

# JANUS REMOTE COMMUNICATIONS

**We do M2M:  
From Idea Through Integration!**



# JANUS – WHO WE ARE

**Janus Remote Communications provides state-of-the-art wireless products and services, including Custom Design Solutions to the global M2M marketplace**

Our Products are most often used in:

- Fleet Management
- Security Systems
- Healthcare Applications
- Remote Monitoring Systems
- Vending Machines
- Digital Signage

**Any Telematics & Telemetry Applications**



# WE SOLVE THE WIRELESS M2M PUZZLE



# BRIEF HISTORY OF JANUS

## 2002 - 2004

- Created Custom Design Solutions for Avnet-Nokia Customers
- Began Distribution of Nokia N12 Modules

## 2005 - 2006

- Began relationship with Sony-Erickson

## 2006

- Began relationship with Telit North America

## 2007-2009

- Released the Standard Terminus
- Released Custom Design Products

## 2010

- Released Terminus Plug-In Terminals

## 2011

- Released 400AP Terminus
- Released the T2 – 2nd Generation Standard Terminus

## 2012

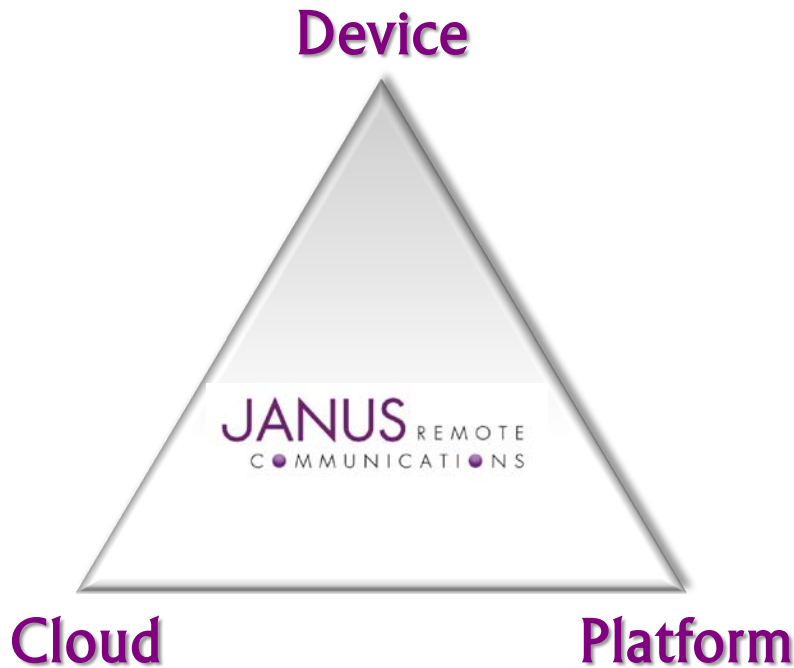
- Release of 3G: HSPA+ and EV-DO
- Release of POTswap Wireline Replacement



