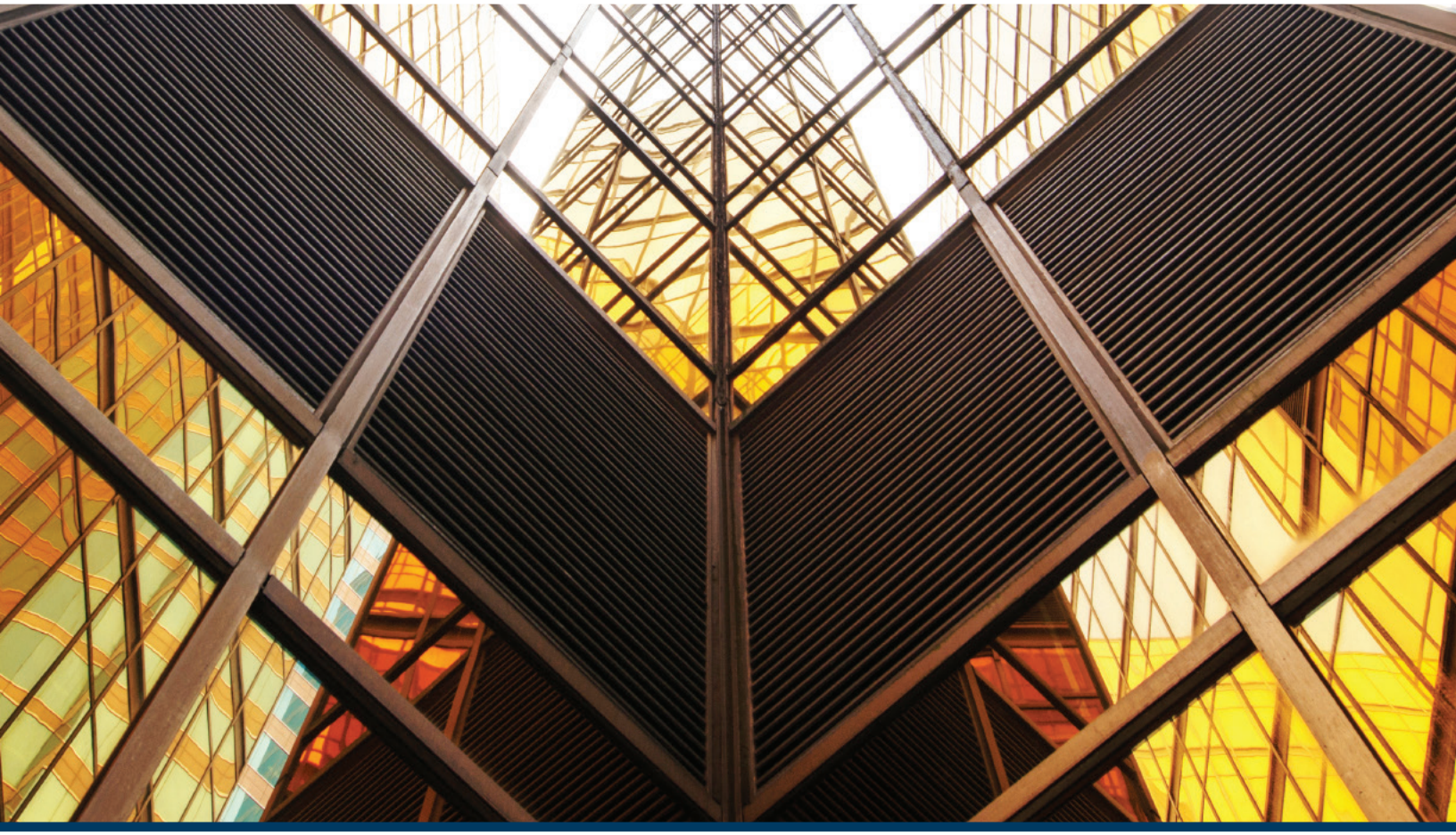
Industrial Internet of Things & America's Critical Infrastructure



DAY PITNEY LLP

PDB Futurecom International

fhh LAW. SERVICE.

INTERNATIONAL SPY MUSEUM AT L'ENFANT PLAZA

Tuesday, November 13, 2018

AGENDA

Tuesday, November 13, 2018

4:30 P.M.
Registration

5:00 P.M.
Welcoming Remarks

Keynote Address: Hon. Peter Neffenger

COMPANY PRESENTATIONS

Accubeat
Electrical Grid Monitoring
enVerid
Fenix Group, Inc.
Nozomi Networks
PingThings
SenSanna Incorporated

Closing Remarks

Reception

Tour of International Spy Museum

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DAY PITNEY LLP

Our mission is to work collaboratively and effectively with our clients to resolve complex legal challenges. We add value by combining innovation with knowledge and experience.

