Hospitality's Next Bright Idea

RFID-Enabled Asset Management Platform and Service Plan offers an immediate ROI, immediate cash-flow savings and creates a long-term strategic competitive advantage.

UHF RFID for Linen, Garment and Laundry Tracking

We deliver the latest innovative technology solutions to the Hospitality and Health Care industry for their Linen, Garment, and Laundry management needs

Hotels, Conference Centers, Casinos, Textile Rental Companies, Industrial Laundries and Commercial Cleaners are increasingly using RFID technology to improve inventory control, reduce labor requirements, and optimize the lifecycle management of individual textiles and garments.

Real-time traceability delivers more accurate and timely billing, and enhances customer satisfaction. Healthcare organizations are also tagging linens and gowns to monitor usage and inventories, automate distribution, and reduce shrinkage and staffing needs, relying on LinTag transponders to survive repeated cleaning and sterilization.

Automate Your Processes

- Send and Receive linens & terry with exact count to laundry-Improve accuracy and accountability by eliminating the obsolete cost per lb. process and accounting
- Receive linens & terry and know what's outstanding
- Assign assets to correct linen closets
- Know what to purchase, when and how much
- Receive ordered linen and automatically add to database
- Take Real-Time inventory quickly and more accurately
- Immediate ROI and savings in operational costs
- Use Real-Time Operational Visibility to reduce PAR stocking levels and share linen inventory among hotel clusters
- Improve cost containment through reduced shrinkage
- For multi-property Hotel Mgmt. Companies, bring the same operational efficiency technology to smaller properties as well as large, cost-effectively.
- Standardize Best Practices across the entire organization
- Compare Operational Performance across multiple hotel properties

System Components

3 categories of 'Best-in-Class' components make up the system: Tags, Readers and Software

PASSIVE UHF RFID LAUNDRY TAGS - Best-In-Class

TEXTILE TAGS THAT ENDURE OVER 300 COMMERCIAL LAUNDRY CYCLES

➢ **Easy application** – attach discreetly via hem, stitch or heat-seal – no pocket needed
➢ **Extreme durability** – resistant up to 300 commercial laundry and dry cleaning cycles
➢ **Reliable performance** – consistent readability cycle after cycle

Global LinTag™ transponders apply securely and discreetly to textiles, enabling RFID tracking of high-volume, commercially laundered bed linens, towels and garments.

In contrast to garments like uniforms, linens such as bed sheets and towels are washed more frequently and have to endure a tougher cleaning and drying process. Historically, this has made RFID utilization for optimizing inventory and accounting processes difficult or impossible to implement for linen. The LinTag's robust design combats the industrial wash cycles for linens, withstanding the rigors of repeated washings, cleaning chemicals, autoclave sterilizing heat, hospital MRI and 60 Bars pressure from the water extraction process.

Encased in highly durable cotton-polyester fabric, LinTag units allow inconspicuous RFID tag placement into textiles. The patented design securely positions the inner chip relative to the antenna, which guarantees consistent performance over the life of the tag.

GLOBAL LINTAG™ – 3 Versions

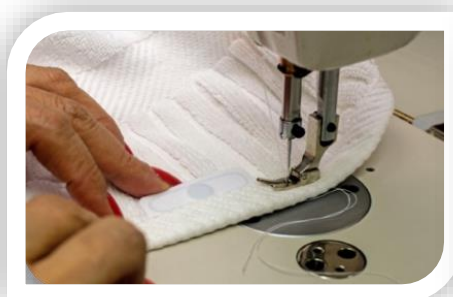| Inserted into Pouch	Heat Sealed	Sewn In

- ✓ **Easy application – attach discreetly via hem, stitch or heat-seal – no pocket needed**
- ✓ **Extreme durability – the highest commercial warranty in the industry at 300 wash cycles but also successfully tested over 500 commercial laundry and dry cleaning cycles**
- ✓ **Hospital certified through MRI process**
- ✓ **Reliable performance – consistent readability cycle after cycle**
- ✓ **Read Ranges up to 10 ft. (3 meters)**

We Can Help to Get Started

Existing Hotels- Affixing the RFID tags on the thousands of linen and uniform items in service needs to be done progressively in stages, ideally during the normal laundry and purchase cycles. We can help! We have several sewing services available. Items are tagged and returned with a deployment ready database.

New Hotels- The ideal situation is to open a new hotel with all uniforms and linens pre-tagged. We forward the required RFID tags to your linen supplier so they are delivered deployment ready including a preconfigured inventory database of all tagged items.

