

# Quotes from Customers

## GainSpan Corporation

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“For the past three years, we’ve been working with Zigbee based solutions for our infrastructure applications. But installing a stable wireless sensor network has always been a major – and costly – undertaking,” said Ashok Sabata, Ph.D, Aginova, Inc., a provider of wireless sensor networks for condition based maintenance and storage monitoring. “Using GainSpan’s low power Wi-Fi® based solutions we found that the almost ubiquitous nature of Wi-Fi reduced total system cost and the ‘off the shelf’ tools made development easy. In just two months, we’ve developed a complete Wi-Fi temperature monitoring solution for storage spaces (from warehouses to refrigerators). In fact, our customer demos have gone so well that we expect to start installations in Q4.”

*Aginova PR contact: Ashok Sabata, CEO,  
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http://www.aginova.com*



“We have been working closely with GainSpan and look forward to taking advantage of their unique Wi-Fi sensor technology in Apprion’s Industrial Wireless Applications Network System – the ION system,” said Stephen Lambright, Apprion’s CEO.

*Apprion PR contact: Sarah Prinster, 650-934-5700 x727, sarah.prinster@apprion.com,  
http://www.apprion.com*



“We have been working closely with GainSpan and look forward to incorporating their unique Wi-Fi sensor technology in our next-generation wireless monitoring systems,” said Chris Townsend, Executive Vice President of Engineering at MicroStrain, Inc., a leader in low power sensor networks used in test and measurement applications.

*MicroStrain PR contact: Mike Robinson, 802-862-6629, mirobinson@microstrain.com,  
http://www.microstrain.com*



“GainSpan’s much anticipated low-power 802.11 solution is rapidly becoming a building block in Nivis’ industrial and commercial wireless platforms. By merging an 802.11 transceiver and powerful processing into an unprecedented low-power SoC, the GainSpan solution opens new markets in which existing 802.11 infrastructures are leveraged. Applicability of the technology ranges from low-power sensor networks deployed in industrial environments to Electronic Price Signage in the commercial sector.”

*Nivis PR contact: Joe Bost, 678-202-6860,  
http://www.nivis.com*



“GainSpan’s innovative products provide the basis for a low power solution to a single point-sensing device. The ability to incorporate the GS1010 into our product line allows our customers to utilize their existing Wi-Fi network to deploy and redeploy vital sensors,” said Alex Kalasinsky, President and CEO. “With our Wireless Sensor Module (WSeM™) customers can implement effective wireless sensor networks while achieving bottom-line benefits. GainSpan products are the heart of the WSeM™.”

*Oceana Sensor PR contact: 757-426-3678,  
http://www.oceanasensor.com*



“Gainspan is the first company to meet our stringent requirements for battery-operated Wi-Fi sensor networks,” said Gary Ambrosino, CEO of Sencicast, an industry-leading vendor of turnkey wireless sensor networking systems. “We are delighted to partner with GainSpan to integrate its low-power Wi-Fi system into a solid platform for rapid development of Wi-Fi SensiNet systems from Sencicast.”

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