

ARIAL Facility Profile

Date _____ Record# _____
Facility _____ Contact _____
City/State _____ Telephone _____
Chain/Corporation _____ Buying Group _____

Type of facility

- Independent Living Assisted Living Nursing Home All Other _____
 Existing Structure New Construction (completion date _____)

Building Information

1. Do you have an existing call system? Yes No Adding to your present system?
Are you replacing your current system? All Partial Where? _____
2. Size of facility: Number of buildings _____ Number of floors _____
(notes) _____
3. System to be used in what part of facility: All
a) Which buildings? _____
b) Which floors? _____
c) Which wings? _____
(notes) _____
4. Has construction/remodeling been completed? Yes No When is the expected completion date? _____
Is future work planned? Yes No When? _____
5. Facility construction:
a) Floor: Wood Prestressed concrete Solid metal pan subfloor
(notes) _____
b) Metal structures in/on walls: Metal studs Metallic wallpaper
 Foil covered insulation (in walls) Metal lathe (in plaster walls)
Other _____
6. Does staff currently use pagers? Yes No
7. Does maintenance staff have training and experience with radio equipment installation and maintenance? Yes No
If yes, briefly explain: _____

Equipment Information

1. Total number of rooms _____
a) Number of beds to be covered _____
b) Number of bathrooms to be covered _____
c) Number of common area rooms to be covered _____
Total number of wall mount units _____
Total number of pendants _____
2. Number of push button cords needed (on fixed units) _____
Units to be located _____
3. Will pagers be used? Yes No Number of pagers needed: _____
4. Have you supplied a rough floor plan with dimensions (fire escape diagram is often adequate) and/or campus layout drawing? Yes No
5. Have you drawn a coverage area (footprint) on your site plan showing where coverage is desired? Yes No

Marketing Information

1. Are you currently budgeted for a new call system? Yes No
(notes) _____
2. What TWO major benefits of Aerial appeal to you most?
 Fast Installation No Wires Activity Reports
 Flexibility Portable Call Units Security Options
 Easy Add-on Staff Paging
3. Are you considering other wireless equipment? Yes No
4. Who will make the purchasing decision for your facility? _____

Customer recognizes that a properly installed and maintained Aerial Communications System may only permit residents to seek assistance. Aerial does not ensure or guarantee a specific range of coverage or that there will be no death, personal injury and/or damage to property. As a result, STI does not claim that the Aerial Communications System may not be compromised and/or circumvented, or that the Aerial Communications System will prevent any death, personal injury and/or damage to property in circumstances which might prompt the use of the Aerial Communications System, or that the Aerial Communications System will in all cases provide adequate warning or protection.

ARIAL SYSTEM SUITABILITY CONSIDERATIONS

The Arial system operates consistently and reliably in a variety of settings. Its primary use has been in retirement communities. We believe that the Arial system can help you meet the personal communication needs of your facility, particularly in situations where residents are mobile.

One of the major benefits of the Arial system is its flexibility in permitting you to purchase only the size of system that meets your present needs. Unlike hardwired systems where a single major capital investment decision is made to wire all rooms in a facility at once, a basic Arial system can be purchased initially. Additional transmitters and repeaters can be added as the resident or user population increases. System flexibility also extends to a wide variety of uses and operating protocols and can be adopted to meet particular needs, including facility security.

Another dimension of flexibility is the basis upon which the Arial system is marketed to your residents. The type of events that are appropriate for usage of the signaling equipment can also be defined. One approach is to offer it to all as part of the basic monthly fee structure and provide transmitters or require their purchase or rent. Another approach is to incorporate the Arial system into the basic fee structure for all residents. The Arial system permits the response system to be tailored to best serve the residents. Equipment prices and monthly service fees that you charge to users are cost competitive and revenue enhancing.

In view of the flexibility and many benefits of the Arial system, it is important to recognize that the Arial system may not be appropriate for use in all circumstances. This is intended to inform a purchaser as to a number of considerations relating to operation and use of the Arial equipment. It is meant to assist you in determining whether the Arial system is suitable for specific communication requirements. Since the equipment is portable and can be used in so many ways, the operating features of the system should be fully understood. This information should be obtained from your Arial sales representative and from other literature describing the operating features of the system. Once that information is available and the features of the equipment are known, there are some additional considerations that you need to be aware of in making your purchase decision.

