



2018 Winmate Corporate Presentation

Product & Marketing

Outline

- Winmate Vision/ Strategy/ Quick Facts
- Manufacturing & Global Service Capabilities
- Design and Engineering Capabilities
- Key Part Sourcing & Quality Control Capabilities
- Marketing & Branding

Who is Winmate ?



21 Years in IPC Market, focus on rugged application



All in 1 (HQ, PM, RD, LAB, SMT, Logistics, Factory)



Public Listed in Taiwan Stock Exchange since 2007



Certified ATEX (IEC80079) Medical (ISO13845) quality system & production



135 Developers & Engineers
- EE, SW, FW, ME, RF, Integration



Vehicle Diagnostic for smart car manufacturing



Logistics & Heavy-Duty Vehicle Mount computers



Oil & Gas Special Zone Use



Forklift Vehicle computer

How can Winmate Benefit for You ?

Access to Rugged & Mobile Market

- Target Market
- Enable Industrial IoT
- Mobile Industry 4.0
- Digital Logistics

Time-To-Market Ready Products

Rugged mobile Engineering Capabilities

Marketing and Brand Extension



2018 Target Markets and Product Offerings

Industrial Automation

Multi-touch HMI

Maritime



Certified Marine Products



Rugged Tablet PC

Industrial PDA

Ticketing

Tablet PC and PDA

Vehicle Diagnostic

Rugged Tablet PCs



Rugged Computing, Heavy Duty Vehicle, Marine, Military

Field Service

Rugged PDA/ Tablet PC

Warehousing – Logistics

PDA w/ Barcode reader, VMC



HMI Panel PC

High End Display

Medical Display

4K2K Surgical Display

Oil and Gas

EX certified HMI



Winmate's Vision

Innovative



To enhance user experience with latest technologies. (touch, display, slim, light-weight,...)

Rugged



To fulfill requirements for harsh environment & mission critical tasks.