# Brief History continued - 2013

2013

Janus Introduces M2M Solutions



# Brief History continued - 2014

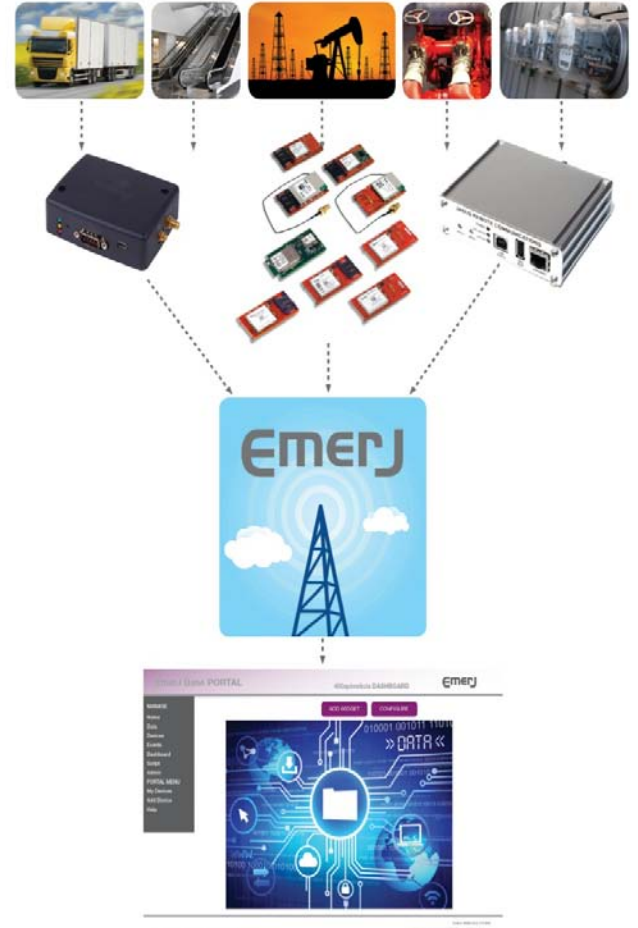
**2014**

## Janus Introduces EmerJ – M2M Big Data Solutions

Leveraging Janus hardware products with device control and platform software, EmerJ Solutions can be configured to effectively and efficiently meet any customers' remote monitoring application requirements.



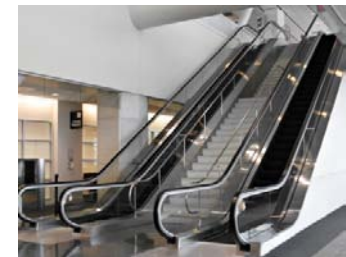
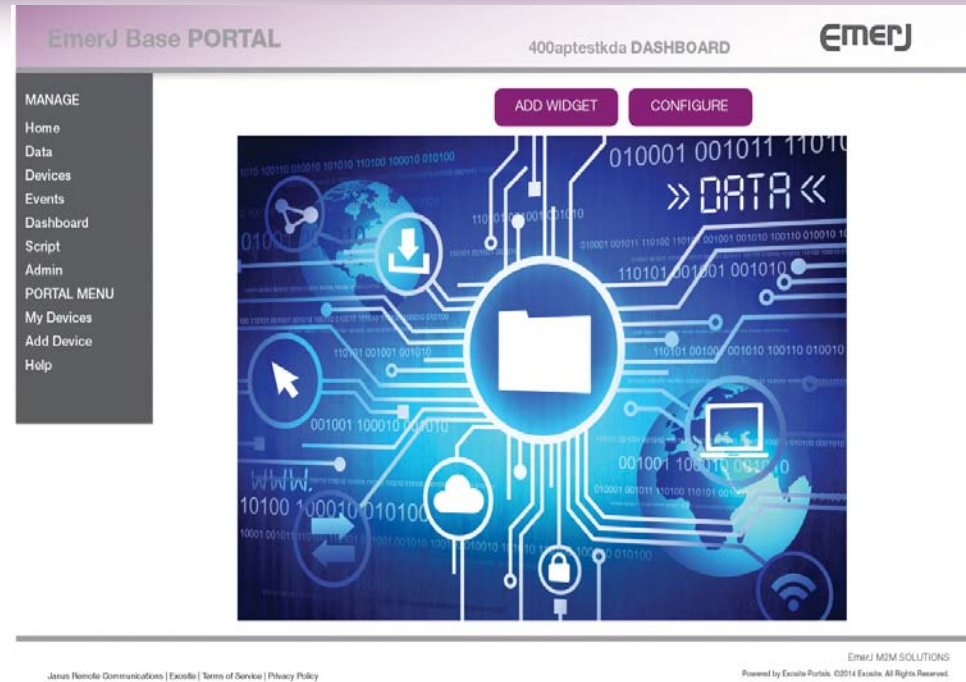
EmerJ is the next generation of end to-end solutions that provide customers with a development approach that snaps M2M puzzle pieces together – allowing them to move quickly and seamlessly from Idea into Operation.



# Janus EmerJ – PLATFORM

## Big Data Solutions

Warehousing,  
Analysis and  
Presentation of Data



# Janus EmerJ – Solution Architecture

## Big Data Solutions



Warehousing, Analysis and Presentation of Data

For more information on EmerJ – Click [HERE](#)



# JANUS CONTACT INFORMATION

## SALES CONTACTS

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# THE CONNOR-WINFIELD CORPORATION

Janus Remote Communications is a Division of  
The Connor-Winfield Corporation

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# CONNOR WINFIELD

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ITAR



WBE



RoHs



ISO

# CONNOR-WINFIELD CORPORATION

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# CONNOR WINFIELD

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NAVSYNC 

JANUS REMOTE  
COMMUNICATIONS

HYBRID CIRCUIT WORKS 



 **NOVA** Systems Products, LLC  
*The EXPERTS in Gas Detection*

JANUS REMOTE  
COMMUNICATIONS

[www.janus-rc.com](http://www.janus-rc.com)

