



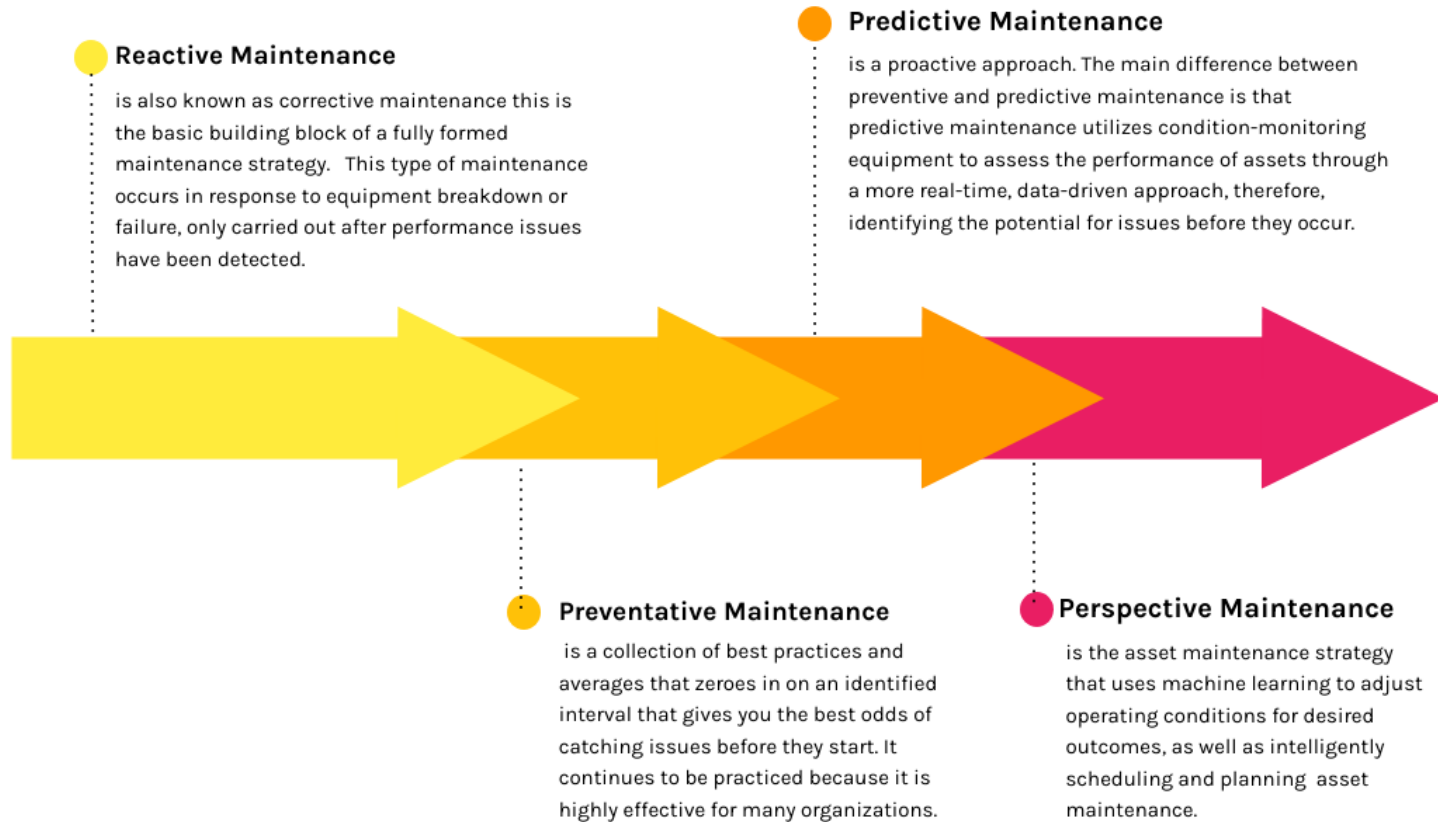
Moving from Reactive to Predictive Response Using Internet of Things (IOT) Sensors

SPELL Safety 360 Seminar – July 10, 2024



Where is your district on the

School Maintenance Continuum



USING IOT TO YOUR ADVANTAGE



What if you were able to be alerted to Power Failures, Temperature Changes, Humidity Level Changes, Water Leaks, Cold Food Storage operating outside of normal ranges, Moisture in an area there shouldn't be.



