



Wireless Sensors LLC

Press Release

TEI Solutions and Wireless Sensors Sign Channel Partner Agreement

Advanced Environmental Monitoring for Mission Critical Facilities

Portland ME and Lexington MA May 7, 2013

Wireless Sensors LLC announced today that it has entered into a distribution agreement with TEI Solutions, a Boston-based manufacturer's rep firm that provides data center customers with products, solutions, and services that improve infrastructure efficiency, reduce cost, and strengthen DCIM initiatives.

The agreement covers the full range of SensiNet products including the advanced Rack Sentry system designed to optimize cooling systems in accordance with [ASHRAE TC 9.9 Thermal Guidelines for Data Processing Environments](#). This ASHRAE guideline recommends cooling be controlled from sensors at the inlet of IT equipment and the Rack Sentry system enables this strategy for both new builds and retrofits through advanced wireless mesh networking allowing highly granular thermal sensing at an extremely attractive Total Cost of Ownership (TCO).

The SensiNet Rack Sentry system includes specialized sensors for cold aisle, rack inlets, hot aisle, CRAC & CRAH supply and return temperatures, CRAC & CRAH current draw, chilled water supply and return temperatures, contact closures and interface capabilities for any third party sensor with an analog output. This data is accessed through the SensiNet Application Gateway, an embedded appliance providing configuration, visualization, trending, alarming and alerting without the need for any additional software. The Application Server also supports a variety of protocols such as SNMP, Modbus TCP, ODBC, OPC and SOAP for easy integration with DCIM and BMS systems.

"The value of SensiNet is found in the old saying...you can't control what you don't measure" says Paul Richards, Wireless Sensors CEO. "Any optimization project needs to start with an adequate understanding of the thermal characteristics of the facility and the Rack Sentry system makes this process easy and affordable. A complete system for 50 racks starts at under \$10K bringing the advantages of advanced optimization within reach of all data center operators. Our customers recognize the benefits of a system that can start small and grow yet still have the power to support the most sophisticated DCIM and BMS strategy. We are very excited to couple the power of SensiNet with the reach and expertise of Pinebreeze in the Southwest. The combination of vast local experience and a

powerful new tool bodes well for bending the efficiency curve in the right direction"

Ms. Ferry says of the Agreement, "We are excited to be working with an emerging leader in the industry and adding the Wireless Sensors line of SensiNet Rack Sentry Data Center Monitoring tools to the TEI Solutions portfolio. This addition will strengthen our offering to our data center customers and provide a very unique solution for them to monitor their environment and take action to improve performance and efficiency. TEI Solutions can now offer our customers a simple, unobtrusive, and highly reliable solution."

About Wireless Sensors LLC

Wireless Sensors is a leading supplier of sensor networking products for commercial and industrial markets leveraging standards-compliant networking technology. The company integrates physical measurement sensors with advanced low power mesh radios for energy conservation, regulatory compliance, process optimization and other high value applications requiring high performance at a low total cost of ownership.

www.WirelessSensors.com

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About TEI Solutions

Business Development at TEI Solutions is led by Janet Ferry, a 25 year veteran of data center business development and IT channel management. Prior to TEI Solutions Ms. Ferry was Director of Business Development at Bluestone Energy Services and held positions with 3M and Imation Enterprises where she was responsible for regional sales and business development , and managed strategic partnerships with a network of OEMs, distributors, dealers, and VARs.

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