# CONNOR-WINFIELD GLOBAL TIMING SOLUTIONS

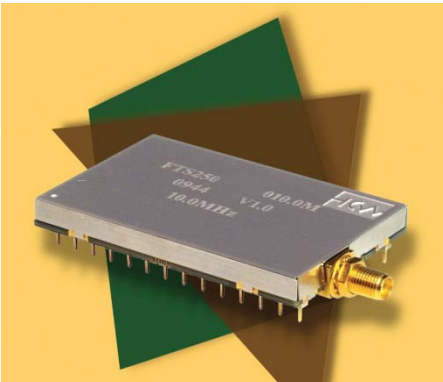
## Semiconductor Timing Solutions

- Timing Card
- Line Card
- Clock Distribution
- On-Board Programmable



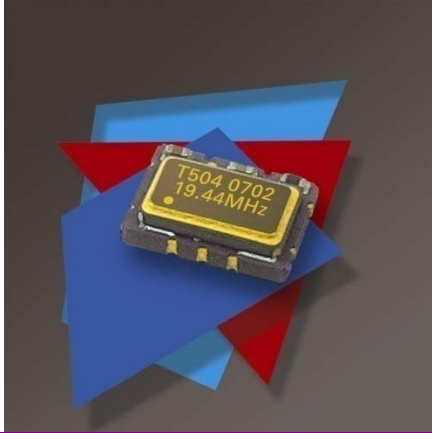
## Modular Timing Solutions

- Timing Card
- Line Card
- GPS Timing Modules and Disciplined Oscillators



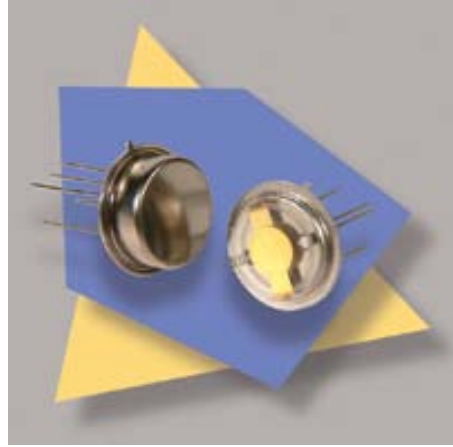
## Oscillators

- TCXOs
- VCXOs
- OCXOs
- Clocks

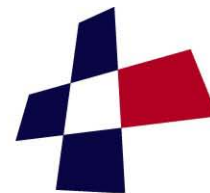


## Crystals

- Precision
- Hi Frequency Fundamental (HFF)
- Quartz Microbalance Sensor Crystals (QMR)



# NAVSYNC



## GPS Timing & Navigation Solutions

[www.navsync.com](http://www.navsync.com)

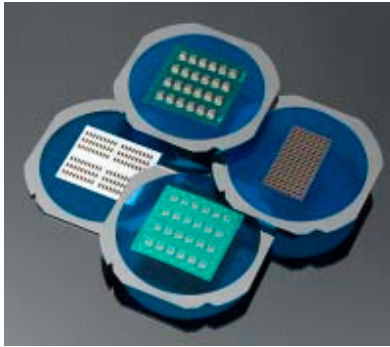
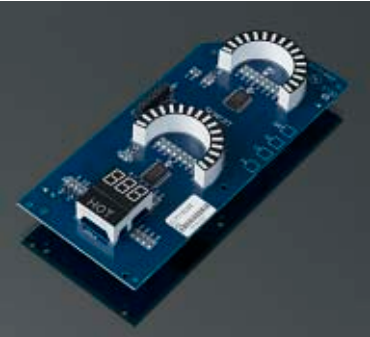


**JANUS** REMOTE  
COMMUNICATIONS

[www.janus-rc.com](http://www.janus-rc.com)

# HYBRID CIRCUIT WORKS

Hybrid Circuit Works specializes in Thick Film Technologies, Hybrid Assembly, PCB Surface Mount Technologies, and Custom Design Services.