All of this and more is possible with an Implementation of IOT sensors.



SPELL JIF has partnered with Travelers Insurance and Monnit to allow members to purchase and deploy sensors to help them in monitoring and proactively or predictively responding to incidents.



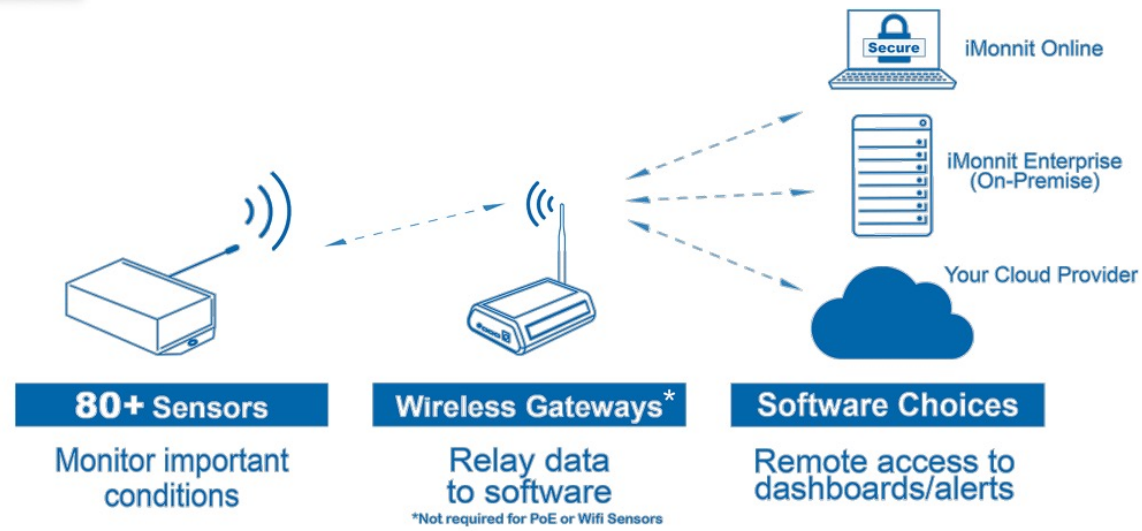
SPELL has the Safety 360 Team available to come out and work with your district in developing this type system.



Water Intrusion, power failures, system failure are all normal events for all schools. Knowing about it right away allows you and your district to manage risk and save time, money and interruption of Instructional and administrative operations.

How does it work ?

how Monnit solutions work



The wired gateway connects to your network, all communication with the sensors is sent wirelessly as a 900mhz radio signal. Alerts are delivered to your Monnit portal and via email or SMS to your staff, as you elect.

Will my technology office allow it ?

Monnit Devices are securely designed to work in your school environment.

Proprietary Operating System (OS)

The EGW4 is a purpose-built embedded gateway with a proprietary operating system and static file system. There is no mechanism supported to add programs or viruses to this device.

WIZnet Hardwired TCP/IP Stack

WIZnet hardwired TCP/IP Stack is a chip-level “unattackable” hardware network engine for preventing network attacks such as flooding, spoofing, and injection. The hardware TCP/IP Offload Engine (TOE) technology, implemented as hardwired logic from the Ethernet MAC Layer to the TCP/IP Layer, can protect the IoT system against network attack under an excessive number of flooding packets by discarding flooding packets detected. Additionally, the hardware TOE shows superior performance compared to the software TCP/IP stack solutions. The TOE supports up to eight independent hardware sockets concurrently.

Detailed Gateway Security Brief is available [here](#).



SPELL JIF Educational Facilities Management Program

Travelers Insurance

Welcome to the SPELL JIF Educational Facilities Management Program for Traveler's insured educational partners. Monnit is pleased to support Traveler's efforts to bring the Internet of Things (IoT) to school districts to best manage their educational facilities

The Program is your key to early and frequent identification of dangerous conditions in your facilities. This proactive approach allows you to swiftly address small issues, preventing them from escalating into major structural and/or operational dilemmas.

The information in the following pages provides suggested internet connected sensors and arrays to address the various needs schools have for deploying the IoT to monitor and prevent loss. Monnit is a leader in the IoT space, with 14 years of service, providing 80+ different sensor types to over 54,000+ customers to monitor a variety of known problems. Monnit believes that by implementing IoT products in your schools, we can help you reduce loss to expensive equipment and inventory and minimize damage to facilities.

