

INTRODUCING BLYOTT

Track & Monitor Your Assets

COMPANY PRESENTATION - Q4/2023



BLYOTT | REMOTE INSIGHTS

Our purpose and passion ...

... is to boost an organization's efficiency and help achieve its sustainability objectives using cutting-edge localisation and monitoring tools, backed by powerful data analytics and AI.

Big Savings. Happy Staff. (and a greener planet)

About Blyott

Big Savings. Happy Staff. (and a greener planet)

Through our innovative localisation and monitoring solutions, and enhanced by big data analytics and AI, we elevate operational excellence, nurture staff well-being, and champion a sustainable future.

Global Presence

Since our inception in 2019, we've established a robust international client network through local partnerships, bolstered by our direct sales teams in Belgium and the Netherlands.

Local Offices

Our headquarters and marketing & sales division are based in Bruges (BE), while our development and support teams operate out of Split (CR).



Many challenges ...



Searching for assets

The constant struggle of not knowing where assets are, leading to delays, inefficiencies, and increased operational costs.



Loss and theft

With no asset data at hand, organisations don't know what's missing—even stolen, leading to waste and shorter asset lifespans.



Utilisation of assets

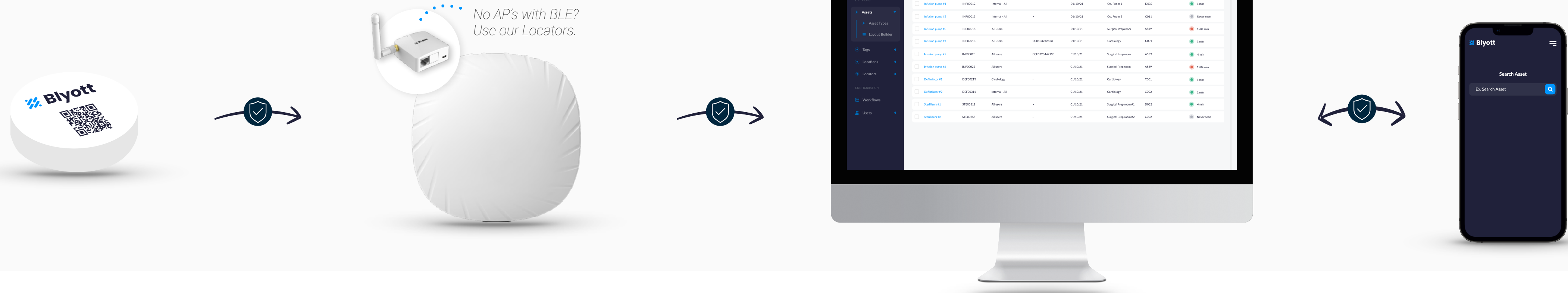
Inadequate insights into asset conditions and usage, making it challenging to ensure optimal asset utilisation and longevity.



Workflow optimisation

Overburdened staff, unclear workflows, and lack of immediate insights, all contributing to decreased productivity and well-being.

One solution, four components



1 Bluetooth Sensors

Fixed on assets. Location, temperature, movement. Many types, long battery life.

2 Wi-Fi AP's with Bluetooth

Receive Bluetooth sensor information. Wi-Fi AP's, fixed & mobile (4G) locators.

3 Remote Insights Platform

Serverless & scalable architecture. Insightful Big Data analytics and AI.