Since 1902, Day Pitney has been helping clients in a wide range of industries thrive and prosper. We build long-lasting partnerships by listening to our clients and understanding their objectives.

We have a thorough, in-depth understanding of the legal issues that confront our clients because we speak their language and know their businesses.

Day Pitney is an East Coast law firm with approximately 300 attorneys in 11 offices in Boston, Connecticut, Florida, New Jersey, New York and Washington, D.C. Day Pitney provides unlimited access to partners and has cultivated a deep bench of knowledgeable and experienced attorneys in all practice areas. Our lawyers work seamlessly across disciplines to guide our clients through the evolving legal landscape.

Day Pitney's Transactional, Litigation, and Trusts and Estates attorneys represent a variety of clients from individuals to Fortune 100 companies. The breadth and scope of our services to individual clients and families are among the most comprehensive in the country.

The firm's experience is extensive, including work in eight core industries:

- Energy and Utilities
- Family Office Practice
- Financial Services
- Healthcare and Life Sciences
- Insurance and Reinsurance
- Intellectual Property and Technology
- Real Estate and Environmental
- Tax Exempt Organizations and Charitable Giving

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FH+H is an entrepreneurial law firm focused on client growth and middle-market companies. FH+H's services are sought out by clients worldwide that want lawyers who understand business, attack their immediate legal problems, and support and enable continued company growth.

FH+H offers a full range of services in five practice areas:

- Corporate + Business Transactions
- Litigation + Investigations
- International Trade + Transactions
- Government Contracts
- Employment Law

FH+H's breadth and depth of experience spans the aerospace, defense, commercial, technology, government services, nonprofit, and international sectors.

A veteran-owned law firm, FH+H is particularly fluent in issues that intersect with U.S. national security. The firm routinely assists clients in identifying and managing issues arising out of foreign investments into U.S. companies, including structuring, negotiating, and closing transactions that require approval from the Committee on Foreign Investment in the United States. FH+H's attorneys also represent individuals and organizations, including commercial businesses and government contractors, in all matters involving the import and export of goods, services and information to and from the United States. To date, FH+H has supported the export of over $750 million in defense articles, technical data, defense services and dual-use commodities to countries in the Middle East, North Africa, Europe, Asia, South America, and Canada.

FH+H has also developed a reputation for helping individuals and entities conduct business in overseas markets and has structured and formed numerous companies in the Middle East, Africa, Canada, the Caribbean, and Central America. FH+H's attorneys have a deep understanding of the environments in which its clients operate and have repeatedly sat side-by-side with their clients as they have negotiated complex transactions directly with foreign governments and heads of state.

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PDB Futurecom International

PDB FutureCom International (PFI) specializes in Israeli technology scouting. PFI is dedicated to connecting North American enterprises with Israeli startups to leverage emerging technology to transform the enterprises' businesses. We are focused on Israeli startups creating mobile, cyber, social, big data and network solutions for these enterprises.

PFI has consulted with the Israeli Ministry of Economy, helping them expose Israeli innovation to service providers and system integrators, such as IBM, Accenture, AT&T, Verizon and Sprint. We have connected over 200 Israeli startups to over 300 North American enterprises. PFI is advising three of the largest North American communications service providers, as well as two of the largest global system integrators on which Israeli companies they should consider partnering, investing or acquiring.

PFI facilitated the acquisition of IQP by GE in 2017. It is currently working with several dozen Israeli startups. The focus of this activity is in the area of business development and in identifying funding sources for these Israeli startups.

Paul Bloom, the founder of PFI, is a world-renowned innovator with an extensive network in the U.S. and Israel. As IBM's Chief Technical Officer of Telecom Research for 17 years, Paul has a proven record of transforming research assets into commercialized communications (mobile, social, network) solutions. Prior to IBM, Paul was the Executive Director of New Network Services for Bell Communication Research. His complete profile can be found on LinkedIn.

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AccuBeat is a leading developer and manufacturer of Accurate Frequency and Timing solutions used in Defense, HLS, aerospace, communications and other industries. Based on Rubidium Atomic Clock technology with optional GPS disciplining, AccuBeat's products achieve the highest levels of accuracy and reliability and are deployed by IDF, the USAF, Project Galileo (European GPS), Tier 1 Telecommunication companies and many other sensitive Military, HLS, Infrastructure and Government programs worldwide.