One of the valuable benefits of the Arial system is that it is wireless. The wireless feature offers added convenience for your residents since Arial pendants are portable and therefore always within reach of users.

Arial equipment operates at 900 MHz spread spectrum and has all necessary FCC authorizations. The Arial system meets all FCC requirements. Arial products are

authorized to operate under Part 15 of the FCC rules. As a Part 15 device, the Arial equipment cannot legally emit signals which interfere with other electronic devices, and Arial equipment is required to be operated subject to whatever interference may legally be caused by other electronic transmissions. This requirement applies to all Part 15 devices. It should be recognized that all wireless communication devices (i.e. AM or FM radio, television portable telephones, walkie-talkies, CB radio, ham radios, etc.), are inherently subject to interference from other radio sources. No radio-based device has exclusive use of a given frequency or 100% protection from having signal interference or distortion. Arial uses spread spectrum technology, which means each transmitter operates at 24 different frequencies each time a call is sent.

The heart of the Arial system is a specially designed software that codes the transmission signal to the receiver, thereby significantly reducing the problems of interference and false signals. The system is fully supervised, that is, the receiver is a "smart" device that hears from every transmitter in the system within a specific time period. In addition, diversity reception is used on the receiver to minimize null areas.

You should also be aware that signals from enclosed metal structures, such as an enclosed walk-in refrigerator or an automobile, might not transmit effectively because of metal shielding. Users and staff should be advised accordingly.

At the time of installation of your Arial system, Arial technicians will test your facility for environmental barriers, signal transmission, and reception problems. If significant problems are detected, the system will not be installed. Remodeling or expansion of your facility could involve new metal construction that could create new RF signal barriers. You need to be alert to your operating environment and system operations and to develop and implement regular test protocols.

During installation, Arial technicians will test transmissions from each room or living unit where a transmitter unit is expected to be used and from multiple common areas throughout your facility. If and when they find locations that will not receive a transmission, they will make equipment adjustments until they obtain a positive test. If they identify a radio proof area, they will so advise you. While tests will be intensive, practicalities are such that not every cubic foot of the facility can be initially tested for transmissions. Thus, you should be alert to identify the existence of any areas in your facility from which the Arial signal will not transmit. These locations should be posted. They should be made known to both your staff and your residents. You should consider placing an appropriate plaque or sign in the area notifying users

that an Arial signal will not transmit from that location. This does not mean to suggest that there are certain to be such areas – only that the possibility exists.

Normally an individual will activate the signal from his or her assigned room, apartment or work station. However, since one of the major benefits of the Arial wireless system is its portability, there will be times when a person transmitting will be elsewhere on the grounds of your facility. Normally, if persons initiating an emergency transmission are in recreation or dining areas, particularly during peak usage periods, they will receive immediate assistance from others in the room. Thus, depending on the time of day, individual habit patterns of your residents and other circumstances unique to your particular facility, search protocols for persons not found in their resident quarters might concentrate initially on low traffic areas. These include stairwells, garages, basements, storerooms, outdoor walkways and other similar areas unique to your facility. The use of locators can be of value in these cases. The quality of the added protection to your residents gained by use of the Arial system will depend in large part on the quality and reliability of the response provided by your staff.

Effective system operation requires that your staff and residents be fully instructed in the proper use of the Arial transmitters as well as the operating protocols which you may adopt. Arial provides information specially designed for use by your staff and residents with similar written information that will advise you on testing procedures and help you develop your own system protocols.

In most states, the use of a call system in nursing home or hospital environments is required to be approved by state regulatory agencies. Some states may also have regulations that extend to use of the Arial system in assisted living or other applications. You should check with applicable regulatory authorities whether use of the Arial equipment in your facility will require any regulatory approvals. Arial will cooperate fully with you in working with your regulatory agency in obtaining any required approvals, but it is necessary that you confirm your regulatory requirements before installation of the system begins.

Please contact your Arial sales representative at 800-824-2996 if you have any questions regarding these subjects or if you wish additional information.