4 Customer Applications

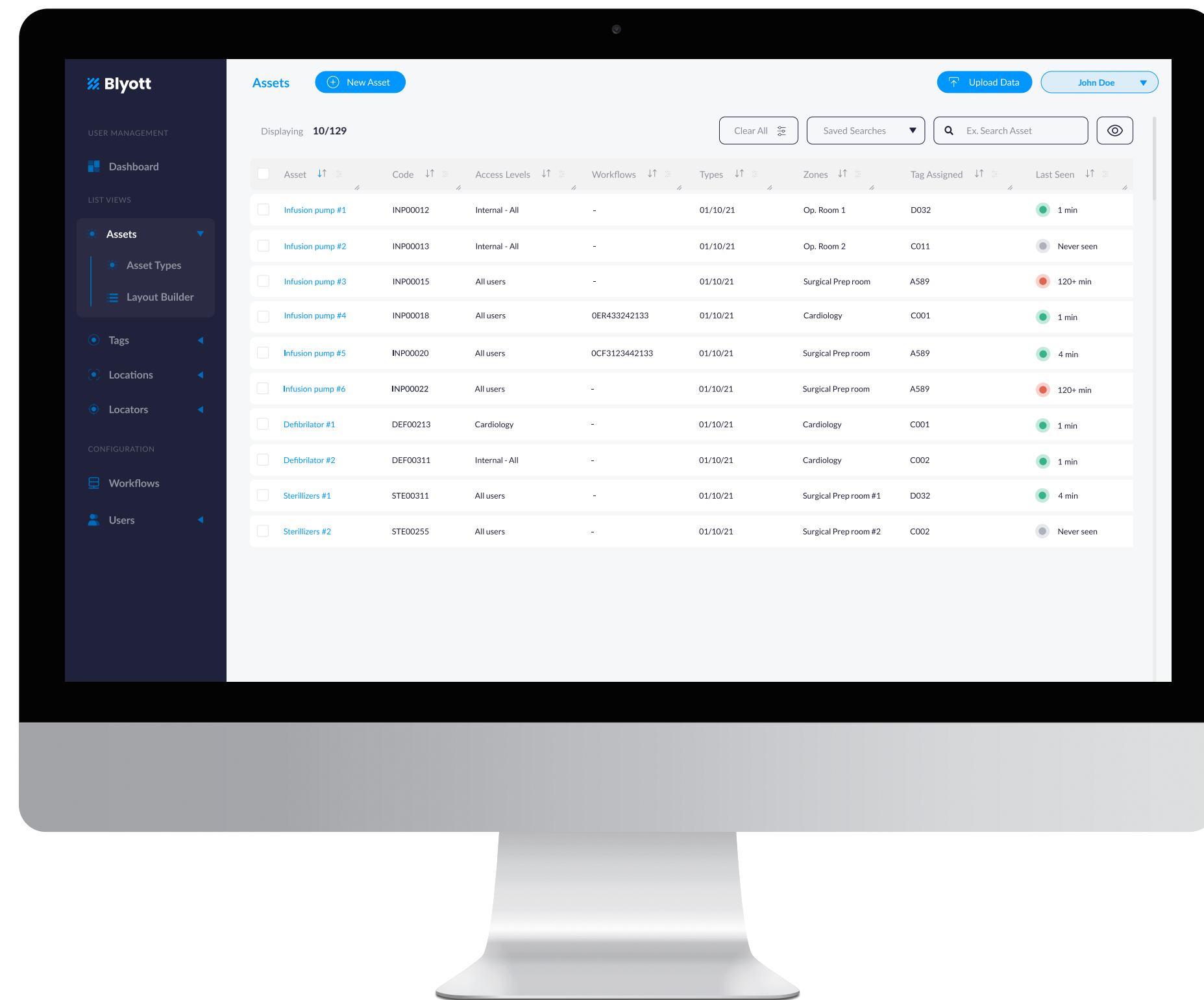
Blyott web and mobile app. Support for 3rd party apps using Rest API's and webhooks.

aruba Extreme FORTINET JUNIPER MIST AI cisco Meraki

aws sas

PLANON ULTIMO IARTA TOPdesk itransport

Remote Insights Platform



- ✓ Real-time localisation of assets, complemented by comprehensive monitoring capabilities.
- ✓ REST APIs and webhooks ensure seamless integration with other applications and services.
- ✓ SaaS solution, accessible via both web platforms and mobile apps on Android & iOS.

