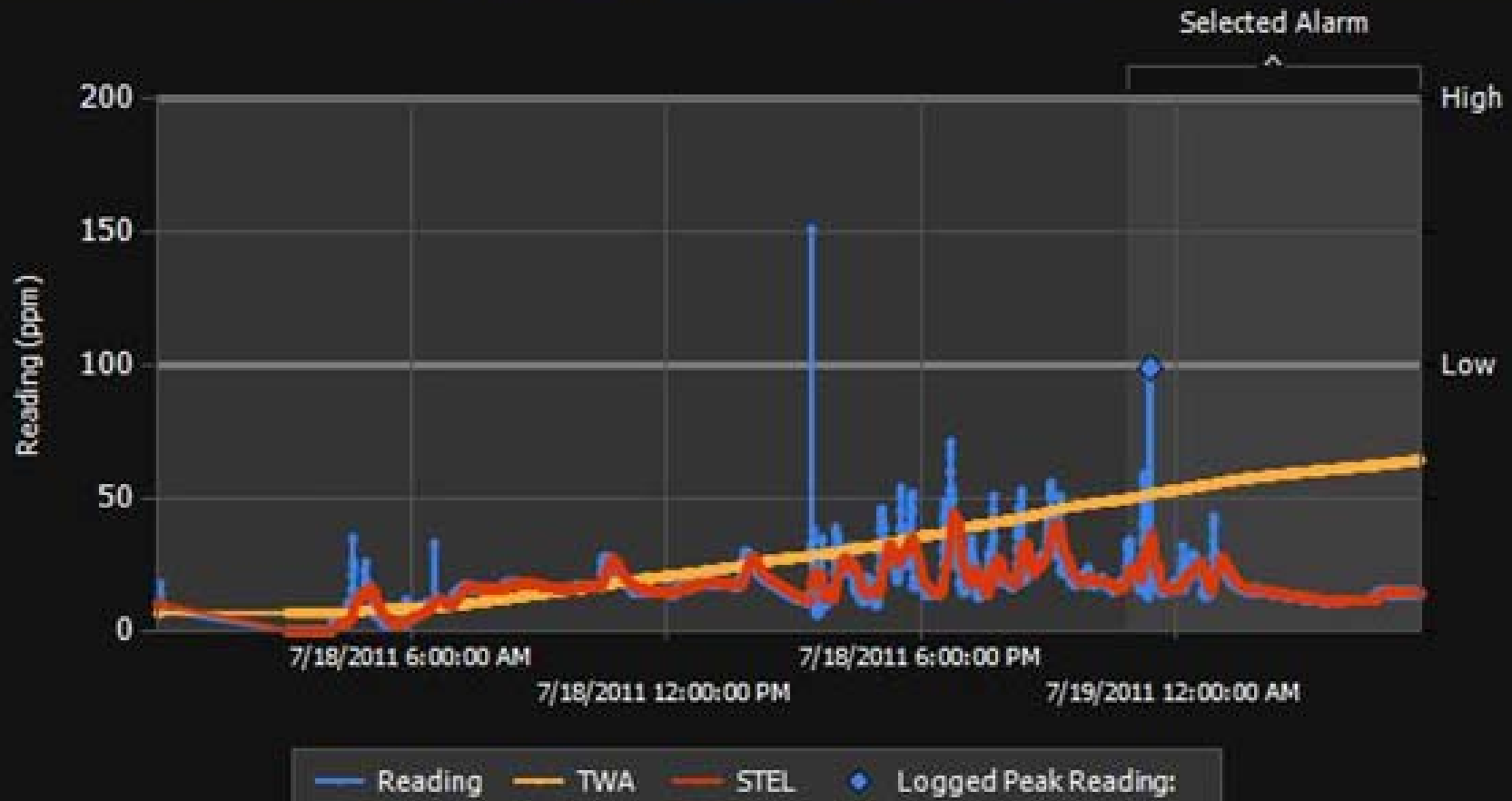
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Show Alarm

Show Day(s) of Alarm

Show Session



To access a navigational training tutorial, [Click Here](#)

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One Vision ...

Industrial Scientific people are dedicating their careers to eliminating death on the job, in this century.