In our modern world, more and more devices and systems as well as critical infrastructure and networks rely on GPS or on other GNSS (Global Navigation Satellite Systems) for navigation and for providing accurate timing and synchronization. Precise time, frequency and phase are all key elements in critical sectors such as Power and Utility Companies, Financial and Banking markets, Mobile and Computer Networks, to name just a few examples. According to a report from the US Department of Homeland Security; **"15 out of the 19 Critical Infrastructure & Key Resources Sectors have some degree of GPS timing usage"**

AccuBeat is proud to introduce the unique and patented Time FireWall™ (TFW™) which when inserted into a timing network provides security and backup of the accurate time obtained from a GPS receiver. AccuBeat's patented Time FireWall™ is a box that is inserted between the antenna and the existing GPS receiver. The TFW™ receives the satellite signal from an antenna, checks the integrity of the signal using an internal atomic clock and various techniques and when it determines that the GPS signal is reliable it passes an RF signal on to the timing network with "a seal of integrity". If the Time FireWall™ determines that the signal is unreliable (either due to blocking or jamming or spoofing or any other malicious attacking), the TFW™ sends out a warning alarm and uses its internal satellite signal simulator and Rubidium Atomic Clock to provide an alternate signal to the customers receiver, allowing continuous and uninterrupted operation of timing and synchronization even in a GPS denied or spoofed environment.

In 2017 AccuBeat was awarded the quality Innovation award for the TFW.

The following graphic represents the TFW solution for critical infrastructures:

NOTES

EGM Eyes on The grid

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Current electrical grids are dramatically lacking in the real time sensing and management tools needed to safely manage the integration of distributed variable output renewables. Grid demands and changes in demand patterns as a result of electric vehicle adoption requires accurate and highly localized sensing and real time analysis. Additionally, many grids in the world still suffer from high technical and non-technical losses. The current grid is not digitized and doesn't have the sensing points and sensing data needed to apply modern analytic and optimization tools to reduce these losses and improve power quality. EGM's Meta-Alert™ system integrates sensors, secure real time communications, and big data self-learning analytics to probe the whole grid, from its power source generation, through high voltage transmission lines, to the low voltage distribution infrastructure and even inside power users' facilities. The collected data produces usable insights which enables optimal grid management and operation, including DER management, and maximum asset utilization.

For example:

- EGM's line sensors for distribution can detect problems with neighborhood solar installations and heavy Electric Vehicle charging which can help prevent localized line overloading and power quality issues.
- EGM's line sensors for transmission lines can reduce derating under stress conditions by directly measuring line amperage, sag, temperature and deflection.
- EGM's line sensors can predict and detect malfunction due to environmental conditions, e.g., vibration, temperature and sagging due to high winds and heat conditions, allowing proactive maintenance and in extreme conditions, deactivation of lines in fire risk areas.
- EGM's precise information on flows and expected behavior of the grid and it's connections can swiftly detect electricity theft or losses due to failing transformer and short circuits.
- EGM's integrated Meta-Alert systems allows complete control and optimization of community and campus microgrids by detecting flow directions from all resources and loads.
- EGM's AI capabilities is a part of grid security suit (cyber and physical) and grid sanity check.

EGM's market includes national level grids in smaller countries, small and large utilities in the US and large scale microgrids and privately owned power line networks in oil production areas. EGM is currently working and deploying in a number of Eastern European countries and is deployed on Microgrids in Israel. It will be entering the US market in 2019.

EGM's team consists of experts in electrical sensing, robust and secure mesh networking (including prime developers of Israel's defense communication systems), and software analytics with big data processing and filtering.

NOTES

enVerid
Energy savings. Air quality.

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About the Company

Heating and cooling large commercial buildings is a huge expense. Additionally, indoor air quality presents its own challenges for facility managers, owners, and occupants. Code requires that normal indoor air contaminants (CO2, Formaldehyde, etc.) be flushed out of a space by bringing in outside air, or treating indoor air.

enVerid addresses the challenges of Indoor Air Quality by reducing the amount of outside air needing to be brought into buildings while reducing costs and remaining code compliant. The enVerid product is the only cost effective and safe solution that saves on HVAC CapEx by 10-20%, reduces energy costs by 30%, and provides up to 12 LEED points for new construction projects.

Awards

- 1st place technology at AHR in Green Building (world's largest HVACR marketplace/expo)
- #3 of over 300 technologies by the Department of Energy for commercial buildings

Customers of Note

Apple, Google, Morgan Stanley, Microsoft, TLC Engineering, GHT Engineering, HAVTECH, Hobbs and Associates

Team

- 45 employees in Boston, Shanghai, and Israel
- Dr. Udi Meirav – CEO and Co-founder
- Dr. Israel Biran – EVP and Co-founder
- Dr. Marwa Zataari – Director of Building Performance, ASHRAE and LEED committee member
- Ted Vergis, C.E.P. – VP of Business Development

NOTES

FENIX GROUP, INC.