Analytics module

The real power of asset tracking is Big Location Data

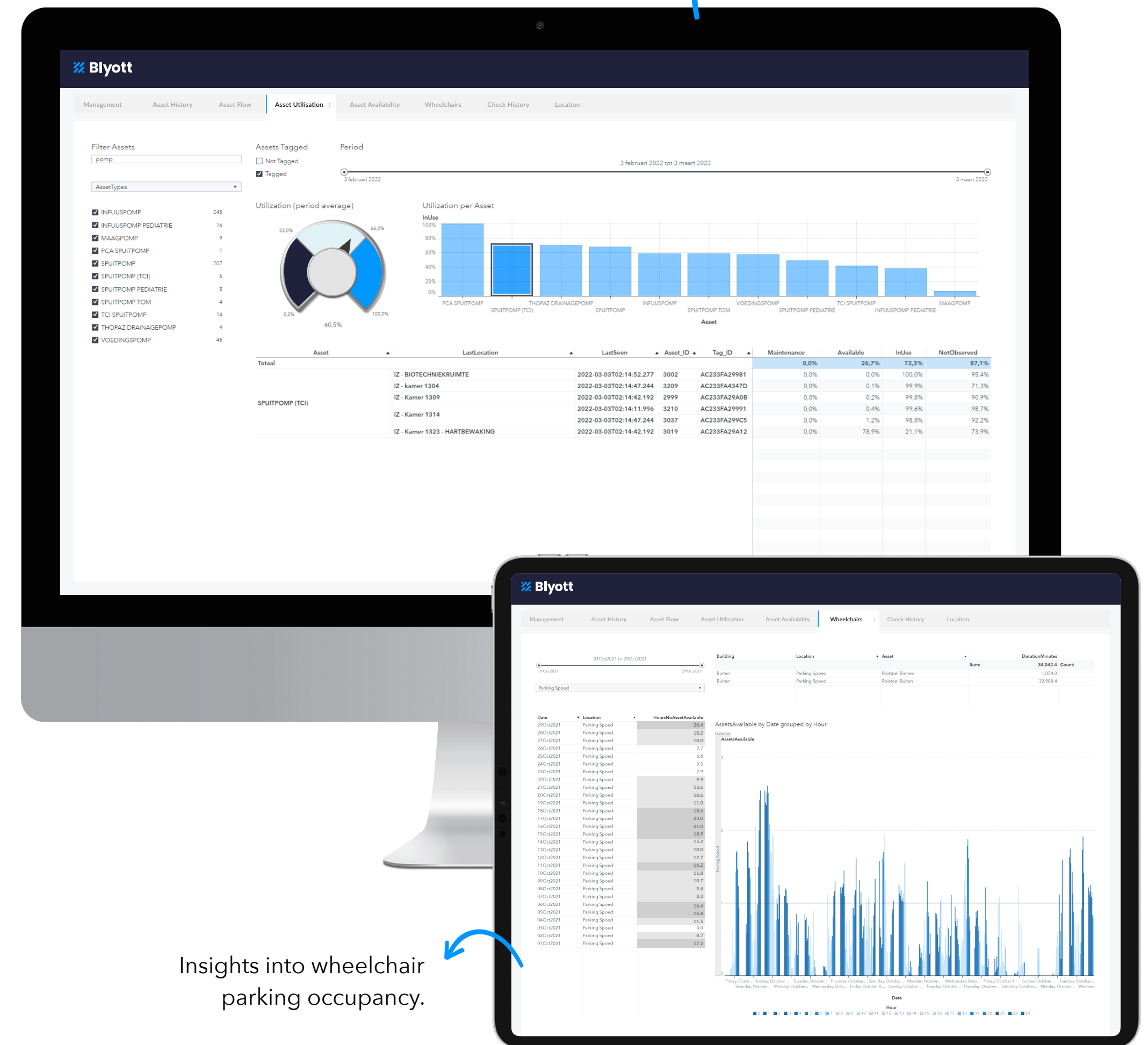
The Blyott Remote Insights Platform also captures data on asset movement patterns to estimate e.g. asset utilisation, and monitors the environment through sensors, tracking factors like temperature, humidity, and more.

Through our optional Analytics module, organisations can now design sophisticated dashboards equipped with predictive analysis features.

Partnership with SAS

SAS provides a software suite for predictive analytics and data management. Transform your asset localisation data into intelligence and make even smart decisions.

Calculate asset utilisation based on location and movement, e.g., pumps.