# CORPORATE FACILITY

1993 **Corporate Headquarters & R&D – 37,000 sq. ft.**  
Comprehensive Drive, Aurora, IL



# DEDICATED FACILITIES



**GPS, Wireless and Timing & Frequency Custom Mfg.**  
95,000 sq. ft. Aurora, IL



**Custom Manufacturing**  
33,000 sq. ft. Aurora, IL



**GPS Manufacturing**  
12,000 sq. ft. Shannon, Ireland



**Crystal Manufacturing**  
26,000 sq. ft. Shawnee, OK



# DEDICATED FACILITIES

## Tooling & Machine Shop

Selmarten Drive, Aurora, IL

10,000 sq. ft.

Two Fadal Vertical CNC Machining Centers

One Sony/Bridgeport CNC Milling Machine

Two Bridgeport Milling Machine

Two Precision Harding Lathes

One Mid-Size Lathe

One Large Lathe

One Plasma, Tig and Standard Welding/Cutting Capabilities

One Light Sheet Metal Forming Equipment

Two Surface Grinders



# EXCELLENT QUALITY TRACK RECORD



**ISO 9001:2008**

Re-Certification June 2013

Achieved Original ISO 9001  
Certification in 1995



## CERTIFICATE OF APPROVAL

This is to certify that the Quality Management System of:

**Connor-Winfield Corporation  
2111 Comprehensive Drive  
Aurora, Illinois 60505, USA**

has been approved by Lloyd's Register Quality Assurance  
to the following Quality Management System Standards:

**ISO 9001:2008**

The Quality Management System is applicable to:

**Design and Manufacture of Crystal, Thick-Film,  
and PCB Based Frequency Control Devices.  
Design and Testing of Toll Manufactured  
Semiconductor Devices. Contract  
Manufacturing of Electronic  
Assemblies and Related Services.**

This certificate is valid only in association with the certificate schedule bearing the same  
number on which the locations applicable to this approval are listed.

Approval  
Certificate No: UQA 0106676

Original Approval: June 8, 1995

Current Certificate: July 1, 2013

Certificate Expiry: June 30, 2016

  
Issued by: Lloyd's Register Quality Assurance, Inc.



This document is subject to the provision on the reverse  
1330 Enclave Parkway, Suite 200, Houston, Texas 77077, USA  
This approval is carried out in accordance with the LRQA assessment and certification procedures and monitored by LRQA.  
March 2009/11

# EXCELLENT QUALITY TRACK RECORD

## Reduction of Hazardous Substances ROHS

### The Connor-Winfield Corporation

#### **Certificate of Compliance to RoHS Directive 2002/95/EC**

Connor-Winfield certifies that the part numbers listed below conform to the European Union's restrictions on the inclusion of certain hazardous materials in electronic devices (RoHS).

