

Enterprisetechsuccess

WWW.ENTERPRISETECHSUCCESS.COM

MAGAZINE

OCTOBER 2021



PROPELGPS®
Propelling into the Future with Innovative Technology

*Propelling Technology to
Positively Disrupt and Enhance
the IoT Space by Making
Quality Solutions More
Affordable & Useful*



IoT
SOLUTION
PROVIDERS 2021

RICHARD L. BURTNER
FOUNDER, PRESIDENT & CEO
PROPEL GPS, LLC

AT&T
att.com
Lori Lee, SVP

We understand that our customers want an easier, less complicated life. We're using our network, labs, products, services, and people to create a world where everything works together seamlessly, and life is better as a result. How will we continue to drive for this excellence in innovation? With you

AVEVA
aveva.com
Peter Herweck, CEO

AVEVA is a global leader in industrial software, driving digital transformation and sustainability. By connecting the power of information and artificial intelligence with human insight, AVEVA enables teams to use their data to unlock new value. We call this Performance Intelligence.

b-Things
b-things.com
Andrew Press, CEO

Welcome to b-Things. We are a telecoms technology company based in Belgium and we stand by our claim that we are IoT. Our focus is primarily on billing, charging and rating of IoT devices, whilst our expertise covers all aspects of IoT, MVNX and roaming services.

Cubic Telecom
cubictelecom.com
Barry Napier, CEO

Cubic Telecom delivers innovative IoT connected software solutions to Automotive & Agriculture manufacturers. Its ecosystem of revenue-generating services combines real-time analytics with global connectivity in 190 countries, always aligned to regional regulatory requirements.

Exertis
exertis.co.uk
Mike Buley, CSO

Exertis market-leading approach teamed with a state-of-the-art distribution centre, next day delivery and a host of managed services, including end-user fulfilment, assures the highest levels of customer service and satisfaction at all times.

Globalstar
globalstar.com
David Kagan, CEO

Globalstar solutions connect people to their devices and allow businesses to streamline operations providing safety and communication and enabling mobile assets to be monitored remotely via the Globalstar Satellite Network.

Holm Security
holmsecurity.com
Stefan Thelberg, CEO

Holm Security delivers unparalleled 360-degree coverage and comprehensive insight to enable you to detect vulnerabilities, assess risk, and prioritize remediation for every asset in your entire infrastructure. We provide an all-in-one platform, covering three layers, with all the tools you need - regardless if you're consolidating or implementing Vulnerability Management for the first time.

Intrado
intrado.com
John Shlonsky, CEO

Intrado, Formerly West, is an innovative, cloud-based, global technology partner to clients around the world. Our solutions connect people and organizations at the right time and in the right ways, making those mission-critical connections more relevant, engaging, and actionable—turning Information to Insight

iot.nxt
iotnxt.com
Shane Cooper, CEO

IoT.nxt's unique technology stack bridges the gap between all protocols in the industrial ecosystem, creating a single integration/translation point. Its patented RaptorTM gateway allows organisations to retrofit all existing legacy systems with no rip and replace. A powerful data abstraction model further translates anything and everything from the edge, supporting a true subscription based big data model.

irdeto
irdeto.com
Doug Lowther, CEO

Irdeto is the world leader in digital platform security, protecting platform and applications for video games, connected transport, connected health, and IoT connected industries

KMC Controls
kmccontrols.com
Richard A. Newberry, CEO

KMC's solutions are designed and manufactured in the U.S.A. under the ISO-9001: 2008 registered quality system. KMC partners enjoy a comprehensive 5-year product warranty and unparalleled support.

Mocana
mocana.com
David Smith, CEO

Mocana provides cyber protection for IoT, operational technology (OT) and critical infrastructure. Our proven on-device cybersecurity software and lifecycle management platform enable manufacturers and industrial companies to build self-defending systems that are tamper-resistant.