Insights into wheelchair parking occupancy.

Main advantages



1

Fast to implement

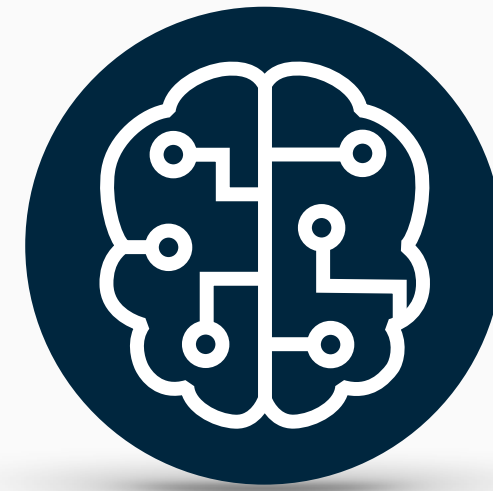
Connect directly to existing Wi-Fi access points with built-in BLE infrastructure.



2

Open platform

Get support for 3rd party apps using REST APIs and webhooks, regardless of OS.



3

Analytics module

Big Location Data and AI give you extremely valuable insights into e.g. asset utilisation.



4

Attractive pricing model

Enjoy a “pay-as-you-grow” business model with limited upfront costs.

“Big Savings, Happy Staff

Our research showed that each of our 67 FTEs spent 15 minutes to half an hour daily looking for assets. Out of 3,800 FTEs, that may not seem like much, but the point is that our nursing staff were not carrying out their core tasks: caring for patients. This was happening in a labor market with a shortage of nursing staff, making recruiting people to make up for the lost time much more difficult. It's essential to limit the time lost as much as possible so that our existing staff can spend their days more effectively.

Martin Meijerink, Director, Maatschap MMS (Maasstad Medical Specialists - healthcare reference)

... and a greener planet

How Blyott can assist in furthering ESG goals, sustainability initiatives, and circular economy practices?



Waste minimisation

Optimal asset utilisation to reduce discard rates and environmental impact.



Supply chain excellence

Enhance efficiency, cut transport emissions, and boost environmental performance.



Transparent governance

Real-time analytics for better oversight and risk management. Report on ESG and sustainability goals.



Environmental monitoring

Ensure product quality with cold chain management and conditions tracking.



Circular economy champion

Analyse asset usage for effective end-of-life planning - recycle, refurbish, repurpose.



Smart building pioneer

Harness sensors to create energy-efficient, sustainable spaces.

Customer story

Blyott's comprehensive impact in healthcare

In just a few weeks, a major hospital integrated Blyott, leveraging its existing Wi-Fi + BLE infrastructure.



Real-time overview of assets

Real-time insights reveal the precise location of vital assets, e.g. beds, pumps, and monitor temperature-critical environments like pharmacy fridges to ensure medication efficacy.

