



GSMA Innovators Showcase

Monitoring & Controlling the Environment of a Canadian Winery using NB-IOT and LTE-M



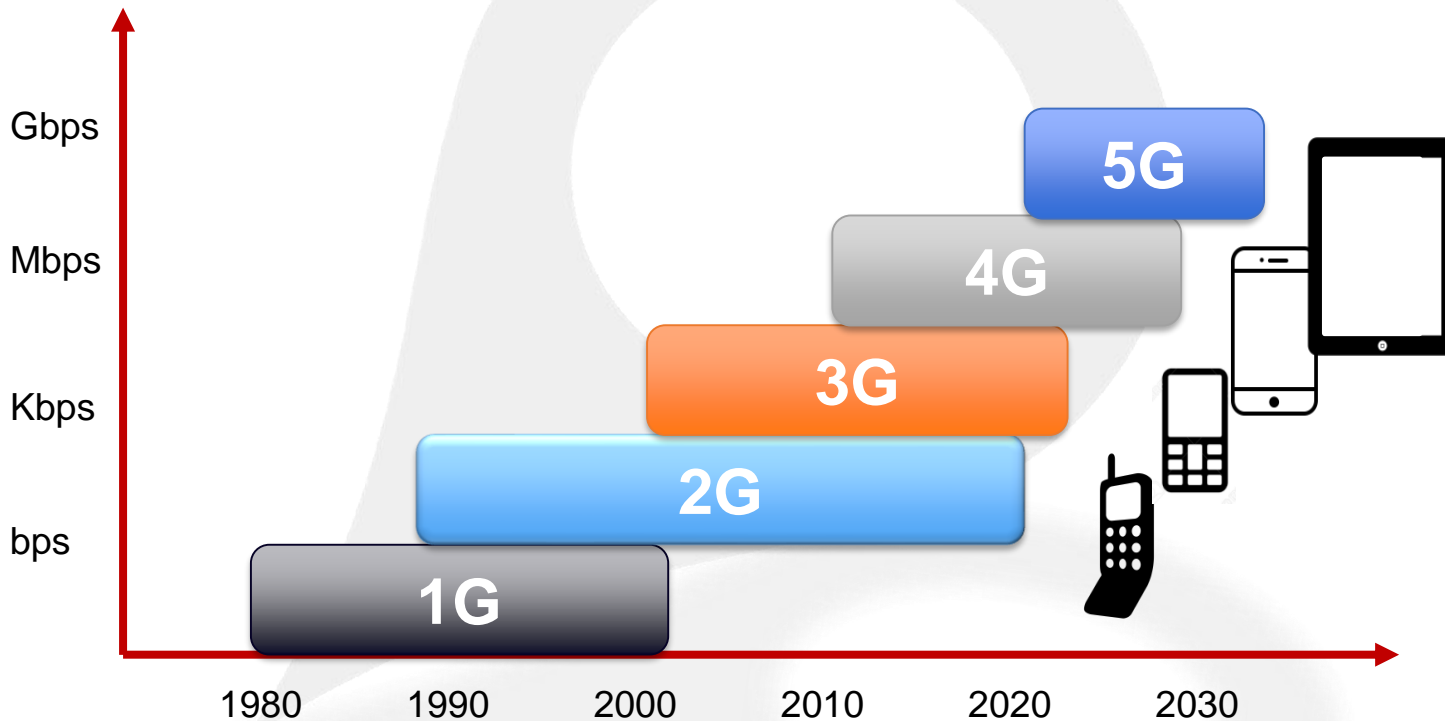
About BeWhere Inc.



- A publicly traded Industrialized Internet of Things (IIoT) company founded in 2014;
- 50+ years experience (as co-founders / early stage employees) in successful Vehicle Telematics Companies;
- Leveraging new technology for environmental sensing and asset monitoring;
- End to end solution provide. Develops and designs software, middleware, firmware and hardware.

Innovation in Wireless Cellular Data

Cellular Wireless Law of Speed versus Decade



- Innovation dedicated to capacity and band-width (smartphone market)
- Precursor industries to IOT are M2M, Telematics, Scada.
- NB-IOT and LTE-M represented the first major innovation since CDPD

What people are saying about licensed LPWA

- “Revolutionary...” Midas Letter June 2015
- “Disruptive...” Canadian Tech June 2017
- “Innovative...” Canada News June 2017
- “Game-changing...” Mobile Syrup July 2017
- “Novel...” Canada News July 2017

Quote source: Owen Moore

Henry of Pelham, Niagara, Ontario Canada

- Canadian weather conditions pose unique challenges and opportunities to the Winery Industry
- Unexpected adverse weather conditions can impact quality, yield and vine mortality
- Temperature Inversions often occur during critical times of the growing season. Temperature Inversions exceed 10 Degrees Celsius / 18 Degrees Fahrenheit.
- Inversions are often localized