This document includes greater details about how and why Monnit provides services to school districts. You may customize purchases to address the issues you wish to address first. That being said, Monnit has provided a starter kit that delivers a good sample of what we offer to address the items discussed in greater detail in the following pages and which are the most pressing for schools to address today.

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Total Start Kit Price		\$829.00	\$676.95



Humidity Monitoring

Facility Monitoring – Humidity Levels in Coastal and High Humidity Regions

Aside from water intrusion, constant, high humidity levels will lead to black mold growth in facilities. Mold remediation can average between \$2.50 - \$30.00 per square foot. Early detection of higher-than-recommended humidity levels using wireless sensors will eliminate the need for remediation services in the future.

Monnit offers humidity sensors that report and alert on humidity and temperature levels inside a building. Not every room requires a humidity sensor. Select rooms with varying “environments” to monitor the building's humidity levels. Track and trend humidity over time and receive alerts if levels are sustained for too long.

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Water Intrusion

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Deploying water detection sensors in areas susceptible to water intrusion can give facility managers a warning when water is detected. Monnit offers a variety of water detection sensors, from a rope that can be extended up to 100 feet for monitoring around foundations or large areas to pucks that can be easily deployed anywhere.

Water Detection					
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Water Rope Sensor	ALTA 900Mhz, Commercial AA Battery, 10' Water Rope Sensor	MNS2-9-W2-WS-WR	1	\$229.00	\$229.00
Water Rope Extension	10' Extension Rope (sensor supports up to 100 feet of rope)	MNA-N-WR-10	1	\$50.00	\$50.00
Water Puck Sensor	Water Detection Puck Sensor (available in white for \$10 more)	MNS2-9-PK-WS-PS	1	\$159.00	\$159.00
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Cooler and Freezer Monitoring

School Food Programs – Cooler and Frozen Inventory

Educational budgets are tight, and even more so for food programs. School districts spend anywhere from \$1.25 - \$3.00 per student on food daily, which in some districts amounts to tens of thousands of dollars in inventory.

Read how Llano Independent School District uses Monnit's sensors to remotely monitor cafeteria refrigerators and freezers, preventing cooling failures and saving themselves thousands of dollars. [Case Study](#)

Refrigerator and Freezer Monitoring Kit					
Sensor Type	Description	Part Number	Qty Needed	Price	Total
Leaded Temperature Sensor	ALTA 900Mhz, Commercial AA Battery Temp Sensor w/3' lead	MNS2-9-W2-TS-ST-L03	4	\$105.00	\$420.00
Ethernet Gateway	ALTA 900MHz, Ethernet Gateway	MNG3-9-EGW-CCE	1	\$365.00	\$365.00
Annual Software License	Cloud access to iMonnit.com sensor portal	Part number and price are based on the number of sensors deployed at each school location.			

Data Centers, and Data Closet Monitoring

District Server Rooms / School Data Closets

It's no secret that schools with server hardware and networking equipment must run within the critical temperature and humidity ranges. If these essential measurements rise or drop into dangerous territory—the worst-case scenario is server outages during the school period and unplanned capital expenditures replacing failed hardware.

Deploying a budget-friendly, simple-to-implement temperature/humidity and water detection kit allows the IT manager at the school and district level to quickly determine if the cooling in the rooms and closets is not performing as needed or if water has entered the room.

Data Closet Monitoring Kit					
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Humidity/Temperature Sensor	ALTA 900Mhz, Commerical AA Battery Humidity Sensor	MNS2-9-W2-HU-RH	1	\$155.00	\$155.00
Water Detect Rope	ALTA 900Mhz, Commerical Water Detection Rope Sensor	MNS2-9-W2-W5-WR	1	\$229.00	\$229.00
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Annual Software License	Cloud access to iMonnit.com sensor portal	<i>Part number and price are based on the number of sensors deployed at each school location.</i>			

How do I purchase these in NJ?

Ordering Process

Monnit will extend Net 30 terms on purchases for schools and school districts once the following items have been submitted to travelers@monnit.com:

- The top half of the Monnit Credit Application ([download from here](#))
- Submit credit references sheet
- Provide a tax exemption certificate
- Monnit W9 [download](#)

Other items for which the travelers@monnit.com email address should be utilized:

- Inquire about products
- Request estimates
- Send purchase orders
- Anything related to this program

Nick Mecham
nickm@monnit.com
T: 801-561-5555 x 908

We look forward to working with you.

