

Enabling your M2M business

Telic Telematics and Telemetry Products for Professionals



Dr. Ditmar Prigge PhD

Ditmar Prigge, Director of Telic GmbH, founded the company together with Frank Heineck in 2003. His areas of responsibility are R&D, strategy and administration.

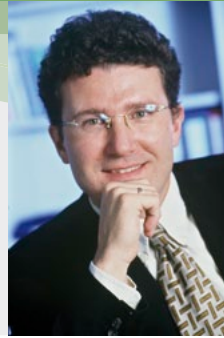
Ditmar Prigge founded his first company, GAP AG, a telematics company in 1998. This company went public in 2000.

From 1993 – 1997, he held several leading positions with Siemens AG where he was also Global Head of the GSM mobile phone business.

Prior to working with Siemens AG he was a consultant on telecommunications and the automotive industry at McKinsey & Co (1986 – 1993).

He started his career in 1983 with Süd Chemie AG (a company selling special chemistry products) in the areas of Research & Development and Production.

Ditmar Prigge has a PhD in Physics and a Diploma in Business Administration.



Frank Heineck is Director and founder of Telic GmbH. He is responsible for Sales and Marketing.

He worked from 1990 to 1998 at Siemens AG and was responsible for sales in Asia and Africa within the mobile phone division.

In 1998, he joined GAP AG and took over the position of Global Head of Sales. Starting in the year 2000 he acted as Senior Executive President Sales at GAP AG.

Frank Heineck holds a diploma in Telecommunications.

“ *We believe that our customers want a reliable partner with whom they can bring even difficult projects into life. **Expert support for a durable working relationship** is our asset.*

Dr. Ditmar Prigge

Sophisticated, well-tested devices. *This is what our customers can expect from all Telic products. And we sell more than just devices, we also support the implementation in our customer's solution.*

Frank Heineck



Picotrack

SBC3



Telic designs and manufactures telematics and telemetry hardware products. Typical applications are in fleet management, remote diagnostics and monitoring / remote control applications.

Telic is a privately owned company with an over average equity ratio. As a result we do not need to meet the expectations of external investors but can concentrate on organic growth of the company. This strategy is well proven and has strengthened our position in the market during the past few years.

Telic's headquarters is located in Oberhaching, in the south of Munich. Two regional sales offices – near Bremen and Freiburg serve German customers.

The European sales department is based in the head office in Oberhaching, close to Munich.

Company history

2003 Foundation of the company by Dr. Ditmar Prigge and Frank Heineck, directors and shareholders.

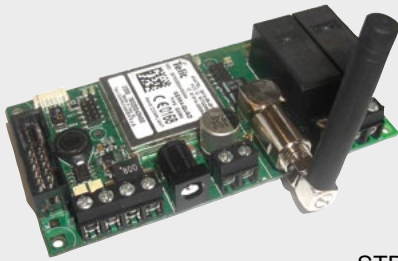
Important product launches

- 2004 First Telic AVL board computer (PBC)
STD32, the first telemetry module
Cell track, the first cell positioning module
- 2005 HiPer Pro emergency tracking device
- 2005 STD35 telemetry device for surveillance and remote control.
- 2006 SBC board computer, first generation
- 2007 Picotrack, the smallest tracking device in its class
- 2008 SBC Quad
STD 32, with camera interface and integrated web server
- 2009 PBC board computer, second generation
- 2010 SBC3 AVL and SBC3 CAN board computer
Second generation of the STD35 telemetry device
- 2011 Picotrack, new generation

For **Telic telemetry** products:



Telemetry product range



STD32

The telemetry device for remote control, monitoring via mobile phone or web browser. A camera can be connected to the device.



STD35

The high-end and water-resistant telemetry product for remote control and monitoring.

Telematics and telemetry products for professional applications

Wireless data transfer and tracking solutions (telematics) have become increasingly common for various applications. In parallel to this trend, remote measuring and transmission of data (telemetry) is being established as a cost saving standard in many areas.

Telic GmbH specializes in professional telematics and telemetry products for industrial environments. All products are based on the leading GSM/ GPRS, UMTS and GPS technologies.

Telemetry products

Typical applications for our telemetry products are:

- **Security applications** including activating alarm systems and transmission of alarm messages. Alarm verification can be realized remotely via a connected camera
- **Remote control** of heating systems, air conditioning systems, garage doors and lighting
- **Remote measuring** of temperature or water levels with the help of connected sensors

For **Telic telematics** products:



Telematics product range



Picotrack
This small, portable tracker can even be comfortably attached to a key ring.



SBC3
This entry and mid-range level board computer is ideal for fleet management



PBC
The Professional Board Computer, easily adapts to highly sophisticated technical environments

Telematics products

Our product range for telematics include tracking and tracing devices from entry level to the high-end.

