

Roambee Achieves Granular, Item-level Visibility with BeeBeacon - Providing the Industry's First Affordable, Mobile, End-to-End IoT Solution for Package Delivery and Asset Management

Roambee transforms supply chain into fully digitized enterprise with pay-as-you-go approach that removes heavy upfront investment to enable large scale use

October 24, 2017 – Santa Clara, CA – Roambee, the Internet of Things (IoT) smart logistics and asset monitoring company, today unveiled the BeeBeacon, the first mobile monitoring technology that combines BLE/Wi-Fi/GSM hotspots and beacons to provide granular visibility for package-level delivery and asset management. Working with Roambee's Honeycomb IoT platform and mobile app, the new BeeBeacon and existing Bee (acting as a hotspot) deliver real-time intelligence to global enterprises that are tracking conditions for goods and assets inside, outside and in-transit.

The industry has been trying to achieve granular, package-level visibility for a decade. According to the [2017 Supply Chain Worldwide Study](#), 77 percent of firms either have no or restricted visibility into their supply chain. For most, RFID has proven too labor intensive and expensive. GPS doesn't offer condition monitoring inside, and conventional beacons have conditional monitoring limitations. No company is providing a complete end-to-end solution that is mobile and affordable – until now.

The BeeBeacon and Bee help enterprise customers around the globe quickly locate packages, and signal when spoilage and tampering risks are present whether inside voluminous warehouses, outside in vast equipment yards and at every point in transit. "Working along with the Roambee Bee, the BeeBeacon brings unprecedented levels of real-time intelligence, to realize the digital transformation of the enterprise," says Sanjay Sharma, CEO of Roambee. "This is just one part of Roambee's end-to-end IoT solution designed to transform the supply chain from transactive to predictive, and ultimately, turn cost centers into profit centers."

Achieving Granular, Item-level Visibility

BeeBeacons attach to individual packages and assets transmitting location and condition to Bees in-transit or in-storage, and in real-time through Bluetooth Low Energy (BLE) protocol. The Bees, whether in a fixed location or in transit, then send real-time data to Roambee's Honeycomb IoT API platform, which aggregates the data and makes actionable information available through the Roambee portal and the Roambee mobile app.

The BeeBeacon and the Bee also work with the newly released BeeLock smart lock and BeeFleet onboard fleet management device. Together, this end-to-end solution provides transparency into the complete supply chain – all the way to the last mile of delivery. Roambee's network operations center, BeeCentral, is also available 24/7 to help assist enterprise customers worldwide as they turn real-time intelligence into smart and prompt business decisions.



Digitized Supply Chain Fuels Enterprise Growth

Roambee's end-to-end solution, with the BeeBeacon and Bee at the center, helps enterprises work smarter with intelligence that supports operational efficiencies and provides tangible increases in productivity.

- **Conditional Monitoring Worldwide:** There are two initial BeeBeacon models. The first monitors location (movement history, idle time, geo visibility and ETA) plus light exposure (tampering), while the other tracks location, temperature and humidity deviations (spoilage).
- **Real-Time Actionable Data:** BeeBeacon transmits granular data in real-time, as often as needed, resulting in a predictive, digitized enterprise.
- **Easy to Use / Scalable:** BeeBeacons are plug-and-go ready, and can build upon existing systems across the Roambee ecosystem or with other third-party gateways and platforms.

Affordable "Pay-As-You Go" Model Lets Enterprises Scale

With Roambee's on-demand, pay-as-you-go service, for as little as \$1 per month, the BeeBeacon is the first monitoring device to offer package-level monitoring for just pennies a day. With a low per-use-cost and no upfront investment, an enterprise can quickly scale to monitor hundreds of thousands of packages, and see immediate returns.

"The service is frictionless when integrated with Enterprise Resource Planning (ERP) systems. Roambee has made the unit economics work," continues Sharma. "For example, a cold chain package takes three days to travel by truck from California to New York, costing approximately 9 cents with Roambee. During its journey, customers know immediately if the product reaches the edge of its temperature safety zone, and can quickly make corrections before the product is compromised. The ROI is undeniable, and furthermore, this newly gained intelligence allows the enterprise to take predictive measures to amplify savings and drive growth."

Roambee is in active trials with global enterprise customers using the company's end-to-end solution with the new BeeBeacon to improve ETA predictability, better manage JIT inventory, eliminate disruptions, strengthen security, reduce risks and improve demand forecasting.

About Roambee Corporation

The Roambee Corporation is a Silicon Valley company transforming logistics and asset management outside the four walls of global enterprise. Founded in 2013, Roambee is the first Internet of Things smart logistics and asset monitoring company that delivers on-demand real-time visibility, tracking and condition monitoring for goods and assets in-transit and in-field.

The company uses proprietary sensor, software and cloud technology to deliver, report and analyze data worldwide. With Roambee, customers gain greater control over their goods and assets, increased business efficiencies and improved mitigation of risk. Roambee is backed by Deutsche Telekom Ventures and other Silicon Valley investors. www.roambee.com