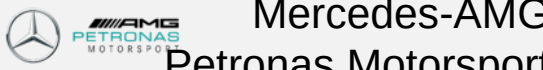


Edge & IoT Customer Reference Matrix

*  Customer Name		 Geo						 Industry						 Use Case										 Technology					 Assets			
		DACH	N Europe	S Europe	N America	Japan	Middle East	Manufacturing	Healthcare	Automotive	Public Sector	Communication	Oil, Gas, & Energy	Agriculture	Video Analytics Q/A	Connected Worker	Asset tracking	Inventory Management	Smart Agriculture	Big Data Analytics	Precision Medicine	Predictive Maintenance	Smart Meters/ Smart Grid	Condition Monitoring	Edge Compute	Edge Datacenter	AR/VRG	AI	BLE & Wi-Fi			
	CenterPoint Energy				●								●							●			●		●						• Customer Video #1 • Customer Video #2 • Customer Story	
	CuBE Packaging				●												●					●			●				●		• Customer Video	
	Enagas			●				●					●									●			●						• Customer Video • Dana Gardner Podcast	
	European Space Agency	●									●									●					●			●			• Customer Video • Quote slide	
	Hirotec					●		●		●												●		●	●						• Customer Story • Customer Video • Dana Gardner Podcast	
	Kaeser Kompressoren	●						●												●											• Customer Story • Customer Video	
	Konica Minolta					●			●												●										• Customer Video	
	Mercedes-AMG Petronas Motorsport	●								●										●						●					• Customer Story • Discover Madrid 2018 Video • Customer Video (2018) • Customer Video (2019)	
	Murphy Oil				●								●									●									• Discover Live Vegas 2018 Video • Social Influencer Video	
	Purdue University				●									●					●	●					●			●			• Customer Video (2018) • Customer Story (2017) • Customer Video (2109) • Customer Story (2019)	
	Saudi Electricity Company						●						●									●		●							• Customer Study	
	Seagate Technology				●			●							●			●							●				●		• Customer Video	
	STAN Systems					●		●						●						●					●						• Case Study • Case Study Companion Slide	
	Texmark Chemicals				●			●					●		●		●					●		●	●	●	●	●	●	●	• Customer Video #1 • Partner Ecosystem Video • Partner Video Quote Slide • Short Video #1 • Customer Video #2 • Customer Video Quote Slide • Dana Gardner Podcast	
	Venturi Formula E			●						●										●					●					• Discover Mainstage Video • Case Study		

*Customer logos used herein are strictly representative and cannot be used in presentations without prior approval from Joseph Rice or the Customer Advocacy and References team.