

## EXERGEN GLOBAL, THE WORLD'S LEADING NON-CONTACT INFRARED SENSOR SOLUTION PROVIDER, NAMED FROST & SULLIVAN 2015 ENTREPRENEURIAL COMPANY OF THE YEAR

### Exergen's Customized Approach to Innovative Thermal Management Solutions Gives it a Distinct Competitive Advantage

MOUNTAIN VIEW, Calif. - November 10, 2015 - Based on its recent analysis of the non-contact infrared (IR) temperature sensors market, Frost & Sullivan recognizes Exergen Global BV (Exergen) with the 2015 Global Frost & Sullivan Entrepreneurial Company of the Year Award. Exergen has combined its expertise in mechanical engineering with its in-depth knowledge of thermal management to develop truly comprehensive solutions, rather than products that are simply "technologically advanced." Instead of manufacturing off-the-shelf IR temperature sensors, Exergen's customized solutions perfectly match each original equipment manufacturers' (OEMs') unique production requirements to provide a best-in-class customer experience.

"Exergen has leveraged two decades of experience to develop its exclusive Sensoranics™ Methodology, which assists OEMs in speeding up their production processes as much as an estimated 30 percent while adhering to quality standards. It achieves this by employing a core equation that helps continuously monitor the temperatures of dynamic processes," said Frost & Sullivan Industry Principal Dr. Rajender Thusu. "Exergen has introduced several mechanical add-ons to its product portfolio to avoid reflection and radiation entering the infrared sensor and altering the direction of infrared waves. Exergen's sensors are reliable and highly accurate, regardless of environmental impediments."

"We are honored and proud to be the recipients of this prestigious award from Frost & Sullivan," said Bart van Liempd, CEO of Exergen Global. "This accolade validates our hard work, innovations and commitment to providing our clients with custom solutions for the industry's toughest and often unique thermal management challenges."

#### Exergen Delivers Numerous Firsts in Sensor Industry

Exergen currently holds more than 75 patents in the field of non-contact IR temperature sensors. It has produced a National Institute of Standards and Technology (NIST)-certified IR temperature sensor that achieves zero signal drift while delivering accuracy of 0.02 percent, high repeatability, and 0.0001°C (0.0002°F) resolution. Its product portfolio also boasts several of the world's first unpowered temperature sensors, including the IRt/c and micro IRt/c family of sensors. With a mean time between failures (MTBF) of a thousand years, the company's non-contact IR temperature sensors provide superior performance and reliability that is unmatched globally.

Exergen's unique approach to conceptualizing and developing custom sensor solutions is perhaps best demonstrated in its Double Shrouded Reflective Cone (DSRC) and its Clean Micro Air-Purge Sensor designs. The DSRC sensor solution is compatible with all classes of IRt/c sensors and prohibits emissivity changes by preventing ambient radiation from reflecting off of a material's surface. The Clean Micro Air-Purge Jacket features a miniature-sized lens and efficient jacket design, allowing users to clean the lens' surface with as little as 0.06 CFM of air. It is ideal for use with very small IR sensors, such as the micro IRt/c and micro IRt/c.4, and is most often employed in manufacturing applications that require constant process temperature monitoring and in which lens contamination risk is high.

Exergen's micro IRt/c is the industry's smallest non-contact IR temperature sensor (0.24-inch diameter by 0.79 inches long) and can easily be mounted in very tight or small areas, where most standard sensors can't fit. A patented heat balance equation for non-contact internal temperature monitoring, developed by Dr. Frank Pompei, CEO and founder of Exergen, is responsible for many of micro IRt/c's unique features, such as its self-powered, no-drift design.

## Customers Come First

In order to ensure that its customers are 100 percent satisfied with the custom solutions it develops for them, Exergen charges customers only when it has successfully developed a customized IRt/c sensor solution that matches their unique needs. Exergen commits to providing every current and prospective customer with free access to its proprietary technologies, vast knowledge bank, and expertise in thermal management, confident that the time and knowledge it has invested in the process will be realized when it develops the ideal solution.

"In addition to offering custom solution development, Exergen also provides cutting-edge product testing and verification (sensor calibration and sensor performance verification) to determine if its solutions are ready for real-world deployment," noted Thusu.

Exergen's practice of conducting an annual survey of its customers has helped it fine tune its customer support offerings, which include training available through interactive modules. Its customer service centers help customers diagnose any problem, and, unlike many sensor manufacturing companies, its customer service executives are available 24/7, throughout the year.

## About Frost & Sullivan's Best Practice Awards

Each year, Frost & Sullivan presents the Entrepreneurial Company of the Year Award to the company that has demonstrated excellence in devising a strong growth strategy and robustly implementing it. The recipient has shown strength in terms of innovation in products and technologies, leadership in customer value, and speed in response to market needs. In short, the award looks at the emerging market players in the industry and recognizes their best practices that are positioned for future growth excellence.

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis and extensive secondary research to identify best practices in the industry.

## About Exergen and Exergen Global (now known as CleverIR):

Exergen Corporation, the global leader in industrial and medical non-invasive temperature technology, provides non-invasive temperature measurement devices providing cost effective, higher accuracy, less invasiveness, and greater reliability than ever previously possible. Exergen is well known for its award-winning temporal artery thermometer in the healthcare and consumer markets. The company was founded by Harvard-research scientist Dr. Francesco Pompei, who holds over 70 patents. Exergen Corporation is based in Watertown, Massachusetts, U.S. Exergen Global is the worldwide solutions provider of Exergen Corporation's industrial non-contact infrared temperature sensor solutions.

## About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

- **The Integrated Value Proposition** provides support to our clients throughout all phases of their journey to visionary innovation including: research, analysis, strategy, vision, innovation and implementation.

- **The Partnership Infrastructure** is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360 degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

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