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Metor 6 Series

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Rapiscan Metor 6E

RS_Metor 6E Sales Presentation

Revision Date: February 12, 2014

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Introducing 6E

Combines the strictest regulatory level detection performance with the most accurate location function in the market

Metor 6E

New Walk-Through Metal Detector

- ✓regulation compliant…
- ✓2-dimensional location display…
- ✓technologically superior…
- ✓future proof…

for your requirements tomorrow

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Top 3

Features	Benefits	Differentiators
• 2-dimensional location display	• Accurate display of alarmed item(s)	• Efficiency through better performance
• Alarm distribution data collection & zone adjustment ability	• Detailed throughput analysis	• Optimize screening site CONOPS and unit's performance
• Regulation compliant	• Suitable for use in most applications	• Beat out noncertified competitors in applicable markets

Collection and analysis of alarm distribution data allows for unit's fine tuning and optimization of throughput.

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Regulation compliance

✓EU standard 2 (used globally)

✓CAAC (high sensitivity)

✓NIJ (medium and large items)

✓STAC (most recognized)

✓JCAB (high throughput)

# Location display with 60 segments

2 dimensional location display

✓ To accurately identify the location of the alarmed item(s) on the passage

✓ Up to 60 segments can be indicated - LEFT/CENTER/RIGHT

✓ Center indicated by both LEFT and RIGHT LEDs lit

✓ 20 vertical and 3 horizontal segments

✓ Ability to collect statistics from the vertical segments

Competition

- Ceia 02PN20   60 location function segments

- Ceia PMD2 Plus   60 location function segments

- Garrett PD6500i: 33 segments – 11 vertical, 3 horizontal

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10 adjustable detection zones

Detection uniformity

- ✓ 10 overlapping adjustable detection zones ensure uniform detection

- ✓ Overall sensitivity adjustability

- ✓ Each zone's sensitivity level can be raised or lowered to compensate for non-uniform detection caused by external metal

Competition

- Ceia 02PN20   overall and floor sensitivity is adjustable

- Ceia PMD2 Plus   overall and floor sensitivity is adjustable

- Garrett PD6500i   6 vertical zones adjustable is but not overlapping, leaving "holes"

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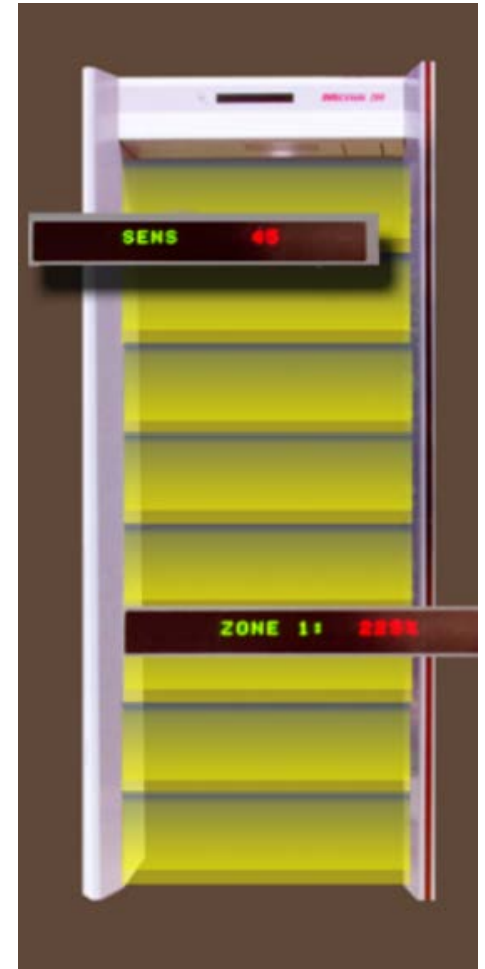
Alarm Distribution Data

✓ Indicates the relative alarm rates of each of the 20 vertical display segments in both directions

✓ "**A1SEG07 12,34%**" means that overall number of **A**larms in direction **1** in **SEG**ment **07** is **12,34%** of all the walk throughs (PAX)

✓ Allows for more indepth analysis of alarm locations and their causes, thus assisting in the optimization of the unit's detection performance and even better improving the entire concept of operations to maximize the throughput without risking the security

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If the alarm rate from segment 7 is noticably high in comparison to other segments?

