



IoT Software Solutions

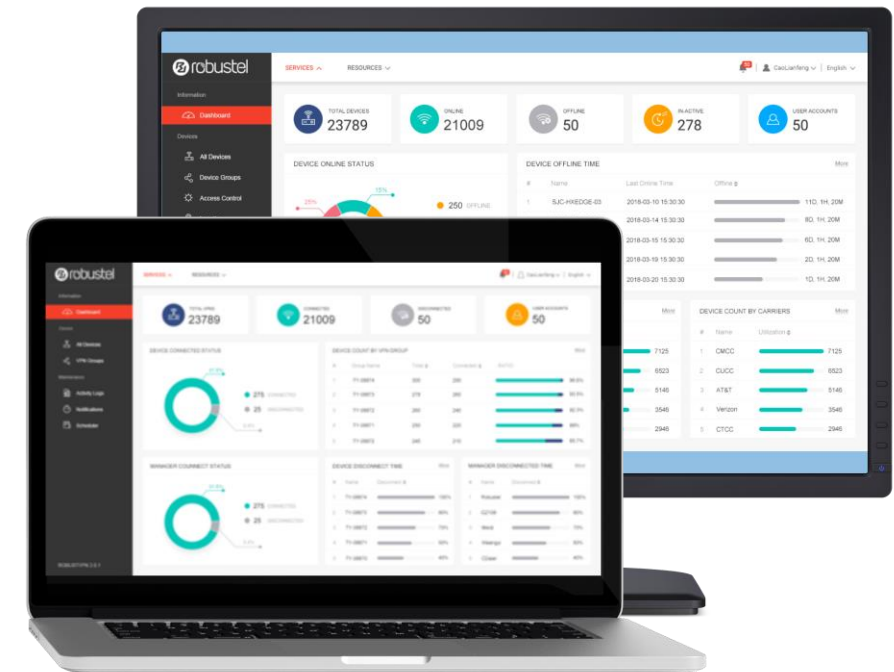
robustOS

- Applications run directly on Robustel Devices
- Perform functions at the Edge
- Write and install custom apps using the RobustOS SDK



robustel Cloud Manager Service

- Cloud based applications that interact with Robustel Devices
- Remote access and management of devices
- Integrate into existing environments using the RCMS API



RobustOS – The heart of Robustel's device portfolio

- RobustOS is Robustel's proprietary device operating system. Built from the ground up around a Linux Kernel, RobustOS allows for lightweight firmware and application delivery across the Robustel product range.
- RobustOS allows users to update device functionality through lightweight apps while leaving the firmware untouched.
- All Robustel devices are built around RobustOS allowing apps to be transferred between device models and families with minimal changes.
- For additional flexibility and customization RobustOS apps can be created via the RobustOS SDK in C, Python or Java





