



SmartOps24x7™ IOT Product Line Licensing Fees

SmartOpsMgt assembles and sells the SmartOps24x7 IOT computer product line in the USA directly to end users and through a reseller partner network.

The SmartOps24x7 IOT product line, which consists of the set of Internet of Things (IOT) computers described below, comes with all the necessary software preloaded into the IOT computers, which run the Windows IOT Enterprise operating system.

SmartOpsMgt does not separately sell the underlying SmartOps24x7 software or the IOT computers. Nor does it provide systems integration services for this product line, as these services are provided by SmartOpsMgt's reseller partner network.

Please note that the following license fees are for annual prepayment in US dollars for the IOT computers, including the software that they come preloaded with. These license fees include an IOT computer sized to the number of users and scanning device logins licensed.

Please note that these are suggested end-user prices and may vary depending on the organization selling the SmartOps24x7 IOT products.

SmartOpsTracker™

An integrated barcode data capture, operations tracking, and intelligent agent platform that runs on an IOT computer at each manufacturing and/or distribution site. It comes in three variants:

- **Job Tracker** \$600/month. Tracks jobs and customer orders as they progress through a route of operations and work-centers. Also tracks labor and equipment time and cost for each job.
- **Materials Tracker** \$800/month. Tracks containers of material, assets, and serialized items, as well as nested containers such as pallets and kits, from the receiving dock to the shipping dock, in multiple stock rooms, warehouses, trailers and other storage locations. Gives real-time visibility of inventory and where it is located in stock rooms, warehouses, and production floor locations, as well as outdoors in yards and trailers.
- **Job and Materials Tracker** \$1,000/month. Integrates capabilities of both job and materials trackers, plus adds BOMs and the recording of what materials were consumed and produced at each job step. Also tracks predicted inventory shortages and provides real-time warnings when mistakes are about to be made.

Each of the above comes with one manager/staff user license and one device license for a data collection device (such as a PC or mobile computer equipped with a barcode scanner). Additional licenses are available at \$50/month each. Please note that each external system connecting with the operations tracking database through the SmartOpsTracker encrypted web-services interface needs a device license.

For those organizations that wish to integrate operations tracking with their ERP or accounting system, we recommend the warehouse management (WMS) add on to SmartOpsTracker at \$200/month which adds the capability to integrate purchase orders, shipment orders, truck loading, and back-orders.

While SmartOpsTracker is ideal for a wide-range of make-to-order and engineer-to-order applications, SmartOpsMgt also offers two specialized versions for organizations that need to meet FDA or other agency supply-chain traceability mandates:

- **FoodTrackTrace™** \$1,400/month. Specifically configured for food packagers and processors that are mandated to comply with the FSMA materials tracking and traceability requirements, including the new Rule 21.
- **iMTATs™** \$1,600/month. Intelligent Materials Tracking and Traceability system. A CFR 21 Part 11 and FDA compliant version of SmartOpsTracker that can be used in pharmaceutical, medical supply and device tracking, as well as laboratory materials tracking and traceability applications.

These both include the WMS option for traceability purposes.

All SmartOpsTracker systems come with full intelligent agent capability at no additional cost, enabling automated information interchange with a wide range of ERP and other systems, sending user-defined alerts and reports to people, and handling day-to-day intelligent grunt work problems.

SmartOpsTracker IOT Devices

These extend the capabilities of SmartOpsTracker by adding IOT devices:

- **Label Print Server** \$250/month +\$50/printer - enables SmartOpsTracker to print labels on demand on a wide range of barcode label printers.
- **RFID Tracker** \$300/month + \$50/month/antenna – provides interface to RFID antenna controllers and converts tag readings to updated asset, serialized item, or container locations, which it then relays to SmartOpsTracker.
- **Weighing Scale Interface** \$150/month/scale – an IOT computer that provides an integrated RS232 interface to floor, desktop, and hanging weighing scales. Automatically uses recorded weight in SmartOpsTracker transactions to prevent mistakes or employee malfeasance.

SmartOpsIntegrator™

For those manufacturing enterprises that use SmartOpsTracker systems at multiple sites, the SmartOpsIntegrator IOT appliance enables data from all these SmartOpsTracker systems to be

integrated into a centralized database. ERP, supply chain integration, and generative AI systems can then access this database through a set of interfaces. Similarly orders entered into this database from external systems can be distributed to appropriate SmartOpsTracker systems.

The costs associated with licensing the Enterprise Integrator software to run on a client supplied Windows Server Computer are:

- SmartOpsIntegrator license \$800/month
- External system logins: \$50/month
- Intelligent Agents are Free
- SmartOpsIntegrator package comes with SmartOpsTracker intelligent agent processes (IAPs) which exchange data with SmartOpsIntegrator database through a secure store-and-forward interface over the Internet.

Licensing

Licensing is controlled by encrypted licensing files which may be purchased from SmartOpsMgt or through one of its reseller partners and then uploaded into the IOT computer. This facilitates easy upgrading to add additional capabilities or number of users or devices.