- ✓ The operator can advise the individual walking through to divest potential alarm causing items from their person at the level of the high alarm % segments (+/- a segment)

- ✓ The operator is able to adjust the sensitivity levels of the alarming segments to reduce the alarm rate, thereby improving the throughput and the overall efficiency of the screening site
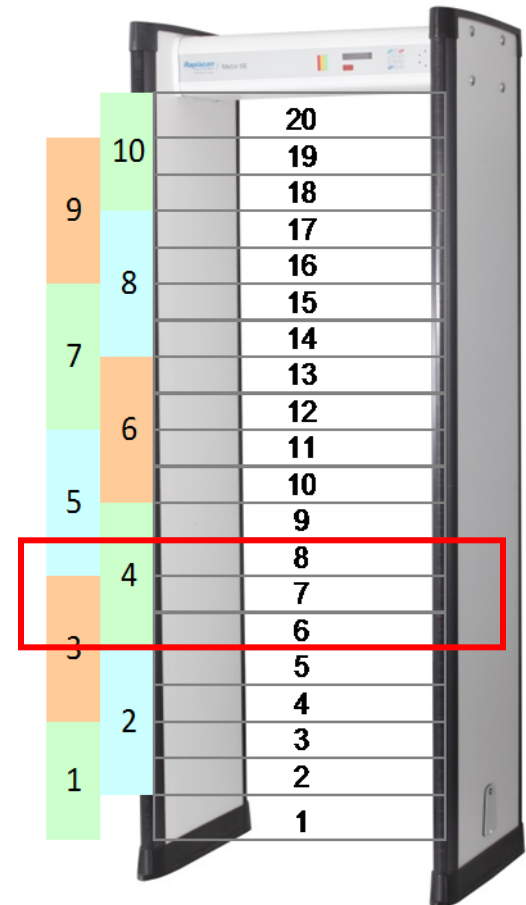
Future proof/customization

✓ Easy to upgrade and update

- Firmware and user interface language update easily via SD card – Metor Translator

- New firmware can be sent by email and the files can be loaded onto the SD card via PC

- Customized detection programs on case-by-case basis possible

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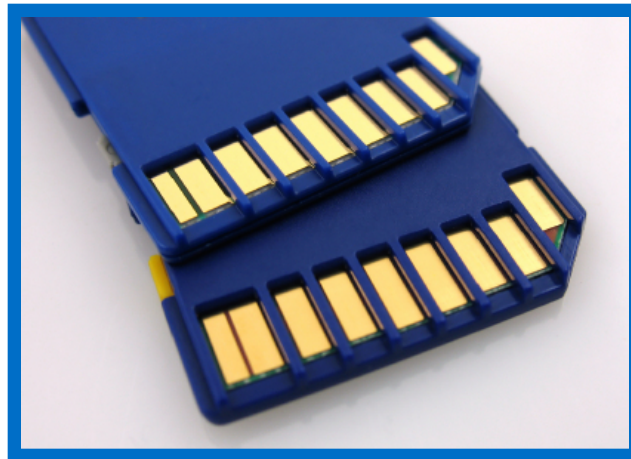
Network connection

✓ Integrated ethernet connectivity to MetorNet 3 Pro Web

- No additional hardware needed
- Easy to install

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MetorNet 3 Pro Web compliant

✓ Centralized security management tool for METOR 6 series walk-through metal detectors

✓ Improves security by alerting in case of misuse

✓ Convenient remote monitoring from multiple PC's

✓ Immediate adjustment of parameters from central location

✓ Statistics collection and reporting for efficient resource allocation

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Metor 6 series common - useability

✓ Standby mode
- power save mode
- fast recovery to normal operation
- no access key required

✓ Power indicator
- top segment of the zone display flashes to indicate "power on"
- prevents accidental "unit off" situations

✓ Alphanumeric 2x20 character display
- indicates relative object size, all programming, statistical and error information with explicit text format

✓ Traffic lights
- STOP / GO easy to understand international signs
- to assist pacing the traffic flow

✓ Keypad and remote control functions identical

✓ Operating hour counter

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Metor 6 series common – dual random

✓Dual random alarm

- alarms randomly on pre-set % of non-alarming passengers
- alarms randomly on pre-set % of alarming passengers
- adjustable from 0-100%
- configurable: tone, volume and display
- enables discreet search of nonalarming passengers
- enables more thorough search of alarming passengers