CREATIVE INTELLIGENCE. APPLIED.

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Fenix Group provides system integrated infrastructure to connect drones, robots, vehicles and people into sensor ecosystems, or a Battlefield of Things™. Military leaders and first responders need data-at-the-edge in austere environments to operate efficiently and reduce casualties, increase lethality, and reduce costs over legacy systems. Fenix Group's flagship product "Banshee" makes The Battlefield of Things™ a reality.

Simply put, Fenix Group embeds proprietary Mobile Telecommunications radio into drones, soldier worn backpacks, battlefield robots, and vehicles to cast a private secure communications bubble allowing the military and first responders to run various systems on one common network. Banshee networks allow for streaming video, situational awareness apps, and other communications capabilities anywhere in the world, independent of greater infrastructure.

Banshee allows soldiers and first responders to:

1. Control Drones (telemetry)
2. See Full Motion Video without the need for expensive bridging equipment
3. Control Robots (telemetry)
4. Communicate in austere environments (text message, data, PTT and voice)
5. Gain exceptional situational awareness. Entire soldier groups (platoon, companies, battalions) and first responder teams can see where one another is on the battlefield and in non-permissive and emergency environments. Each soldier and first responder can see the same identical drone feeds to provide exceptional situational awareness.
6. All this is done with a common mobile cell phone equipped with COMSEC software – reducing complexity, cost, and weight to the individual soldier/first responder's burden.

Market opportunities include US Government – Department of Defense along with disaster recovery use cases to include FEMA, power companies in the event of natural disaster, and local city and state governments. In a matter of minutes, Fenix can launch a mobile cell tower via a drone and provide ad-hoc cell coverage for essential personnel.

Current customers include Navy, Air Force, DiUx, Department of Defense, Special Operations Command, and the Intelligence Community.

Management:

Dave Peterson, Founder and CEO
Stefan Schaner, Co-founder and Chief Innovation Officer
James Mannion, Chief Strategy Officer
Taylor Thompson, Co-founder and VP of Defense Systems
Jeff Pariano, Chief Financial Officer

NOTES

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About the Company

Addressing the rising threat of cyber attacks against critical national infrastructure and industrial networks has quickly become a top priority worldwide. In January, The World Economic Forum identified cyber attacks against industrial systems and critical infrastructure among the highest risks to international stability. A Marsh survey found three-quarters of energy executives worry about cyber attacks interrupting their business operations and are preparing to increase their investments in cyber risk management. And recently both the US and UK governments issued warnings around state-sponsored Russian attacks targeting critical network infrastructure.

Nozomi Networks leads industrial cyber security, delivering the best solutions for real-time visibility to manage cyber risk and improve resilience for industrial operations. Customers gain advanced cyber security, improved operational reliability and easy IT/OT integration. Innovating the use of artificial intelligence, the company helps the largest industrial facilities around the world See and Secure™ their critical industrial control networks.

Markets

Critical infrastructure, energy, manufacturing, mining, transportation and utilities, making it possible to tackle escalating cyber risks to operational networks (OT).

Awards

- Gartner Cool Vendor, 2018 CRN Emerging Vendors – Security, 2018 Cyber Defense Magazine InfoSec Award Winner

Customers of Note

Nozomi Networks has more than 1,000 installations, supporting more than 300,000 devices. A sampling of customer deployments includes one with 500+ hydro generation facilities across multiple continents, one with 400+ gas substations in Latin America, one with 300+ electrical substations in the Middle East and one with more than 20+ refineries around the globe. Named customers include Enel and Vermont Electric.

Team

- Offices and employees in San Francisco, Mendrisio, Calgary, London, Munich, Dubai, Sydney and Rio de Janeiro
- Edgard Capdevielle – CEO
- Dr. Andrea Carcano – Chief Product Officer and CO-founder
- Dr. Moreno Carullo – Chief Technology Officer
- Obbe Knoop – Vice President, Worldwide Sales

NOTES

PingThings

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PingThings is a world leader helping all types of utilities handle the deluge of sensor data streaming from today's electric grid. Our Predictive Grid™ platform, purpose built for high frequency sensor data, uses artificial intelligence, machine learning, and advanced analytics to help the electric utility industry address critical challenges and maintain grid reliability.

Predictive analytics is just one use case where PingThings shines. DoE and McKinsey estimates show that predictive analytics can save utilities ~17-31% annually on maintenance costs. Further, unplanned outages are growing 10% every year, costing $189B annually. Big data is key, but utilities use only 2% of their massive datasets. Existing software is designed for archiving—not analysis—and is even worse for high data rate sensors.