Joseph Bloch  
Quality Assurance Manager  
Connor-Winfield Corporation

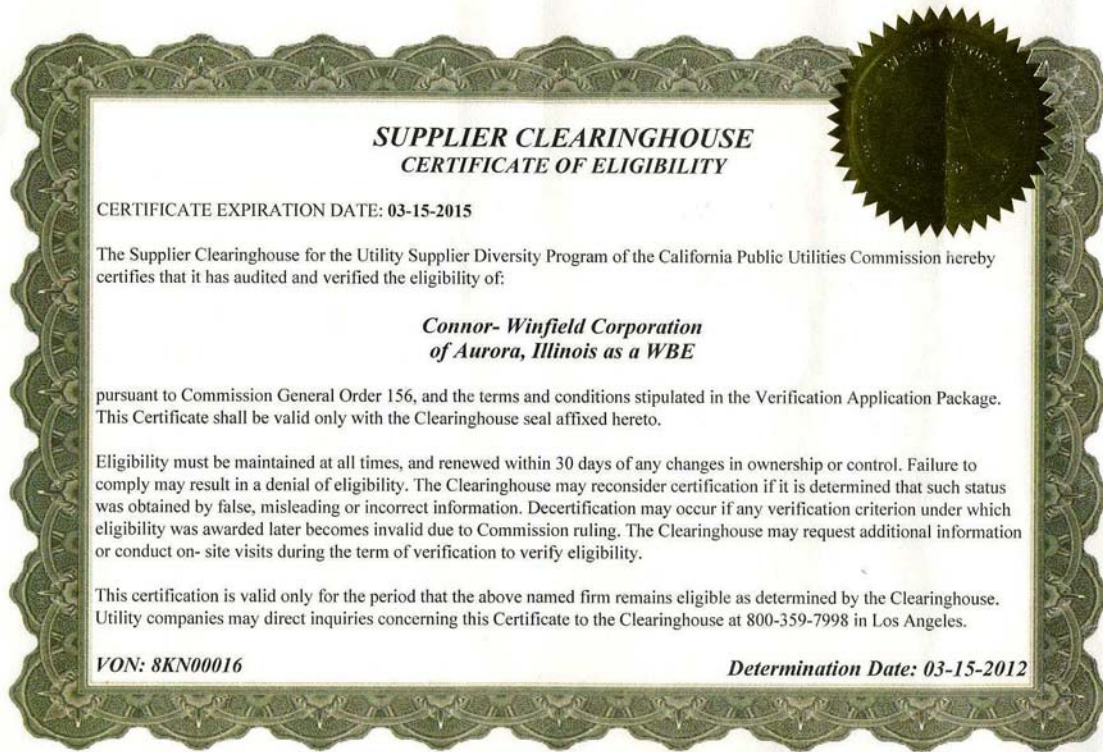


# ADDITIONAL REGISTRATIONS



International Traffic in Arms Regulations (ITAR) registration from the U.S. Department of State, U.S. Directorate of Defense Trade Controls. ITAR Compliance is a key strategic program to support our military and homeland security customers.

# ADDITIONAL REGISTRATIONS



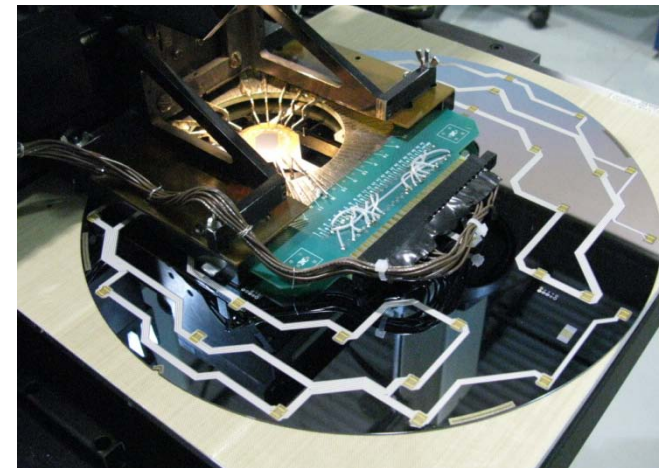
**WBE** – Women’s Business Enterprise / Women Owned Business

Being certified as a WBE means that we have gone through a rigorous and stringent certification process to confirm that we are owned, managed, and controlled by a woman or women.

# INTEGRATION IS WHAT WE DO!

- Software Design
  - GPS Software Design
  - ERP Software Design and Support
  - Embedded Software Development & Design
  - Test Engineering Software Design
- Hardware Design
  - GPS Hardware Design
  - ASIC Design
  - Wireless Product Design
- Specialty Processing
  - Thick-Film Circuit Printing
  - Quartz Processing
  - Complete PCB and Hybrid Assembly
- State-of-the-Art Tools
  - CAD Services
  - Demand Flow Planning and Manufacturing
  - Business Services

In-House Core Competencies



# CUSTOMERS and PARTNERS



Alcatel-Lucent



# JANUS SALES STRATEGY







- **Product Driven**  
(Design Distinction)
- **Customer Focus**
- **Price Competition**
- **Strategic Partnerships**  
(Reps, Suppliers, Customers)
- **Expand/Enhance Web Store**





# JANUS – SOCIAL MEDIA

## Social Media Roadmap

- Janus Facebook 
- Janus Twitter 
- Janus YouTube Channel – Coming Soon 
- Janus RSS Feed 
- LinkedIn 
- Janus Forum 

# WHO USES JANUS PRODUCTS & SERVICES

- Companies with little or no wireless experience – whose products or services would benefit from wireless connectivity
- Companies that require a quick and easy wireless implementation
- Companies with products that currently incorporate a wireless solution going into product redesign
- Companies with low volume demand that might not be able to achieve PTCRB, carrier, FCC, CE, or other certifications due to great expense
- Companies that might require some engineering assistance

**Janus Connects – Anywhere, Anyone, Anything**



# Need More Info?

[www.janus-rc.com](http://www.janus-rc.com)

