

NETWORK MOVEMENTS

Keep Up with Current Trends and Rajant Innovation

Our monthly newsletter keeps you updated on the latest innovation and happenings at Rajant and in the industries we serve.

HAVE YOU READ?

Keeping Track in Real Time

By: Sagar Chandra

Whilst mining technology has improved immensely over time, the machinery, services, and vehicles used still make it a very hazardous business. In areas such as the US, occupational safety has also steadily improved, as the occupational safety has also steadily improved, as the number of mining incident-related deaths continue to decrease. However, there are still hurdles on the road that lie ahead, with the industry struggling to not only improve the safety performance of machinery and power haulage, but most importantly, the safety of the miners.

Communication technology is emerging as the liberator to overcome this hurdle, ensuring hazardous areas in underground mining operations can be made safer to protect personnel and increase operational efficiency. This is paving a



new way of working for mining operators, with the adoption of automation, personnel and asset tracking technology on the rise throughout the industry.

Nevertheless, if tracking technology is to provide a solution to one of the biggest challenges across Industrial Internet of Things (IIoT) industries—such as underground mining—it must be backed by reliable, robust connectivity that can thrive in the face of the most extreme conditions, ensuring...

[Click here](#) to read more in *Global Mining Review*, pages 26-29.

CHANNEL CHAT

Fully Mobile Underground Mine Connectivity at AIMEX



Underground mines and tunnels are some of the most challenging environments in which to deploy network systems. Connectivity and throughput demands are high, but spiraling designs, stopes and mine depth place limitations on how far wireless signals can travel. Many mines, therefore, depend on fiber-optic networks to achieve reliable underground communications, but ceiling-mounted installation is costly and can create maintenance nightmares. It is not uncommon for trucks to accidentally catch and rip down sections of fiber, and when that happens, connectivity across the entire underground mine is lost.

A strategic partnership between Rajant, Poynting, Extronics and Australian Droid + Robot promises to overcome the issues of mobile connectivity underground.

Rajant's Kinetic Mesh technology is claimed to provide a robust alternative to fiber and traditional single radio wireless systems using its multi-radio, multifrequency BreadCrumb nodes and InstaMesh networking software. The nodes, combined with [Poynting's](#) wideband, bidirectional antenna...

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CUSTOMER SUCCESS

Recognizing Rajant's Largest Mining Customer in Peru and the Southern Cone



Pictured above left to right: Sagar Chandra and Bob Schena from Rajant; Richard Revoredo, Rodolfo Vera, and Rafael Estrada from Antamina

The Antamina mine of Peru, operating at more than 4000m altitude, is familiar with challenges and how to overcome them. Almost two years ago, they faced another challenge: a limited, low-performance wireless network that could limit Antamina implementing a slew of new technologies to help improve safety and efficiency.

Antamina recognized the weak link back then and invited various wireless network providers to demonstrate what additional bandwidth, scalability and improvement could be achieved. Rajant was successful in this phase and now Antamina is the single largest Rajant customer in Peru and in Southern Cone with over 300 BreadCrumbs in one single mine.

Antamina already uses seven different real-time applications with the Rajant network, with plans to add additional three to four technologies.

MEET THE TEAM

Todd Rigby

Director of Sales, Western US

Where did you work before Rajant?

I worked for Wheeler Machinery Co., the Caterpillar Dealer in Utah. I was the General Manager of Equipment Management. I was responsible for the Fluid Analysis Lab, Lube Service (this is basically preventive maintenance), and I also managed the sales, service, and support of all technology related products.

What attracted you to Rajant?

In 2005 while working for Wheeler, Frank Olivari, a former Rajant Salesperson, and Gary Anderson visited me to show me the equipment they were attempting to sell to Kennecott. I had been searching for an Industrial Network wireless network for the previous six months, to offer for sale with several applications that Caterpillar offered to Mining Companies. Within five min of seeing Rajant, I asked how I could become a reseller for Rajant. At the time Rajant was selling its products directly, so it took some convincing, but after several conversations I was able to sign an agreement and became Rajant's first reseller. So, in 2012 when I was offered a job to work at Rajant, I was very excited to be part of the team that makes such an amazing product.

What is a typical day like for you at Rajant?

In simple terms, I answer question and I explain how our technology works in comparison to Wi-Fi, Point-to-Point, Point-to-multi-point, LTE, SCADA etc. I am responsible for building and developing our reseller Partner network within my territory. So, I contact prospective resellers, to whom I have to both explain our technology and its competitive advantages, and also explain the business opportunity of becoming a Rajant reseller Partner. I also respond to leads we receive via our Website, telephone and trade shows. Often, I

am the first touch-point an end customer has with our technology. My goal is to convert their heart and mind to our technology, and then introduce them to a few of our resellers so they can decide who they want to work with. Once they select a reseller, I work in concert with the reseller to help move the customer toward purchase. This is often a long process that can take several months to multiple years. The reason our sales cycle is long, is because the cost of deploying a Rajant network over a large area, can cost several hundred thousand dollars to multiple millions of dollars. When companies spend this much money on one thing, they have to plan ahead and put this in their annual spending budget as a capital purchase.



What do you like the most about your job?

I like solving peoples vexing problems and helping people. When people find us, they are usually very frustrated from trying one to several other solutions which have all failed. As a result, they may feel at risk of losing their job if they can't find a solution that works.

What do you like to do when you aren't working?

Adventure motorcycling and overlanding.

What is the best advice you've ever heard?

If you're going to be a bear, be a grizzly bear. Or in other words, whatever you decide to do in life, be the best you can be.



2020 Rajant Partner Summit & Charity Golf Tournament

Rancho de los Caballeros
April 21-24, 2020 | Wickenburg, AZ

Registration is now open!

[SIGN UP TODAY](#)

UPCOMING TRAINING



Join Our Kinetic Mesh Technology Experts for an In-depth 2-Day Technical Fundamental Training

September 10-11, 2019 • Perth, Australia

September 11-12, 2019 • San Antonio, Texas

For those who have successfully completed the Online Training, sign up for Rajant's 2-Day Technical Fundamental Training. Successful completion will result in a Rajant Certified Network Administrator (RCNA) credentials. To purchase a seat at either training class, visit our secure online registration page by clicking on the button below. Prepayment is required.

[SIGN UP TODAY](#)

WHERE NEXT?



VISIT OUR STAND **E131**

WHAT: [AIMEX](#)

WHEN: August 27 – 29, 2019

WHERE: Sydney Showground, Sydney Australia



The Asia-Pacific's International Mining Exhibition (AIMEX) is the largest free-to-attend mining exhibition and conference in Australia where innovators and disruptors alike come together to discuss technological advancements, workforce changes, community collaborations and environmental challenges. The program is promised to deliver operational improvements for all mining techniques. Over 500 suppliers from around the world will be exhibiting. If attending AIMEX, let Rajant know and stop by booth E131 where you can meet team Rajant plus see the Australian Droid + Robot telepresence and drones for underground mining. We are also planning a get together while in Sydney and would welcome you to join us.



If it's moving, it's Rajant. Industrial Wireless Networks Unleashed.
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