

### Why Rajant?

Trailblazers invent paradigms while others follow them.

Today organizations need to do much more with their networks to remain competitive in the global marketplace. As increasing numbers of personnel, vehicles, and equipment operate in remote, geographically-dispersed locations, mobility has become a major driver shaping networking requirements. Simultaneously, the Internet of Things (IoT), machine-to-machine (M2M) communications, and vehicle-to-vehicle (V2V) communications are helping improve productivity, streamline operations, and control costs on moving vehicles and equipment. To interact with and manage these devices, network infrastructures must be fully mobile enabled. The demand for private wireless mesh networks is growing rapidly because organizations want both the internal control over infrastructure, data, and applications, as well as the benefits these powerful business enablers provide.

Knowing that satellite, LTE, Wi-Fi, and other fixed wireless networks have inherent limitations, Rajant focused its research and development efforts on delivering its one-of-a-kind Kinetic Mesh technology. Whether provisioning a new network or expanding existing infrastructure and capabilities, Rajant's private wireless mesh networks provide continuous on-the-move access to data and applications in real time. Today, Rajant is the category leader in providing Kinetic Mesh networks which are proven to deliver unparalleled reliability, performance, scalability, security, and flexibility in an easy-to-deploy, portable footprint.

In recognition of this leadership, Frost & Sullivan awarded Rajant the 2014 Best Practices Award for Global Mesh Networking Solutions for the Industrial Environment. After analyzing Rajant's solution relative to two competing solutions, Rajant earned the highest marks in all Customer Value and Technology Excellence categories.

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### How We Started

Trailblazers see opportunities where others see obstacles.

Rajant Corporation is a global company headquartered just outside of Philadelphia, PA. When Rajant's founders saw the weaknesses with mobile voice and data networks during the events of 9-11, they envisioned a *truly* mobile network that would provide anywhere-anytime voice, video, and data communications. In 2002, the Company rolled out its Kinetic Mesh technology and began delivering wireless networking solutions that deliver highly reliable connectivity regardless of conditions, provide robust security, grow stronger as network nodes are added, and allow all wireless nodes to be in motion at all times. These powerful networks consist of industrial-strength Rajant BreadCrumb® wireless nodes and patented<sup>1</sup> Rajant InstaMesh® routing software. Building on its initial success in extremely demanding military deployments, Rajant quickly expanded its reach into mining and oil and gas.

<sup>1</sup> U.S. Patent 9,001,645

## Technology Differentiation

Trailblazers invent new technologies rather than license them.

Seeing the inherent limitations in traditional wireless mesh networks, Rajant took a completely different and highly innovative approach with its Kinetic Mesh technology. Whether deploying a network with ten or more than a 1,000 nodes, Rajant wireless networks provide several key features, including multi-frequency, multi-transceiver transmissions; physical-layer data rates to 270 Mbps; robust security; no controller-node requirement; full redundancy with no single point of failure; and self-configuring, self-healing operations. Rajant solutions easily integrate with existing satellite, 3G/4G, fixed wireless, and Wi-Fi networks. And, Rajant's Kinetic Mesh networks are the only solutions proven to establish and sustain any-node to any-node communications across hundreds of high-bandwidth nodes with no single point of failure while providing high quality-of-service for years – unattended.



**BreadCrumb® LX5**



**BreadCrumb® ME4**



**BreadCrumb® JR2**

## Markets Served

Trailblazers create markets while others chase them.

While Rajant's initial success was built on military, mining, and oil and gas, the Company is uniquely positioned to serve many additional markets such as transportation, utilities, municipal, state and federal government, and healthcare. Rajant Kinetic Mesh networks are helping organizations increase productivity, improve safety, and cut costs in a wide array of scenarios, involving manned and unmanned, moving vehicles such as trucks, dozers, police cars, trains, and buses. Rajant solutions support many diverse applications, including monitoring and managing vehicle and equipment health, productivity, video surveillance, vehicle speeds and locations, first-responder communications, convoy communications, and border crossings.

In all areas, Rajant is a true trailblazer dedicated to innovating new wireless communication capabilities for organizations worldwide.

## Customer Support

Trailblazers put customers first and profits second.

With 10's of thousands of nodes deployed worldwide, Rajant solutions impact the crucial inner-workings of its customers' operations and processes, and that is a responsibility the Company takes seriously. So, Rajant support staff consistently meets or exceeds the promises we make to our customers. For more than a decade, Rajant customers have rated the Company's support services as superb and unparalleled. That commitment to customer service extends through Rajant's global partner network. Authorized Rajant distributors, integrators, and solution providers provide pre- and post-sales support to customers worldwide, offering local and regional installation, configuration, operations, management, troubleshooting, and diagnostics services. And, Rajant backs up its partners with experienced technical support and engineering expertise to ensure that each customer's system is delivering the benefits promised.

