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Wireless Sensors LLC

Press Release

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AirTight and Wireless Sensors Sign Channel Partner Agreement for the Carolina's

Advanced Environmental Monitoring for Mission Critical Facilities now available with local support in North and South Carolina.

Portsmouth, NH and Charlotte, NC December 10, 2012

Wireless Sensors, LLC and AirTight today announced the signing of a channel partner agreement for North and South Carolina providing critical data processing operators local sales and application support for the suite of wireless environmental monitors manufactured by Wireless Sensors.

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 a 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.

SensiNet's advanced self configuring mesh system and stand-alone capability allows

installations to start small and add sensors to provide the required granularity to optimize cooling once problem areas are discovered, without reconfiguring or adding software. This capability makes the system affordable for the smallest installation yet scalable for the largest.

"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 which 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 AirTight in the Carolina's. The combination of vast local experience and a powerful new tool bodes well for bending the efficiency curve in the right direction"

"Wireless Sensors is the kind of company we like to keep" says Greg Crumpton, President & Founder of AirTight. As the Mission Critical space becomes more and more interwoven into the daily functionality of all companies, so too does the criticality of up-time and the energy efficiency associated with operating them become of even a greater concern. AirTight looks for products & companies that are on the leading edge and willing to set the bar as the IT world continues to evolve. We have Wireless Sensor products & hardware installed within our Experience Center / Data Center and allow it to interface with our existing DCIM software and help drive the direction of our efficiency goals" Crumpton surmised. We look forward to continuing to help Wireless Sensors inform, educate and control the key environments within the Carolinas.

About Wireless Sensors:

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 application requiring high performance at a low total cost of ownership. www.WirelessSensors.com

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About AirTight:

AirTight is a full service mechanical and mission critical environments contractor with a heavy emphasis on service, maintenance and repair. We specialize in mission critical cooling and electrical infrastructures, as well as the comfort cooling surrounding them. We provide data-center and UPS assessment services in conjunction with our partners. For more information on AirTight, please visit www.airtight.co .

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