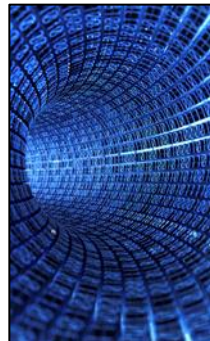
Gas detectors are like tires

All brands
have
similar
features



Using them is
mandatory and
expensive, but
they are not
central to your
business

You must review
data to ensure safety
and cost control



Regular
maintenance is
required

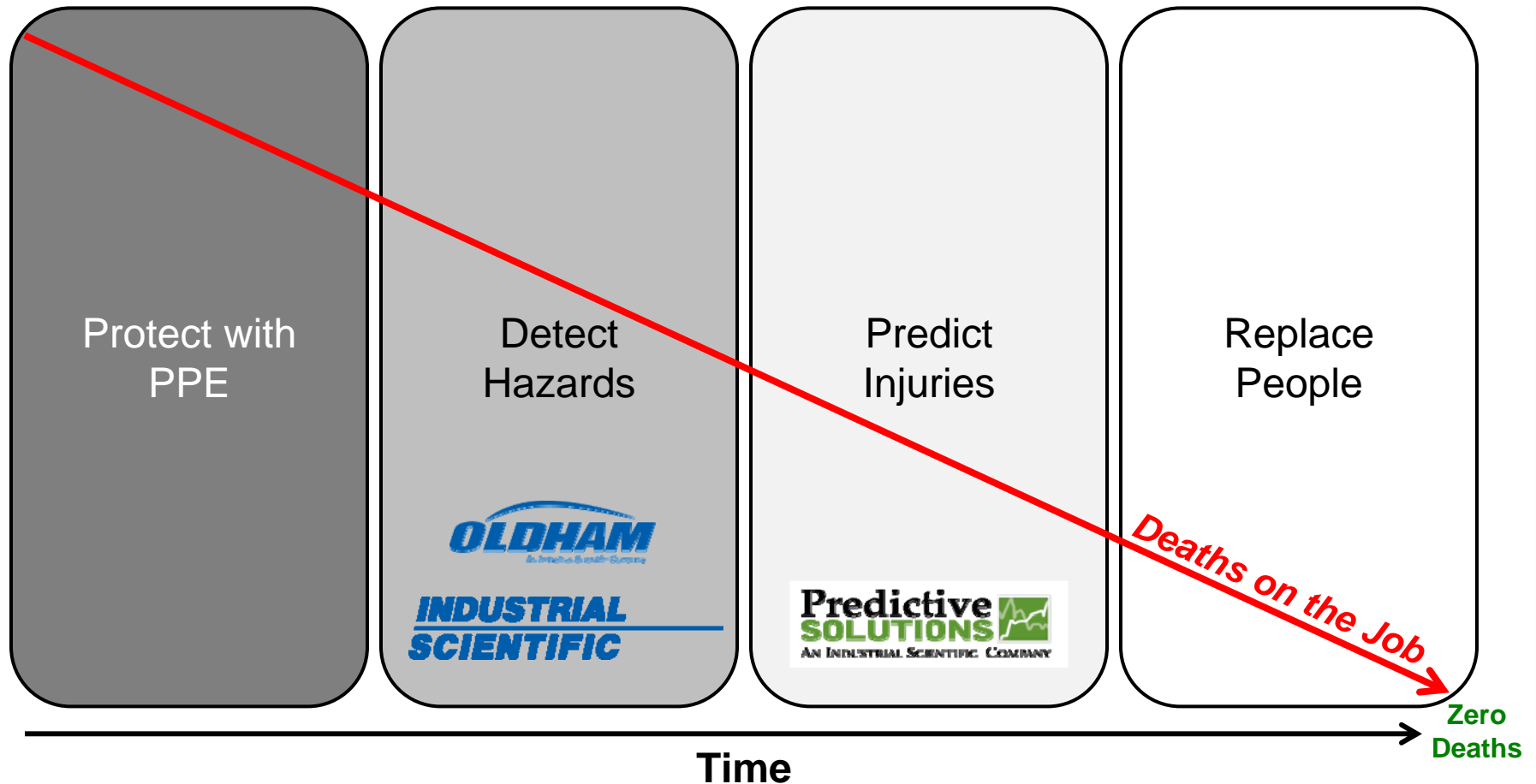
Deciding which one to buy is easy . . .
owning them is the hard part

The Modern Battlefield: Information

- Behavior Analytics are accepted
 - Casino loyalty programs
 - Credit card customer profiles
 - Quantitative prediction of wine appeal
 - Inventory optimization
 - Currency hedging
 - Web analytics
 - Credit card fraud analytics

Why aren't
companies
applying this to
Safety?