RobustOS comparison with OpenWRT

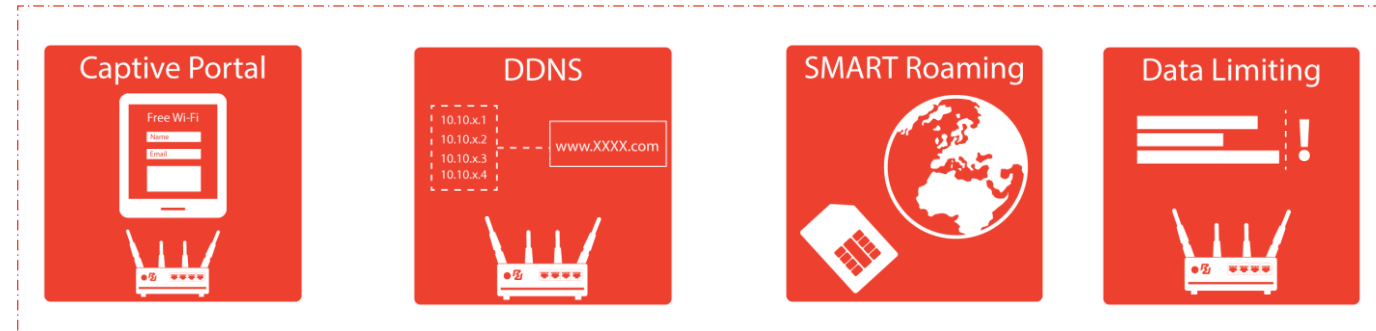


| | RobustOS | xxWRT |
|------------------------|---|--|
| OS framework | Based on Linux, Robustel developed framework | Based on OpenWRT or ddWRT, with different levels of customization |
| APP Development | <ul style="list-style-type: none">• Simple development• Supports auto web page generation• Auto CLI command/SMS command/SNMP generating | Development environment variable dependent on developer choice |
| Web Page Styling | Unique | Similar to other variants |
| APP Support | Yes | OpenWRT supports APP, but most manufacturers do not support |
| Available APPs | <p>12 Robustel Developed APPs available today – More in development.</p> <p>Customer SDK developed Apps can be shared and monetized through Robustel App Store</p> | Large library of OpenSource apps available, no quality control or compatibility checking - Varied quality. |
| Compatibility | Standardised – RobustOS SDK developed Apps guaranteed to work with RobustOS | Variable depending on coding standards and WRT version – Compatibility testing required |
| Link Management | Special link management application to provide stable connections. | Not supported by OpenWRT, but can be customized. |
| Coding Standardisation | Comply with CERT secure coding standards, passed the code audit by Deloitte. | Most are open source, not quite consistent with secure coding standards. |