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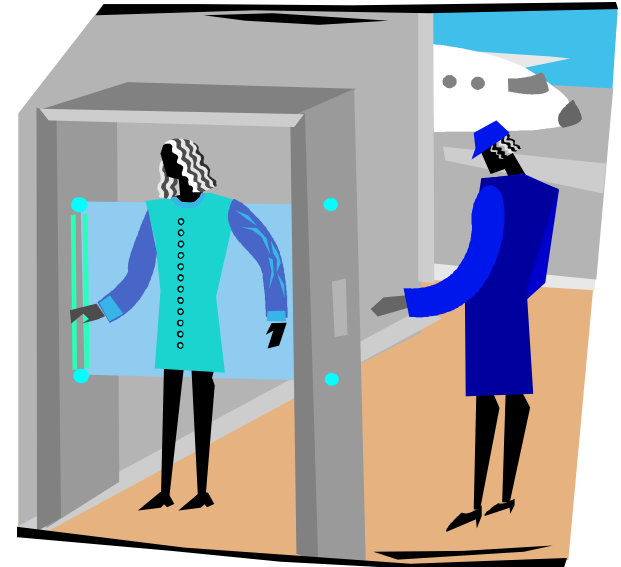
Metor 6 series common - safety

✓Calibration guard

- monitors detection parameters and indicates in case of change
- Indicates on unauthorized parameter changes

✓Power guard

- monitors mains voltage and internal power supplies
- alarms in case of power loss

✓Ready state violation

- alarms in case of a person accessing when the system is not in normal operation

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Metor 6 series common - automated

✓ Auto frequency selection

- no need for the laborious manual selection
- very useful in installation sítes with he installations with multiple units

✓ Auto sensitivity calibration

- makes the calibration process easy
- eliminates the trial and error of manual calibration

✓ Auto floor calibration

- advanced feature for the automated calibration

FREQUENCY SEARCH
** PLEASE WAIT **

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Metor 6E - Accessories

- Battery back-up system
- Remote display unit
- 32" crosspiece (ADA compliant)
  - by field upgradeable 2 x 1" flanges
- Test pieces
- RX additional ZDs
- Metornet 3 Pro Web
- Dolly

MBBS.tif
Type: TIF File
Size: 60,1 MB
Dimension: 5616 x 3744 pixels

Flanges.tif
Type: TIF File
Size: 60,1 MB
Dimension: 5616 x 3744 pixels

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Prior Product Differentiation

Metor 300	Metor 300 EMD	Metor 6M	Metor 6E
EU, CAAC	STAC, EU, CAAC, JCAB	EU, CAAC	STAC, EU, CAAC, JCAB
10 location display segments in TX panel	20 location display segments in TX panel	20 location display segments in TX panel	60 location display segments total in two panels
8 adjustable detection zones	Only floor level and overall sensitivity adjustment	9 adjustable detection zones	10 adjustable detection zones for enhanced performance
Alarm rate from the whole aperture only	Alarm rate from the whole aperture only	Alarm rate from the whole aperture only	Advanced alarm distribution data from each vertical zone
Networking via RS232 and ADAM connector	Networking via RS232 and ADAM connector	Networking via RS232 and ADAM connector	Integrated Ethernet connection direct via RJ45
+	+	+	Auto frequency
+	+	+	Auto sensitivity
-	+	+	Auto floor sensitivity
-	+	+	Calibration guard
-	+	+	Ready state violation
-	+	+	Standby
-	+	+	Power on indication
-	-	+	Dual random alarm
-	-	+	Power guard
-	-	+	Operating hour counter

Metor 6E is the most advanced model to-date in our portfolio.

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6E Competition Technical Comparison

	Rapiscan Metor 6E	Ceia 02PN20/PMD3	Garrett PD6500i
USER FRIENDLINESS	Auto features (frequency, sens)	Auto features (frequency, sens)	Cumbersome
CONTINUOUS OPERATION	At all times	Mechanical vibration effect	Selectable
ZONAL STATISTICS	Alarm distribution of vertical zones	N/A	N/A
POWER GUARD	Alarms in case of power failure	Optional mains disconnection	N/A
IMMUNITY (ELECTR/MECH)	Good / Good	Good / Poor	Poor / Good
DETECTION ZONES	Indep. adjustable	Overall and floor sens	6 detection zones
LOCATION DISPLAY	20 vertical x 3 horizontal segments	60 claimed, location function	33 claimed, location function

The 6E is the strongest WTMD on the market today based on technical features.