> ➢ *Sew-on tag directly into hem or label* > *No extra pocket/pouch required*

For Food & Beverage Managers…………………….Coming Soon……

Automated Wine and Spirits Tracking for Restaurants, Bars, Wineries

Our **Wine & Spirits Tracking Manager** is in development and will be an optional software module integrated on the same existing platform. We are Authorized Distributors of the unique CapTag family of RFID Labels designed specifically for tracking bottles with liquid, at case or individual bottle level, previously a challenge for RFID. Make each bottle 'smart' with a unique identity. Dual Frequency labels are also optionally available with UHF and NFC to enable consumer engagement and reading with smartphones with automatic launch to your promotional website page. The first implementation step - Bottle and case tagging - can start now!

✓ low cost, paper thin & small

✓ long range - 10 metres +

✓ high speed counting in bulk

uniquely exploits the liquid stopping ordinary standard RFID labels working.

✓ inside closed cartons & cases – even wood ones

✓ on shelves or conveyors

✓ for any metal or plastic capsule or closure

✓ for any glass or plastic bottle

✓ identical performance labelled covertly

UHF RFID READERS

Ruggedized UHF RFID Handheld and Fixed Reader Pedestals read 100's of tags per second as trolleys pass through the FSN SmartPortal.
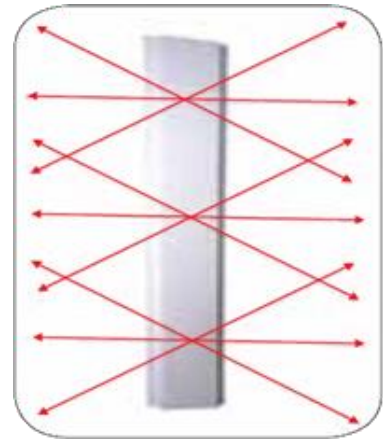

FSN RFID SmartPORTAL™

The FSN RFID SmartPORTAL™ is designed to be installed in harsh industrial environments. Each enclosure is constructed with extruded aluminum and is anchored to the floor. Each enclosure includes a 7' Wave Antenna with prewired connectivity to an Impinj R420 four port UHF RFID reader. The enclosures include antenna back planes to direct RF signals into the designed read zone and eliminate adjacent dock door reads- a problem common with other warehouse RFID portal solutions.

The Wave Antenna embodies a radically new concept in RFID antenna design. Unlike a patch antenna that radiates a single beam in a given direction, the antenna is designed to uniformly illuminate a volume of space. When installed in pairs, the antennas complement each other and provide spatial, direction-of-arrival, and polarization diversities throughout the zone. Our Wave Antennas are unique in covering all three tag orientations within a user defined zone up to a 10x10x10 foot zone. As a result, concerns over tag alignment orientation are eliminated. Designed to work in high fading and multipath environments to provide superior UHF zone coverage.

SOFTWARE

Simply the Best Asset Management Software You Can Find for Linens and Garments!

FSN integrates with and is an Authorized Distributor and Channel Partner for Foundation Logic's **Linen Manager** software which maintains detailed information about every item of linen in the system, accurately recording location, status, availability and use history. Track linens and towels to the laundry and back. Determine the actual life cycle of each item, know your current inventory levels and establish future purchasing requirements.

Real Time Inventory

- With **Linen Manager**, taking inventory is incredibly accurate and no longer labor intensive. Process thousands of linens simultaneously without the need to touch a single item. Laundry Hamper Reading Stations can scan up to 900 items per pass!
- By using our specialized RFID reader hardware options such as the RFID Enabled Laundry Chute and Laundry Hamper, you can process large piles of linen simultaneously, reducing labor hours by eliminating the need to handle each item

We Have the Best Asset Management System for Laundries, Period!

The **Laundry Manager** system tracks the movement of every tagged item from the laundry to each hotel or healthcare facility, leaving and returning. It also automatically sends reports to accounting for invoicing customers and to purchasing when inventory needs replenishing. Our advanced software can track any amount of laundry from any number of hotels. No need to worry, we've got you covered!

The Best System Around to Control Towel Assets!

Towel Manager is a pool towel tracking and management system specifically designed to control and automate towel operations at hotels, resorts, casinos and spas. A washable RFID tag is sewn into the seam of every pool towel. The RFID tag provides each towel with a unique identification number, allowing your staff to know where each and every towel is at all times.

Tracking and Controlling

- ✓ **Guest swipes their room card to identify themselves**
- ✓ **Towel is handed across the counter to the guest**
- ✓ **An RFID scanner located under the counter reads the tag number**
- ✓ **Towel is allocated to the guest's hotel record**
- ✓ **Soiled towel is scanned automatically upon return and dispatched to the laundry**

Option: For complete automation and guest towel accountability at pool side or health clubs, consider our UHF RFID-enabled towel dispensing and return cabinets.