Credit Terms Information & Application			
Please email back to credit@monnit.com along with W-9			
Name: Name of Project Mgr	Phone	Fax:	
Corporate Address:	City, State	Zip	
Billing Address:	City, State	Zip	
President:	DSB #	Corporation <input type="checkbox"/>	
Parent Co:	Controller:	Partnership <input type="checkbox"/>	
Federal Tax ID:	State of Incorporation:	LLC <input type="checkbox"/>	
Type of business:	Number of Employees:	Sole Proprietor <input type="checkbox"/>	
How many years in business?	Credit line requested: \$	Other: School / School District	
Purchasing Agent's: Name of person purchasing product	Phone No:	Email:	
Accounts Payable: Name of accounts payable contact	Phone No:	Email:	
Are purchase orders required?	Yes	Is merchandise for resale?	No
<small>I hereby agree that should your credit limit be exceeded on account of any or all of the above, I will remain obligated to pay the amount of such indebtedness to you.</small>			
Yes <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/> American Express <input type="checkbox"/>	Card #	Expiration:	Card Verification Code:
Shipping Address:	City, State	Zip:	

Your point of contact will be Nick Mecham, whose team will work to provide what is needed to move forward. Please do so if you need to reach out to him for anything.

How Do I Start

Reach out the Safety 360 Team. We are available to come out, learn about your facility and your specific issues and help you with a solution or monitoring program.

Link to Request Safety 360 Team Assistance is [here](#).

Link to [SPELL Travelers/Monnit IOT Program Information Sheet](#)
[Monnit Credit Application](#)

Monnit ALTA Ethernet Gateway 4 Security Brief

The Monnit ALTA® Ethernet Gateway 4 (EGW4) Ethernet network interface consists of the following:

1. Proprietary Operating System
2. WIZnet Hardwired TCP/IP Stack
3. Configurable Socket Interfaces
4. Application-specific Security

All of these modules were selected and designed to meet requirements for IoT Security in today's world.

Proprietary Operating System (OS)

The EGW4 is a purpose-built embedded gateway with a proprietary operating system and static file system. There is no mechanism supported to add programs or viruses to this device.

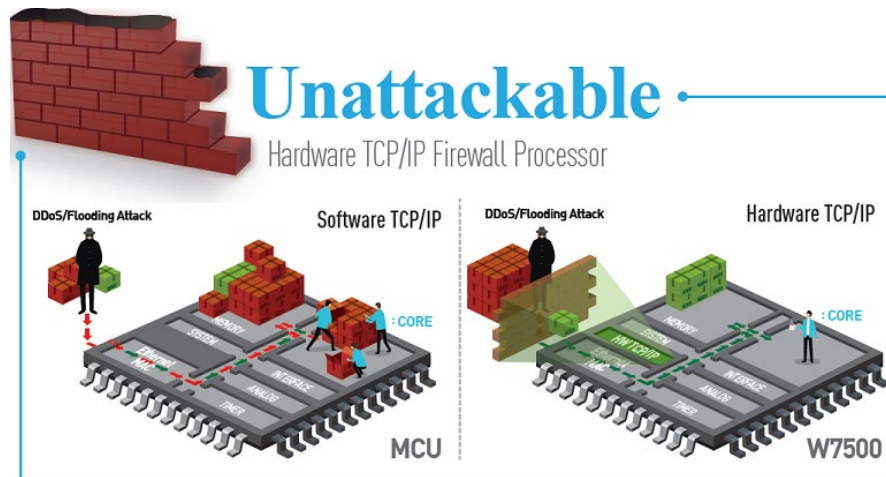
Potential points of attack:

- Device configurations change the behavior of the device.
- The device upgrade mechanism is used to replace code.