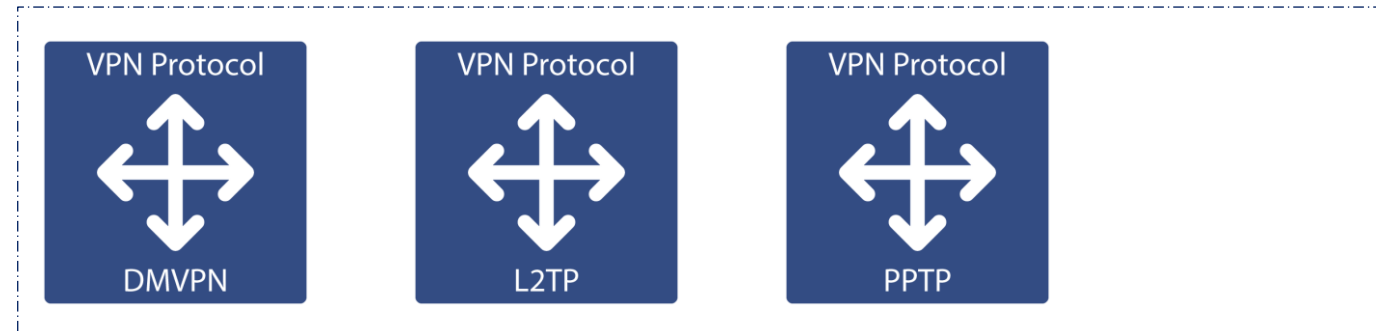
Example RobustOS APPs

robustOS

Device Function Apps



VPN Protocols



Third Party Integrations

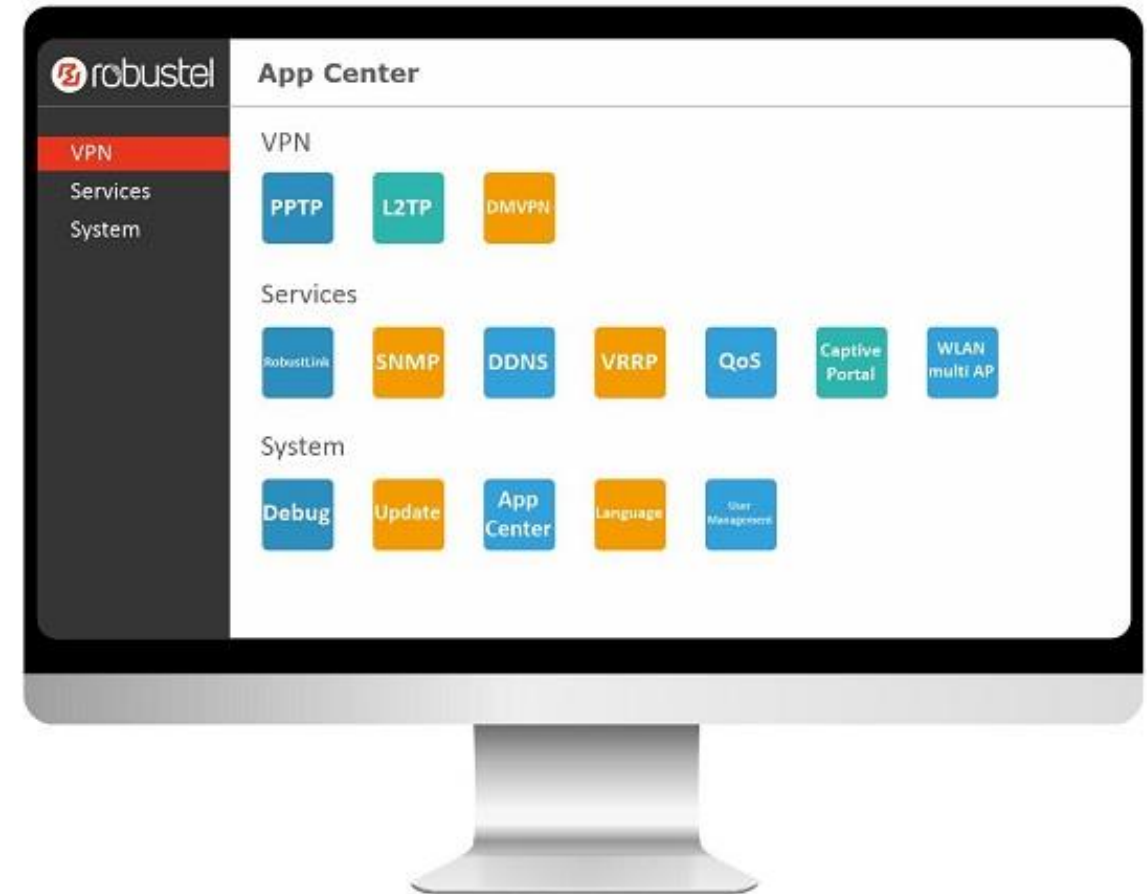




robustel
Cloud Manager Service

The RobustOS App Store
in RCMS Cloud (Coming 2019)

- All Robustel Developed Apps available in RCMS Cloud can be sent to a device in one click.
- Free 'quality of life' Apps available for Robustel Hardware
- Paid applications available for custom integration
- Distributors/Partners/Customers can create their own applications and make them available on the RobustOS App store for free or monetized.
- Apps can be added to templates to be installed to devices automatically upon registration using 'Zero Touch'





