Axeda Honors the Best in M2M at Connexion 2011

Axeda M2Mē and Developer Challenge awards winners unveiled last night in Boston

Boston, MA (June 9, 2011) – Axeda Corporation honored the best of the best in M2M at its 2011 Axeda® M2Mē™ awards dinner last evening. The annual Axeda Connexion awards program recognizes the companies and individuals building the most innovative solutions on the Axeda M2M cloud platform.

"As the M2M market rapidly evolves, our awards program gets increasingly competitive," said Mary Wells, CMO, Axeda. "This year's winners are truly transforming their companies and industries by connecting their products and innovating with value-added M2M applications. We are thrilled to recognize this impressive group."

The Axeda M2Mē program expanded this year to include additional categories with the company recognizing four companies for service, product innovation, use of the cloud, and custom application build:

2011 Axeda M2Mē Winners

- **Best Service – Egenera, Inc.**
  Egenera, a data center virtualization company, collaborated with Axeda to remotely service data center ecosystems around the world — monitoring, alerting, and supporting software delivery in over 49 countries. Results from their solution include:
    - Customer satisfaction rating of 4.75 out of 5 in meeting SLAs
    - Response times on customer calls for service reduced from an hour to under two minutes
    - ROI of 9 months after deployment

- **Best Product Innovation – All Traffic Solutions**
  All Traffic Solutions, a leading provider of traffic safety solutions, was recognized for successfully transforming the company from a hardware manufacturer to solution provider. With 100% of their digital highway signs connected, the company leverages actual condition information in almost 100% of its technical support cases and has 33% of its signs taking advantage of revenue-generating value-added services.

- **Best Use of the Cloud - Brink's U.S.**
  Brink's U.S., the premier provider of secure transportation and cash management services in North America, was recognized for leveraging the power of the Axeda cloud platform to quickly connect its CompuSafe® product line and realize immediate benefits. In roughly six months, 13,000 safes are now connected with Axeda and the company has seen an immediate ROI by avoiding $500,000 each

time new software is deployed to these safes.

- **Best Build – Welch Allyn, Inc.**
Welch Allyn specializes in developing products and technologies for doctors, nurses, and other healthcare providers across the globe — helping them detect more health conditions and improve more lives. With 5,000 of its Connex® Integrated Wall Systems connected, Welch Allyn realizes $250,000 in savings from remote software updates alone – helping to transform their services business from a cost center to a profit center.

New to this year's awards program is the Axeda Developer Challenge, which recognizes developers who have leveraged the power of the Axeda Platform through the Axeda Developer Connection to build innovative M2M applications. Three winners were selected across the insurance, telematics, and medical industries:

2011 Axeda Developer Challenge Winners

- **Insurance Category – Walsh Vision, Inc.**
Walsh Vision has deployed and supported wireless M2M solutions that manage thousands of vehicles — for personal, auto insurance, and vehicle management services for commercial fleet customers. The company was recognized for its Usage-Based Insurance solution, which combines details from vehicles — an onboard accelerometer and GPS for in-depth analytics on vehicle and driver behavior. Walsh Vision projects this segment of their business to grow 200% or more over the next 12-months.

- **Telematics Category – ORBCOMM and the Rugged Telematics Alliance**
The Rugged Telematics Alliance was formed to help heavy equipment OEM's shorten the time and costs of bringing an enterprise OEM telematics application solution to market. The embedded telematics application, powered by the Axeda Platform, allows the OEM's to quickly create a comprehensive solution for analyzing and managing their telematics data.

- **Wildcard Category – Barco**
The Barco calibration app, developed by Peter DeBock, was built as a proof of concept and uses iPads to calibrate X-ray displays, enabling doctors to provide accurate diagnosis for clear viewing of medical X-rays. They have connected the iPad application to the Axeda Platform, ultimately improving patient care.

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About Axeda

Axeda is the leading cloud platform provider for connected products and M2M applications. More than 150 leading companies, including Agilent, Diebold, and EMC, rely on Axeda to connect any product on any network, and manage their connected products through the cloud with complete security and scalability — enabling them to innovate with extensive M2M application development capabilities.

By relying on the Axeda Platform to power their connected products, companies are transforming their business by improving customer satisfaction, reducing costs, and generating new sources of revenue. The M2M solutions behind these connected products range from remote service, fleet management, usage-based insurance, asset tracking, mHealth, and more. Join our developer community at: http://developer.axeda.com and learn more at www.axeda.com.

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