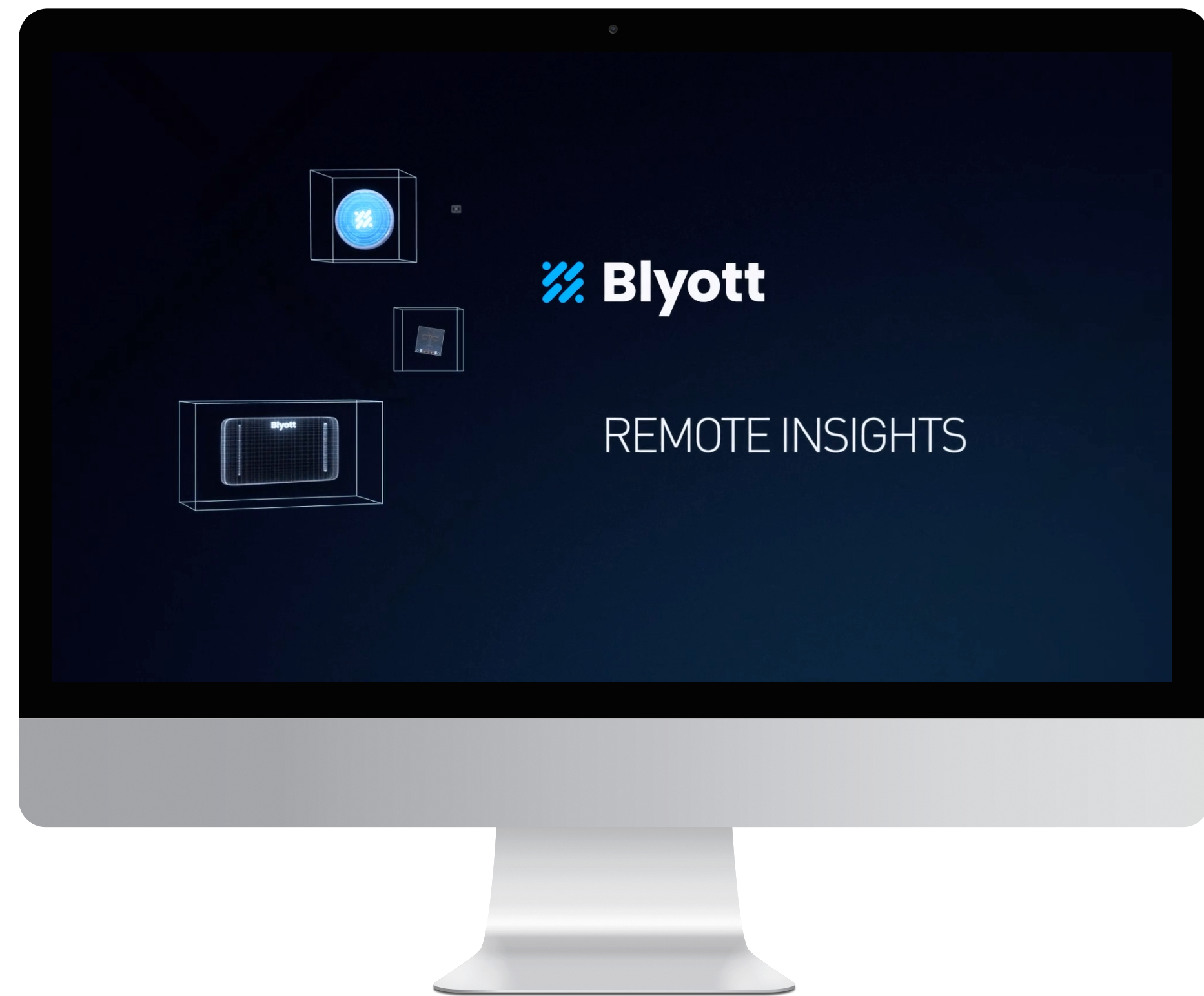


Improve efficiencies

It's more than tracking: with indoor localization and Big Data analytics, the hospital understands flows, solves bottlenecks, and improves its operational efficiency.



Explore more about Blyott



Dive deeper into the world of Blyott. Visit our Content Library for a collection of resources:

- Technical data sheets detailing our product specifications.
- Informative brochures offering a glimpse into our solutions.
- Insightful case studies showcasing real-world applications.
- Detailed manuals to guide you through our offerings.
- Engaging videos that bring our technology to life.

[CLICK HERE TO ACCESS](#)

MORE ABOUT BLYOTT

Additional information

Blyott app examples



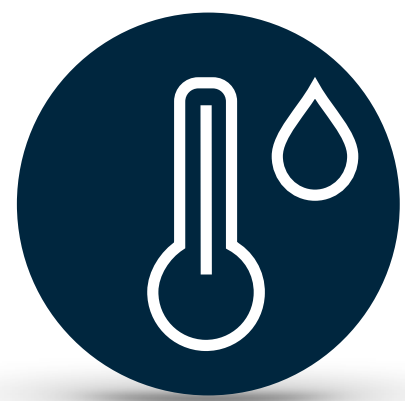
Vehicle equipment verification

Ensures every vital equipment piece is onboard vehicles, like ambulances, before departure, optimising intervention readiness.



Inventory management

Monitors suppliers' inventory using Blyott sticker or KanBan slider tags, streamlining supply chain processes and ensuring timely restocking.