Henry of Pelham, Niagara, Ontario Canada

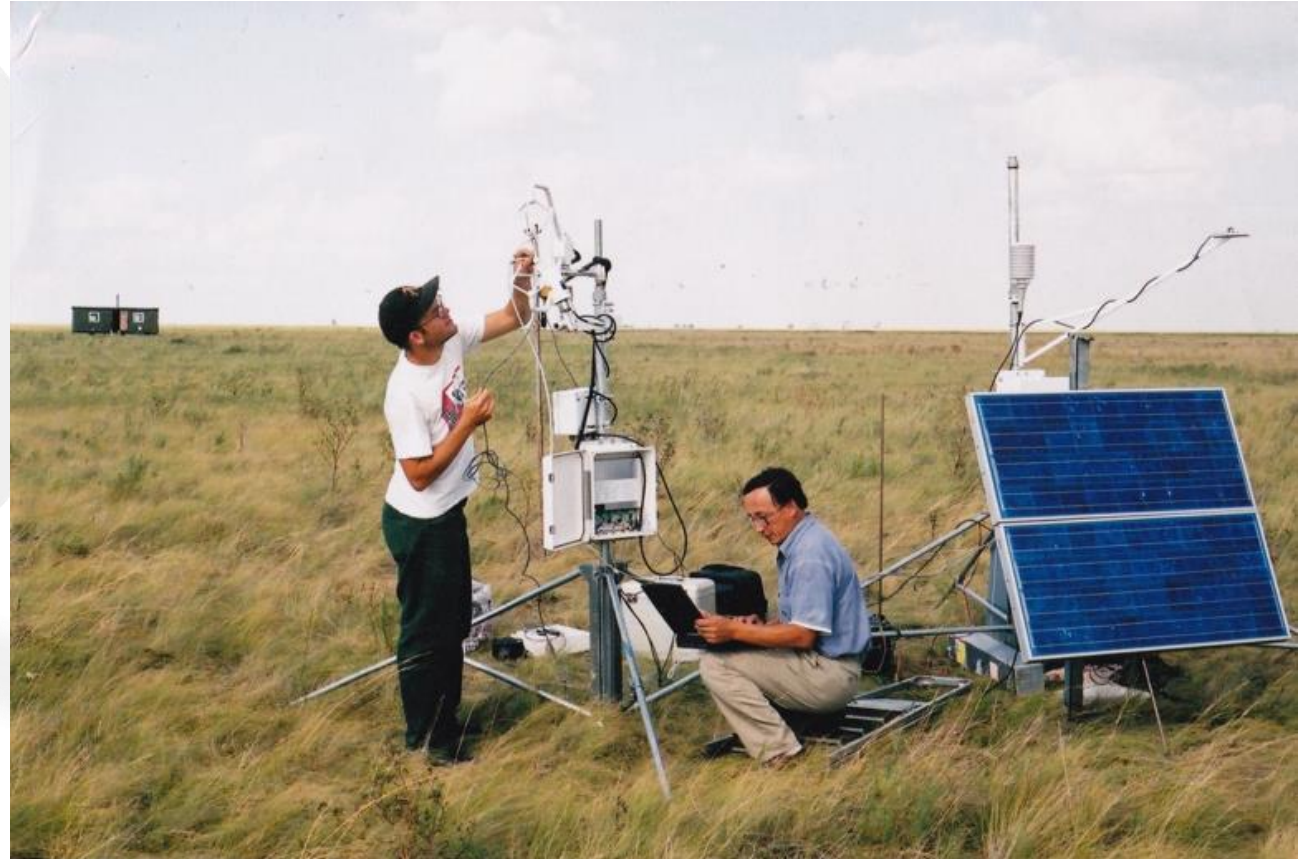
- Phase 1. Deploy 6 NB-IOT and 6 LTE-M to increase the density of environmental sensor monitoring. Deploy sensors at ground level and on a 20 meter pole (update frequency every 15 minutes). Provide email notifications when inversion detected.
- When a Temperature inversion is detected under sensitive weather conditions > Turn on the fans.
- Phase 2. Automate control of the fans through digital I/O's



Disruptive opportunity

Old

- Large upfront capital costs
- \$5,000 annually (limited to single site)
- Complex implementation (external sensors)
- Low density due to cost (one site per winery)