Catalyzing a movement to End Death in the Workplace by the End of the Century



How Gas Detection as a Service Works

1. Operators dock gas detectors owned by Industrial Scientific.



2. Docking Stations perform bump tests, calibrations and record-keeping.



5. When iNet detects a problem, Industrial Scientific rushes a replacement gas detector to you.

4. iNet e-mails real-time alerts and status reports.



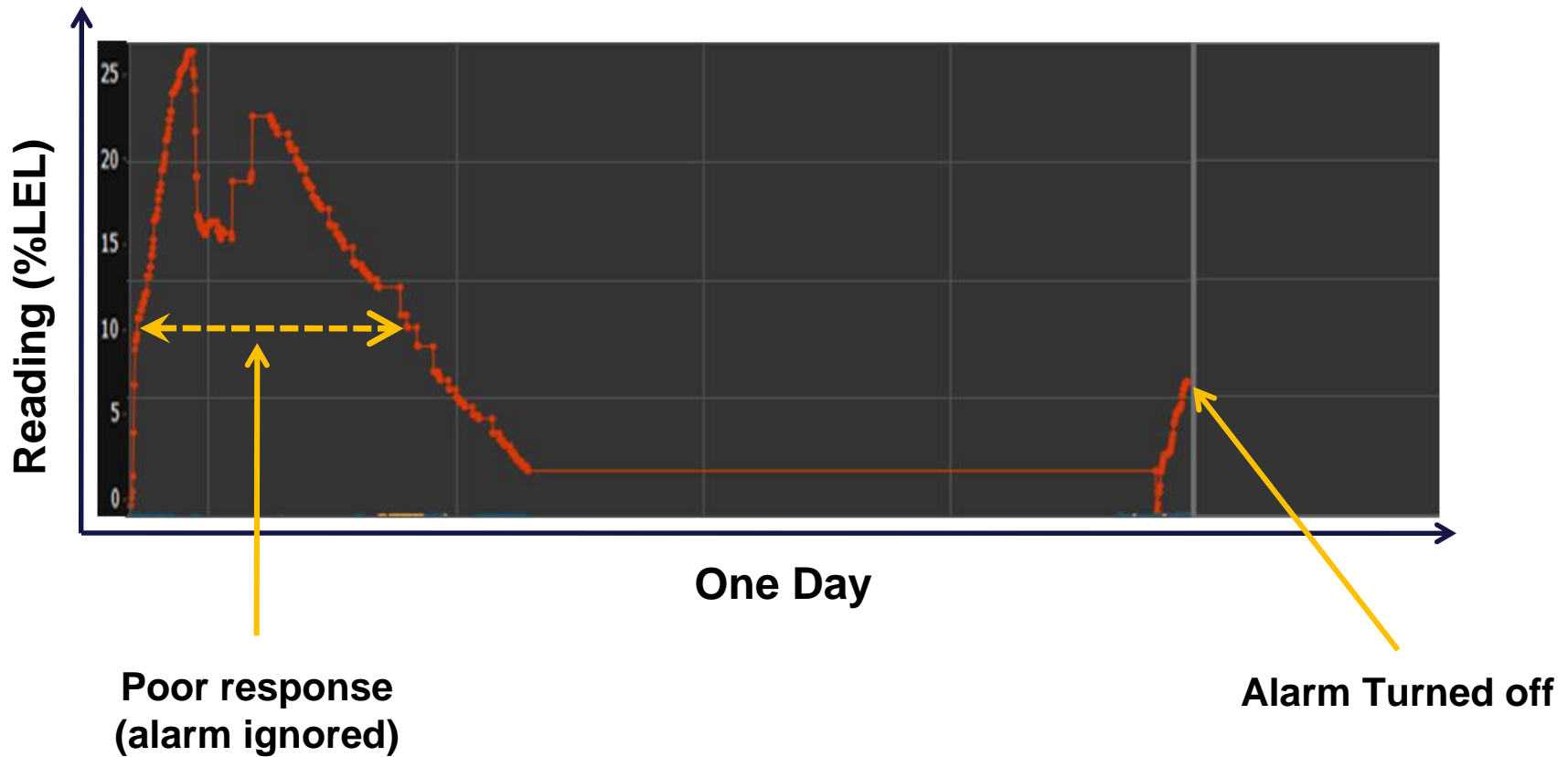
3. iNet Control provides visibility into your gas detection program via the Web.