Open Text
opentext.com
Mark J. Barrenechea, CEO

OpenText is a world leader in Information Management, helping companies securely capture, govern and exchange information on a global scale. OpenText solves digital business challenges for customers, ranging from small and mid-sized businesses to the largest and most complex organizations in the world.

Propel GPS
propelgps.com
Rick Burtner, President & CEO

Propel GPS is an organically built IoT , customer-focused asset management and sensor monitoring company that is proudly U.S. based with U.S. based partners. We represent an experienced industry team of professionals who are driven by taking care of our customer needs by making sure our customers have the tools and resources needed to be successful.

Pelion
pelion.com
Charlene Marini, CPO

IoT connectivity and device management come together under Pelion to give enterprise a level of visibility and control that really makes a difference. Pelion is now forging its own path in the IoT revolution, building upon a solid foundation of connectivity and device expertise and a 500-enterprise strong customer base

Sierra Wireless
sierrawireless.com
Steve Harmon, SVP Americas Sales

Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy. Customers Start with Sierra because we offer a device to cloud solution, comprised of embedded and networking solutions seamlessly integrated with our secure cloud and connectivity services

Top Connect
topconnect.com
Vladislav Sobolev, CEO

Top Connect is one of the world's leading alternative roaming service providers. Our products include affordable global mobile connections and management solutions for B2C, B2B and IoT connectivity.

UIB
uib.ai
Toby Ruckert, CEO

UIB created the world's first and only, patented, fully-owned, end-to-end multi-channel conversational AI platform that serves as a universal translator and enables communications with any device or person independent of the language and underlying platform.

Solid-Run
solid-run.com
Atai Ziv, CEO

SolidRun is a leading provider of computing and network technology designed to streamline the deployment of edge computing infrastructure, support embedded and IoT markets, and give rise to the vast adoption of AI and 5G.

Wittra
wittra.se
Thomas Bennet, CEO

We provide a technology platform for product developers which enables fast time-to-market with a long range, secure wireless sensor network. Hardware is developer friendly, and is also available for volume production - pre-packaged for field deployment, pre-certified, standards compliant, open source.

PropelGPS:

Propelling Technology to Positively Disrupt and Enhance the IoT Space by Making Quality Solutions More Affordable & Useful

Company Vision – Focus on Critical Asset Management for Improved Security, Safety, Productivity and Efficiency. Offer IoT Technology Solutions to Smaller Transportation Firms at an Affordable Price Point. Build a Company with a Simple Capital and Cost Structure Initially with the Ability to Expand & Scale to Become a Significant IoT Technology Business to Meet Broader Market Needs.

As a serial Entrepreneur, Rick Burtner Founder, has been an Executive and led teams who have built several mid-market sized technology businesses that were sold and absorbed into larger companies during his career. He pursued a positive disruptive approach in launching and building such other businesses. At Propel GPS he has done so again by pursuing positive market disruption and building a business from a Vision without any institutional investors to date; only with Accredited Equity Individual Investors, his funds and bank / SBA debt. Creating an exciting SaaS technology company based on what he calls, an “efficient capital model” by utilizing the cloud, modularized software programming techniques & hosting partners like AWS / Data Flow has allowed him to realize his Vision as a low cost provider of such IoT services in a profitable recurring revenue SaaS model!

Rick Burtner as company

Founder, President & CEO has had an illustrious journey from such a simple and meager start at Propel GPS to becoming where they are today as the company pivots and expands exponentially into other related markets by leveraging their patented software platform. He reminisces, “a few of us stepped away from the security of an established company job and set out to positively disrupt the telematics & transportation industry with our IoT premise to follow what Herb Kelleher and Southwest Airlines did to the airline industry four decades ago”. They challenged the then status quo by providing great service and offering low-cost yet reliable on time flights without the overhead / added complexity of managing multiple plane types, assigned seating and first class. Its loyal following of expanded market passengers soon started to feel valued and most importantly cared for on a personal level and spread the positive experience to other middle class friends who became customers based on the Southwest affordable price and great customer service. Later on Southwest Airlines morphed to attracting business customers with early bird assigned seating and other new programs.