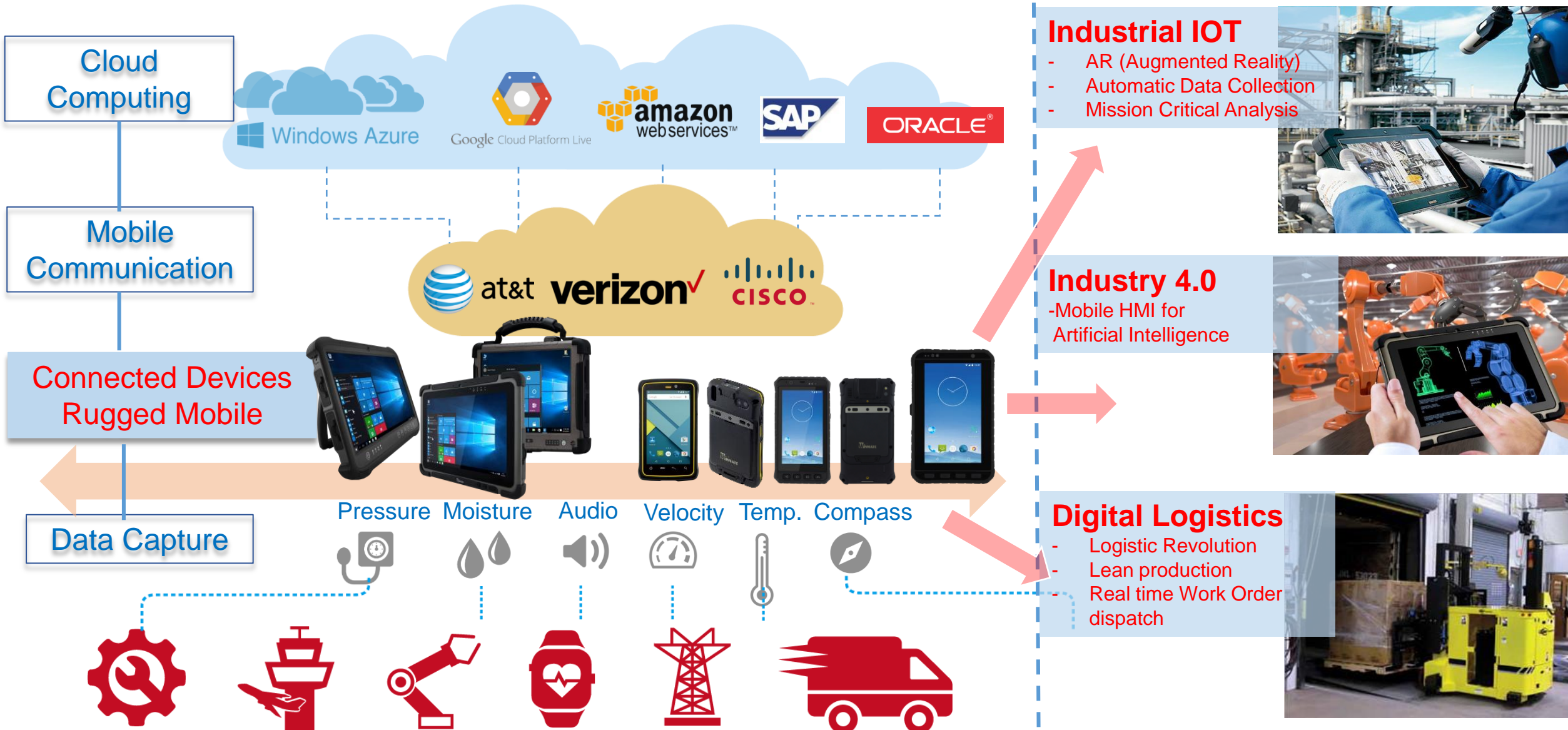
Connected



To streamline work process from data collection to cloud computing.

To Enable Intelligent applications

Rugged Mobile as Key to Enable Industrial IoT and Industry 4.0



Global Distributor & Service Capability



What Winmate can benefit for You ?

Access to Rugged and Mobile Market

Time-To-Market Ready Products

Design and Engineering Capabilities

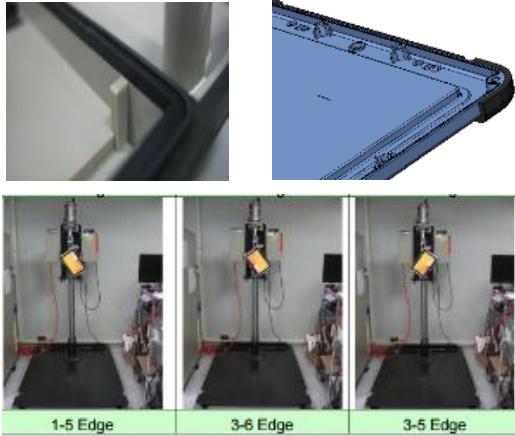
- In-House R&D for rugged mobile
- Flexibility for project customization

Marketing and Brand Extension

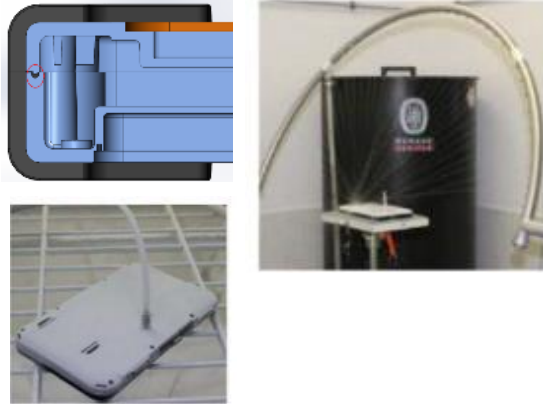


Strong Rugged Design Team: To Meet Environment Challenge (EE, ME)

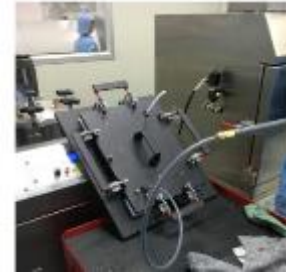
DROP- Enhanced Rib & Frame Double Injection Design



IP solution (O-ring/ double injection)