EXTENSIVE REPORTING CAPABILITIES

Linen Manager tracks assets specifically assigned to individual employees and departments. It is a simple-to-use application that enables you to quickly establish and record the complete spectrum of asset-specific information, including depreciation calculation, maintenance history, monitoring exits and more. Comprehensive Inventory Module

- ✓ **Counts 100's of tags per second**
- ✓ **Search inventory by asset type, inventory date, acquisition date, status, and availability**
- ✓ **Search by location, division, department and group**
- ✓ **Inventory management capabilities including modifying a data set's location, status, availability and group**
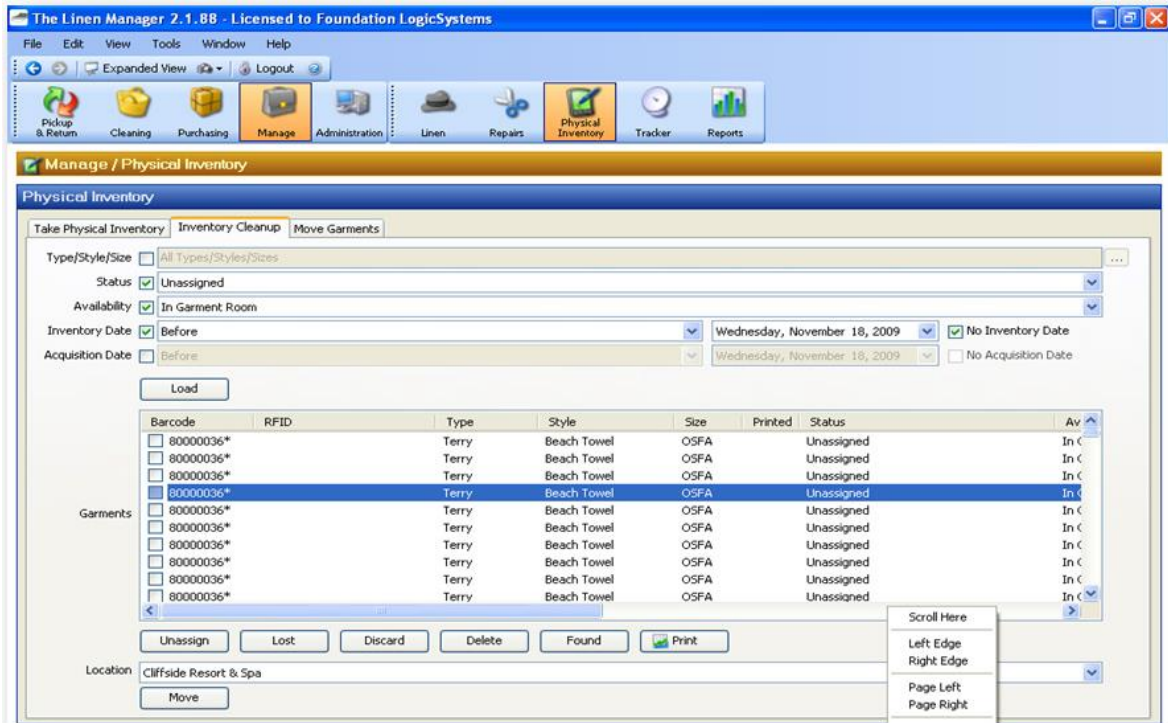
Individual Asset Profile Screens