Cold chain monitoring

Tracks temperature and humidity in fridges and freezers. Alerts are triggered if set thresholds are breached, ensuring product quality.



Staff safety and access control

Blyott's Bluetooth badge not only facilitates secure door access but also provides real-time personnel location during emergencies.

All these apps are built on top of Blyott's robust platform, leveraging the power of REST APIs and webhooks to deliver precise, real-time insights and actions.

Blyott works with Location IDs

Why Blyott uses Location IDs instead of Maps

Finding crucial pieces of equipment should be easy. Blyott's platform is all about that: no complicated maps, no getting lost in details. Just the location ID. Straight to the point.



Always up to date

No need to update any maps of your premises. Room numbers stay consistent.

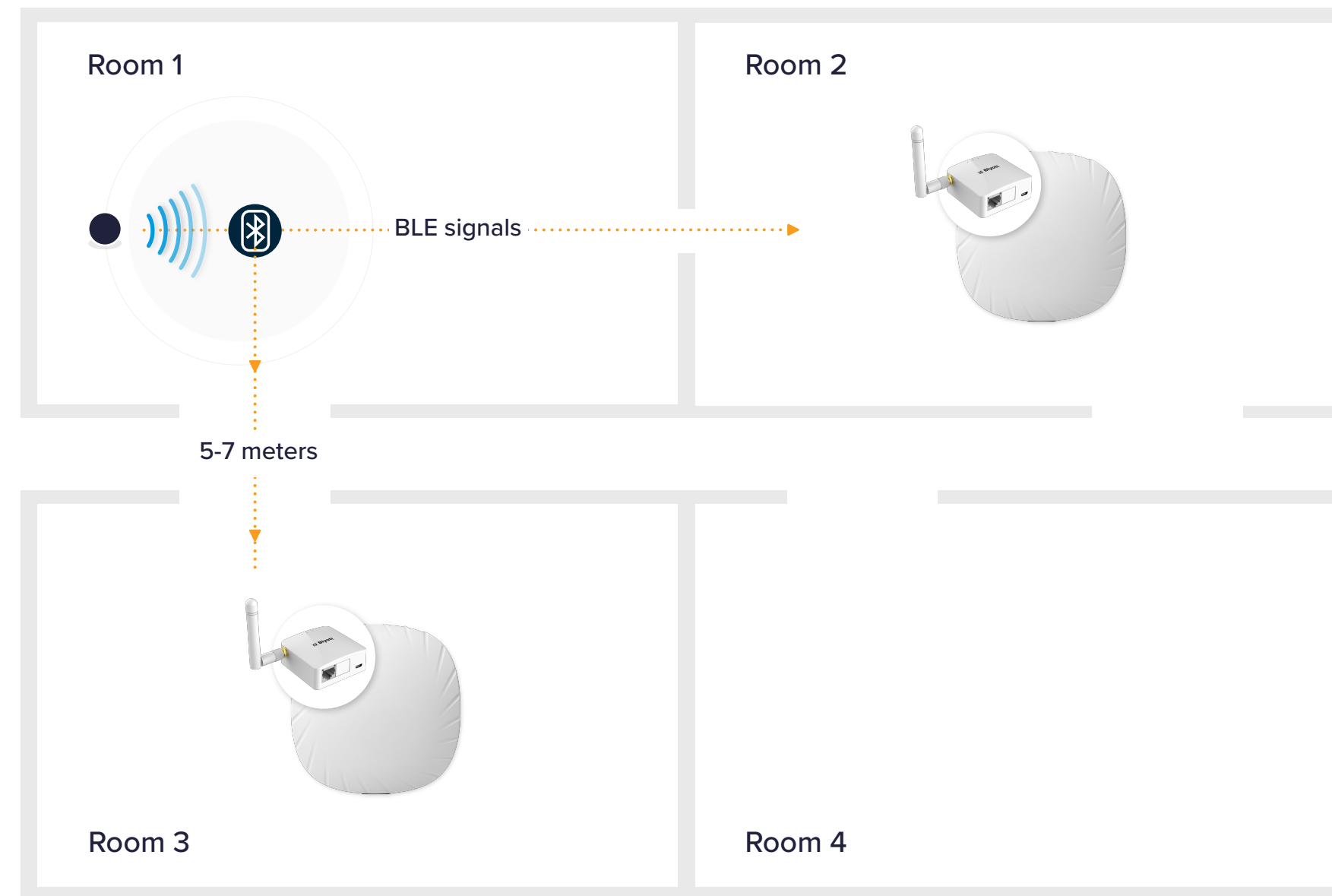


Direct information

Just a room number, no map-reading skills required, making it super simple to locate assets.