We have helped major customers like Pacific Gas & Electric, Salt River Project, and Dominion Energy make sense of hundreds of terabytes of sensor data. The platform is offered as an on-premise appliance or as a platform-as-a-service running in Amazon AWS, Microsoft Azure, or PingThings' own private cloud. Benchmarks indicate that we are at least two orders of magnitude faster than competitors' solutions.

Awards

- 2014 - Top 20 Early Stage Startup - Siemens New Venture Forum
- 2017 - GovTech 100
- 2017 - Top 10 IoT Companies Disrupting the Energy Industry
- Only Seed Stage investment ever made by GE Ventures
- Over 1.5M won in DoE, ARPA-E, and NSF grants

Team - 8 full time in Oakland, Houston, and DC

- Sean Patrick Murphy – Co-CEO and Co-founder
- Jerry Schuman – Co-CEO and Co-founder
- Michael Andersen – Chief Technology Architect
- Dr. Benjamin Bengfort – VP of Engineering

NOTES

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The electric power grid, a critical component of national infrastructure, is vulnerable to damage and outages caused by weather, fire, operating imbalances, and even physical attacks or terrorism. Grid instability can also be caused by rapid variation in distributed energy resources (DERs) such as wind and solar, a problem that will continue to grow as the level of DERs on the grid increases. Operational inefficiencies and fault location, isolation, and service restoration (FLISR) cost utilities up to $120 billion per year, and outages cost industry and consumers over $80 billion per year in the United States alone. The Department of Energy's "Grid 2030" vision sets forth a goal of transforming the U.S. power grid into an information-driven "Smart Grid" by 2030.

This transformation is already underway. The evolving Smart Grid will rely on data from distributed intelligent sensors, which incorporate grid-edge analytics to give utilities real-time visibility into the condition of grid equipment such as transformers, power lines, reclosers, switches, capacitor banks, and others grid elements. Power distribution lines make up over 90% of the grid from a geographic perspective, and line sensors that can help utilities rapidly locate faults are a key component of the future Smart Grid. But available grid monitoring systems that harvest energy from the current on the power line to charge internal energy storage components that power system operation and communication cannot operate for extended time periods at low line currents, making them useless on approximately 40% of distribution lines.

SenSanna's patented PowerFree™ LineSenS™ offer specific advantages, including:

- Zero line current operation
- Simple and rugged – no battery or radio in the line sensor
- High quality waveform measurements at low cost
- Grid-edge analytics/intelligence
- Enhanced security through distributed measurement
- Real-time visibility into grid conditions for the entire distribution grid

SenSanna's team includes industry experts from the utility, precision power line metrology, power line sensor, product development, electrical, mechanical, and communications engineering, and enterprise software/data security.

NOTES

Day Pitney LLP, PDB FutureCom International and FH+H, PLLC (Hosts) arranged this event solely as a tool for the convenience of the presenters and attendees. Prior to, during and after this event, information, opinions, viewpoints and materials contributed by presenters, other attendees and participants (Content) may be displayed, distributed and/or expressed. The Hosts are not able to conduct and have not conducted any due diligence on, or taken any steps to verify the adequacy or completeness of, any such Content. Accordingly, the Hosts do not guarantee the accuracy, completeness or reliability of any Content provided. Additionally, the Hosts specifically disclaim any warranties or responsibility, express or implied, for the accuracy or reliability of any Content. The event and any Content related to the event are for informational purposes only. Use of this event to offer, or for the solicitation of offers, to buy or sell securities is strictly prohibited. The Hosts do not sell, recommend or endorse any investment products or Content and disclaim any liability for direct or indirect losses arising from use of the Content or relating to this event.

Some of our most recent accolades and awards include:

Ranked by U.S. News and World Report as National Tier 1 in Energy Law, 2016-2019

Named "Law Firm of the Year" by *Family Wealth Report*, 2017

Named a Family Office "Industry Awards" Finalist by Wealth Management

Ranked as "Highly Commended" in "Best Law Firm—Client Service" category and shortlisted in the "Best Trusts and Estates Division" category by Private Asset Management (PAM), 2017

Finalist in "Accounting, CPA or Law Firms Serving Family Offices" category for Family Wealth Alliance Best in the Industry Awards, 2018

Ranked Nationwide, and Band 1 in Private Wealth Law, CT and MA, by *Chambers HNW*, 2016-2018

Ranked Band 1 in Wealth Management, Nationwide, by *Chambers USA*, 2010-2016

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