Moisture / EX safe- Potting and Conformal Coating

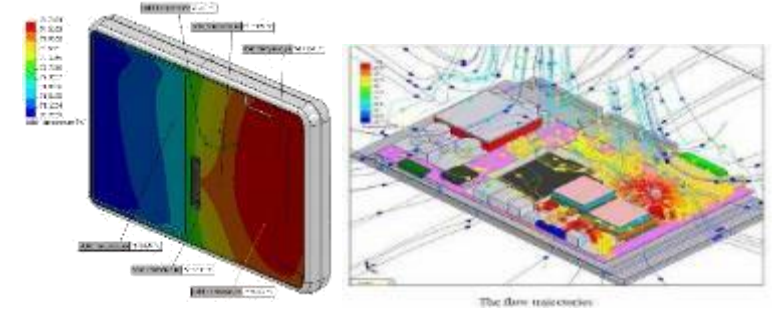


Potting for Ex Products

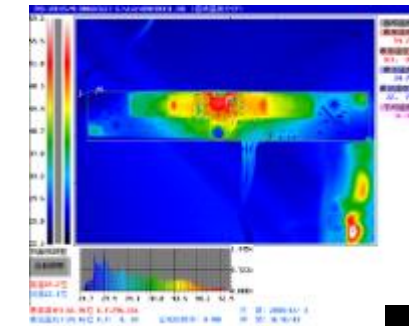


Conformal Coatings

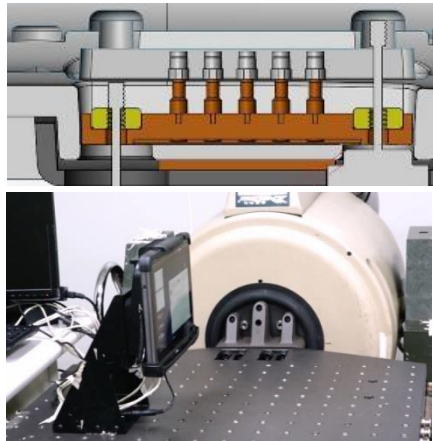
Thermal Simulation / Modeling Surface temp. estimation , thermal solution scenario



Thermal testing & Regression



Vibration- Pogo Pin design



Tumbling Test – Rugged Design



Talented Software Decoder Team: To enable IOT & Industrial application

Security Features:

- TPM v1.2
- MS Bit Locker / Security Boot
- Intel iAMT/ Anti-Theft
- Computrace ready / FIPS 140-2



3rd party MDM supports:

- SOTI MDM
- AirWatch MDM
- WaveLink Terminal Emulation

User Utilities –

- Key/ button program tool (Hot-tab)
- Barcode/ RFID/ UHF control & Setting (Hot-tab/ WDC)
- Barcode Wedge (Hot-tab)
- Bluetooth EZ pair / Camera Utility



Developer supports:

- API/ SDK/ sample codes for hardware / sensor/ reader control



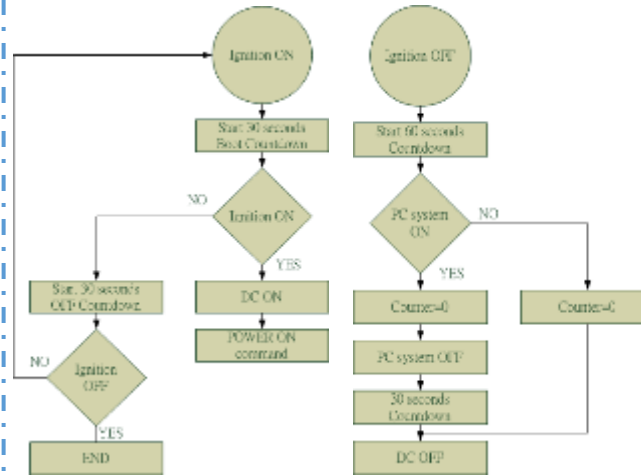
BIOS/ EC control:

- BIOS/ UEFI porting
- MCU control (ignition delay)
- EC (Charger/ hardware) control

Kernel / Framework build:



