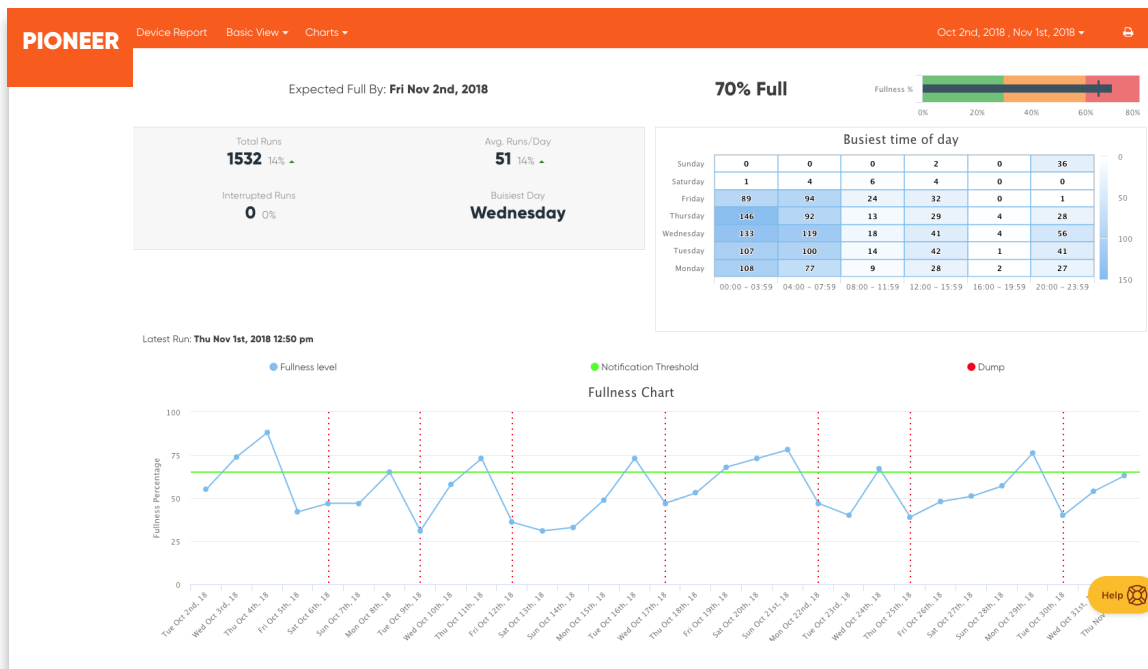


SEQUOIA Pioneer Compactor Monitoring

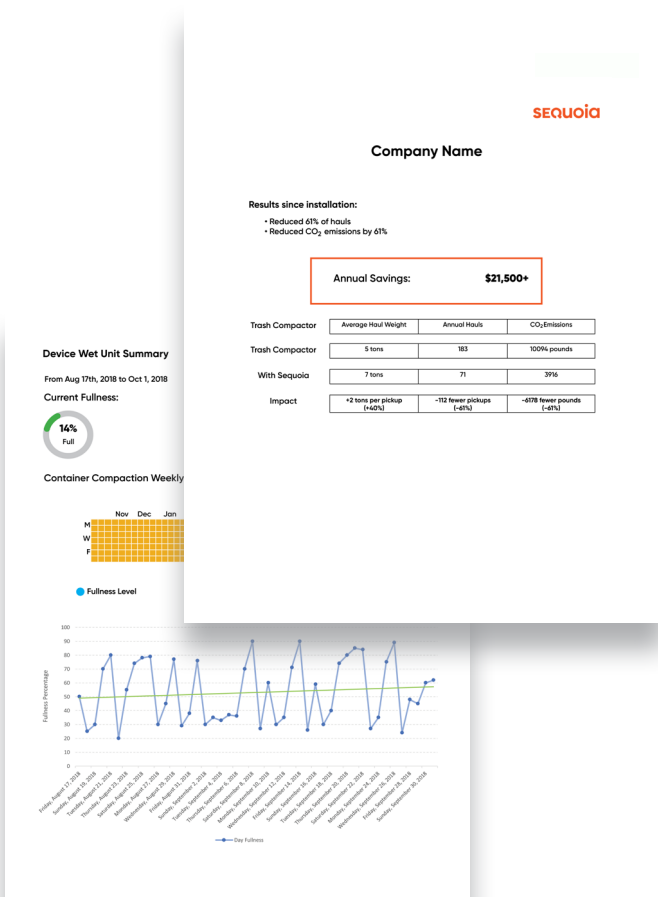
Data Reporting Example



Pioneer provides unparalleled insights and reporting capabilities

Features & Capabilities:

- ✓ **It's smarter than us** - Learns from fill rates and our algorithms to predict when to empty the compactor.
- ✓ **It prevents "packouts" and light hauls** - It's not guessing. It knows the weekend or that busy Saturday is coming.
- ✓ **It's Automatic** - Communicates to the hauler & manager. Recognizes and records hauls and flags when a haul is past due.
- ✓ **Reports that help** - Savings that matter (\$\$\$, hauls, greenhouse gas, time).
- ✓ **Updates itself** - Records the date and weight of each pickup (optional).



Pioneer Compactor Monitoring

Benefits of using Pioneer Monitors:

- Typically pays for itself in under 60 days.
- The most advanced management & reporting platform in the industry.
 - Automatically informs the hauler and can 'carbon copy' unlimited additional contacts.
 - Detailed environmental impact and savings reports.
 - Hardware is internet connected via a dedicated cellular modem for ongoing updates.
- Automatic pickup request generation, timed to maximize tons/haul.
- No cost for hardware (others charge \$500-\$4,000 per unit), just a flat monthly subscription.
- Installs in 20 minutes with a simple self-install process.
- Tonnage and Service Confirmation add-on (scrape invoice for tonnage and service confirm).
- Invoice Audit add-on – Typically saves 5% per year by preventing hidden price increases. Ask us about it!

Benefits of Electric Monitoring vs Drawbacks of Hydraulic Monitors

Feature or Benefit	Electronic Sequoia's Pioneer	Hydraulic The legacy technology
Algorithm Software learns fill rates	✓	Varies
Works with Self Contained Compactor	✓	✓
Works with Break Away Compactor	✓	✓
Works with Auger Compactor	✓	✗
Works with cart lifter or pre-crusher	✓	✗
Multiple Data Points per Ram Cycle	✓	✗
Wireless Communication w/o added cost	✓	✗
Benefit Reporting Included	✓	Varies
\$0 acquisition cost	✓	✗
Small Physical Profile	✓	✗
Not a Point of Failure	✓	✗
Not Affected by Fluid Level and/or Temperature	✓	✗
No Lengthy, Specialized Installation	✓	✗

