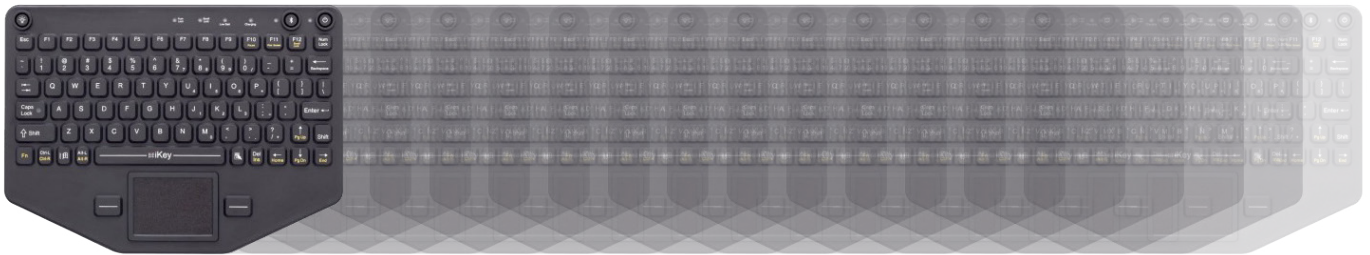




MOBILE MOUNTING SOLUTIONS CUSTOMER CASE STUDY



Larry Alexander, President, Mobile Mounting Solutions Inc. (Mobile Mounts):

"The main reason we recommend iKey to customers: iKey offers truly rugged... the product takes a beating in a truck. You would be surprised. The reason we offer iKey to our customers is the ruggedness and reliability of the product."

Mobile Mounts has been in business for more than 20 years, installing mobile data systems for fleet companies nationwide. They specialize in mounting of rugged devices and have incredible customer satisfaction and retention. Over the last four years, they have seen tremendous increase in iKey rugged keyboards in use with their customers because many of their customers have moved from rugged laptops to rugged tablet computers.

The Need: 700 rugged keyboard and display solutions for utility trucks that inspect tracks for a large railway company

iKey's keyboards and displays were part of Mobile Mounting Solutions' largest projects in 2016, including one several million dollar project for a customer that needed to outfit specialty utility trucks which service the track infrastructure for the railroad.

The Solution: a mounted rugged 13.3 inch touch display and Bluetooth keyboard

- The solution for these specialty trucks required designing a custom command console to mount track control systems, radios, switch panels, etc. The solution included a rugged iKey keyboard and iKey's 13.3" display.
- There were 700 units in the solution.
- The iKey keyboards (BT-80-TP) are built to IP65 and they are blue-tooth enabled.

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The How: The project demands rugged, professional and personal attention to detail

- Larry works with Steve Meyer, iKey's President, and with Scott Morris, our technical lead for fleet. Steve and Scott from iKey worked with Mobile Mounts to specify devices to be used in the solution as well as providing demo equipment for the customer to test.
- Mobile Mounting Solutions has used iKey on several large projects and has confidence that the proposed solutions will solve the customers' problems and will hold up to the harsh environment that the equipment will face.

The Outcome: The customer has a specialized highly functional solution, built specifically to their unique requirements: the right size of the keyboard, a bright touch display that can be read in direct sunlight and all packaged in a custom console that allows the user to do his job and keep the rail tracks safe and sound.

“Rugged is a requirement in our business and iKey has products that hold up in the real world.”

– Larry Alexander, Mobile Mounting Solutions,
www.mobilemounts.com