

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.

MEDIA MOMENTS

Unbound Connectivity Delivered!

The factors that spurred the inception of Rajant Corporation goes back to the aftermath of the 9/11 attacks. According to the 9/11 Commission Report, there were several communications failures at the federal government level during and after the 9/11 attacks. Conditions on the ground were not different. Many first responders faced network issues that affected the communication process, dedicated emergency service lines were taxed, and citizens were struggling to make contact by phone with loved ones.

Though the immediate response after the attacks focused more on national security, two visionaries thought about a different approach to avoid such adversities in the future. Robert Schena and Paul Hellhake, who had been working on a new wireless technology for last-mile communications, redirected their efforts to develop a solution. They understood that the travesty was driven by network failure in immense proportions, and the demand for anytime, anywhere access to networks went beyond the capabilities of WLAN. Determined to eradicate this issue, these men gathered together a handful of communication problem-solvers to develop a wireless mesh technology that can minimize communication failures. In October 2001, Schena and Hellhake established Rajant Corporation, with a vision to open up the lines of seamless connectivity between devices and people.

Empowering the Communications Landscape —Completely Mobile and Adaptable

For nearly two decades, Rajant has dominated the networking space with its private wireless networks powered by the patented Kinetic Mesh® network, BreadCrumb® wireless nodes, and InstaMesh® networking protocol. With Rajant, customers can rapidly deploy a highly adaptable and scalable network that leverages the power of real-time data to deliver on-demand, mission-critical business intelligence.



Whether it's provisioning a new network or expanding the existing infrastructure and capabilities, the company's Kinetic Mesh networks provide continuous, on-the-move access to data and applications in real-time.

What powers all of Rajant's technologies is InstaMesh, an extremely sophisticated routing and administrative protocol. InstaMesh enables the network to be dynamic, in-motion, and to change without any human intervention. "That dynamism is what we call Kinetic—as the name itself means 'in-motion.' In a nutshell, InstaMesh is the OS (operating system), and Kinetic Mesh is a descriptive name that illustrates how our technology works when InstaMesh is applied," explains Schena, who leads Rajant as its CEO and Chairman. Powered by these technologies, the company also offers many other pervasive, multi-frequency wireless solutions that are entirely mobile, effective, and can operate in the harshest of environments.

Rajant's Kinetic Mesh is a "living" mesh solution that moves and evolves with the ever-increasing connectivity demands. By using a combination of BreadCrumb wireless network nodes and InstaMesh networking software, Rajant's Kinetic Mesh networks facilitate any-node to any-node capability to continuously and instantaneously route data via the best available traffic path...

[Click here](#) to read more in *CIOReview*.

2020 PARTNER SUMMIT

Do You Have the Winning Case Study?

Rajant is throwing in some friendly competition and prizes for 2020! We are looking for one winning case study entry in each of these Rajant target markets: Mining, Public Safety, Ports, Rail, Oil & Gas, Petrochemical, Utilities, and Agriculture. Winners receive two (2) full registrations to the 2020 Rajant Partner Summit for yourself and your customer (April 21-24, 2020), a \$3,500 value. During the Summit, all semi-finalists will share their case studies. Plus, Rajant will produce written case studies and develop a group case study video all featured on Rajant's website. Enter by January 31st.

[ENTER NOW](#)



MEET THE TEAM

Peter Lenard
Senior Vice President, Business Development

What is a typical day alike at Rajant?

I build and maintain key strategic relationships for Rajant that generate revenue and product flow. I have had many roles in the company over the past 17+ years from writing the first 20+ versions of the business plan to government contract/program management and sales/business development. Now, I spend my time focusing on strategic, high value accounts for the company like Wabtec/Rail Industry, Microsoft/IoT, Dewalt, Mosaic Mining and others.

What attracted you to Rajant?

I was interested in transitioning from a provider of capital (my previous role) to being an entrepreneur. I was hired by Rajant CEO Bob Schena in 2002. After working on several deals, I focused on writing the first business plan for Rajant, which was funded by my former employer. It was great to be part of the genesis of a business, and the rest is history.

What do you enjoy most about your role?

The entrepreneurial spirit and enthusiasm that exists at Rajant, even at 120 employees, is still alive and thriving. This is a credit to our CEO, who is a serial entrepreneur, and it keeps me and everyone very attuned to the fact that we need to keep innovating, selling, and delivering to continue to grow and be a successful company.

Where did you work before Rajant?

Previous to Rajant I was the Vice President – Technology Services at the Ben Franklin Technology Partnership of Southeastern PA. I directed a staff of individuals who worked with local entrepreneurial companies. We evaluated business concepts, provided seed and growth level funding,

product development assistance via licensing and partnerships with labs and universities, and promoted entrepreneurship in the region.

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

I enjoy spending time with my wife and family. We like to travel together, and I'm an avid golfer.



What is the best advice you've ever heard?

Don't be afraid to take a risk. Legendary technology investor Warren V. "Pete" Musser, who recently passed away, encouraged me to switch from the funding of companies to a builder of companies. He introduced me to Rajant CEO Bob Schena. It was the best move I ever made, as I have experienced an incredible business cycle at Rajant from start-up to the \$40 million company it is today.

Looking back, what advice would you give to yourself at a younger age?

Take more chances in life, explore new opportunities and seek out good mentors to help you along the way!

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

Rajant is a stimulating and exciting place to work, and everyone has a chance to perform, so if that interests you this is a great place for you.

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

WHERE NEXT?



Rajant's Two-Day Technical Training

January 21-22, 2020
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



WHAT: [DISTRIBUTECH International](#)
WHEN: January 28-30, 2020
WHERE: Henry B. Gonzalez Convention Ctr, San Antonio, TX

Stay on top at one of the biggest events in transmission and distribution (T&D). DISTRIBUTECH International is the leading annual T&D event that addresses technologies used to move electricity from the power plant through the T&D systems to the meter and inside the home. The conference and exhibition offer information, products and services related to electricity delivery automation and control systems, energy efficiency, demand response, renewable energy integration, advanced metering, T&D system operation and reliability, communications technologies, cyber security, water utility technology, and more. Hope to see you there! Visit with Rajant at Booth #317.



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