



ITC

Newsletter



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Philips HUE and Nvidia

Dear Readers,

We use Philips HUE and Nvidia products in our systems, and they are part of the reason we can offer a fully integrated and advanced security solution. Now that we have customers and growth is taking off, we are reaching out to these companies to show them what new uses we are finding for their products. We are pretty sure that they will be interested in our goals of mitigating risks on campuses and they might also want to help on this front? Clearly, having blue chip companies like these involved, would help accelerate our goals of getting these systems adopted at a quick rate. If you work for Nvidia or Philips or know someone who does, please help us get in touch with someone senior to discuss our plans! Many thanks!

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Government interest

We have seen interest in Gun Detection technology from several governments. Interests have ranged from detecting drawn weapons on buses and trains to equipping the public camera systems with detectors to help mitigate gun violence in these countries.

We have made good progress in a Latin American country where our technology has been selected over a rival US company for being much faster to detect and notify and for being better priced; we have signed initial agreements and have started the testing process, we have a view of starting installations this year.

We are also looking at opportunities in the USA, Africa and the Middle East where several parties are representing our company in early stage discussions.



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New Simpliot Tech Capabilities:

- Automated self-management. The system monitors all its parts and capabilities and alerts on any malfunctioning item.
- Follow the gun-man, the system instantly displays the camera feed of the most recent detection and shows their position on the campus floor-plan, giving instant situational awareness.
- Automated Email or SMS (text message) of detection images of assailant to the customers' distribution list.
- Developed solutions for our systems to work on mobile platforms, such as trains, boats, buses, etc.

Two divisions in the future?

As the government driven business starts bearing fruit in the first half of 2020, we are considering the necessity to divide the business in two divisions.

The government interests we are seeing are essentially detecting weapons off existing video camera streams; but as you can imagine, we are talking large quantities of cameras and therefore large quantities of detectors.

This is a very different business to selling integrated security solutions to customers needing a full solution including notification in all parts of a campus and a feedback loop.

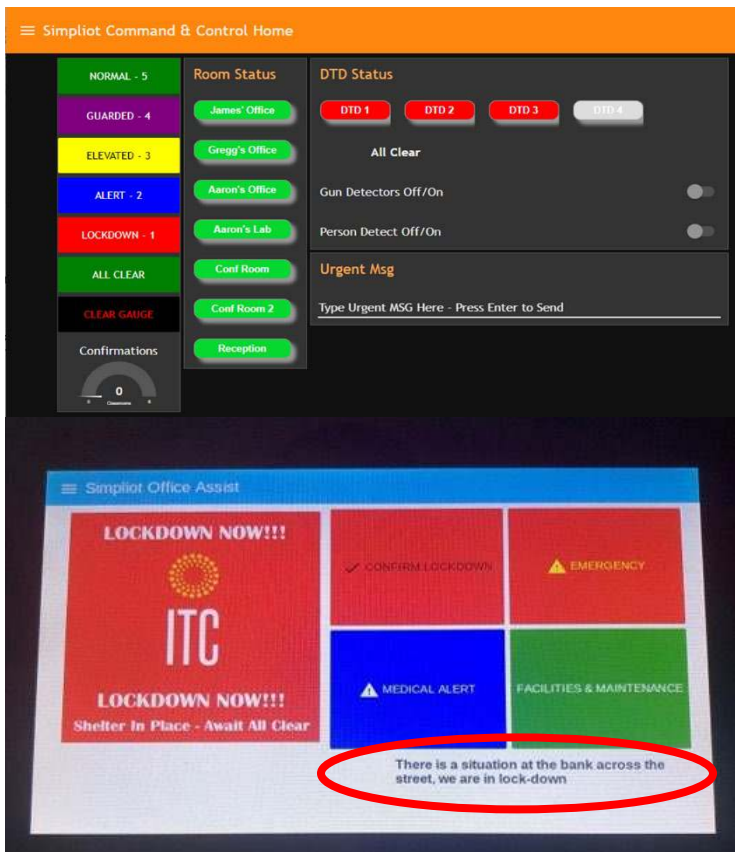
This is a thought for the moment, but we are discussing this possibility at the board level and of course this changes nothing for shareholders.



First trade show

We attended the FCIS (Florida Council For Independent Schools) Convention in Orlando Florida, the first week of November last year. This is the primary annual convention for Florida private schools and we had a well-placed booth showcasing our Gun Detection and Emergency Warning Systems to attendees. There were many interested parties that had a lot of questions. One school has since asked for a quote and 5 people from the school located in Boca Raton will be visiting our offices for demonstrations and further discussions at the end of January.

We are also actively following-up with other leads that were established during the event.



As well as providing “Situational Awareness” to arriving first responders, the SimpliOT system also provides campus principals with “Command & Control” capabilities.

One of the key capabilities is to be able to qualify a lock-down; many of our customers are asked to lock-down their campus by police for a near-by bank robbery for example. The occupants of the school need to know if there is a direct threat on the campus or not to avoid high stress levels on building occupants.

The SimpliOT Command & Control interface gives principals or security the capability to send qualifying urgent messages to all rooms of a campus