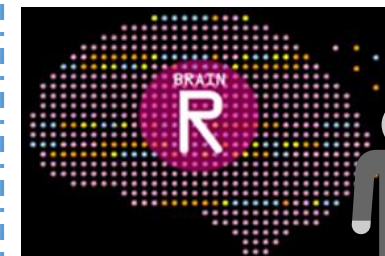
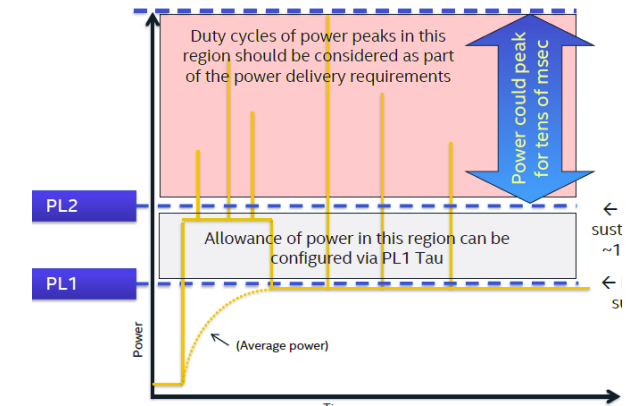
Ignition Detection / Delay Design



Dynamic Thermal Program

Factors :

- Temperature
- Time Factor
- Total Package Power (Instead of CPU freq.)



System Integration Experience: For Rugged & Industrial Mobile Devices

Panel – Touch Enhancement

Wet Bonding

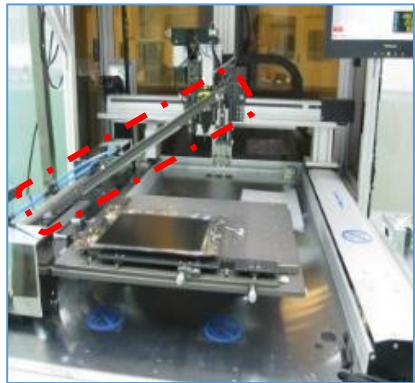


Gluing the gap between frame and panel

Dry Bonding



Panel with touch thermocompression bonding



Place the touch / Glass using automatic arm

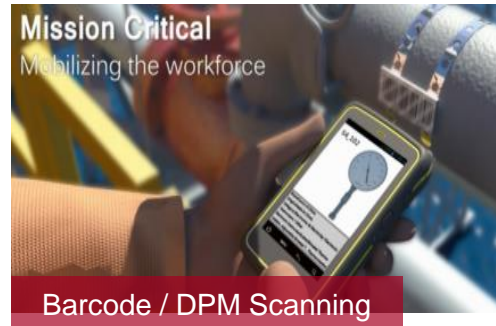


Pressurized Degassing

RFID/ Barcode Integration



Mission Critical
Long-range UHF Reader



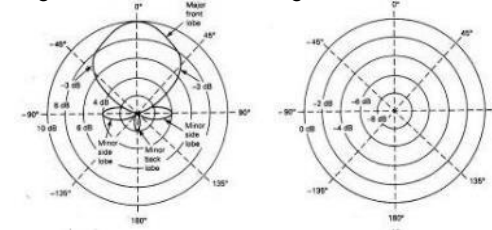
Mission Critical
Mobilizing the workforce
Barcode / DPM Scanning

Wireless (GPS / WWAN)

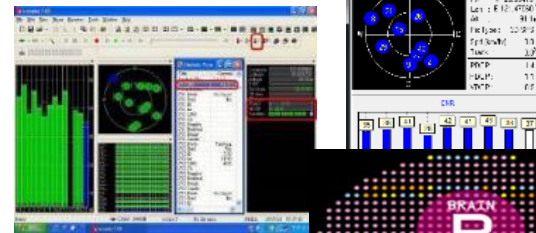
WWAN Testing



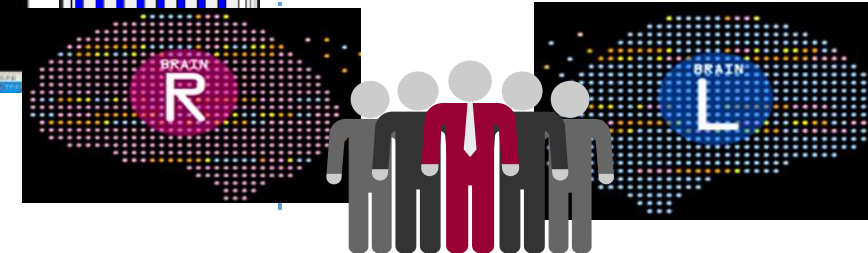
High Efficiency Antenna design
Signal simulation & testing



GPS Testing



Focus market Certification



Reliability Tests for Rugged features for Tablet PCs

High/ Low Temp.