Disruptive opportunity

New

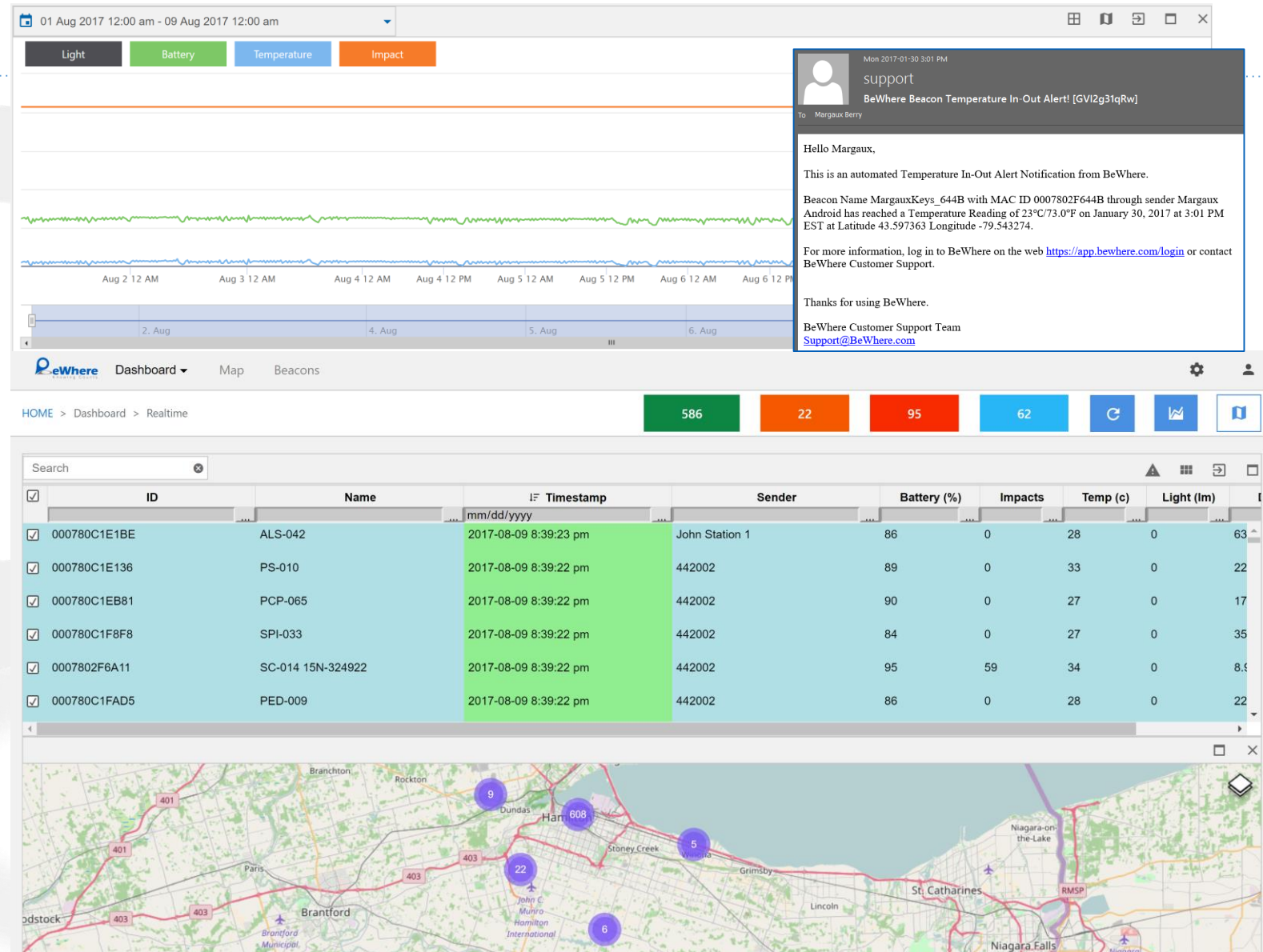
- No upfront costs
- \$100* annually (high density potential)
- Simple implementation (embedded sensors)
 - GPS
 - Temperature
 - Humidity
 - Pressure
 - Light
 - Accelerometer



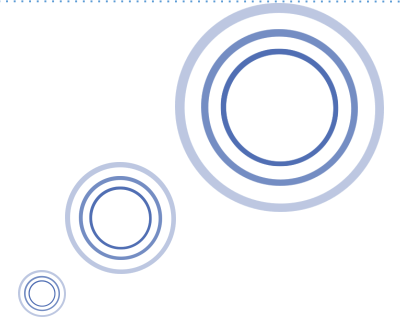
Web Portal



- Real-time environmental condition monitoring
 - Air pressure
 - Temperature
 - Humidity
 - Light levels
 - Location
- Real-time inventory/equipment location
- Alerts and email notifications set up



Learn More



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