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To: Travis Nguyen

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Message:

Hello

In addition to what we submitted in the form

The Objectives of the field test are both technical and commercial. The questions we need to answer are:

1. Will the sensor measure bin fill levels accurately in a broad range of environments
2. Will the system consistently communicate this information to the portal
3. Will the information communicated be consistent with the service person's observations
4. Will the system accurately record service and/or tampering activities
5. Can the module be installed easily in a variety of counsels and bins found in the market
6. Will the module be robust enough to withstand normal use and service activities
7. Will the module obstruct loading based on a wide variety of users
8. Will the system help the service operator organize routing more efficiently
9. Will the system increase the number of units serviced in a shift
10. Will the system provide data to resolve customer inquiries and complaints
11. Will the system improve the ability to audit the collection process to ensure document security
12. Will the system save time and money for the service customer
13. Will the system allow the service customer to support new business that was previously uneconomical (will call only customers)
14. Will the service company obtain a competitive advantage utilizing this technology

In order to answer these questions and justify the expense in developing a product for market, we needed to test in multiple markets with some regional differences in the service business case. These include:

- Urban
- Large facility campus
- Small offices and facilities
- Locations with restricted access (I.E. hospitals)
- Casinos
- Rural and remote locations

In order to answer these questions we need to provide the service operator with enough units to accurately replicate their service routine. If they service 100+ bins per day we need to provide this many units to observe a real difference in their activities. Since the service companies each have a variety of different accounts we need to make sure that they get an overall picture of how technology will improve their competitiveness and profitability.