Robustel Cloud Manager Service



robustel
Cloud Manager Service

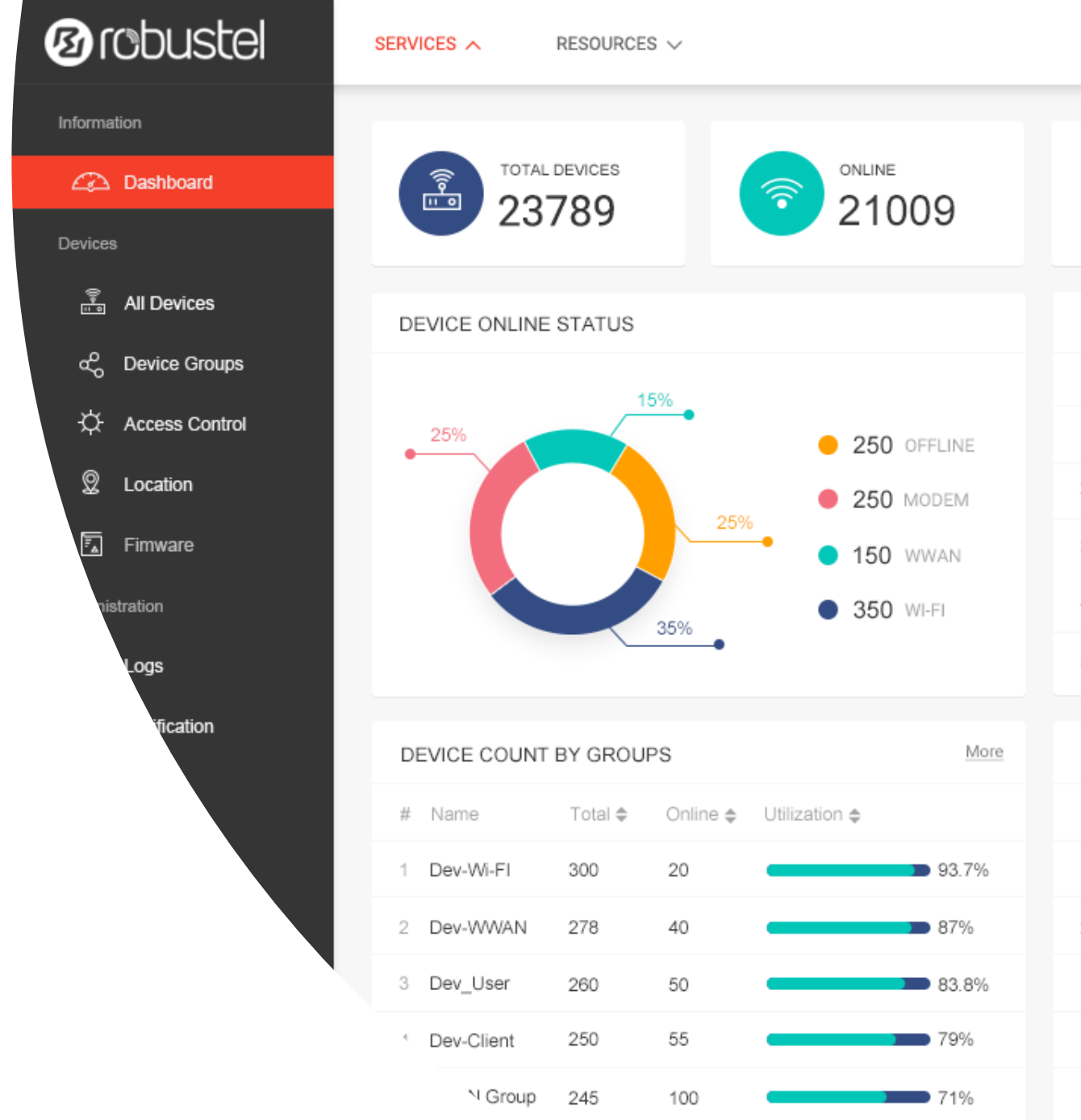
RCMS - The next evolution of software delivery from Robustel

Robustel Cloud Manager Service (RCMS) is a modular IoT cloud software platform compatible with Robustel products.

Replaces older 'stand-alone' software from Robustel (Robustlink, RobustVPN) and replaces them with app equivalents allowing you to pick and choose the software you need today and upgrade instantly for features you need in the future.

All Robustel customers will have access to RCMS and will be able to pay for additional functionality and services online.

Can be delivered as a local private installation (RCMS Stack) or an online cloud service maintained and managed by Robustel.



RCMS Cloud

- Online Robustel hosted platform with global data centres
- Free basic access included with all Robustel hardware
- Customisable suite of features and apps allows you to optimize your deployment costs.
- Low cost of entry
- Managed and supported by Robustel giving you a lifetime of updates for the duration of your device.
- Rapid delivery of updates and new features
- Integration with Microsoft Azure IoT

RCMS Stack

- Private installation in your environment
- Fixed fee structure means you can grow your fleet of devices with a predictable cost mechanism.
- Can be installed locally or on a VM.
- Owned and managed by you and supported by Robustel.
- Full device management included.
- RobustVPN compatibility included
- Full API Suite available to integrate into your existing systems and processes

RCMS OEM Stack

- All the features and benefits of RCMS Stack.
- Designed and branded to the look and feel of your company.
- Work with Robustel's development team to create unique apps and customer functions specific to your IoT applications.
- Designed for enterprise customers or distributors looking for more software and device customization without internal investment.
- Leverage the expertise of the worlds leading OEM IoT device manufacturer

Which RCMS version is right for me?

| Requirements | RCMS Cloud | RCMS Stack | RCMS OEM Stack |
|---|------------|------------|----------------|
| Commercial Requirements | | | |
| Low cost of entry | ✓ | × | × |
| Fixed cost per device | ✓ | × | × |
| Fixed cost per installation | × | ✓ | ✓ |
| NRE Availability | × | ✓ | ✓ |
| Software Requirements | | | |
| RobustLink Device Management | ✓ | ✓ | ✓ |
| RobustVPN | ✓ | ✓ | ✓ |
| Access to Robustel App Store | ✓ | × | × |
| Applications built and designed for you | × | × | ✓ |
| Automatic Global software updates | ✓ | × | × |
| Data & Security Requirements | | | |
| Secure Tier 1 Cloud Hosting | ✓ | × | × |
| Customer Hosted | × | ✓ | ✓ |
| Data stored locally | × | ✓ | ✓ |