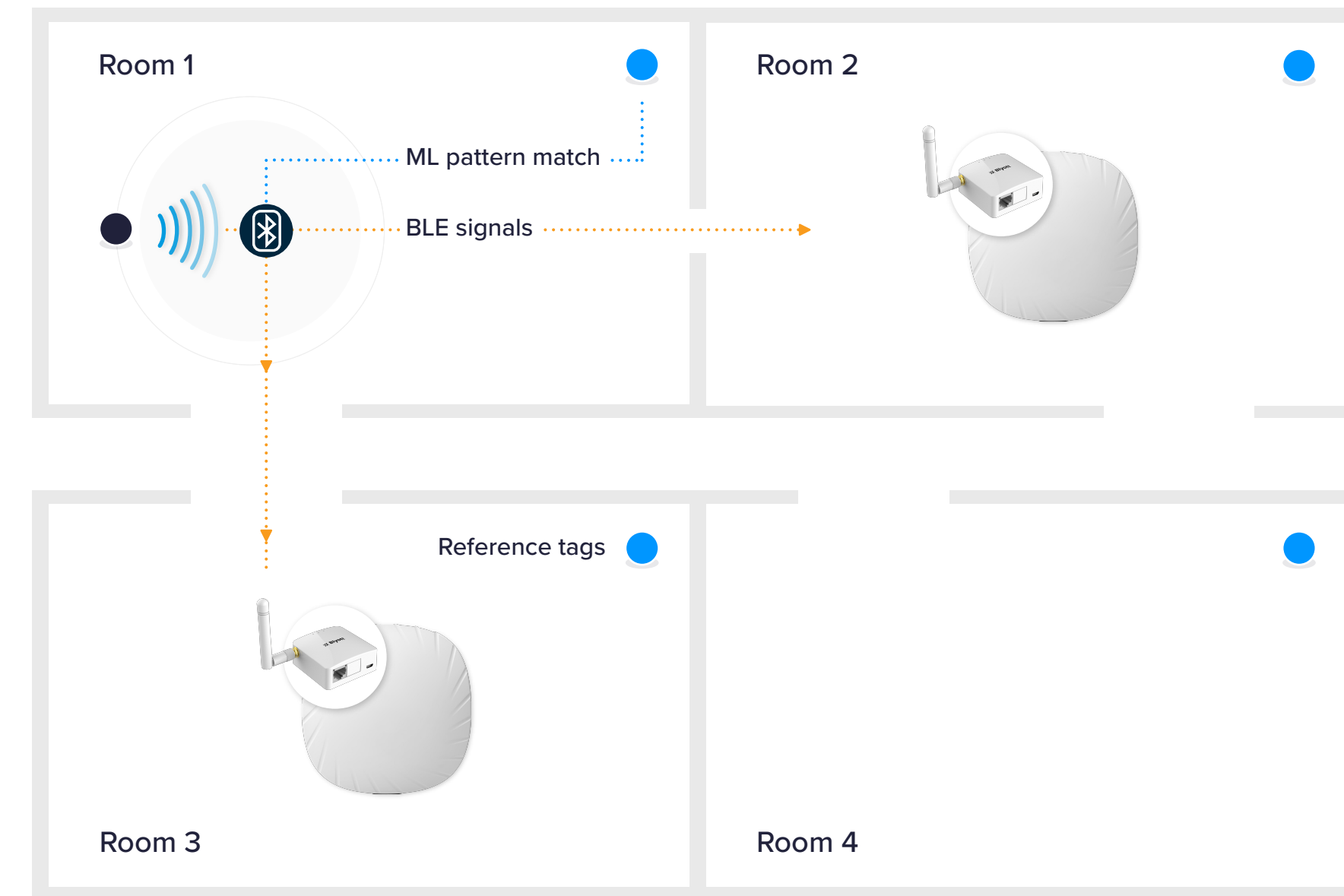
Asset	Code	Access Levels	Workflows	Types	Zones	Tag Assigned	Last Seen
Infusion pump #1	INP00012	Internal - All	-	01/10/21	Op. Room 1	D032	1 min
Infusion pump #2	INP00013	Internal - All	-	01/10/21	Op. Room 2	C011	Never seen
Infusion pump #3	INP00015	All users	-	01/10/21	Surgical Prep room	A589	120+ min
Infusion pump #4	INP00018	All users	0ER433242133	01/10/21	Cardiology	C001	1 min
Infusion pump #5	INP00020	All users	0CF3123442133	01/10/21	Surgical Prep room	A589	4 min
Infusion pump #6	INP00022	All users	-	01/10/21	Surgical Prep room	A589	120+ min
Defibrillator #1	DEF00213	Cardiology	-	01/10/21	Cardiology	C001	1 min
Defibrillator #2	DEF00311	Internal - All	-	01/10/21	Cardiology	C002	1 min
Sterilizers #1	STE00311	All users	-	01/10/21	Surgical Prep room #1	D032	4 min
Sterilizers #2	STE00255	All users	-	01/10/21	Surgical Prep room #2	C002	Never seen

