PRESS RELEASE

Wellnode first to pass nanotron Technologies' new partner certification program

Leading German RTLS developer ensures only highly qualified resellers market nanotron's innovative solutions.

Berlin, June 25, 2012. Shanghai based Wellnode is the first nanotron Technologies partner to successfully complete the leading German RTLS developer's new rigorous partner certification program. Wellnode has been recognized as a "Certified Application and Sales Partner of nanotron Technologies GmbH for *protect* and *find*". Wellnode resells nanotron's system elements including anchors, tags and location server software. With nanotron's innovative technology, Wellnode enables its customers, system integrators and OEMs, to build high throughput and cost-efficient RTLS system level solutions for a number of industries. Solutions for personal safety in mines are of particular importance.

End users of nanotron's *protect* and *find* platforms demand competent support during system integration. By introducing the Certified Application and Sales Partner program, nanotron reacts accordingly. The new program guarantees high quality local support for System Integrators and OEMs by nanotron's certified partner. Both technical capabilities as well as business application skills are assessed. Support engineers of the partner not only understand nanotron's innovative CSS technology but are able also to comprehensively explain its implementation. Business application skills are required to assess the potential return on investment (ROI) of a solution early on. Technical and economic viability is clear before system integration starts.

nanotron Chief Executive Officer, Dr. Jens Albers comments, "we have been working closely with Wellnode since 2009 and are proud to have a well established and highly skilled partner in evolving high-volume RTLS markets. From the beginning Wellnode focussed on selling nanotron's RTLS *find*-solutions to customers in Greater China in the country's vast mining sector." He adds, "We are in the process of expanding our well-trained dedicated network of skilled application and sales partners. Growth is our priority. We reach out to system integrators and leverage their specific vertical knowledge, experience and market access."

Wellnode General Manager, Zhaoyun Zhang, explains "Wellnode is impressed with nanotron's approach to RTLS. nanotron's platform solutions combine accurate location awareness with inexpensive easy to install infrastructure and low-cost tags. The innovative technology is set to help widespread use in China's mining industry as a further step to ensure safe work environments in open-cast and underground mines."

Caption: Wellnode's General Manager Zhaoyun Zhan in his office in Shanghai.

About nanotron:

nanotron Technologies is a leading provider of wireless products that help to *protect* and *find* people, animals and valuable assets. They create highly accurate location information and energy-efficiently transmit data with a single, low-cost chip. nanotron's technology is patent-protected and follows ISO and IEEE standards for global asset tracking. nanotron's solutions are used in a wide range of applications and industry verticals including child safety in public places, livestock monitoring & management, mine safety, virtual fencing and transit yard management. nanotron's products are available on two distinct platforms: *protect* and *find*. The *protect* platform monitors proximity. The *find* platform locates people, animals and valuable assets. Both platforms create reliable and efficient visibility. nanotron supports its customers and channel partners to adapt the *protect* and *find* products to the needs of their vertical markets.

About Wellnode:

Wellnode is one of the leading RTLS and digital spatial solution providers in China. The company started its RTLS business in 2007, and has significant experience in system planning and integration. With the optimized RTLS hardware products and its DigiSpatial software platform, Wellnode can deliver value to person and assets locating users, such as coal mines, hospitals, and providers of parking services. Wellnode supplies complete cost-effective system-level solutions and parts thereof, and cooperates with dozens of RTLS system integrators in China.

Media Contacts

nanotron Technologies
Thomas Förste
VP Sales and Marketing
T +49 30 399 954-0
Email t.foerste@nanotron.com
Web http://www.nanotron.com

PR Agency
CREAM COMMUNICATION
Anne Bettina Jäger
T +49 40 431 791 26
Email bj@cream-communication.com
Web http://www.cream-communication.com