RCMS APPs



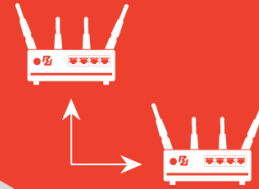
RobustLink



Available Now

- Updated version of RLINK
- Device Management
- Remote Firmware & Software Management
- Location Information
- Remote Diagnostics & Support

RobustVPN



Beta Available Now

- Updated version of RVPN
- Device Based VPN
- Secure Transmission
- Group devices in private VPN 'Clouds'
- Access devices through remote client.

RobustSIM



In Development for 2019

- Manage SIM Cards Remotely
- Integrated with leading providers like CISCO Jasper, GDSP, Ericsson
- Pair SIMs & Devices
- Compare SIM & Device Usage statistics



robustel
Cloud Manager Service

RCMS Cloud – Robustel Hosted and Managed instance of
RCMS

- Online access to Robustel IoT software like RobustLink Device Manager & RobustVPN
- Manage and invite users to join and collaborate quickly and easily
- Upgrade your subscription or manage your device licenses instantly.
- Order more Robustel hardware with integrated orders that go directly to your Robustel supplier
- Contact Robustel support and get help when you need it



\$0

RCMS Basic

Online Device Inventory
Visibility



Status Dashboard



Device Grouping



Location Display



Download Logs

Included with all devices

\$

RCMS Essentials

Online Device Management
& Control

All RCMS Basic Benefits



Firmware & Software
Management



CLI Access & Remote
Diagnostics



Device Alerts
& Monitoring



Remote Config

per device / per month

\$\$

RCMS Advanced

Online Device Management
Control & Advanced Routing

All RCMS Basic Benefits



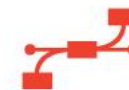
All RCMS Essentials Benefits



Secure VPN Access



Desktop VPN Client &
Access Management



Custom Network
Rules

RCMS Advanced available early 2019

per device / per month



RCMS Stack & OEM Stack



robustel
Cloud Manager Service

RCMS Stack - A privately hosted version of RCMS in your
chosen environment

-
- Your own version of RCMS. Customize and integrate however you want with powerful APIs or help from the RCMS development team.
 - RCMS Stack scales with your business, a license entitles you to unlimited device management as long as your servers can handle the load.
 - Manage your costs with a fixed annual or monthly maintenance plan to keep your version of RCMS up to date and bug free.
 - Work with the Robustel to create your own RCMS applications with NRE services
 - Perfect solution for enterprise & government users or companies with strict security & data policies





robustel
Cloud Manager Service

RCMS Stack & OEM Stack Maintenance Packages

Bronze Maintenance Package



One software
update per year



10 Hours of technical
support per month



Email Support



Support in
Business Hours

Silver Maintenance Package



Four software
updates per year



25 Hours of technical
support per month



Support via Phone,
Email & Livechat



Support in
Business Hours

Gold Maintenance Package



Twelve software
updates per year



Unlimited technical
support



Support via Phone,
Email & Livechat



24 Hour
Response Time

RCMS Stack & OEM Stack Pricing Model

One Time/Set-Up Investment

Installation & Set-up Fee
(Includes 1 License)

Additional RCMS Software
Licenses

Custom App Design & NRE Work
(If applicable)

Environment Set-Up

- Cloud Hosting
- Data Centre

Annual/Ongoing Investment

Maintenance Package
Bronze Maintenance
OR
Silver Maintenance
OR
Gold Maintenance

Environment Operational Costs

- Cloud Hosting
- Data Centre

Third Party API/Applications

- Google API
- ERP
- Jasper etc

One time or bespoke charges

Support outside of maintenance
package inclusion

Custom application development

On-site support & training

Internal Operational Costs

- Dev Hours
- Support
- Customer Training



THANK YOU!



Please contact us:
info@robustel.com
www.robustel.com
+86-20-29019902