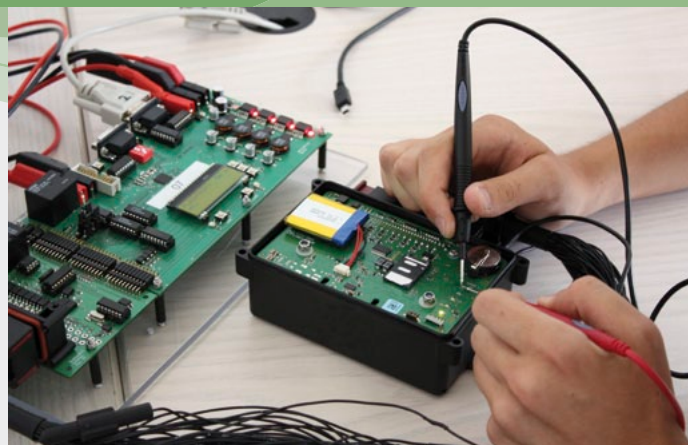
Typical applications that solution providers can realize by help of Telic's hardware:

- **Automated vehicle location (AVL)**, optional with access to vehicle data by CAN bus for trucks, construction machines, trailers, etc...
- **Asset tracking** for containers and waggons
- **Security tracking** for armored vehicles and portable money transport boxes
- **Personal tracking** for VIPs, elderly people, children, etc...
- **Tracking of outdoor activities** such as marathon races, paragliding, and car rallies



Qualified test procedures are part of the manufacturing process

Many of our customers require unique customizations of the products



We can customize our products to your specific project – and we can do it fast

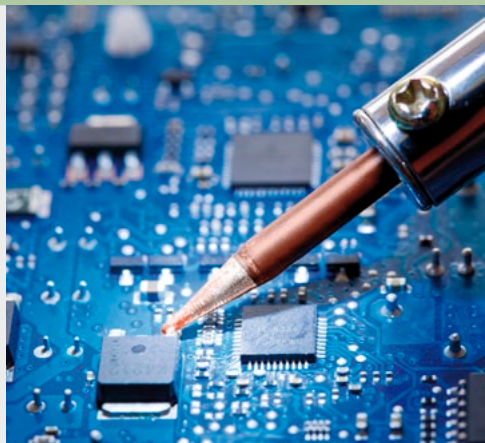
Some projects, “tailor-made solutions”, may include the integration of extra ports, interfaces, sensors, cameras etc. Telic is capable of handling these customer-specific solutions. A highly experienced engineering team realizes the necessary hardware and software adjustments.

Telic products – Tested, proven and accepted for industrial use

Telic products undergo a lengthy test process before they are finally released. Our R&D and production process is strictly conducted according to:

- **ISO 9001/ 2008** – European standard of quality management systems
- **ISO (DIN) 14001** – Environmental management standard
- **8D report** (Eight Disciplines Problem Solving) – a method used to approach and to resolve technical issues.





Sophisticated technical support and application engineering is obligatory for our business

Excellent customer support is key to our business. We provide a technical support for existing and new customers on a high level. This service is offered by English and German speaking experts. The service team is available on all working days.

**MADE
IN
GERMANY**

Quality “made in Germany”

We make no compromises when it comes to quality work. All Telic products are assembled and manufactured in Germany. This provides a high quality standard and keeps us flexible with technical project modifications. The short distance between the engineering and manufacturing sites allow a close cooperation between engineering, customers and manufacturing.

Leading with the latest GPS / GSM technology – and knowing what customers want

Telematics and telemetry markets are driven by innovations. Therefore our company spends a large percentage of the revenue on Research and Development. State-of-the-art products featuring the latest GPS / GSM technology are indispensable for professional applications. Telic goes one step further: we develop our products based on the market and customers' requirements. Telic takes extensive advantage of a close relationship with two associated companies:

- **CEP AG**, supplier for GSM / GPRS / UMTS modules und terminals
www.cepag.de
- **CeTEC**, an engineering company specialized in GSM and GPS research and development
www.ce-t-ec.de

All three companies share their expertise and create synergies. That helps us to always stay a step ahead.

Where to use Telic's products:

Telematics devices

	Personal tracking	Fleet management	Construction machines tracking	Agriculture	Trains / waggons	Container tracking	Connection to a Garmin	Tachograph function via CAN-Bus (FMS-protocol) navigation system	Access to vehicle data CAN, 1-wire, RS232
Picotrack	x	x				x			
SBC3-AVL		x	x	x					
SBC3-CAN		x	x	x			x	x	x
PBC		x	x	x	x		x	x	x

Telemetry devices

	Event message via mail or sms	Alarm verification (camera)	Supervision of filling levels	Remote control of gates, lights, central heating	Integrated web server	Integrated battery	Motion sensor	Water protected housing	Harsh environment: rain, heat, coldness
STD32	x	x		x	x				
STD35	x	x	x	x	x	x	x	x	x

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