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iNet is the heart of “Detecting Hazards” and will become part of “Predicting Injuries”



Three keys to an effective gas detection program



Every team member needs robust, reliable equipment

Three keys to an effective gas detection program



Gas detectors are completely ineffective if used improperly

Teams must review alarm events and unsafe behaviors

AND

take corrective and preventive actions to keep themselves safe

Three keys to an effective gas detection program




Gas detectors aren't core to your business, yet they require significant time and money for maintenance and repairs

Cost-effective, timely, painless service is required to keep instruments ready for when you need them

Does your gas detection program have
all 3 elements?



Our solutions

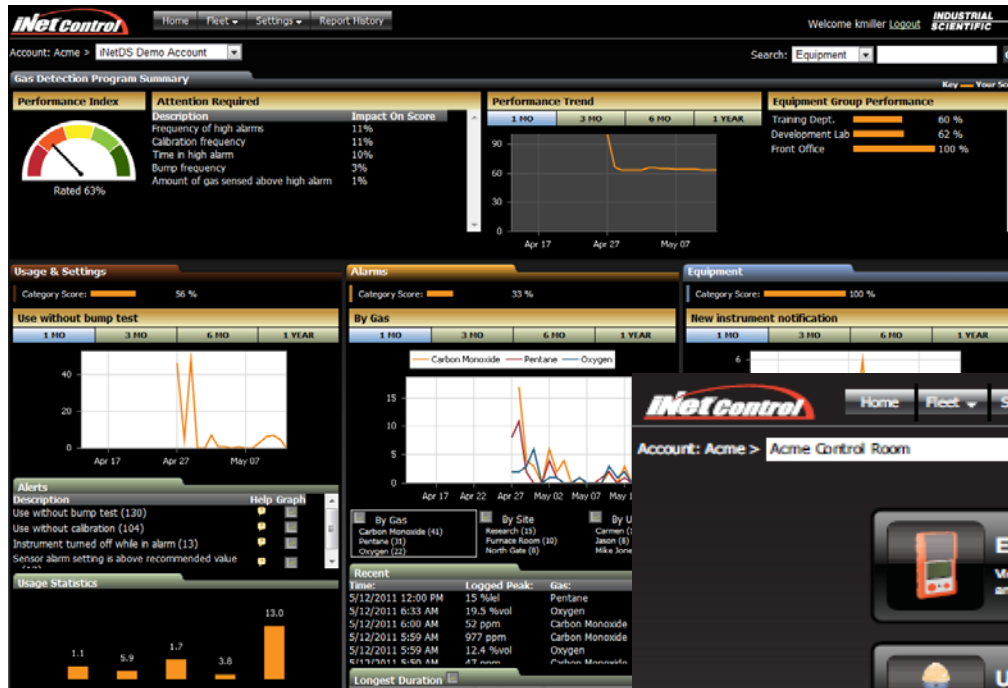
	Traditional Purchase Gas Detectors and Accessories	iNet InSite iNet DS Docking Stations and iNet Control	iNet Gas Detection as a Service 
Reliable Equipment			
Gas Detectors	✓		✓
Gas Detector Accessories	✓		✓
Calibration Gas	Purchase separately**	Purchase separately**	Purchase separately**
iNet DS Docking Stations		✓	✓
Safe Behavior			
iNet Control		✓	✓
Automatic Calibration		✓	✓
Automatic Bump (Function) Testing		✓	✓
Print/Save Certificates & Documentation		✓	✓
Configurable Alerts & Reports		✓	✓
Equipment Group Management & Visibility		✓	✓
Alarm Analysis		✓	✓
Mobile / Offline Operation		✓	✓
Gas Detector Program Performance Index		✓	✓
Painless Service			
Hosted, In-The-Cloud Software		✓	✓
Remote Installation & Training		✓	✓
Automatic Gas Detector & Software Upgrades		✓	✓
Automatic Replenishment of Calibration Gas		✓	✓
Calibration Gas Cylinder Monitoring		✓	✓
Fleet & Sensor Monitoring			✓
Proactive Instrument Exchange			✓
Factory-Certified Instrument Service			✓
Replacement & Repair Parts Included			✓
No Labor or Shipping Fees			✓
Dedicated iNet Support Team			✓
Multi-Language Live Support			✓
Flexible Fleet Sizing			✓
Discounted Instrument Rental Services			✓
Discounted Calibration Gas			✓
Gas Detector Setup Support at Launch			✓
Fixed Monthly Costs			✓
Onsite Installation			✓*
Onsite Training			✓*



*Onsite installation and onsite training are optional for 1-5 docking stations and are included in installations with more than 5 docking stations.
 **Calibration gas supply is not included in the pricing of any of our solutions. iNet and iNet InSite both include Industrial Scientific's Auto Replenishment Program.