Herb Kelleher, who started Southwest Airlines as the ultimate Maverick Entrepreneur, took on larger and better funded established airlines at the time such as TWA,

Braniff, Pan Am, United, etc. and won. Many of these other airlines don’t exist today and others have gone bankrupt to stay in business, but not Southwest Airlines! Southwest Airlines brought commercial flying to the middle class with on time, reliable and affordable service. Analogous to that successful growth story, Propel GPS brings technology to smaller transportation companies who cannot afford high priced technology solutions nor deal with larger service providers who do not deliver great service after the sale; yet smaller firms need such technology to compete and survive. The resulting low cost, nimble IoT company that provides great service today, Propel GPS, is able to price its services using a “Southwest Airlines market model”, while still supporting its growth, profitability goals and thriving in a competitive market.

With the publishing of this article, Propel GPS, is launching a new disruptive initiative to the HVAC, Electrical, Plumbing and service van market whereby basic location tracking, geo fence, speed, breadcrumb historical trails and whether in motion, idling excessively or stopped is measured for the low all in monthly price of \$13.99 per vehicle. See www.PropelGPS.com for more details!

Propel GPS has the right blend of employees, dedicated 1099 team members, outside “partner”



Richard L. Burtner

**Founder, President & CEO,
Propel GPS, LLC**

companies and diverse product supply businesses whose devices are integrated with our software platform, allowing us to ship without interruption even in the midst of the worldwide chip shortage, that has also allowed us to maintain our revenue and profitability during the COVID pandemic. As the company pivots out of the COVID pandemic, it is well positioned to “Blow the Doors Off” with exponential growth given the partner companies and processes already in place enabling Propel GPS to scale! In order to cover the additional working capital needs expected for the resulting avalanche of growth that will come with our new initiatives, we are conducting a national search for the “right” funding and strategic partner seated at our Board table to assist with such funding. We are raising up to \$10MM of new equity capital likely to come from a west coast group that understands the IoT market and its technology growth prospects from a commercial perspective more focused on market trends & size, customer needs analysis with solutions that meet such needs now and into the future including an appreciation for a strong and experienced management and partner team in place rather than always placing an inordinate emphasis singularly focused on financial spreadsheets and reports.

One aspect of the Propel GPS planned pivot beyond the COVID pandemic with its new IoT product solutions and in pursuing synergistic markets, adding several key & lead driven team members to augment our current team in three functional business segments, recapitalizing the Company to adequately fund it for the next phase of growth that leverages the foundational platforms, partners and IoT customer service , knowledge, winning formula we have created to date, per Rick. “I have been blessed to have experienced both west coast and east coast type investor mindsets and have dealt with the executive levels of companies like Crosspoint

Venture Partners in Silicon Valley, Tudor Capital, CS First Boston, JP Morgan, Deutsche Bank, Ascend Communications, Lucent, Intel, Cisco, Solectron, GE Capital, Amerindo Partners, Cal Amp, AT&T, Sprint, Verizon, T-Mobile and Kore in growing Bluestar Communications as a co-founder from a basement start-up to a \$1.2BN IPO registration within 2 years of its founding or presiding over a growth story at SkyBitz that a team and I grew to achieve an INC 500 # 112 level Company, a Deloitte FAST 50 VA #1 Company and a FAST 500 #2 national company in 3 years; all of which have helped us build Propel GPS directly or indirectly through such experience and lessons learned. Such experiences also allow me to anticipate what is required in order to preside over the next phase of the company's planned exponential growth already underway and share this experience with team members as an active 'player coach'!"

