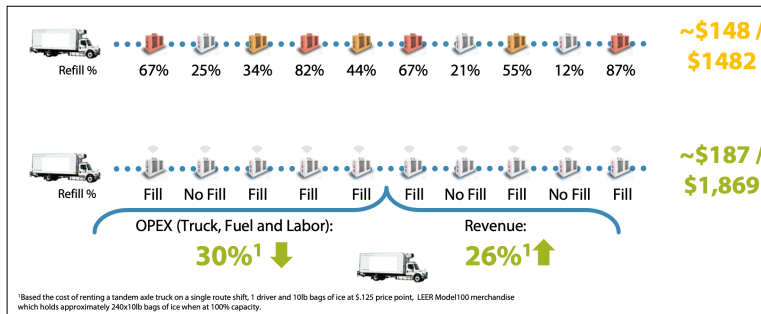




Increase revenue per delivery with AirRanger: How to delight customers by knowing more...

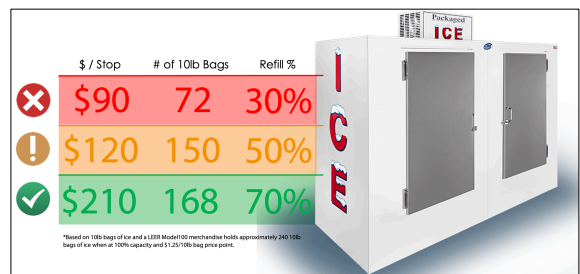
The COVID-19 pandemic has led to driver shortages, supply chain disruptions and an overall increase in costs leading to customer delays and tough business choices to be made every single day. According to Statista and Business Insider, the average driver salary has increased 75%² and diesel fuel costs have increased \$1.30 per gallon or 51%³ over the past 12 months. It is imperative that ice companies find new ways of delighting their customers by dispatching product to where and when it is needed not based on static routing models. By turning dispatching into a real-time method, AirData IOT projects that ice companies can realize an OPEX reduction of approximately 30% while at the same time increasing revenue by 26%, paying for the system in no time (reference Model 1).



Model 1: Static vs. dynamic routing

Introducing the AirRanger

AirRanger is a solution born in partnership with the ice industry, which can quickly and easily be installed into any ice merchandiser. Once installed, AirRanger connects to the internet, onboard itself and start streaming real-time telemetry data about the ice merchandiser's capacity and temperature. Dispatching teams can simply login to their AirData IOT portal and determine which locations need to be replenished based on how much actual ice is in the merchandiser vs. tradition static routing methodologies. The end results are more streamlined operations, increased revenue per delivery and cost diversion



Model 2: Revenue per delivery by Refill %

or reduction because you are only stopping at locations that truly need replenishment, ultimately leading to more satisfied customers.

The Last Mile is critical

The ice industry in the US is over 150 years old and is marked with numerous periods of innovation from refrigeration to automated ice generation and robotic pelleting systems. The last mile of the ice industry is the last bastion of innovation to occur and once complete, will create an end-to-end streamlined process from generation to delivery.

AirRanger offers a reliable means to gain real-time insights into your merchandiser fleet from anywhere with these features:

- **Accurate.** Laser technology for up to ¼ inch+- accuracy.
- **Easy to install.** 10-minute install with multiple way to mount sensors inside merchandisers.
- **Rugged.** Water resistant device and sensors.
- **Warranty.** 5-year limited hardware warranty.
- **Multi-Merch capable.** Modular design allows side-by-side merchandiser installs reducing costs.
- **Privacy.** No data sharing across tenants.
- **Connectivity.** 4G LTE connectivity with optional built-in external antenna for rural connectivity.

- **Analytics.** Use of advanced analytics to provide days to 25% metrics and more to come.

AirData integration services

For seamless operations and single pane of glass, AirData IOT is committed to partnering with the dispatch/routing vendors of your choice to integrate our data and build a seamless user experience.

- **Routing Application Integration.** Automatic or One-Click dispatch.
- **Continuous Improvement.** AirRanger is built on the latest hardware, communications and software technologies allowing for continuous over-the-air updates when issues arise or customers have new requirements.
- **Advanced Routing.** Automated dispatching capabilities are in flight.

Let's Delight customers together

Internet of Things (IOT) technologies are lowering the barriers to entry for ice companies to take advantage of the same technology usually reserved to the fortune 500. AirData IOT's business mantra has always been "IOT is not just for large companies" it should be accessible and affordable to business of all shapes and sizes. We look forward to partnering with you to help improve your operations and impact on your business.

Built on Experience

Automatic ICE™ Systems, an AirData IOT Partner, is a leading provider of comprehensive ice products and services with over 40 years of experience providing integrated solutions and services to ice producers, including specialty, ice producer equipment, ice merchandisers and other products ice producers need. Our unique approach to working with ice producers, now combined with AirData IOT, can provide the end-to-end ice solutions taking the industry into the 21st century.



Proud Partner of:

Automatic ICE™
S Y S T E M S

AirData IOT

8175 E. Evans Rd #12203
Scottsdale, AZ 85255 USA
602-618-4742
www.airdataiot.com

¹ <https://www.statista.com/statistics/204169/retail-prices-of-diesel-fuel-in-the-united-states-since-2009>

² <https://www.businessinsider.com/truckers-pay-hike-salary-truck-driver-shortage-2021-6>

The information contained herein is subject to change without notice. The only warranties for AirData IOT products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. AirData IOT shall not be liable for technical or editorial errors or omissions contained herein.