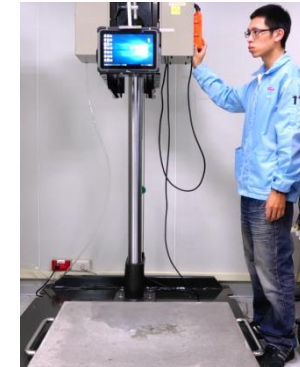
Humidity Test



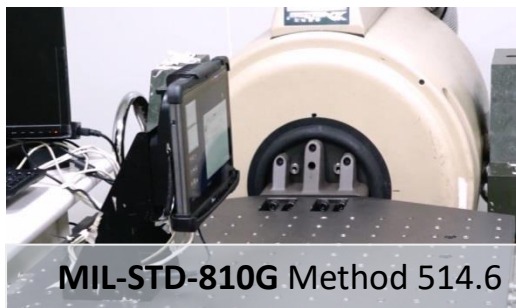
Tumbling Test



Drop Test



General Vibration



EMC & ESD safety



Water Resistance



Impact Test



Key Part Sourcing

Panel Key Part











Processor Strategic Partner



- **Direct business with Embedded / Industry Display vendors** for long-term supply and direct FAE support and Quick delivery time with Panel maker: AUO/ Innolux, Sharp
- **Strategic Partner** with Intel/ Freescale for Early Access program
- **Direct Support** from Scaler provider: Realtek for high-end display
- **FPGA Capability** building up for special display

Winmate's Quality System

Certification	System	Since	Certified by
ISO 9001:2008	 Quality Management System	2002	TÜV Rheinland
ISO 14001:2006	 Environmental Management System	2008	TÜV Rheinland
CG 6004	 Corporate governance system	2008	Taiwan Corporate Governance Association
IECQ QC080000	 Hazardous substance process management (included RoHS)	2009	TÜV Rheinland
ISO 14064:2006	 Greenhouse gas accounting & Verification	2009	TÜV Rheinland
ANSI/ESD S20.20: 2007	 Control of static electricity & electrostatic	2010	SGS
ISO-13485	 ISO Standard for the design and manufacture of medical devices	2015	SGS
IEC-80079-34	 ATEX/ IECEx QAR, QAN	2015	CSA

Overall Product Certificate Coverage

Category	Certification	Certified by
Military	MIL-STD-810G (Reliability) MIL-STD-461F (EMI, optional) DO-160 (Aviation)	
Marine	DNV 2.4 IEC 60945 IACS-E10	DET Norske VERITAS AS SGS Taiwan
Industrial	CE / FCC (WiFi, 3G/ RF) EN55022 UL IEC 60529 (IP65/67)	Taiwan Corporate Governance GCC UL Taiwan
Cellular	PTCRB (Certification of Wireless Devices), AT&T ,VzW	CTIA Authorized Test Lab
Railway	EN50155	SGS Taiwan
Transportation	e-mark certification	Societe Nationale De Certification ET D'Homologation
Medical	EN60601-1-1 EN60601-1-2	Cerpass Technology/ SPC

What Winmate can benefit for You ?