- Asset Description
- Acquisition Cost
- Acquisition Date
- Depreciated Value
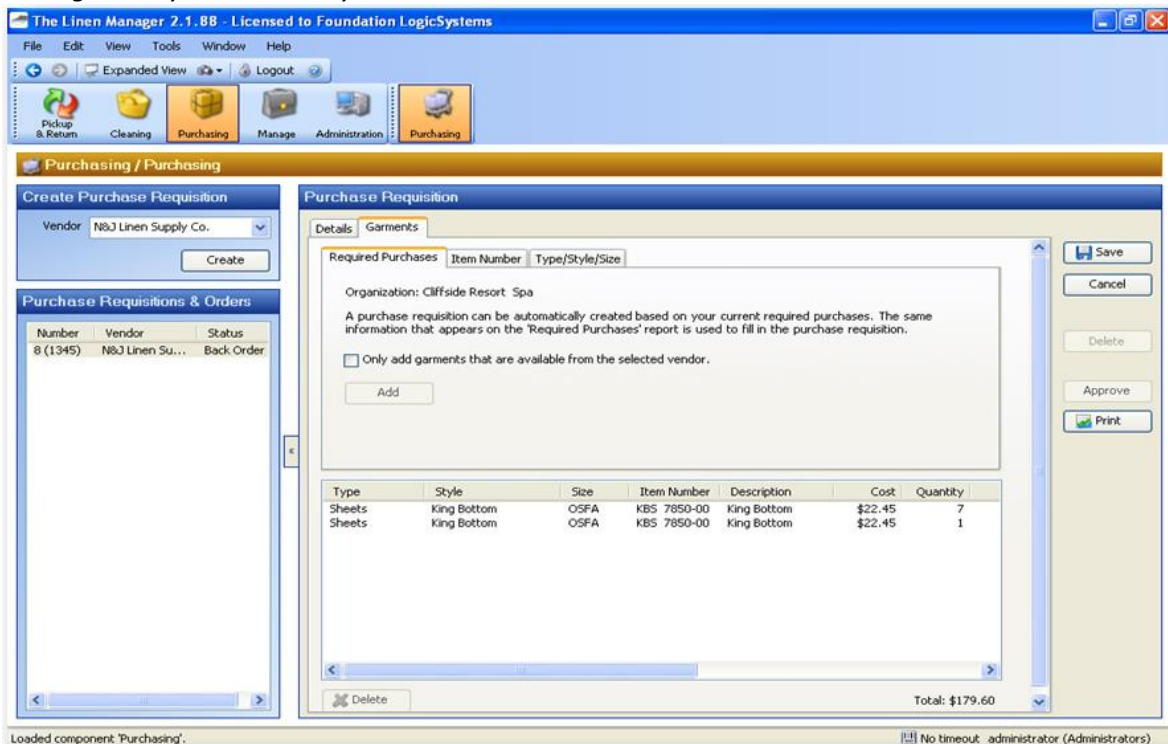- Asset Status, including Assigned, Unassigned and Lost

- Asset Availability including In-Stock, In Use, At Repair and Discarded
- Asset Group
- Complete Asset Usage

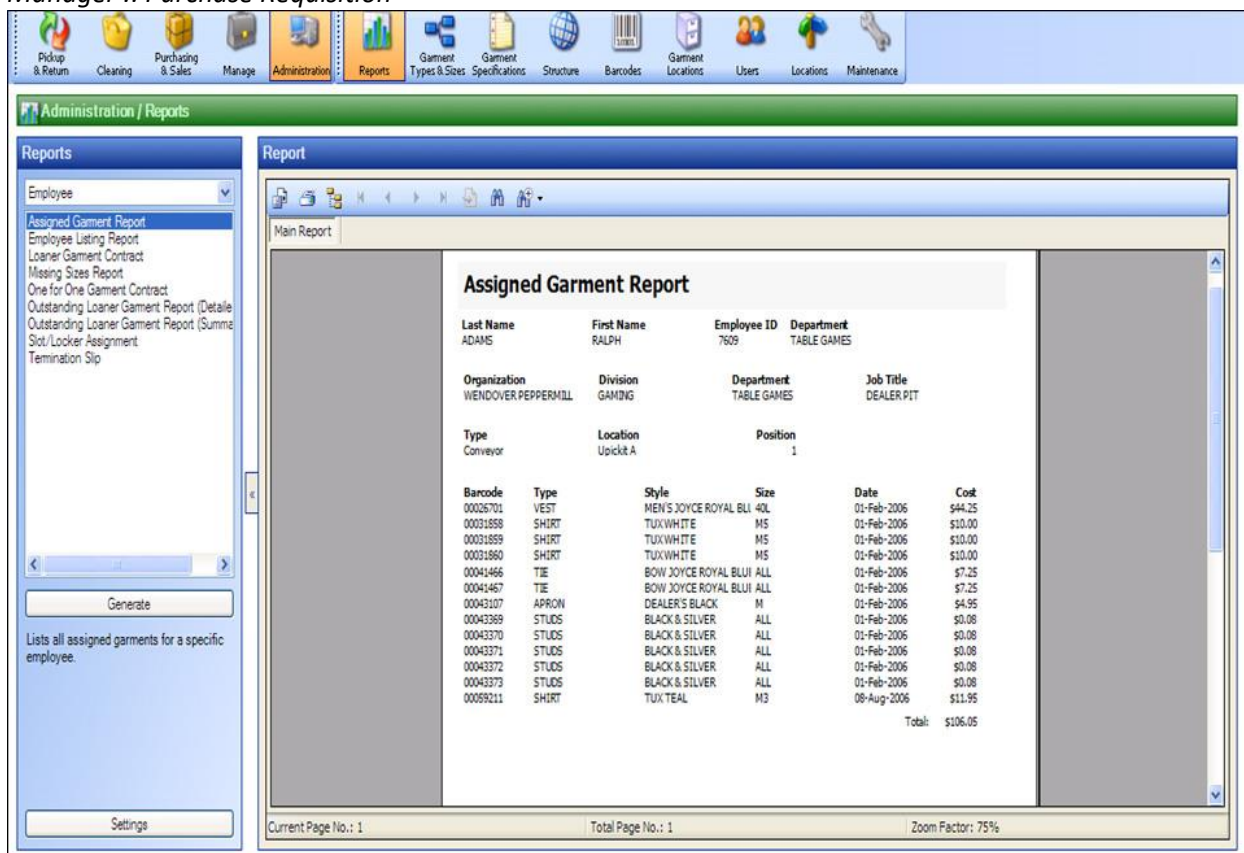## Asset Manager Software Screenshot Examples