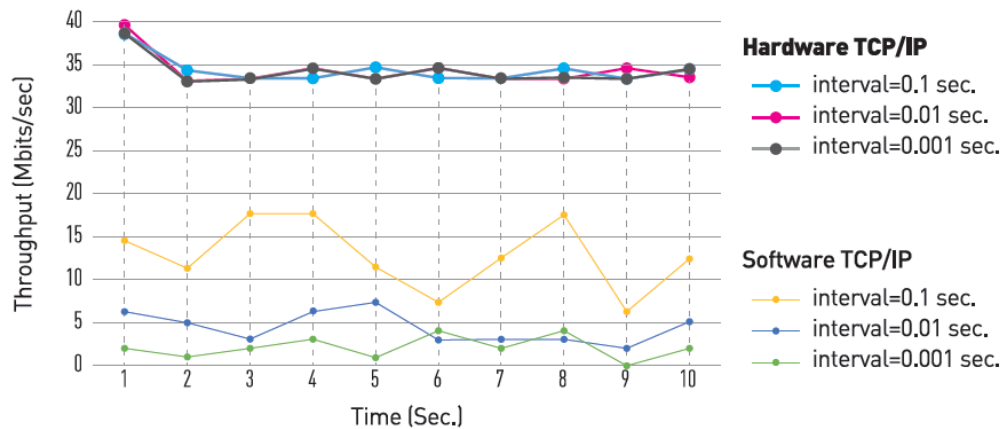
Therefore, the gateway interfaces must safeguard how these configurations and code changes occur.

WIZnet Hardwired TCP/IP Stack

WIZnet hardwired TCP/IP Stack is a chip-level “unattackable” hardware network engine for preventing network attacks such as flooding, spoofing, and injection. The hardware TCP/IP Offload Engine (TOE) technology, implemented as hardwired logic from the Ethernet MAC Layer to the TCP/IP Layer, can protect the IoT system against network attack under an excessive number of flooding packets by discarding flooding packets detected. Additionally, the hardware TOE shows superior performance compared to the software TCP/IP stack solutions. The TOE supports up to eight independent hardware sockets concurrently.



Comparison of Network Performance by interval of syn-flood attack (DDoS)



Configurable Interfaces

The Ethernet Gateway has the following interface options available:

1. **System Socket Interfaces:** These IP standard sockets implement the standard DHCP, DNS, and SNTP protocols. These protocols, by design, are outbound-based queries used when the gateway is required to automatically establish/maintain the device IP address, resolve “server names” into networked IP addresses, and query a time server. By default, both DHCP and DNS are used by the gateway. SNTP is disabled by default. Additionally, DHCP and DNS sockets cannot be directly disabled. However, if static IP settings are used for the gateway IP settings and an IP address is used instead of a server name, both interfaces will be effectively inactive.
2. **Default Server Interface:** This enables one intermittent outbound TCP port for server communication. By default, this interface is enabled and set to communicate on outbound TCP port 3000. This interface is primarily responsible for providing time for the gateway. The inbound port associated with an open socket is not fixed (TCP Standard implementation). This socket is activated on demand or on a dedicated poll interval (gateway heartbeat setting). After the dialog concludes, the TCP connection is closed. On “unlocked” versions of the gateway, this interface can be disabled, and no socket-level operations are attempted.
3. **Modbus TCP Interface:** This enables one TCP listening socket on a configurable port number. By default, Modbus TCP utilizes the INIA-directed TCP Port 502, and the interface is disabled by default. After this interface is enabled, traffic directed to the configured port number will be sent to the Modbus TCP application for handling.
4. **SNMP v1 Interface:** This enables one UDP listening socket, and up to three UDP Trap sending sockets on configurable port numbers. By default, this interface is disabled and is preconfigured to use the SNMP request port of 161 and SNMP Trap Port of 162 (INIA recommendations). If the interface is enabled, SNMP requests will be received and sent to the SNMP application for handling. If the Trap ports are enabled, the SNMP application can send trap events when they occur.
5. **HTTP Interface:** This enables a local webpage viewing for status and configuration. By default, this interface is enabled on INIA TCP port 80. If enabled, all traffic for this interface is directed to the HTTP application. If the interface is disabled, no socket-level operations are allowed.

