

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?

Ports Must Be Smarter to Thrive in the Future

By: Chris Mason

Ports have an influx of vessels importing and exporting vast amounts of cargo, 24 hours a day, every day, year-round. Across the globe, port operators not only have to monitor the constant activity of ships that are arriving, departing and navigating to their next destination, but they must also keep track of their staff, vehicles, containers, and cargo across their large, complex sites.

For ports to prosper they need to be smarter; they need to utilize technologies within the context of the Industrial Internet of Things (IIoT), blockchain solutions and big data to make sure they are not left behind in an ever-increasingly connected age. They must look at mobile communication technologies that allow them to keep up with the demand and continue to thrive in a relentless and breathless industry.



DON'T GET STUCK IN THE DARK AGES

A port's assets must be well maintained and protected. Port operators need to ensure all areas of their business continue to operate at high efficiency and that their security is fortified to ward off any potential threats.

However, ports can often have out-of-date and aged technologies which cannot keep up with the complexity of a seaport. Seaports are continually evolving with increased mobilization of assets and autonomous operations...

[Click here](#) to read in *Port Technology International - PTI*.

CUSTOMER SUCCESS

Rajant's New Customer Advocacy Video – A Must See!



When it comes to the growing IIoT application and mobility demands, our partners and customers have worked with innumerable connectivity providers. Watch this four-minute video and hear why Rajant's Kinetic Mesh® with InstaMesh® software is their preferred choice when it comes to an industrial wireless network. The video can be found on our YouTube Channel and a multitude of places on our website. To view now, click below.

[WATCH VIDEO](#)

PARTNER PROGRAM

Rajant Online Sales Training Goes Live

Great news for our partners! Beginning October 1, Rajant Kinetic Mesh® Sales Training is available on our Partner Portal. The five-step, easy-to-follow series is explicitly designed to empower you with core knowledge of Rajant's benefits and features.

We highly recommend you complete each of the five modules in the order they are presented. Each segment builds on information shared in previous lessons. Knowing you will find this to be beneficial information, each video is available to review at any time.

So, sharpen your know-how before a sales call or marketing campaign with flexibility, accessibility, and mobility! To get



started, go to Rajant.com and select "Partner Portal." After entering your credentials and logging in, select "Training & Marketing" to proceed to the Portal. Next click on the "Sales Training" button.

If you have any questions or access issues, reach out to Bernard Taliaferro at btaliaferro@rajant.com.

MEET THE TEAM

David Mays Systems Engineer

What is an average day like for you at Rajant?

The main capacity of my work is in designing systems for applications of BreadCrumb radios. This can include systems for drones, ground bots, geo-location measurement, co-processor systems, etc. Additionally, I frequently travel to the field to support demonstrations of these applications to customers and other interested parties.

What attracted you to Rajant?

At the time, I was still in undergrad. Rajant appeared to be a very impressive, technologically advanced company. I saw it as a challenge to be able to learn and grow so that I may contribute to the company. Additionally, it provided me with the opportunity to experience other parts of the country, outside of Eastern Kentucky.

What do you enjoy most about your job?

The variety of my work, in both type and subject matter. One week, I can be drilling down into some sort of engineering problem, or finishing up a design; the next week I will be travelling somewhere to support demonstrations to customers in the field. It allows me to see perspectives from both sides, which makes me a better engineer and designer.

Where were you before joining Rajant?

My previous employment was as an Undergraduate Research Assistant at the Morehead State University Space Science Center. There, I worked on numerous projects with other eventual Rajant employees involving space satellite design and testing. We collectively and individually have numerous designs

that have been flown (and still are flying) in space.

What would you say to someone considering a career at Rajant?

I recommend it wholeheartedly. Every single team member is world-class exceptional at their jobs, which is why Rajant can punch so far above its weight. It's an enriching environment that encourages people to find the best in themselves.

Who is someone you admire?

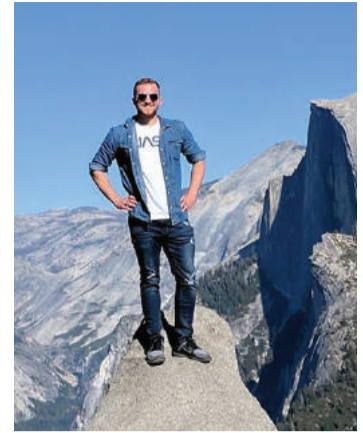
Bill Gates. An absolutely brilliant individual in every aspect, both in engineering and business. I also really admire him for his massive philanthropic efforts.

What is the best advice you've ever heard?

Don't listen to what people say; watch what they do. Basically, the actions of someone is more telling of their intentions than their words.

Any favorite quotes?

"Victorious warriors win first and then go to war, while defeated warriors go to war first then seek to win," said by Sun Tzu, the Art of War. Basically, success is determined by planning and effort prior to execution, never by chance. And Thomas Jefferson's "I find that the harder I work the more luck I seem to have." In a similar vein to the Sun Tzu quote, you create your own luck through planning and effort.



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



Rajant's Two-Day Technical Training

November 12-13, 2019

Rajant's Corporate Office

200 Chesterfield Parkway, Malvern, PA

Learn from the Kinetic Mesh technology experts during a two-day, in-depth technical training course. Visit our secure online registration page by clicking on the button below. Prepayment is required.

[SIGN UP TODAY](#)

WHERE NEXT?



WHAT: [TOC Americas](#)

WHEN: October 29-31, 2019

WHERE: Cartagena de Indias Convention Center (Stand B18)

The 19th TOC Americas is a high-level container supply chain conference aimed at C-Suite strategic personnel—including shippers, carriers, and 3PLs as well as the global operators and port authorities—and is part of a global portfolio of events that bring together stakeholders of the container supply chain to learn, debate and network. The exhibition portion is a showcase for port and terminal technology and operations plus free technical seminars (including TECH TOC & BULK) aimed at terminal operators and their suppliers. Technology and service providers come together to showcase cutting edge solutions to their clients, the terminal operators, and ports. The common thread in each of these forums is the port, the critical link within the container supply chain. Hope to see you there!



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