Linen Manager :: Physical Inventory

Linen

Manager :: Purchase Requisition

Listing of Employee Reports & Assigned Garment Report

COMPLETE AND ACCURATE REPORTS

Standardized reports help you track what was sent to the laundry, what was received from the laundry and what items have not returned. **Linen Manager** features an intuitive user interface that simplifies performing data queries and report writing.

Extensive Reporting Capabilities Include:

✓ **Outstanding Linen Flash Report**
A piece-count by type of linen shipped, received and outstanding for any date range.
✓ **Dispatch Report**
Tracks what items were given to each individual.
✓ **Inventory Summary Report**
Shows where linen is located and whether clean, dirty, discarded or lost.
✓ **Acquired Inventory Report**
Gives the quantity and value of all linen put into service for any given date range.

We provide Linen and Uniform Manager as an ALL-IN SERVICE

✓ Tags, Readers, Software, Installation, Maintenance, Unlimited Training and Tech Support is all included
✓ No up-front Capital investment required – Fund the project with Operating Expense Savings vs. Capex. Choose a service plan (Monthly payments over 3 or 5 years)
✓ First 3 monthly payments only $99/mo. to help get started. Immediate Operational Cost savings
✓ Hardware refresh after the selected Service Plan or optionally Buy the hardware for $1 after the Service Plan is up, then only pay the Maintenance and Support Plan

ROI Savings commence immediately with these conservative assumptions.

After Labor costs, our Hotel customers tell us that Linens and Uniforms is the second greatest operating expense in running a hotel. Compare your numbers with these based on several existing 4 Star hotel clients:

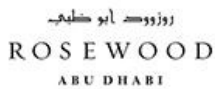- ✓ Validated Operating Assumption: Industry Standard Linen Operating Costs/Per Room/Per Year $3,750

INDUSTRY AVERAGE LINEN OPERATING COSTS BY HOTEL SIZE # ROOMS					
# ROOMS	100	300	500	1000	3,252*Multi-Site 9 Hotel Properties
ANNUAL	$375,000	$1,125,000	$1,875,000	$3,750,000	$12,195,000
MONTHLY	$31,250	$93,750	$156,250	$312,500	$1,016,250
ESTIMATED POTENTIAL LINEN OPERATING SAVINGS BY HOTEL SIZE # ROOMS					
Est. Savings	10%	10%	5%	5%	5%
ANNUAL SAVINGS	$37,500	$112,500	$93,750	$187,500	$609,750
A. AVGE. MONTHLY SAVINGS	$3,125	$9,375	$7,813	$15,625	$50,813
ESTIMATED SYSTEM COST BY HOTEL SIZE # ROOMS (Assume a 5 year Service Plan)					
B. MONTHLY COST	$1,950	$2,217	$2,595	$3,684	$10,386
MONTHLY CASH FLOW SAVINGS (A-B)					
	$1,175	$7,158	$5,218	$11,941	$40,427

The difference between **A** (Assumed Potential Savings Achievable) and **B** (System Cost) is your Net Monthly Cash Flow Savings **C** with a Linen Manager implementation from Day 1. (A – B = C). These savings are continuous throughout the life of the System in service and Service Plan and potentially greater thereafter.

* Actual 3 Star and 4 Star Multi-Hotel Property Example in USA. Multi-Site 9 Hotels aggregate 3,252 rooms

- ✓ Validated Operating Assumption: Conservative Estimated Potential Savings with 5% Reduction Linen Operating Costs . 10% savings for single, smaller properties.   (Decrease Laundry Losses, Charges & Shrinkage) 5% x $3,750=$187.50/rm/Yr

Satisfied Customers

Interested in a detailed proposal?........................

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