Access to Rugged & Mobile Market

Time-To-Market Ready Products

- Ready to sell & use
- Unique selling points

Rugged and Mobile Engineering Capabilities

Marketing and Brand Extension



Roadmap (1) - ARM Mobile Tablets & PDAs

Rugged Tablet



M700DM8
Android 5.1



M101M8
Android 5.1



M101RK
Android 6.0/ 7.0 *Q1-2018*



Android Platform Update:

- Android 4.2 to 5.1
- Android 5.1 to 6.0 *Dec-2017*

Verizon Certified PDA/ Tablet

Industrial PDA



E430RT
WinCE6.0/WEH6.5



E430RM4L
Android 5.1



E500RM8
Android 5.1



E500RM8-67
(with IP67) *Q4-2017*



Roadmap (2) - Windows Mobile Device

13.3"/15" Tablet / Rugged Laptop



M133W Tablet – Intel Broadwell



12" / 12.2" Rugged 2-in-1
KabyLake 7th Core i5
1920x1080, 1000nits
(Planning stage)

Options for Higher processor:
 - Intel 5th into 7th Gen for
Dec-2017
 Keyboard for data entry
 OS for Windows 10 IoT and
 Linux/ **Ubuntu**

10.1" Tablet

M101B (1920 x 1200)
 M101BL (1280 x 800)
 M101BT, Smart Card Reader
 (1280 x 800)



M101B MK2.0 (M101P)
 Intel Pentium N4200
Q4-2017

M101S
 Intel Core i5 6200U
Q4-2017

7-8" Tablet



7"
 M9020 / M9020B



8" M800BW (X86)



8" M101BK *Q1-2018*
 N2930 + QWERTY keyboard

Roadmap (3) – Vehicle Mounted Computer/ Heavy Duty computer

Fixed Mounting



FM08 and FM10 VMC



FM10A

Android OS FM10A / VMC

P-Cap Multi-touch on the Heavy duty/ Gwin panel computers

Rugged G-Win



G-WIN 8.4" / 10.4" / 12.1" / 15"



Gwin- Heavy Duty Vehicle
7", 10.1", 12.1", 15"



7" Vehicle Mount with Buttons

Roadmap (4) – Industrial Panel PC

Panel PC (x86)
PM, OF,
CH, Front IP65



BayTrail PPC : 8.4"~21.5"



Core i3/i5/i7 PPC: 8.4" – 21.5"



IK70 – Skylake/Kabylake
Intel Core i3/I5/I7 Panel PC

X86 Platform Update:
- Intel 5th into 7th Gen
Dec-2017
**New 15" / 24" p-cap
chassis for Display/
PPC**

**P-CAP
Chassis**



15". 24" 1024x768, Plastic, VESA
mount
BayTrail /Freescale/Display



19"/21.5"/32"Aluminum Chassis
Display



IK32– Skylake/Kabylake 3.5"
Intel Core i3/I5/I7 Panel PC

Bartype



19" , 27.6" , 28.6, 38"
Open Frame and Chassis
BayTrail /Freescale/Display

Roadmap (5) – Rugged HMI / IP65-IP67

Stainless IP65



Full IP66 /65 Stainless
15", 17", 19", 22"
(Display & Dual Core Atom & Baytrail & Core i5)



Flat P-CAP Stainless IP65
10.4", 15", 17", 19", 21.5"
Display / PPC Broadwell



Flat P-CAP Stainless IP65
32" PPC Broadwell



X86 Platform Update:
- Intel 5th into 7th Gen
Dec-2017

IP67



15" G-Win PPC
(Haswell / Baytrail) / Atom) / Display



10.4" / 15" / 19" Stainless
PPC-Baytrail / Display



19" Display / PPC
(Core i5 / Baytrail)



Roadmap (6) – Multi touch HMI

- Easy to service
- In-wall panel mount
- Rich I/O;
- Expansion (PCIe)
- Aluminum narrow bezel
- 12.1"/15"/17"/19"/21.5"/24"

x86



M-Series HMI, Multi Function HMI

x86 **ARM**

- Slim design
- Intel - Support PoE
- With optional Light bar, RFID
- 5"/7"/10.1"/15"



S-Series HMI, Slim Line HMI

- New E series in tooling (Q1, '18)
- Pcap Open Frame

x86 **ARM**

- Cost efficient platform
- In-wall panel mount clip design
- Small/ Compact / space saving
- Support PoE (Optional) / CAN
- 4.3/7"/10.1"/15.6"



E-Series HMI, Easy Mount HMI

x86

- Self interactive KIOSK
- i/o facing downward for easy installation
- P-CAP open frame
- 7"/10.1"/15"/21.5"



