

Monitor Evaluation Justification Matrix

	Industrial Scientific Ventis Pro	Draeger X-am 7000	RAE Systems MultiRAE Lite Pumped
Multi Sensor Capability	Yes	Yes	Yes
Integrated Pump	Yes	Yes	Yes
Man Down Alarm	Yes	No	Yes
LENS Wireless	Yes	No	No
iAssign	Yes	No	No
Inet	Yes	No	No
Rugged Design	Yes	Yes	Yes
Rechargeable Battery	Yes	Yes	Yes

Specifics to Industrial Scientific Monitors

There are many gas detection companies that provide monitors to the industry. Three main stakeholders in the industry are RAE systems, Draeger and Industrial Scientific.

As all these companies provide multi gas detection monitors, there are a number of functions that only Industrial Scientific can provide. These functions are:

1. LENS Wireless

Ventis Pro instruments are equipped with LENS Wireless (Linked Equipment Network for Safety), a long- range, power-efficient wireless mesh network. LENS functionality enables instrument-to-instrument communication of data through wirelessly connected, ad-hoc-formed "instrument groups" or "peer groups". A LENS group can accommodate from 2 to 25 peer instruments

As groups are formed, if instrument "A" belongs to a LENS group and instrument "X" connects to instrument "A", instrument "X" will be connected to all peer instruments in the group. When any peer-group gas-detection instrument is within range (approx. 1 mile) of any other instrument in the group, they share their alarms, gas readings, and other data. This allows in-field personnel to learn of and respond to hazardous events or conditions that originate with any instrument that is operating in a LENS group.

LENS functionality requires no central controller, network configuration, or infrastructure.

Monitor Evaluation Justification Matrix

With funding awarded by council earlier this fiscal year, Fresno Fire is preparing to update its area monitor capability. These area monitors are used in remote locations around a hazmat incident and are used as stand-alone equipment with remote capability. Most units require a receiving station as well as a lap top to receive the data.

Industrial Scientific area monitors allow communication within this network and give real time updates to all hand held as well as area monitors in the group. This provides for an increased level of information and increase safety and speed of response.

2. iAssign

Programmed iAssign tags can be used by the instrument operator to assign an instrument to individual users and the information gathered by that monitor will be assigned to that member allowing exposure information to be downloaded and recorded.

3. Inet

Inet is all inclusive lease program, only available with Industrial Scientific, that takes care of all monitor needs. The gas detection units will be remotely monitored by Industrial Scientific technicians when the unit is placed on the calibration docking station. When an issue is found, the instrument will either be remotely repaired or a replacement unit will be next day aired to the station where the problem monitor is located. The new monitor will be received and a return shipment label will be included to return the monitor that has the issue. This feature allows for minimal down time of monitors and eliminates the need for extra reserve monitors.

As mentioned, this program provides for all needs including monitors, calibration docking stations, calibration gases, sensor replacement, firmware updates and technical support and repair. This program will ensure that our monitors are always ready and accurate to deal with any gas emergency. This program has been so successful that they have a 95% renewal rate.

For these reasons, I believe that Industrial Scientific is the best choice for the Fresno Fire Department.