



**PLUG & PLAY
TEMPERATURE
MONITORING
AUTOMATE ROUTINE
CHECKS & ALERTS**



An Ideal Solution

- Protects you from food loss waste and unexpected inspection failures
- Alerts before temps become unsafe
- Doesn't go out/ has power redundancy
- Allows export of temp logs
- Monitors all temp zones simultaneously with extensible beacon hardware
- Makes IoT your employee

The Problems

- Loss of refrigeration is dangerous
- Critical areas are hard to get to
- Health Department fines are costly
- Circuits trip in the middle of the night
- Exposure to waste and spoilage
- *No way to ensure temp In-transit (shipping)

EASY-TO-SELL!

- Service starts at \$10 per month
- Hardware varies based on number of temp zones
- OpEx billing model available if they want to spread hardware over a multi-year engagement

ROI Drivers

- \$5k in the average walk-in to replace
- Fines = Hundreds and can shut you down
- Monitoring 24/7, not just when you're open

Other Selling Prospects

- Any restaurant or store with walk-in or standard coolers
- Restaurant chains with centralized distribution centers
- Gas stations / convenience stores
- Grocery stores and delicatessens
- Wine and liquor/ package stores
- Refrigerated storage and transportation logistics providers
- Operations whose temp check and auditing functions are currently reliant on manual input



@ReadyWireless



Sales@ReadyWireless.com



(844)-233-1951

DISCOVERY QUESTIONS FOR COLD CHAIN CUSTOMERS

Hardware Config

- How many coolers/ temp zones you plan to monitor?
 - Each temp-controlled area needs its own monitor
 - Scale determines hardware approach and cost
- What type of device's temp do you plan to monitor?
 - Walk-in fridge/ freezer, glass front cooler, etc.
- What is the physical composition of these cooler?
 - LTE/ BLE/ LoRa will penetrate materials differently
 - If multiple, how close are they to each other?

Hardware by Use Case

- We have tested solutions in real use cases
- Temp environment determines hardware:
Grocery/C-Store, Food Service, Healthcare/
Pharma, Supply Chain/ Warehouse, Facilities

The Big 'Why'

- What are you looking for in a temp-monitoring solution?
- What must be true for this to be a 'successful' engagement?
 - Log temperature for inspections/ auditing?
 - Automated alerts for loss prevention?
 - Automating employee 'checklist' duties?
 - All of the above?

Business Intelligence

- We solve your business problems with varied tech
- Do things with your data like alert a shift manager
- Send data to other software via API

Tech Spec Questions

- Is this a mobile or fixed use case?
 - Are we permanently monitoring temperatures in a restaurant or a store?
 - Are we logging/ monitoring temperatures for shipments?
- What are we actually taking the temperature of?
 - Circulating air in a cooler or some food/ liquid temp?
- What temp range do we need to look at?
 - Keeping cool things cool or hot things hot?
 - What can the cooler/ device get a temp down/ up to?
- How often are you currently required to log temperature?
 - Do you have to check cooler and food prep every 6 hours?
 - What is an ideal temp monitoring cadence? (Every 5 minutes? Every hour? Once a day? Etc.)



@ReadyWireless



Sales@ReadyWireless.com



(844)-233-1951