



Wireless Transportation Monitoring

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Customer Survey

Thank You

Thank you to everyone who participated in the 2018 Lat-Lon Customer Survey. We love hearing from our customers and were blown away by the positive response. We view these surveys as an extremely useful way to collect important feedback and make changes that positively impact your experiences with Lat-Lon.

The greatest compliment we received was how much we have been recommended by you, our customers. We cannot begin to tell you how much we appreciate your business and your loyalty to our brand. Please feel free to tell us how we're doing and submit feedback at any time by emailing aboehm@lat-lon.com or anonymously via [Survey Monkey](#).

What is Cat-M?

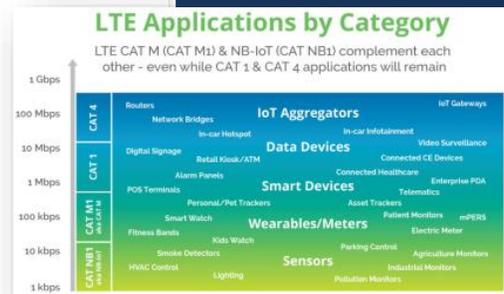
And What Will It Change?

As mobile network providers have evolved, they have continued to improve their services which are utilized by machine-to-machine (M2M) devices. LTE Cat-M is the newest low-cost option optimized for IoT devices being offered by standard network operators such as AT&T and Verizon Wireless.

M2M needs differ greatly from the high-speed LTE that our smartphones utilize. High-speed LTE is expensive and not necessary for the small data packets typically used in IOT applications. Instead, people using IoT devices opt for a much more affordable solution to connect machines and devices to the internet over cellular networks. Lower categories of LTE, such as Cat-M, support this need.

Cat-M refers to Category M, the second generation of LTE chipsets meant for IoT applications. Category M follows Category-1 LTE, part of the existing 3GPP LTE standards, which enables reduced power consumption and data service

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UPCOMING SHOWS:

AREMA 9/16-9/19

American Railway Engineering & Maintenance-of-Way Association
Chicago, IL

[Click here for Details](#)

NTTC 11/5 - 11/7

National Tank Truck Carriers
Nashville, TN

[Click here for Details](#)



cost by capping speeds at 10 megabits per second.

Cat-M is a solid fit for Lat-Lon with the opportunity of reducing data service prices and it can be used on all devices, whether they require fast or low-speed connections.

We have begun testing Cat-M modules, and full customer use is likely 1 year down the road, but we are hopeful that it may continue to drive growth in the industry. In the interim, our current Cat-1 devices are going strong, and we look forward to the promising testing Cat-M is already displaying. ☎

Alert Updates

You asked, we listened! Automated text and email alerts can now map the location of an incident, all with the click of a link. This feature gives you all the information you need right at your fingertips and makes it that much easier to monitor your assets. Simply click the link included in the alert received, and you will be taken to a map of where the event occurred.

Administrators can add the link within alerts by pasting the following:

[http://maps.google.com/maps?q=\[LATITUDE\],\[LONGITUDE\]&num=1&t=h&z=17](http://maps.google.com/maps?q=[LATITUDE],[LONGITUDE]&num=1&t=h&z=17)

Need help adding the link to your automatic alerts? Give us a call or request the addition via [email](#); we are happy to help. ☎

BSM

Lat-Lon Acquisition Complete

In 2014, we announced that Lat-Lon was acquired by BSM Technologies. The acquisition is now complete and Lat-Lon will continue running business as usual. Dave Baker, former President of Lat-Lon, has now retired, and Amy Boehm will continue to run operations. We will miss Dave and thank him for everything he has done at Lat-Lon!

Lat-Lon will continue to be headquartered out of Denver, CO, and build additional software resources between Denver and BSM's home base in Toronto, while manufacturing and leadership remain in Denver.

About BSM Technologies Inc. BSM Technologies Inc., through its subsidiaries, is a leading provider of remote monitoring, fleet tracking, fleet maintenance and a business intelligence engine providing real time web-based tracking of mobile and fixed assets. BSM provides solutions for commercial, government, and law enforcement organizations who manage and operate diverse assets and large fleets, and who seek to enhance customer service, improve the safety of their drivers and vehicles, and lower business costs. For more

NEWS CONT'D.:

HL Updates

Our STU-HL or Hazardous Location Solar Tracking Unit is in for an update. We are certifying our newer STU with 4G LTE modem currently and hope to have an updated version ready for customers in October. ☎

IT Updates

New Server hardware updates are being performed monthly on Friday evenings to reduce potential service disruptions to customers. Additionally, updates to the Lat-Lon User Interface continue, and most recently should reflect:

- Unit Count Totals on the Admin Page and Groups
- Camera tab setting now visible under configuration

Mobile app updates are underway and we will let you know when a newer version becomes available. ☎



information, please visit <http://www.bsmtechnologies.com> ☎

Who is Mobi?

Software to manage enterprise mobility is a start of describing Mobi. More simply, they are experts at analyzing the data from GPS tracking and monitoring and knowing how to improve methods for the business bottom line. Mobi, A BSM Technologies Company, offers context for all the data collected.

With 4 different categories including: Planning, Daily Ops, Location Intelligence, and Analytics, they make sense of all the data and know what to do. All are designed for field service operations to balance job distribution, facilitate shift patterns, minimize route overlap and reduce miles. Planning includes visual territory planning, long-range review, and resource management. Daily Ops focuses on reducing cost and improving service by intelligent appt scheduling, routing, and dispatch options. Location intelligence is facilitating GPS integration and field communication. And lastly the Analytics for goal comparison, cost analysis for result metrics. Learn More at: www.mobicorp.com ☎