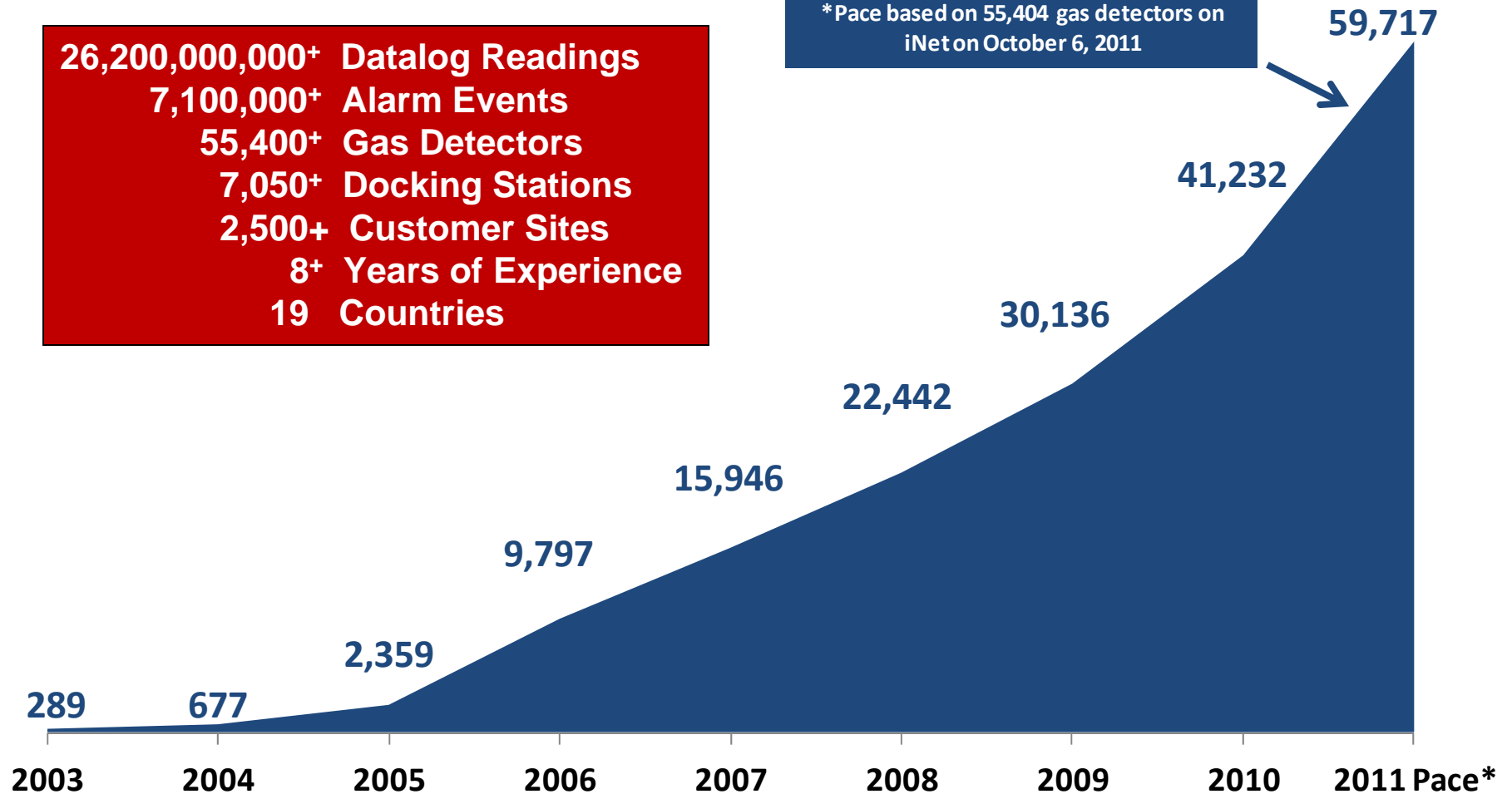
iNet Control gives customers visibility into unsafe behavior and weak safety cultures, which is the predictor of injuries



Number of Gas Detectors on *iNet*

26,200,000,000+ Datalog Readings
7,100,000+ Alarm Events
55,400+ Gas Detectors
7,050+ Docking Stations
2,500+ Customer Sites
8+ Years of Experience
19 Countries

*Pace based on 55,404 gas detectors on iNet on October 6, 2011



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Thank you for your time