Our ML prediction engine improves accuracy



Standard location accuracy

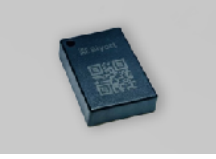
The system displays Room 3 as the tag location because it has a higher signal strength (RSSI) due to the BLE locator in Room 3. Location accuracy is dependant on the m2 per BLE locator; e.g. 1 BLE locator per 100m2 translates into an accuracy of 5m-7m.



Location accuracy with Machine Learning

Next to the two BLE locators in Room 2 and Room 3, each room has also been equipped with a reference tag. The system will now display Room 1 as the tag location because the ML pattern of the mobile tag corresponds with the reference tag in Room 1.

Meet all the Blyott tags

Tag	Name	Advertising frequency	Battery lifetime	Dimensions
	BT-T1	Up to 15 m	Up to 5 years	29.3 mm (D) x 7.7 mm (H)
	BT-T1L	Up to 15 m	Up to 5 years	38 mm (W) x 24 mm (L) x 5 mm (H)
	BT-R1	Up to 15 m	Up to 7 years	36 mm (W) x 25 mm (L) x 10 mm (H)
	BT-T1R	Up to 100 m	Up to 10 years	47.90 mm (D) x 11.10 mm (H)
	BT-TT	Up to 15 m	Up to 3 years	16 mm (W) x H 26 mm (L) x 2.2 mm (H)
	BT-BS	Up to 15 m	Up to 5 years	60 mm (W) x 60 mm (L) x <1 mm (H)
	BT-B1	Up to 15 m	Up to 5 years	29.3 mm (D) x 7.7 mm (H)
	BT-BD	Up to 15 m	Up to 3 years	55 mm (W) x 89 mm (H) x 3 mm (H)
	BT-3D	N/A	N/A	3D printed tag holders; different sizes

Active versus passive tags (Bluetooth vs RFID)

Aspect	Active tags (Bluetooth)	Passive tags (RFID)
Range	Up to 100 meters or more	Passive: Few meters; Active: Up to 100 meters
Energy	Low energy; long battery life	Passive: No battery required
Tags	Moderately priced; decreasing over time	Passive: Very cheap; Active: More expensive
Infrastructure	Inexpensive and compatible with many Wi-Fi AP's	Requires -expensive- dedicated readers
Data & functionality	Can transmit more data; sensor integration	Primarily for identification
Applications	Versatile: tracking, monitoring, etc.	Specific: mainly inventory & ID tracking

Big Savings Happy Staff

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