Self Interactive Kiosk – Open Frame P-CAP

Roadmap (7) – IoT Gateway – EAC mini

**New compact
100x 70mm solution**

EAC Mini IoT Gateway



EAC Mini

- Intel N3350 / N4200
- Operation Temp. : -15~55°C
- Storage Temp. : -15~70°C
- Size : 100 x 70 (mm)
- USB x 2, LAN x 2, HDMI
- Expansion slot design
- OS : Windows 10 IoT , Linux

EAC Mini 2nd Gen *Q1/2018*

- ARM Freescale
- Operation Temp.: -15~55°C
- Storage Temp. : -15~70°C
- Size: 100 x 70 (mm)
- USB x 2, LAN x 2, HDMI
- Expansion slot design
- OS : **Android 6.0, Linux**

EAC Mini 3rd Gen *Q2/2018*

- Intel E3930
- Operation Temp.: -20~60°C
- Storage Temp. : -40~70°C
- Size: 100 x 70 (mm)
- USBx2, LANx2, HDMI
- Expansion slot design
- OS : Windows 10, Linux
Windows 10 IoT Core

Expansion Module



3 x Serial Port
RS-232/422/485



24-Channel
Isolated Digital I/O
w/ counter



2 x Isolated Ports
CAN BUS, CAN Open



WiFi : 802.11
a/b/g/n 2T2R w/ BT 4.0



3G / 4G-LTE
Cellular module, GPS,
SIM holder



IoT LORA Module

RFID and Barcode Integration



Long-range UHF Reader

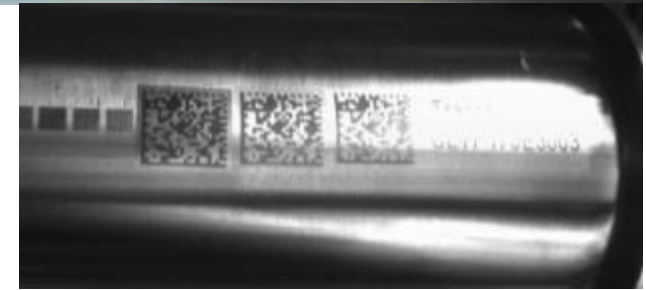
- EPC global Gen2: 860 – 930MHz
- Dual antenna for both NA/ EU frequency
- 3 meter reading range



Barcode / DPM scanning



NFC/ HF-RFID Reader

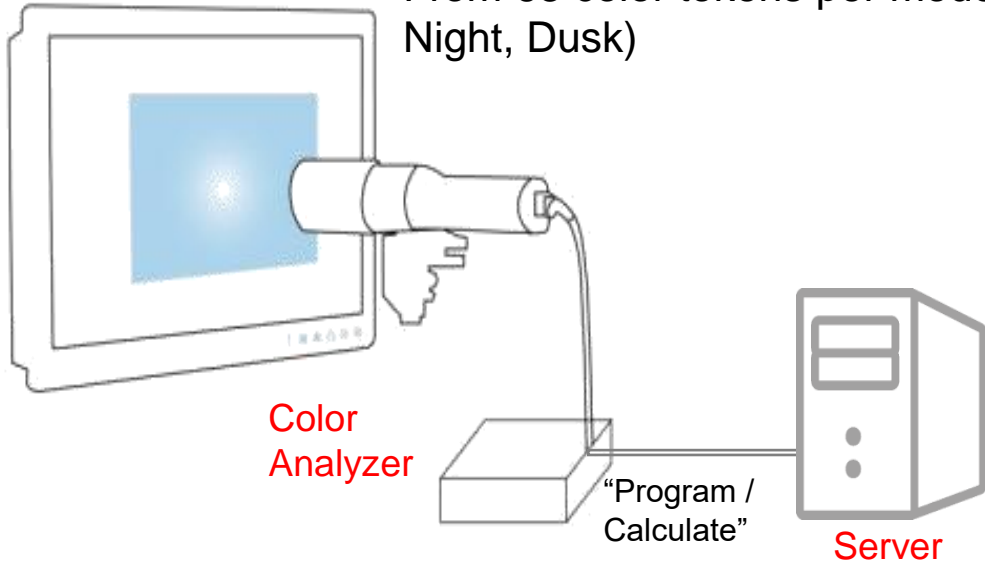


- Image analysis via Imager Camera
- Scan setting optimized suggestion

Color Calibration Capability

ECDIS Color Calibration – for marine electronic chart display

Measure the **CIE x** , **CIE y** , **CIE Lv**
 From 63 color tokens per mode (Day, Night, Dusk)



