

# 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.

## NOT TO BE MISSED



### Taking on Petrochemical Plant Hurdles with Networking Smarts

*Written by Al Rivera, Vice President at Global Energy for Rajant Corporation*

The petrochemical industry is facing one of the most significant challenges in its history. The COVID-19 pandemic has shrunk demand for a variety of end products that rely on petrochemicals, polymers and specialty polymers. The petrochemicals market has witnessed instability in pricing for naphtha, ethylene and heavy paralysis oil, among others. These factors combined are byproducts of the fact that...

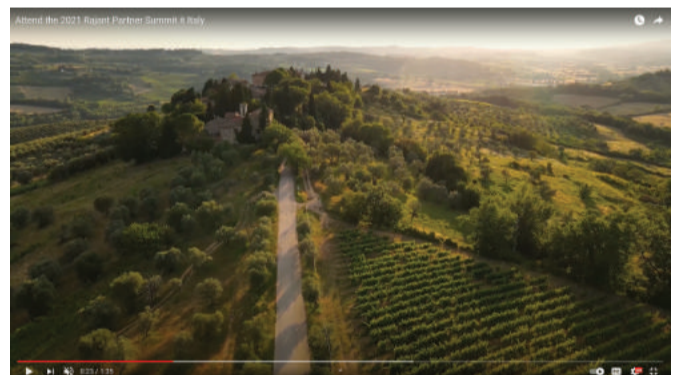
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## A MUST WATCH

### Watch a Sneak Peak of the Upcoming Partner Summit in Italy

Join us at our premier event—now in Italy—and learn the latest on our ever-evolving technology and new insights to maximize your business opportunities. We've taken your feedback from past Partner Summits to build the 2021 Partner Summit International in Italy's agenda and to make it a true collaborative event! Click on the video above to see highlights of the venue and hear from partners who attended the 2021 Partner Summit America.

[WATCH](#)



## IN THE NEWS



### McConnell in Morehead: Senate Minority Leader Stops by for Roundtable Discussion

To take advantage of the benefits of warehouse automation, businesses must install secure and fail-proof industrial wireless networks. Here, Chris Wall of Rajant Corporation, explores a new form of industrial networking that revolutionizes the way automated machines operate.

As technology advances, so does the need for faster connectivity networks and communications worldwide...

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## MEET THE TEAM



### **Bernard Taliaferro** Director of Global Channels

#### **Where attracted you to Rajant?**

I learned about Rajant at a Technology Showcase hosted by one of our distributors when I was working for Ericsson. I had worked with several wireless mesh technologies and it looked like Rajant was exactly what all

of the others wanted to be.

#### **What is a typical day like for you at Rajant?**

I manage all aspects of the relationship between Rajant and our 13 distributors worldwide as well as our Partner Program. In my typical day I circle the globe on calls with distributor and partners contacts. I find myself supporting our distributors on conversations with prospective partners, verifying BOM's, providing sales trainings, pricing and availability, distributor stock level management, debt and credit and marketing initiative support. I am also involved in our export compliance program and the vetting of new partners and customers to ensure that our sensitive information stays safe. There is daily management and administration of our Partner Portal to ensure that information is available to our partners in a timely fashion. I am also negotiating relationship parameters between us and prospective distributors as we expand.

#### **What do you enjoy most about your job?**

I love the people and that I am equipped to succeed. At Rajant I have a lot of responsibility and am trusted and given the freedom to do what I must in order for us to succeed. Most of my past employment experiences were not this balanced. I usually had tons of responsibility and very little freedom or countless challenges making it very difficult to get the job done.

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

Spend time with my wife and son, listened to music, and play the drums with my band. I have been playing with the Powell Younger Project a couple times a month in and around Baltimore, MD for the past 10 years. Most of the members of the band have actually been playing together for over 30 years.

#### **What is the best advice you've ever heard?**

Listen with defending. Respond without offending.

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

Looking back, I would tell myself to take more chances and don't be so afraid to fail or make mistakes.

#### **Who is someone you really admire and why?**

I really admire my father. He always made the best out of whatever hand he was dealt. I didn't realize it when I was younger, but as I got older I realized how much he taught me about being a good man, husband, father and friend.

# RAJANT MESHING TOGETHER

Maximizing Mission-Critical Relationships

## 2021 Rajant Partner Summit International

& Charity Golf Tournament

Toscana Resort Castelfalfi

Sep 27 - 30, 2021 | Tuscany, Italy

Registration is now open!

[SIGN UP TODAY](#)

## WHERE NEXT?



**ONLINE + ATLANTA** | HYBRID EVENT SERIES  
**MAY 4 - 6, 2021** | ONLINE  
**AUGUST 16 - 19, 2021** | ATLANTA

**WHAT:** [Xponential 2021](#)

**WHEN:** August 16 - 19, 2021

**WHERE:** Georgia World Congress Center (Booth #2611)

UVSI XPONENTIAL 2021 is the global stage for everything unmanned — from state-of-the-art propulsion technology, sensors, energy storage and UAS mitigation solutions to what's coming over the horizon in AI, 5G, edge computing and more. As the largest, most significant event for the unmanned systems industry, you'll find your edge as you explore the latest technology innovations, develop new perspectives as you hear from industry luminaries, and cultivate creativity at special networking events where you will meet some of the most influential leaders in the unmanned and autonomous space.

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