We are relocating our Company headquarters to the Charlotte, NC area in order to be closer to a few key business partners, a thriving business community and have better access to employee talent needed to complete our next planned phase of growth. We expect to locate in an 'Opportunity Zone' with rollover tax deferral of investor gains and the Company has already made a Section 754 election that creates advantages for our current and new investors as "icing on the cake" in addition to the strong fundamental SaaS recurring revenue IoT business that exists!

Rick has already said that he wants to take the business to

the next level with a "significant anchor investor" that has IoT sector experience, so he can free up from his capital raising role and diverse management roles presently to focus on business development, strategic selling & marketing. He wants to help catapult the company into a better known national brand and stature in order to move higher up on the business "food chain" with more enterprise type customers where we bring our positive disruptive formula of saving money, providing improved efficiency and productivity and simplifying processes for better ROI as part of customers' critical asset management.

The recapitalization of Propel GPS allows Rick and his team to focus on brand building, marketing and creating sales channel relationships in the US market for 2022 for greater market penetration. We plan to then take our solutions internationally in 2023 through licensing agreements with international and multi-national partners. We have an independent board member, an experienced international entrepreneur, who started his career with 2 Fortune 100 companies building international expansion for them. He is encouraging the company to pivot internationally in 2023 once significant US market penetration and brand building has been successfully accomplished in 2022.

Thus, the slower and humble beginnings of Propel GPS were intended to first achieve the foundational platform, key partners and critical mass of growth underway with diverse market solutions prior to making a pivot

like the company is now doing so there would something of value to move forward with the next wave plan. By pursuing this more efficient capital strategy early, it should allow for greater rewards for the company's employees, owners and stakeholders as well as the new "like minded investment partner".

Propel GPS wants to be well positioned as the future of business becomes more IoT connected with more meaningful applications yet to be introduced, says Rick in his view and he wants to "monetize more on data-enabled tracking to feed intelligence to the edge devices, sensors for smarter outcomes". Largely focused on commercial facing small business in the past, Propel GPS is currently pursuing more enterprise type customer, federal opportunities and extending its sales channel partnership programs.

Propel's growth pipeline contains an array of future innovations around some key areas. For example, the company is working to integrate its wide area supply chain tracking solution with local area in-building capability to further improve its asset management focus with an even better ROI for its customers. "Our main pursuit is to disrupt the IoT space for better, simpler and more cost effective solutions in order to make way for small business and our larger enterprise customers to thrive by utilizing this latest technology", retorts Rick to any IoT critic and unbeliever of its future potential! According to Rick, the IoT sector and Propel GPS are just getting started as part of its next plan pivot!

Enterprisetechssuccess

Platform Connecting Technology



PROPELGPS

Powering Businesses with Unparalleled Expertise, An Innovative Culture and the Highest Standards of Efficiency



● ● ●

**ASSET SECURITY
SAFETY
COST SAVINGS**

Let us create a program
tailored to the needs of your business.

TRACK & SENSOR MONITOR YOUR CRITICAL ASSETS 24/7

YOU WORKED HARD TO BUILD YOUR COMPANY AND REPUTATION.

A Propel GPS system can help you
protect it and its assets:

- Make more money, save time
- Provide a higher level of customer service
- Our services offer a streamlined solution for securing your service vehicles/critical assets
- Comprehensive, easy to implement systems
- Protect your assets, employees, and the reputation of your business-deter employee speeding



SAVE OVER 25%

Get best in class technology for
less than competitive alternatives.



EARN REFERRAL BONUS

Earn a 5% referral bonus for your
industry contacts when they order
from us.



EXPERIENCED TEAM

We're real logistics professionals
who know your business.

CONTACT US

Phone : (844) 776-7354

Email : Via Contact Us on Website

Web : www.propelgps.com

Corporate Office in the
Charlotte, NC area with
office locations in the
Raleigh, NC, Southern Va &
West Coast areas

**Contact us for a free evaluation of your current system or
to discuss implementing a new tracking program.**