

BAE Systems  
P.O. Box 868, PTP02-2C14  
Nashua, NH 03061-0868  
Telephone 603 885 4430  
www.baesystems.com

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We begin our engagement with a site visit. This allows us to listen to and work with you to define the right business targets. Then together we develop an appropriate course of action.

## CERTIFY™ TELENOSTICS METHODOLOGY

Highlights of our CERTIFY methodology are:

- CAPTURE:** Document the current processes.
- EVALUATE:** Reach a common understand of today's problems.
- REDESIGN:** Applying real-time TeleNostics technologies, creatively rethink process steps to eliminate or reduce issues.
- TARGET:** Achieve contractual agreement on project objectives, scope, timelines, success criteria, and terms and conditions.
- IMPLEMENT:** From final design, to development, to installation, to training.
- FOLLOW UP:** Validate value proposition.
- YIELD:** Achieve dramatic improvements in cost, quality, service, speed, and other objectives.

## TeleNostics™ From Data, Performance



## Know what's going to happen and why — using what you already have

BAE Systems, a leader in diagnostics and prognostics technology development for the U.S. Department of Defense, is developing a customizable knowledge solution that integrates and fuses input from separate, disparate, and distributed data sources and applications for the specialty fleet market.

Now it's possible to focus all knowledge onto a single, performance-based portal.

## 'Point of performance' with a 360-degree view

TeleNostics™ has 360-degree accessibility at the portable, embedded, and enterprise levels. Use it to communicate with your application, your vehicle, and your Web site. "Point of performance" is the arena in which businesses succeed or fail. It is where customer interaction is greatest, and harsh environments surround remote and mobile performance locations and fleet operation. TeleNostics uses a combination of intelligent data collection capabilities and mission support tools that drive critical decisions.

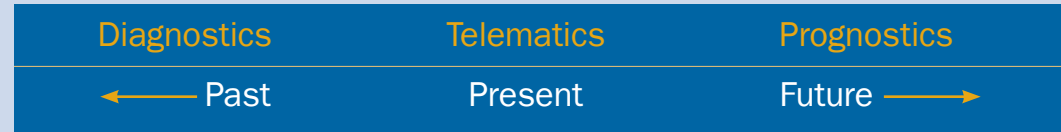
Point of performance is as mobile as the assets, service providers, and decision-makers who fulfill your business purpose, providing performance support on, at, and off the vehicle.

## Point of performance

- Remote and mobile assets
  - Embedded sensors
  - Edge analytics
  - Real-time tracking and location
- Remote and mobile service providers
  - On-demand reference
  - Automated work-order management
  - Real-time part ordering
- Remote and mobile decision-makers
  - Portal operations access
  - Real-time event notification
  - Remote diagnostics

## TeleNostics 'edge intelligence'

TeleNostics principles optimize "edge intelligence" with a complete understanding of the past (diagnostics), the present (telematics), and the future (prognostics). Edge intelligence is the ability to do the analysis and respond at the point of performance. Smart sensors combine with intelligent algorithms to optimize information and streamline information processing.



This unique approach to point-of-performance support applies real-time data collection, analytical technologies, and modeling and simulation to manage assets critical to your operations. It delivers best-in-class AUTO-ID, sensor technologies, and other data capture and delivery solutions.

## Convert what you already have into the state of the art

In today's cost-sensitive, high-fuel-consumption environment, managers of large specialty vehicle and equipment fleets need technology-integrated solutions to achieve lower costs, higher margins, and better productivity from their fielded systems. Our goal is to enhance mission performance at a lower total ownership cost by using enabling technologies that operate with a minimum of infrastructure. TeleNostics also is a "green" solution that enables fuel and material conservation.

## Return on investment in months, not years

- Create a more efficient, informed business.
- Achieve up to a 20 percent reduction in overall operating and support costs.
- Optimize maintenance practices.
- Go green by reducing carbon footprint.
- Reduce liability protection costs and unnecessary litigation.
- Introduce low-cost hardware.