NIGHT – COLOR RGB TABLE													-
Token	Color	References			Tuned Colors			Measurements			Deviations		
		CIE x	CIE y	CIE Lv	R	G	B	CIE x	CIE y	CIE Lv	ΔL	ΔC^*	
NODTA	grey	0.28	0.31	1.20	70	75	78	0.286	0.302	1.09	9.5%	1.10	
CURSR	orange	0.50	0.40	1.25	118	65	32	0.499	0.403	1.23	1.6%	0.52	
CHBLK	grey	0.28	0.31	2.50	96	107	112	0.284	0.305	2.46	1.7%	1.15	
CHGRD	grey	0.28	0.31	2.50	96	107	112	0.284	0.305	2.46	1.7%	1.15	
CHGRF	grey	0.28	0.31	1.25	71	77	79	0.287	0.304	1.13	9.3%	1.06	
CHRED	red	0.48	0.30	1.25	135	48	61	0.477	0.299	1.23	1.2%	0.45	
CHGRN	green	0.31	0.56	2.50	45	117	36	0.323	0.570	2.36	5.6%	1.49	
CHYLW	yellow	0.41	0.49	3.00	123	115	41	0.416	0.486	2.95	1.8%	1.12	
CHMGD	magenta	0.30	0.17	2.00	150	54	148	0.304	0.164	1.88	6.2%	0.92	
CHMGF	magenta	0.30	0.17	2.00	150	54	148	0.304	0.164	1.88	6.2%	0.93	

Standard Result Control Delta



What Winmate can benefit for You ?

Access to Rugged Mobile Market

Time-To-Market Ready Products

Rugged mobile Engineering Capabilities

Marketing and Brand Extension



- ODM
- Board Level Design
- Co-exhibit
- Service
- Go-To-Market & Pricing strategy

Winmate Updates- To Compete in New IoT Era

Product Offering



- From Selling Board level / Standard products

- Provide Values matching market needs

Paradigm Shift

Core Competencies

Core Tech. /
Design
Capability

Manufacturing
Capability
(cost control,
customized)

Quality control
Capability

Spec – Define &
Service
Capability

- From Global
Trading

Business Model



- Global
Marketing
promotion



- Global Service
& Reach

Brand Extension - Marketing Program



Newsletter Preview

Weekly change notification

Partner Zone

Access High quality Product Pictures/ brochure/ manual

Website Listed “where-to-buy” & links

Brochure and Catalog support

REQUEST RMA

Winmate online RMA request service is designed to assist customers in managing their service repair request fast and easy. Please start the RMA request by register for a RMA account, or login if you already have an existing account.

Register for a RMA Account Registered RMA Account Login

www.winmate-rugged.com/Contact/ServicePortal-ModelInfo3-1.asp?id=1W15B0011/54

Service Portal – Serial Number Lookup

Please enter product serial number:

Item	Value
Part Number	98TA1310000B

Please select information category:

Category	Shipped Version
Part Information	
Shipped Version	

Model Name	M133W
Product Name	
Part Number	98TA1310000B
Model Number	1W15B0011754
Warranty Status	In Warranty
Warranty Start Date	2015-11-13 (yyyy-mm-dd)
Warranty End Date	2016-11-13 (yyyy-mm-dd)

https://winmate.app.box.com/Partners-Only

Partners

Download

- Sales Kit & Product Roadmap
Updated yesterday by Young Huang 39
- Marketing Materials
Updated yesterday by Chelsea 282
- Public
Updated Dec 25, 2015 by Winmate HQ 25

**Contact our sales department
for more details at
sales@winmate.com.tw**

WinMATE