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Key Selling Features

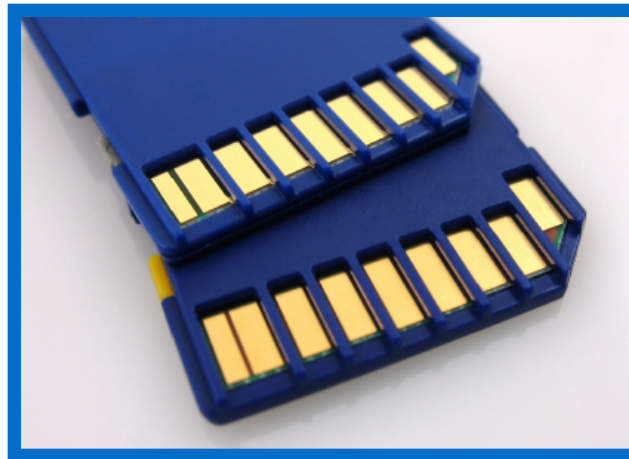|	Rapiscan Metor 6E		Ceia 02PN20		Ceia PMD2 Plus		Garrett PD6500i
Regulatory Compliance*	✚	All but TSA, STAC pending	▬	All but JCAB	▬	All but TSA	▬	Missing CAAC and JCAB
Location function	✚	60 - reliable	▬	60 - optional	▬	60	▬	33 - Unreliable for multiple items
Superior Technology	✚	Individually adjustable zones, advance automated features	▬	Overall and floor level adjustable, limited number of automated features	▬	Overall and floor level adjustable, limited number of automated features	▬	Adjustable zones, pulsed field technology leads to poor immuity
Comprehensive security features	✚	Ready state violation, power guard, fully configurable user levels, dual random alarm, keypad disable, UI lockdown to protect against tampering.	▬	One configurable user level only, optional power guard, single random alarm fuinctionality	▬	One configurable user level only, optional power guard, single random alarm fuinctionality	▬	No configurable user levels, single random alarm fuinctionality
Easy to Upgrade and Customize / Personalize	✚	Firmware and user interface update via SD card, user defined detection programs	▬	Chip card for calibration only; programs in chip cards	▬	Chip card for calibration only; programs in chip cards	▬	N/A
Alarm Distribution Data Collection	✚	Statistics collection from 20 vertical segments indicating relative alarm rates	▬	Only PAX data collection from the whole aperture	▬	Only PAX data collection from the whole aperture	▬	Only PAX data collection from the whole aperture

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*Pending: STAC evaluation to begin 1/2014, after product market release.
We have seen this process take up to 4-10 weeks to complete.

▬ On par ✚ Stronger ▬ Weaker

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Future proof/customization

✓Easy to upgrade and update

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Metor 6E Competition Compliance

Model	STAC	CAAC	EU Std2	TSA	JCAB
Metor 6E	X*	X	X	-	X
Metor 6M		X	X		
Ceia 02PN20	X	X	X	X	-
Ceia PMD 2/3 Plus	X	X	X	-	X
Ceia HiPe Plus	X	X	X	-	-
Garrett PD6500i	X	-	X	X	-

* Pending: STAC evaluation to begin 1/2014, after product market release. We have seen this process take up to 4-10 weeks to complete.

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Applications

- ✓ **G**overnment facilities
- ✓ **A**viation
- ✓ **M**ass transit
- ✓ **E**vents

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Metor 6E Market Positioning

Chart with y-axis labeled "Estimated Price Range" (marked $0, $5,000, $10,000) and x-axis labeled "Number of Unique Capabilities, Functionality, Features". Overlapping bubbles: Ceia 02PN20, Ceia PMD2/3 HiPe Plus (Price depends on sales channel), 6E, 6M, Garrett PD6500i.

Key Win Themes

Advanced Performance →	Provides compliance with all relevant regulations
Independently Adjustable Detection Zones →	Enhance the performance and adjusts the unit to its environment
High Accuracy 2-dimensional Location Display →	Improves screening efficiency in terms of speed and cost
Segmented Alarm Distribution Data →	Allows for greater optimization of the unit's capabilities
Easy Upgrades by SD Card →	Upgrade, add features & personalize the system

Sales and Marketing Resources

Collateral / Information

Marketing Collateral:
www.rapiscansystems.com/extranet...
- Data Sheet
- Technical Specifications
- FAQ
- Overview
- Sales presentation
- Salient Characteristics
- 6 series matrix
- 6E competition matrix
- Images

Training Modules at
www.brainshark.com
- Metor 6E…..

Contacts

Marketing Collateral
- Melissa Odegaard

Product Marketing
- Petri Ikonen

Product Sales Experts
- AMER: John Kuntz, Thomas Dunn, Sean Bullock, Gustavo Mejia
- EMEA: Mike Lech, Laith Shaddah
- APAC: Paul Herbert Ampania

PLM
- Kai Särmö

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