Application-specific Security Features

- **Default Server Application:** This communicates utilizing EncryptRF[®] and the proprietary Monnit Server (MSVR) protocol. This security suite enables the gateway to form a secure communications link between an authorized server and the gateway. This secure link is authorized to perform gateway configurations. Additionally, gateway updates are only permitted across this secure link, and the gateway verifies the integrity of the new code before completing the updates.
- **Modbus TCP Application:** This enables Modbus TCP register read-access to collect gateway status and current sensor data. No write access is supported.
- **SNMP v1 Application:** This enables SNMP OID read-access to collect gateway status and current sensor data. No write-access is supported. If SNMP traps are enabled, the application will initiate qualified Trap events when they occur.
- **HTTP Application:** This uses the following “access configurations” to control access to this interface:
 - **“Read-Only”** – Interface will process all HTTP GET requests. This enables the viewing of gateway status and current configurations. However, HTTP POST messages will be ignored, and a read-only warning will be delivered to the caller. This removes this interface’s ability to change the operation of the gateway.
 - **“5-Minute Access”** – For five minutes after a boot event or the pressing of the Gateway Utility button, the gateway will accept HTTP POST messages. This enables configuration changes during this time.
 - **“30-Minute Access”** – For 30 minutes after a boot event or the pressing of the Gateway Utility button, the gateway will accept HTTP POST messages. This enables configuration changes during this time.
 - **“Unlimited Access”** – This interface will always accept HTTP POST messages. No security limit here.

Default Enabled Interface Summary:

- DHCP (UDP Port 67) – Standard implementation
- DNS (UDP Port 53) – Standard implementation
- Default Server (TCP Outbound Port 3000) – secured by EncryptRf[®], Proprietary MSVR Protocol
- HTTP (TCP Inbound Port 80) – Default as “read-only”

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Credit Terms Information & Application

Please email back to credit@monnit.com along with W-9

Name: Name of Project Mgr		Phone:		Fax:	
Corporate Address:		City, State:		Zip:	
Billing Address:		City, State:		Zip:	
President:	D&B #:	Corporation <input type="checkbox"/>			
Parent Co:	Controller:	Partnership <input type="checkbox"/>			
Federal Tax ID:	State of Incorporation:	LLC <input type="checkbox"/>			
Type of business:	Number of Employees:	Sole Proprietor <input type="checkbox"/>			
How many years in business?	Credit line requested:	\$	Other: School / School District		
Purchasing Agent(s): Name of person purchasing product		Phone No:		Email:	
Accounts Payable: Name of accounts payable contact		Phone No:		Email:	
Are purchase orders required?		Yes		Is merchandise for resale? No	
<small>Monnit Corp. may charge your credit card for payments on account, charges in excess of credit limit, or in case of account default without prior written notification.</small>					
Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> Amex <input type="checkbox"/>		Card #		Expiration: / Card Verification Code:	
Shipping Address:		City, State:		Zip:	

Your point of contact will be Nick Mecham, whose team will work to provide what is needed to move forward. Please do so if you need to reach out to him for anything.

Nick Mecham

nickm@monnit.com

T: 801-561-5555 x 908

We look forward to working with you.



Thank you for requesting an application of credit with Monnit Corporation.

Please fill out the attached Credit Terms Information & Application form and email it back to your Sales Representative along with a copy of your W-9. You will hear back from the Accounting Department shortly.



3400 S. West Temple
Salt Lake City, UT 84115
Tel.: 801-561-5555
Fax: 801-561-5575

Credit Terms Information & Application

Please email back to credit@monnit.com along with W-9

Name:	Phone:	Fax:
Corporate Address:	City, State:	Zip:
Billing Address:	City, State:	Zip:

President:	D&B #:	Corporation ()
Parent Co:	Controller:	Partnership ()
Federal Tax ID:	State of Incorporation:	LLC ()
Type of business:	Number of Employees:	Sole Proprietor ()
How many years in business?	Credit line requested:	\$ Other:
Purchasing Agent(s):	Phone No:	Email:
Accounts Payable:	Phone No:	Email:
Are purchase orders required?		Is merchandise for resale?
<u>Monnit Corp. may charge your credit card for payments on account, charges in excess of credit limit, or in case of account default without prior written notification</u>		
Visa MasterCard Amex	Card #	Expiration: / Card Verification Code:

Shipping Address:	City, State:	Zip:
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Banking References

Bank Name	Phone:	Fax:
Acct No.	Contact	
Address		

Trade References REQUIRED

1.) Name:	Phone:	Fax:
Acct No:	Contact:	Email:
Address:		

2.) Name	Phone:	Fax:
Acct No:	Contact:	Email:
Address:	City, State:	Zip:

3.) Name	Phone:	Fax:
Acct No:	Contact:	Email:
Address:	City, State:	Zip:

MCA090820

Signature of Authorized Agent / Cardholder

Title

Date

A Photostat copy of the signature is as legally binding as the original
Signature on this form serves as authorization to verify information with banking institutions and trade references. Where a credit card is required to secure the account, a signature also serves as the cardholder's authorization to charge the credit card specified above in the manner indicated.