

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.

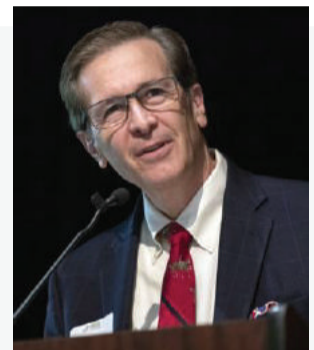
IN THE SPOTLIGHT

Rajant CEO to Speak at the CTAC 2020

Rajant CEO Robert Schena will be a keynote speaker at the Container Terminal Automation Conference (CTAC) for the third year in a row on Tuesday, March 24, at the Chelsea Harbour Hotel in London UK. Schena will deliver the keynote after lunch and will provide unique insight into real life challenges in network deployments for ports and the driving forces behind the future of automation. CTAC is an annual event dedicated to container terminals and terminal automation providers to gather and discuss their uses and applications of innovative technology and debate the future of automation.

It is a must attend occasion for addressing the most pressing topics in the industry, led by the most prominent names and brands.

“Rajant’s sponsorship at CTAC reinforces our dedication to helping ports and shipping companies around the world solve their mobile communications challenges and meet productivity and efficiency goals with our wireless networks,” stated Schena.



PRODUCT ANNOUNCEMENT



Rajant's New Video on BC|Assurance is a Must Watch!

BC|Assurance for Kinetic Mesh® networks, running version 11.22 or newer of Rajant’s InstaMesh firmware, is a technical support program that provides a variety of tools to address the health of a network and includes personal assistance from Rajant’s technical experts on network performance issues in a proactive and reactive manner from behind the scenes. Click below for an introduction to the post sale, technical support program.

[WATCH VIDEO](#)

2020 PARTNER SUMMIT

Do You Have the Winning Case Study? Only a Few Weeks Left to Enter!

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

Adriana Falco

Vice President, Global Marketing

Where did you work before Rajant?

I was principal and owner of a marketing firm that provided marketing, communications, and business development strategies to B2B and B2C companies. It was my second company. The first was an advertising agency I founded while at Villanova University. Then for the 20+ year span in between, I held senior marketing leadership roles at start-up companies.

What attracted you to Rajant?

I had a wish list of what I wanted to accomplish in an ideal role and ideal company. When this opportunity at Rajant became available, the timing was right. The position and challenges were exactly what I had hoped for and I instantly fell in love with the company, the people, and the work environment. It was a winning combination that one comes across once in their career.

What is a typical day like?

Life at Rajant is like a box of 365 crayons. Each day is colorfully different than the next and collectively the days create a masterpiece by year's end. Some days, I am imagining new ideas, strategizing to get the best ROIs, or planning with the team. Other times, I am working with the

engineers on products or traveling in the field with a sales team member to see first-hand how the marketing department can better itself in what we provide and contribute.

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

I'm very into health and fitness. Besides working out and running daily, I play tennis, pickleball, golf, bike, kayak, hike, ride horses, skiing, snowshoeing, and almost anything else athletic. I am very competitive and compete when I can. I also write and paint to allow my creativity to flow, watch over 150 films a year, and am very adventurous at heart and love exploring.



Do you have any favorite quotes?

Several. "If you can dream, you can do it," from Walt Disney. "Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do," by Mark Twain. "Live in the sunshine, swim the sea, drink the wild air," said by Ralph Waldo Emerson.

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



Hurry—Early Registration for Rajant's Two-Day Technical Training Ends Friday

February 19-20, 2020

Rajant's Corporate Office
200 Chesterfield Parkway, Malvern, PA

Learn from the Kinetic Mesh technology experts during a two-day in-depth, multi-day technical training course. Visit our secure online registration page by clicking on the button below. Prepayment is required. **Save \$100 if registered before January 17.**

[REGISTER](#)

WHERE NEXT?



WHAT: [Mining Indaba 2020](#)

WHEN: February 3-6, 2020

WHERE: CTICC, Cape Town, Africa (Booth #614)

Discover how the world's largest mining investment event can bring you unparalleled deal-making opportunities within the mining industry, connecting you with leaders across the African mining market. Succeeding for over 25 years, Mining Indaba has a unique and widening perspective of the African mining industry, bringing together visionaries and innovators from across the spectrum. Meet everybody who's anybody, from the world's biggest industry giants to tomorrow's barrier-breaking disruptors, everyone who's anyone is here for you to connect with and learn from – transforming the trajectory of your business. Industry experts from across the value chain will tackle topics including the industry's role in addressing climate change and decarbonization and sustainability measures for investment in the next decade. Hope to see you there!



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