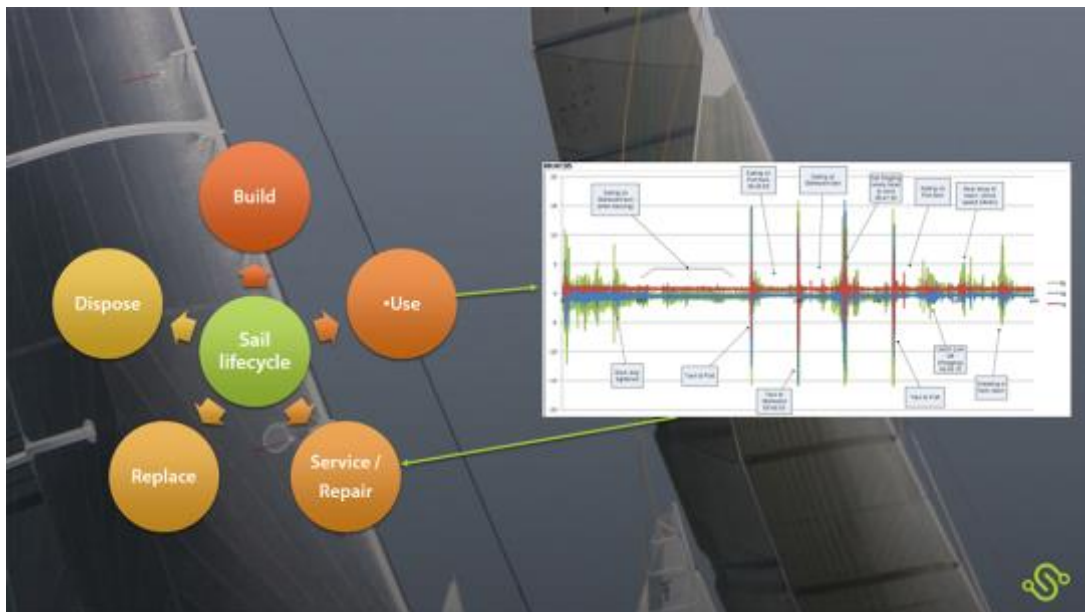


## Making Sails Smarter

The first generation of connected sail technology delivers comprehensive usage history and sail performance insights for all

### KEY FEATURES

- Universal 'sail passport' contains all essential 'need to know' information - date of manufacture, care/tuning instructions, hours in use, g-force and UV exposure
- Tamper-proof record of a sail's lifetime history
- Real-time asset management – identify, track, trace and locate sails instantly
- Connected sails deliver powerful performance data
- Monitor the 'health score' of every sail used
- Initiate predictive 'service or replace' notifications direct to your phone
- Delivers full contextual analysis of usage



*The SmartSail™ digital sail system makes it easy for sail makers and users to know with confidence the lifetime usage and performance of a sail.*

*Locate any Smartsail first generation 'connected' sail instantly – using your mobile, tablet or laptop - and view its unique history:*

- *see how, when and where a sail has been used*
- *make data-informed decisions on when to service, retire or replace a sail*
- *locate the right sail for the job, every time – fast*
- *learn how to get maximum performance out of every sail.*

### **Delivering value for sail makers**

In the past sail manufacturers weren't able to see how their products were being used or what conditions caused failures. And that made warranty management an expensive and challenging proposition – one that risked provoking customer dissatisfaction.

SmartSail's innovative real-time monitoring technology changes the rules of the game and provides a unique digital product passport for every connected sail - one that's convenient and easy for anyone to view.

Containing a tamper-proof record of how and where a sail has been used, sail makers can now offer accurate usage-based warranty or service programmes that truly resonate with customers.

And that's not all. SmartSail's innovative 'always on' sensor technologies deliver powerful track and trace ID capabilities that automate inventory and asset management – saving valuable time and money.

Now sail makers can:

- Deliver usage-based warranty and service agreements
- Give customers digital access to sail passports
- Devise exciting new services – like automated predictive service alerts
- Use data analytics to refine future product development
- Optimise and streamline inventory management

### **Delivering value for sail users**

SmartSail's powerful anytime-anywhere mobile access to real-time geo-location data delivers impressive benefits for crews and yacht operators too.

Every sail interaction is recorded - including UV and g-force exposure - on a unique product passport to support better and more transparent service and replacement decisions.

Analysis of this data – which includes contextual information like uv and g-force exposure – is also a valuable training aid for crews looking to optimise yacht performance.

SmartSail's powerful track and trace capabilities make it easy to always locate the right sail, for the right event – first time, every time.

Finally, when looking to re-sell or re-market a sail, the unique sail digital passport contains all the vital evidence and proof points buyers will need.

Now sail owners/users can:

- Maximise sail logistics management – saving time, minimising mistakes
- Make enhanced sail servicing and replacement decisions
- 24x7 access to tamper-proof sail passport data – date of manufacture; service history
- Have full real-time visibility of product usage and wear
- Maximise product lifetime and receive targeted usage recommendations
- Utilise powerful sail performance analytics as a training aid for crews